

Choice One Communications of New York Inc.
d/b/a EarthLink Business
PSC No. 1 - Telephone
Effective Date: September 8, 2012

Addendum Type: Promotions
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LOCAL EXCHANGE SERVICES

SALES PROMOTIONS

1.1 Charter Club, Measured Rate Basic Line Service

1.1.1 Availability

- A. This promotion will be offered to prospective customers who choose to subscribe to the Company's Measured Rate Basic Line Service.
- B. This promotional offering will be available in all areas served by the Company within the State of New York where existing facilities permit.

1.1.2 Duration of Promotion

All rates and conditions associated with this promotional offering (see III and IV below) will be in effect for the term of service agreed upon by the customer and the Company.

1.1.3 Description of Offering

This promotion offers the following features to prospective customers:

- A. Reductions in the monthly charges for Measured Rate Basic Line Service (Business and Residential).
- B. The choice of any of the following service options* without having to pay the applicable nonrecurring or monthly recurring charges:
 - i. Any two Custom Calling services (see Section 5.1) per access line; or
 - ii. One Basic Voice Mail service per access line.

To qualify for this promotion, prospective customers must agree to the following conditions:

- 1. Establish Basic Line Service with the Company for a term of one, two or three years.
- 2. Presubscribe to Choice One Communications Inc., the Company's affiliate long distance provider, as the customer's primary provider of intraLATA and/or interLATA toll service.

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SALES PROMOTIONS, (Cont'd)

1.1 Charter Club, Measured Rate Basic Line Service, (Cont'd)

1.1.4 Rates

The following rates are offered on a per line basis to customers who elect to participate in this promotion and will be in effect for the duration of the term selected by the customer.

Term	Per Line Rate
1 Year	\$19.99
2 Year	\$18.99
3 Year	\$17.99

Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

* Note: Other services or features may be offered in lieu of either options (i) or (ii). Such services may include nonregulated services and/or services offered by either the Company or an affiliate of the company and may not be listed in New York P.S.C. Tariff No. 4.

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SALES PROMOTIONS, (Cont'd)

1.2 Charter Club T1 Service

1.2.1 Availability

- A. This promotion will be offered to customers who choose to subscribe to the Company's DS1 Trunk Service.
- B. This promotional offering will be available within the local service territories of New York State where existing facilities permit.

1.2.2 Duration of Promotion

All rates and conditions associated with this promotional offering (see III) will be in effect for the term of service agreed upon by the customer and the Company.

1.2.3 Description of Offering

This promotion offers the standard three year monthly rate for DS1 (T1) Trunk Service (see Addendum B, Original Leaf No. B-24) for customers who commit to a minimum service term of one year.

To qualify for this promotion, customers must agree to presubscribe to Choice One Communications Inc., the Company's affiliate long distance provider, as the customer's primary provider of intraLATA and/or interLATA toll service.

Customers who currently have a preexisting term commitment with the Company will be required to pay termination charges should they agree to migrate their service to this promotional offering.

The rates offered pursuant to this promotion may be extended through a two or three year service commitment. Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

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SALES PROMOTIONS, (Cont'd)

1.3 Heatwave

1.3.1 Availability

- A. This promotion will be offered to prospective business and residential customers choose to subscribe to the Company's Measured Rate Base Service Line.
- B. This promotional offering will be available within the local service territories of Albany, Buffalo and Syracuse where existing facilities permit.

1.3.2 Duration of Promotion

The period of time in which prospective customers may subscribe to this promotion will extend from the effective date of this Original Leaf to August 31, 1999.

All terms and conditions of this promotional offering (see III below) will be in effect for the term of service agreed upon by the customer and the Company.

1.3.3 Description of Offering

This promotion offers the elimination of monthly recurring charges for Base Line Service* (Business and Residential) for selected months of service. This offer does not include any elimination or reduction in usage sensitive rates.

Any customer who has subscribed to a promotional offering already provided for by the Company (See Leafs D-1, D-2, D-3, Addendum D) and is currently receiving reduced rates or charges for Base Line Service as a result of such an offering is ineligible for the Heat Wave promotion. To qualify for this promotion, prospective customers must agree to subscribe to Base Line Service with the Company for a term of one, two or three years.

The number of months in which the customer's monthly recurring charge will be waived can be increased if the customer agrees to either or both of the following options for the duration of the selected term of service:

- Presubscribe to the Company's affiliate long distance provider as the customer's primary carrier of intraLATA and interLATA toll service.
- Subscribe to the Company's dedicated Internet service.

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SALES PROMOTIONS, (Cont'd)

1.3 Heatwave (Cont'd.)

1.3.3 Description of Offering (Cont'd)

Monthly recurring charges will be waived for selected months of service as follows
(Cont'd):

Options

- A. Customer agrees to subscribe to the company's base line service for a term of 1 – 3 years: 1st Month Free
- B. In addition to Option A, the customer agrees to one of the following:
- (1) Presubscribe to the Company's affiliate long distance provider as the customer's primary carrier of intraLATA and interLATA toll service. 1st Month and 12th Month Free
 - (2) Subscribe to the Company's dedicated Internet service.
- C. In addition to Option A, the customer agrees to both of the following:
- (1) Presubscribe to the Company's affiliate long distance provider as the customer's primary carrier of intraLATA and interLATA toll service. 1st Month, 6th Month and 12th Month Free
 - (2) Subscribe to the Company's dedicated Internet service.

Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

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SALES PROMOTIONS, (Cont'd)

1.4 Choice Voice, Measured Rate Basic Line Service

1.4.1 Availability

- A. This promotion will be offered to prospective customers who choose to subscribe to the Company's Measured Rate Basic Line Service.
- B. This promotional offering will be available, where facilities permit, to customers situated in the local calling areas of the Rochester market.

1.4.2. Duration of Promotion

This promotion will begin on the effective date of this leaf and will end on May 1, 2000.

All rates and conditions associated with this promotional offering (see III and IV below) will be in effect for the term of service agreed upon by the customer and the Company.

1.4.3 Description of Offering

This promotion offers the following features to prospective customers:

- A. Reductions in the usage rates for Measured Rate Basic Line Service referred to in Section 13.5. The discounted rates will apply to calls originating on each of the customer's access lines that are using the Company's service pursuant to the conditions of this promotion.
- B. The choice of any two Custom Calling or CLASS features (see Sections 5.1 and 5.2) per access line without having to pay the applicable nonrecurring or monthly recurring charges.

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SALES PROMOTIONS, (Cont'd)

1.4 Choice Voice, Measured Rate Basic Line Service, (Cont'd.)

1.4.3 Description of Offering, (Cont'd.)

To qualify for this promotion, prospective customers must agree to the following conditions:

- A. Establish Basic Line Service with the Company for a term of 12, 24 or 36 months.
- B. This promotional offering will be available, where facilities permit, to customers situated in the local calling areas of the Rochester market.

1.4.4 Rates

The following usage rates will be offered to customers who elect to participate in this promotion and will be in effect for the duration of the term selected by the customer.

<u>Term</u>	<u>Per Minute Rate</u>	
	<u>Local</u>	<u>Toll</u>
12 Months	0.0150	\$ 0.060
24 Months	0.0150	\$ 0.055
36 Months	0.0150	\$ 0.050

Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

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SALES PROMOTIONS, (Cont'd)

1.5 Choice Voice, DS1 Trunk Service

1.5.1 Availability

- A. This promotion will be offered to prospective customers who choose to subscribe to the Company's DS1 Trunk Service.
- B. This promotional offering will be available, where facilities permit, to customers situated in the local calling areas of the Rochester market.

1.5.2 Duration of Promotion

This promotion will begin on the effective date of this leaf and will end on May 1, 2000.

All rates and conditions associated with this promotional offering (see III and IV below) will be in effect for the term of service agreed upon by the customer and the Company.

1.5.3 Description of Offering

This promotion offers the following features to prospective customers:

- A. Reductions in the usage rates referred to in Section 13.5. The discounted rates will apply to calls originating on each of the customer's DS1 trunks provided by the Company pursuant to the conditions of this promotion.
- B. The standard three year monthly rate for DS1 Trunk Service (set forth in 13.8.2 A.) for customers who commit to a minimum service term of one year (12 months).

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SALES PROMOTIONS, (Cont'd)

1.5 Choice Voice, DS1 Trunk Service, (Cont'd.)

1.5.3 Description of Offering (Cont'd.)

To qualify for this promotion, prospective customers must agree to the following conditions:

- A. Establish DS1Trunk Service with the Company for a term of 12, 24 or 36 months.
- B. Presubscribe to Choice One Communications Inc., the Company's affiliate long distance provider, as the customer's primary provider of intraLATA and/or interLATA toll service.

1.5.4 Rates

The following usage rates will be offered to customers who elect to participate in this promotion and will be in effect for the duration of the term selected by the customer.

<u>Term</u>	<u>Per Minute Rate</u>	
	<u>Local</u>	<u>Toll</u>
12 Months	0.0150	\$ 0.060
24 Months	0.0150	\$ 0.055
36 Months	0.0150	\$ 0.050

The rates offered pursuant to this promotion may be extended through a two or three year service commitment. Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

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SALES PROMOTIONS, (Cont'd)

1.6 Choice Voice, DS0 Service

1.6.1 Availability

- A. This promotion will be offered to prospective customers who choose to subscribe to the Company's DS0 (per 10 Channel minimum) Service.
- B. This promotional offering will be available, where facilities permit, to customers situated in the local calling areas of the Rochester market.

1.6.2 Duration of Promotion

This promotion will begin on the effective date of this leaf and will end on May 1, 2000.

All rates and conditions associated with this promotional offering (see 1.6.3 and 1.6.4 below) will be in effect for the term of service agreed upon by the customer and the Company.

1.6.3 Description of Offering

This promotion offers the following features to prospective customers:

- A. Reductions in the usage rates referred to in Section 13.5. The discounted rates will apply to calls originating on each of the customer's DS0 lines provided by the Company pursuant to the conditions of this promotion.
- B. A reduced monthly rate for DS0 Service for customers who commit to a minimum service term of one year (12 months).

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SALES PROMOTIONS, (Cont'd)

1.6 Choice Voice, DS0 Service, (Cont'd.)

1.6.3 Description of Offering (Cont'd.)

To qualify for this promotion, prospective customers must agree to the following conditions:

- A. Establish DS0 Service with the Company for a term of 12, 24 or 36 months.
- B. Presubscribe to Choice One Communications Inc., the Company's affiliate long distance provider, as the customer's primary provider of intraLATA and/or interLATA toll service.

1.6.4 Rates

The following rates will be offered to customers who elect to participate in this promotion and will be in effect for the duration of the term selected by the customer.

<u>Term</u>	<u>Per Minute Rate</u>	
	<u>Local</u>	<u>Toll</u>
12 Months	0.0150	\$ 0.060
24 Months	0.0150	\$ 0.055
36 Months	0.0150	\$ 0.050

<u>Per DS0 Channel</u>	
<u>Term</u>	<u>Monthly Recurring Charge</u>
12 Months	\$15.00
24 Months	\$15.00
36 Months	\$15.00

The rates offered pursuant to this promotion may be extended through a two or three year service commitment. Termination charges will apply in situations where the customer cancels service with the Company prior to the expiration of the agreed upon term of service.

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SALES PROMOTIONS, (Cont'd)

1.7 Summer Promotion

1.7.1 Availability

This promotion is available to customers served by **Choice One Communications of New York Inc.** ("Choice One") in its Buffalo, Albany, and Syracuse markets. Customers must commit at least 10 access lines for a specific service location to a term of service with Choice One (see below). There are two bundled package options available to customers under this promotion:

A. Two Product Package - For customers who agree to:

1. Presubscribe to Choice One's local exchange service.
2. Presubscribe to Choice One Communications Inc., the Company's affiliate long distance provider, as the customer's primary provider of intraLATA and/or interLATA toll service.

B. Three Product Package - For customers who agree to:

1. Conditions A.1 and A.2 above.
2. Subscribe to Choice One's data service product.

This promotion will end on August 31, 2000.

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SALES PROMOTIONS, (Cont'd)

1.7 Summer Promotion, (Cont'd.)

1.7.2 Price Discounts

Customers who subscribe to this promotion will receive the following discounted rates for toll service:

<u>Term</u>	<u>Per Minute Rate For Toll Service</u>	
	<u>Two Product</u> <u>Bundle</u>	<u>Three Product</u> <u>Bundle</u>
12 Months	\$0.065	\$0.059
24 Months	\$0.062	\$0.056
36 Months	\$0.059	\$0.053
48 Months	\$0.056	\$0.050
60 Months	\$0.053	\$0.047

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SALES PROMOTIONS, (Cont'd)

1.8 Power Pack Custom Calling Package

1.8.1 Description

Customers who subscribe to this package will be billed at the rates specified below for the use of three of the following custom calling features:

- Call Waiting
- Caller ID
- Call Transfer
- Call Forwarding
- Call Return
- Continuous Redial
- Abbreviated Dial
- Speed Dial
- Expanded Speed Dial
- Three Way Calling

Power Pack rates will be in effect for the duration of any term agreement entered into between the customer and the Company for the use of the Company's switched or dedicated service.

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SALES PROMOTIONS, (Cont'd)

1.8 Power Pack Custom Calling Package, (Cont'd.)

1.8.2 Terms and Conditions

- A. Power Pack is offered to the customer on a per line basis for any lines presubscribed to the Company's switched or dedicated telephone service. The customer may subscribe any given number of their telephone lines to Power Pack.
- B. Power Pack rates will only apply to custom calling features that have been added to the customer's line as part of the Power Pack offering. Power Pack rates will not apply to features existing on a customer's line prior to the customer's subscription to Power Pack, nor will such features be included in the three-feature minimum (see C, D, and E below).
- C. To qualify for the Power Pack rates, the customer must add a minimum of three active custom calling features on a per line basis.
- D. If the customer is subscribed to Power Pack on a line that has more than three active custom calling features, the three highest priced features will be billed at the rate specified below. All other features on that line will be charged at their respective undiscounted rates as stated in the Company's local services tariff.
- E. If the number of Power Pack features on a given line falls below the three-feature minimum, Power Pack rates will no longer apply. Customer will pay the undiscounted rate for each remaining feature active on that line.

1.8.3 Duration

This promotion will be in effect from the effective date of this sheet until August 31, 2001.

A. Rates

	<u>Monthly Recurring Rate</u>
Per Line:	5.00

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SALES PROMOTIONS, (Cont'd)

1.9 Discount for Bundled Residential Product ("[ChoiceOne@Home](#)")

1.9.1 Description

The Company will offer a 15% discount off of the monthly recurring charges for the Bundled Residential Product to:

- A. Employees of the Company
- B. Prospective customers referred to the Company by its employees ("Employee Referrals").

The discount will only apply to charges identified as "Package 1" and "Package 2" as set forth in Sections 12.14 and 13.14 of the Company's New York P.S.C. No. 4 – Telephone Tariff. The discount will not apply to any other tariffed or non-tariffed rates or charges.

1.9.2 Duration

Company Employees: This promotion will be in effect from the effective date of this leaf until February 28, 2004.

Employee Referrals: This promotion will be in effect from the effective date of this leaf until February 15, 2004.

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SALES PROMOTIONS, (Cont'd)

1.10 ["ChoiceOne@Home Discounts"](#)

1.10.1 Description

Choice One Communications of New York Inc. ("Choice One") will provide discounts to the fixed monthly fees for its residential services identified in Section 7.2.6 of Choice One's New York P.S.C. No. 4 – Telephone Tariff ("Local Exchange Services Tariff"). Discounts will apply to the following categories of customers:

CATEGORY 1

- A. Customers who also obtain business service from Choice One;
- B. Choice One Employees; and
- C. Prospective customers referred to Choice One by the latter's employees.

CATEGORY 2

- A. Employees of Choice One business customers; and
- B. Employees and members of Choice One affinity organizations*.

These discounts will only apply to the fixed monthly per line charges identified as "Package 1" and "Package 2" as set forth in Sections 12.14 and 13.14 of Choice One's Local Exchange Services Tariff.

1.10.2 Discounts

	<u>Maximum</u>
Category 1:	15%
Category 2:	15%

1.10.3 Duration

This promotion will be in effect from the effective date of this leaf until 8/20/04.

* An affinity organization is an organization that promotes Choice One's services to other prospective customers.

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SALES PROMOTIONS, (Cont'd)

1.11 “ChoiceOne@Home” – One Free Month of Service

1.11.1 Description

This promotion applies to the bundled residential product offerings identified in Section 7.2.6 of the Company's New York P.S.C. No. 4 – Telephone Tariff (“Local Exchange Services Tariff”).

Choice One will waive monthly recurring charges* for the first month of service for residential customers who subscribe to residential service at Company sponsored events held on or during the following dates:

- July 18, 2004.
- August 8, 2004 through August 26, 2004.

In addition to the waived monthly service charges identified above, residential customers participating in this promotion may be eligible for various cash and non-cash prizes offered at related Company sponsored events.

* Only fixed monthly charges related to Bundled Residential Product Offerings identified in Section 7.2.6 will be waived. Participating customers will still be required to pay all other recurring, non-recurring, and usage-sensitive charges. Customers will also still be required to pay all surcharges and taxes associated with the first month of service as well as any future use of the company's service.

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SALES PROMOTIONS, (Cont'd)

1.12 Loyalty Bonus Promotion

1.12.1 Description

As an added incentive for business customers to renew their service agreements for telecommunications services, the Company shall establish a promotional period through August 19, 2005. During this period, customers who renew service agreements will receive a promotional credit on monthly recurring line charges. To qualify for this promotion, customers must renew a service agreement at the same rates for an equal or greater term than the current service agreement.

This promotional credit is available on Xchange access lines, DSL, and T1 monthly recurring line charges only. The promotional credit is not applicable to monthly recurring charges for features, call packs, toll free, DID numbers, or surcharges. The credit will be applied for the number of lines in service at the time the credit is issued. Customers who terminate their service agreement prior to the term of the commitment will be assessed the entire value of any credits received under this promotion.

1.12.2 Per-Call or Per-Minute Calling Plans Credits

Customers renewing for a 12-month service agreement will receive credit for one month's recurring line charge on the 13th month anniversary of the new service agreement.

Customers renewing for a 36-month service agreement will receive credit for four months' recurring line charges; credits will be applied on the 13th, 25th, 30th and 37th month anniversary of the new service agreement.

Customers renewing for a 60-month service agreement will receive credit for six months' recurring line charges; credits will be applied on the 13th, 25th, 30th, 37th, 49th and 61st month anniversary of the new service agreement.

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1.12 Loyalty Bonus Promotion, (Cont'd.)

1.12.3 Flat-Rate Calling Plans Credits

Customers renewing for a 12-month service agreement will receive credit for half of one month's recurring line charge on the 13th month anniversary of the new service agreement.

Customers renewing for a 36-month service agreement will receive credit for half of four months' recurring line charges; credits will be applied on the 13th, 25th, 30th and 37th month anniversary of the new service agreement.

Customers renewing for a 60-month service agreement will receive credit for half of six months' recurring line charges; credits will be applied on the 13th, 25th, 30th, 37th, 49th and 61st month anniversary of the new service agreement.

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