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(N)

EXPLANATION OF SYMBOLS

The following symbols are applicable to all sections of this Tariff:

- (C) Signifies a changed regulation.
- (D) Signifies a discounted rate, treatment, or regulation.
- (I) Signifies an increased rate or new treatment resulting in an increased rate.
- (M) Signifies a move of text from one area of the tariff to another, but no change in rate, treatment or regulation.
- (N) Signifies a new rate, treatment or regulation,
- (R) Signifies a reduced rate or new treatment resulting in reduced rate,
- (T) Signifies a change in text but no change in rate, treatment or regulation,

GENERAL AND LOCAL EXCHANGE TARIFF

PROMOTIONAL OFFERINGS

General Information

The Company may, from time to time, elect to offer promotional programs to its customers that are designed to retain existing customers, to stimulate existing customer usage, to attract new customers, to win back former customers, or to increase awareness of the Company's services. Such offerings may be limited to certain dates, times, and/or locations.

16.1 25% OFF - ExpansionPAK II (EPAK II) Bundles Promotion

During the period of March 17 through June 14, 2014, business customers may be eligible to receive a discount of 25% off standard EPAKII Bundle rates.

Eligibility rules:

- Only business customers are eligible
- Customers must purchase service within this timeframe to qualify for this promotion
- New business customers purchasing services under this promotion
- Existing business customers that are:
 - adding new business lines
 - who are upgrading to EPAKII Bundle
 - who are within 3 months of expiration of current EPAKII term
- Customers MUST purchase HSI at 2M or higher
- Customers must also purchase ExpansionPAK II In-State Calling Plan from an affiliate company
- Bundles may be purchased MTM or Term; discount rate in effect for 12 months
- Customers subscribing to this promotion are also eligible to purchase voicemail at a discount.

Discount will be applied: 25% off voice, long distance and HSI product.

This promotional offering will be made under the terms and conditions of this tariff and will not extend beyond June 14, 2014. The rates, terms and conditions for the services in this promotional offer apply except to the extent provided in this promotion. This promotional offering cannot be combined with any other discount or promotion except as authorized by FairPoint Communications.