

**Applicant Information**

|                                      |  |
|--------------------------------------|--|
| Company Name                         | ATMC   |
| Address                              | 640 Whiteville Road, NW, Shallotte, NC 28470 |
| Website                              | www.focusbroadband.com                       |
| Federal Tax ID                       | [REDACTED]                                   |
| DUNS #                               | 009795113                                    |
| System Award Management (SAM.Gov) ID | VQY8Y7CU62L4                                 |

| Authorized Representative |                            | Authorized Representative (Alternative) |                               |
|---------------------------|----------------------------|---|-------------------------------|
| Full Name                 | Micheal Keith Holden       | Full Name                               | Jody Heustess                 |
| Contact Title             | CEO/General Manager        | Contact Title                           | VP, Marketing & Customer Care |
| Phone Number              | 910-755-1720               | Phone Number                            | 910-755-1728                  |
| E-Mail                    | kholden@focusbroadband.com | E-Mail                                  | jheustess@focusbroadband.com  |

Grant Administrator & Company Name(if applicable):

|                |  |
|----------------|--|
| Full Name      |  |
| Contact Title  |  |
| Telephone      |  |
| E-Mail         |  |
| Website        |  |
| Federal Tax ID |  |
| Address        |  |

**Project Information**

|  |                           |        |     |
|--|---------------------------|--------|-----|
| Project Title                                  | Faster Chowan 2022        |        |     |
| Project Cost                                   | \$4,729,500               |        |     |
| County   | Chowan                    | Tier # | 002 |
| Estimated # of Households with improved access | 1,628                     |        |     |
| Estimated # of businesses with improved access | 13                        |        |     |
| Base Speed - Minimum Download/Upload           | Greater than 100:100 Mbps |        |     |

**Project Description (provide a brief summary of the project)**  
 The Faster Chowan 2022 GREAT Grant project is a partnership between Atlantic Telephone Membership Corporation (dba. FOCUS Broadband) and Chowan County Government to deliver critical broadband service with up to 2 Gigabits per second (Gbps) maximum symmetrical speeds to unserved and underserved areas of Chowan County via a 100% fiber to the home network constructed by FOCUS Broadband. The proposed funding area qualifies for grant eligibility due to Chowan County's status as a Persistent Poverty County and North Carolina Tier 1 Economically Distressed County. 100% of the proposed funding service area is within Chowan County.  
 The proposed Faster Chowan 2022 grant area will require construction of 99 route miles of fiber optic network to serve 1,628 eligible residential addresses and 13 businesses. The estimated cost of the Faster Chowan 2022 project is \$4,729,500 or \$2,882.08 per eligible location.

Has the applicant entered into a partnership for this project as defined in S.L. 2019-230? Yes

**Checklist Details**

**1) Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):**  
 The Faster Chowan NC GREAT Grant application is submitted as a joint project between Atlantic Telephone Membership Corporation (dba FOCUS Broadband) and Chowan County Government. FOCUS Broadband is a cooperative that operates primarily in rural, underserved, sparsely populated areas and is well qualified to utilize funds available through the NC GREAT Grant program to achieve success. FOCUS will utilize its experience, assets, and established business practices to provide service to the unserved areas identified in this application.  
 Headquartered in Brunswick County, FOCUS Broadband is the largest rural not-for-profit communications cooperative in North Carolina. FOCUS Broadband is member-owned and operated continuously since it was chartered in 1955. FOCUS Broadband offers local telephone service, high-speed internet, Cable TV, business communications solutions, residential and business security services and more to over 54,000 residential and business customers in Brunswick, Columbus, and Robeson counties. FOCUS Broadband will begin offering services in Duplin County in the coming months.  
 FOCUS Broadband provides broadband Internet to over 53,500 customers utilizing a variety of different plant types including fiber-to-the-home (FTTH) and DOCSIS over coaxial cable. Approximately 99% of FOCUS Broadband's customers have access to broadband internet speeds of at least 600 Megabits per second, with 50% having access to Internet speeds of up to 1 Gigabit per second. FOCUS Broadband is led by a senior management team with 135 years of

**Checklist Details**

combined telecommunications experience, and FOCUS Broadband's staff of over 300 team members are proven and well-qualified.

FOCUS Broadband understands the critical role access to reliable high-speed internet plays in education, healthcare and business. FOCUS Broadband connected all Brunswick County public schools to a fiber-optic network to provide reliable, high-capacity broadband communications. Through its relationship with Novant Health, FOCUS Broadband has used fiber optics to link nine rural health care facilities back to Novant Health Brunswick Medical Center so that doctors can have timely access to critical patient records and off-site resources. To promote economic growth and supply local businesses with critical bandwidth capability, FOCUS Broadband has built fiber optic broadband services into industrial parks and business districts in the towns of Leland, Shallotte, Ocean Isle Beach, Holden Beach, Oak Island, Sunset Beach, Caswell Beach, Brunswick, Boiling Spring Lakes, and south Whiteville.

Perhaps the best example of FOCUS Broadband's qualifications and experience with the deployment of broadband was a project that began in 2011 and was completed under budget and ahead of schedule in just 16 months. Through the United States Department of Agriculture's (USDA) Rural Utilities Service (RUS), the company applied for and received a Broadband Initiatives Grant and Loan package totaling \$16 million to build a 100% fiber optic network in southeastern Columbus County. This network covered over 185 square miles and required building approximately 250 miles of mainline fiber optic lines past 2,220 unserved households. FOCUS Broadband currently provides broadband Internet service to over 2,050 customers via this Columbus County network and users have the option to subscribe to Internet packages which deliver symmetrical speeds of 50 Mbps, 250 Mbps, 500 Mbps, and 1 Gigabit - the fastest such speeds available in Columbus County.

Over the past 60 months, under the direction of this management team, FOCUS Broadband has completed over \$50 million in substantially similar fiber optic upgrade and expansion projects passing over 35,000 homes and businesses in the company's ILEC and CLP service areas as well as a \$5 million project to expand broadband into rural Brunswick County to serve over 4,000 addresses utilizing a DOCSIS hybrid-fiber-coax network.

More recently FOCUS Broadband has won over \$45.5 million in grant funds from 11 different state and federal grants to bring high-speed internet to underserved rural areas of Brunswick, Columbus, Robeson, Duplin, and Pender counties. These funds were made available through the NC GREAT Grant Program (8 grants), the USDA ReConnect Broadband Grant Program (2 grants), and the USDA Community Connect Program (1 grant). FOCUS Broadband is investing over \$22 million in matching funds to complete these projects and is currently working to construct over 1,100 miles of fiber optic network past more than 18,000 homes and businesses. Upon the completion of these project areas in 30 months, FOCUS Broadband will have brought gigabit high speed internet to 816 square miles of rural service area.

In January of 2022, FOCUS Broadband started a self-funded, multi-year, \$100 million project to convert its entire coaxial network to fiber to the home to ensure that its customers have access to sustainable, reliable, symmetrical multi-gigabit speeds. This project is expected to improve services for an estimated 28,000 broadband subscribers in Brunswick County, North Carolina.

The work FOCUS Broadband has undertaken to provide broadband to rural communities throughout Brunswick and Columbus Counties has received national recognition. FOCUS Broadband is a Certified Gig Provider and has been named a Smart Rural Provider; both designations are given by the Rural Broadband Association. The Smart Rural Provider designation highlights member companies who undertake projects which make rural communities vibrant places to live and do business through the implementation of innovative broadband enabled solutions. In addition, in 2006, FOCUS Broadband became the first company in North Carolina to be a certified fiber to the home provider by the National Fiber-to-the-Home Council.

FOCUS Broadband will use its assets and experience to bring fast, affordable, and reliable broadband internet access to the proposed funding service areas in Chowan County.

**2) Assessment of the current level of broadband access in the proposed deployment area – supporting data may be uploaded if applicable:**

FOCUS Broadband has determined the addresses in the Faster Chowan 2022 grant area fall below the 25 Mbps download and 3 Mbps upload threshold required to render this application ineligible. The methodology used to make this determination is the same methodology FOCUS Broadband, formerly ATMC, used to determine unserved areas in successful grants submitted to NC DIT for successful GREAT grants in 2019 and 2020.

According to December 2020 FCC Form 477 data, Chowan County has only 288 addresses, or just 3.95% of the county lacking access to broadband 25/3 Mbps. After doing research in the county for the past year, and speaking repeatedly with officials from Chowan County, we find this number to be grossly underestimated. Because of the way the Form 477 data is reported, areas that are partially served census blocks are reported as completely served. Our findings show a much larger number of addresses that do not have access to qualifying broadband speeds which meet the 25 Mbps download and 3 Mbps upload threshold.

Our Faster Chowan 2022 findings are based on a totality of the following activities: calls made to providers to determine the availability of speed and service; speed checks from provider websites and information found by spot checking addresses using the service availability tool on the incumbent provider's websites (Mediacom & CenturyLink) for service level; an extensive engineering study where field inspections were conducted throughout the proposed deployment area; public information found in the NC DIT mapping tool; public information available for Census Blocks and Tracts on the NTIA's Indicators of Broadband Map that provides median broadband speeds based on Ookla Speed tests; feedback from government officials in Chowan County; utilization of data obtained from broadband need surveys conducted by NC DIT (NC One Survey), Chowan County (Chowan County Broadband Survey) as well as FOCUS Broadband's independent surveys of Chowan County residents and businesses; and finally, the Chowan County Digital Inclusion Plan which has identified and defined the areas included in this application as areas that lack access to qualifying broadband speeds below the 25 Mbps download and 3 Mbps upload threshold. There is no single source that can definitively identify all areas that are served or unserved. However, by taking information from each of these sources and combining them into one cohesive study, FOCUS Broadband was able to identify the unserved areas presented.

US Census information from April 1, 2020, shows Chowan County with a population of 13,708. FCC Form 477 data shows 7,289 households for an average of 1.88 persons per household. Data from the US Census Bureau states that 69% of Chowan County Households subscribe to an internet connection, leaving over 30% of the county's households without an internet connection of any type. From a broadband availability perspective, the county currently has four internet service providers that provide internet service to the county. These include CenturyLink (Lumen), Mediacom, Inteliport and JCMM Ventures.

CenturyLink (Lumen) is the incumbent telephone provider for Chowan County and serves an estimated 67.1% of county with internet using a DSL network. Their speeds are typically less than 10/1 to most subscribers. They serve a small industrial area of Edenton with fiber optics. According to the FCC Form 477 Report, they also offer fiber optics to a census block near the Yeopim River. CenturyLink (Lumen) has made very little effort to upgrade its legacy copper network in Chowan County to be able to offer faster broadband speeds.

**Checklist Details**

Mediacom provides qualifying broadband service to the more densely populated areas of Chowan County around Edenton and Arrowhead Beach. Mediacom offers broadband speeds delivered over DOCSIS cable modem service with gigabit speeds where the service is available. Households who subscribe to Mediacom services would be considered served addresses. According to Chowan County officials, Mediacom has not shown any recent commitment towards expanding their service area to provide service to more rural areas of Chowan County and the company recently closed their only Chowan County office. Mediacom did receive funding in the 2020 RDOF auction for a very limited number of census blocks within the county. FOCUS Broadband was careful to not include any individual addresses in the proposal that fall within census blocks where they will receive RDOF funding.

According to the 477 Report JCMM Ventures covers approximately 53.4% of the Chowan County land mass with fixed wireless service with speeds of up to 25/3. This includes an area in northern Chowan County where JCMM Ventures received funding received from a NC DIT GREAT grant to provide a fixed wireless network designed to serve approximately 75 addresses. In November 2021, speed tests conducted by county officials at the residences of actual JCMM subscribers yielded results of less than 5 Mbps. No addresses where JCMM Ventures won GREAT Grant funding were included in this application.

Inteliport is another fixed wireless broadband provider serving portions of Chowan County. According to FCC 477 reports, Inteliport provides speeds up to 25 Mbps download and 3 Mbps upload to approximately 12.5% of the county land mass.

The proposed funded service area also includes several Census Block Groups that were awarded to Space Exploration Technologies through the Rural Digital Opportunity Fund (RDOF). The GREAT Grant mapping tool shows that SpaceX RDOF blocks are considered eligible grant areas, and because the maximum broadband speed available within these blocks is less than 10 Mbps upload and 1 Mbps download, areas within the blocks have been included as part of our proposed area.

**3)Description of Proposed Services, Advertised Speeds, and Pricing Structure for proposed broadband recipients in the eligible project area:**

FOCUS Broadband will provide high-capacity, high-quality broadband internet, delivered over a 100% fiber optic to the premise network at affordable rates. Speeds offered by FOCUS Broadband in the Faster Chowan 2022 GREAT Grant proposal area will offer symmetrical broadband speeds ranging from 50 Megabits per second (Mbps) to up to 2 Gigabit per second (Gbps) with no data caps. In addition to broadband internet, FOCUS Broadband will provide high quality residential and business telephone and video services over the same fiber optic connection.

**Residential Broadband Speed Offerings-**

Broadband and high-speed internet packages available to residential customers will mirror those offered in FOCUS Broadband’s existing service area served by fiber optics and will feature speeds beginning at 50 Mbps and go up to 2 Gbps. Package options available will not be throttled or contain data caps. Pricing per package will be based on the tier of speed offered. There will be four speed tiers offered to residential customers with symmetrical upload and downloads speeds. The prices and speeds are listed below:

| Speed Tier   | Prices   | Price with Lifeline Discount |
|--------------|----------|------------------------------|
| 50/50 Mbps   | \$ 49.95 | \$ 31.45                     |
| 250/250 Mbps | \$ 57.95 | \$ 39.45                     |
| 500/500 Mbps | \$ 67.95 | \$ 49.45                     |
| 1/1 Gbps \$  | 77.95    | \$ 59.45                     |
| 2/2 Gbps \$  | 109.95   | \$ 91.45                     |

**Low-Cost Options-**

To encourage adoption by low income and financially vulnerable households, customers who qualify for the Federal Communication Commission (FCC) Broadband Lifeline Assistance Program and apply the \$9.25 Lifeline discount to a FOCUS Broadband internet package will receive a matching \$9.25 discount from FOCUS Broadband. The combined total of the two discounts will provide \$18.50 per month off any broadband package. FOCUS Broadband is a participant in the FCC’s Affordable Connectivity Program (ACP) which offers a savings of \$30 per month. As such, for qualifying households, FOCUS Broadband offers a package of 30/3 Mbps that is completely covered by the ACP credit.

**Business Broadband Speed Offerings-**

Broadband and high-speed internet packages available to business customers will mirror those offered in FOCUS Broadband existing service area served by fiber optics. Package options available will not be throttled or contain data caps. Pricing per package will be based on the level of speed offered. There will be three speed tiers offered to business customers with asymmetrical upload and downloads speeds. The prices and speeds are listed below:

| Speed Tier      | A La Carte |
|-----------------|------------|
| 250/100 Mbps    | \$ 69.95   |
| 500/200 Mbps    | \$ 99.95   |
| 1 Gbps/400 Mbps | \$ 149.95  |

Business Class Broadband tiers which offer service level agreements and symmetrical speeds will also be available as well as managed service options which include IT Support Services, firewall protection, managed networks, and data backup.

**Community Anchor Institution Broadband Speed Offerings-**

The broadband and high-speed internet packages available to qualifying community anchor institutions will not be throttled or contain data caps. Pricing per package will be based on the level of speed offered. There will be three speed tiers offered to qualifying community anchor institutions with symmetrical upload and downloads speeds. The prices and speeds are listed below:

**Checklist Details**

| Speed Tier   | A La Carte |
|--------------|------------|
| 50/50 Mbps   | \$ 39.95   |
| 250/250 Mbps | \$ 49.95   |
| 500/500 Mbps | \$ 59.95   |

**Additional Service Offerings-**

In addition to broadband internet services, FOCUS Broadband will offer additional services including:

- Telephone service with Unlimited Nationwide Calling for as low as \$19.99 per month
- Home Security and Automation Services

FOCUS Broadband will not require contractual obligations to subscribe to services.

**4) Description of Adoption Plan:**

FOCUS Broadband understands how important it is to effectively communicate the availability of high-speed internet service and encourage its use to customers in unserved and underserved areas. FOCUS Broadband has a great deal of experience in communicating to rural, unserved areas and has effectively migrated over 3,000 customers to faster internet service as part of its 2010, 2019 and 2020 grant projects in Columbus and Robeson Counties.

For this project, FOCUS Broadband will use its experience and a variety of communication tactics to educate and encourage broadband adoption in the proposed funding area, if a GREAT Grant is awarded. These tactics will include community education forums (COVID dependent), advertising through a variety of media methods, as well as other marketing programs listed below:

- **Online Information and Interest Webpage-** FOCUS Broadband utilized its [www.FasterChowan.com](http://www.FasterChowan.com) website to gauge interest and availability of high-speed internet access in Chowan County. This website has played a critical role in defining areas that are unserved and underserved for internet access. This website will be used as a focal point to educate customers on the benefits of fiber optics, the progress of construction, contact information and product information. In addition, FOCUS Broadband will utilize [www.FasterChowan.com](http://www.FasterChowan.com) to allow customers to pre-register for service. Once customers have pre-registered, as service becomes available in each service area, FOCUS Broadband personnel will contact pre-registered customers to advise them of service availability.
- **Community Education Forums-** FOCUS Broadband will host community education forums in a facility located within a ten-minute drive of the proposed funding area. The forums will take place outside of regular work hours for ease of attendance. Each household within the proposed service area will be invited to learn about the benefits of fiber optic delivered broadband, project timelines, the construction process, available service and pricing options and provide time for questions and answers. Attendees will also be given contact numbers for the FOCUS Broadband Construction Hotline and they will be encouraged to visit our [www.FasterChowan.com](http://www.FasterChowan.com) website where they can view up-to-date construction status map and pre-register for service. Forums will be open to the public at no cost and an incentive will be provided to encourage attendance.
- **Direct Mail-** FOCUS Broadband will utilize direct mail campaigns to notify households within the grant application area to inform them initially that fiber optic delivered broadband will be coming to their area, and subsequently of its availability. These direct mail pieces will direct customers to the FOCUS Broadband project webpage, [www.FasterChowan.com](http://www.FasterChowan.com), where they can get information about broadband offerings and pre-register for service, as well as provide them with contact information to call FOCUS Broadband directly.
- **E-mails-** Through surveys of residents living in the grant application area via the FOCUS Broadband project website, [www.FasterChowan.com](http://www.FasterChowan.com), FOCUS Broadband has compiled a database of email addresses from potential customers living in the grant application area. FOCUS Broadband will use these email addresses to contact customers of the coming availability of fiber optic broadband for their community. FOCUS Broadband will also do email campaigns which will direct customers to the FOCUS Broadband project webpage, [www.FasterChowan.com](http://www.FasterChowan.com) where customers can get information about broadband offerings and pre-register for service as well as provide them with contact information to call FOCUS Broadband directly.
- **Newspapers-** FOCUS Broadband will utilize local newspapers and news websites serving Chowan County to promote the availability of service through press releases and advertising. FOCUS Broadband will drive customers to the project website, [www.FasterChowan.com](http://www.FasterChowan.com), both during and after construction. FOCUS Broadband will advertise packages available as well as provide contact information for customers who are interested in signing up for service.
- **Referral Program-** FOCUS Broadband will offer a referral program whereby a \$50 credit will be applied to a customer's account when they refer FOCUS Broadband service to another customer who signs up for new service. This has been an effective program for FOCUS Broadband in new communities because it encourages neighbors to spread the word about availability of FOCUS Broadband services in their community.
- **Digital Marketing based on Geo-fencing-** FOCUS Broadband will employ a variety of digital marketing tactics including geo-fencing and search engine optimization (SEO) to place online ads in Chowan County to direct customers to the FOCUS Broadband project webpage, [www.FasterChowan.com](http://www.FasterChowan.com), where customers can get information about broadband offerings and pre-register for service, as well as provide them with contact information to call FOCUS Broadband directly.
- **Social Media Marketing-** FOCUS Broadband will use its social media platforms to update potential customers on construction and service availability, if awarded grant funding. In addition, FOCUS Broadband will create targeted and boosted posts for residents in these areas that direct them to the [www.FasterChowan.com](http://www.FasterChowan.com) website where they can get more information about broadband offerings and pre-register for service, as well as provide them with contact information to call FOCUS Broadband directly.

**Checklist Details**

- **Lawn Signs-** When a customer in the grant application area has new service installed, FOCUS Broadband places a sign on the customer's lawn for a short period of time which indicates that the customer has chosen to subscribe to FOCUS Broadband service. This was an effective tool utilized during several rural broadband projects because it shows the availability of Internet service as it is happening.
- **Outdoor Advertising-** FOCUS Broadband will utilize billboards on roads and highways within the grant proposal area to promote the availability of high-speed internet.

**By checking the appropriate box, you will upload the following documents:**

|  |                                     |
|--|-------------------------------------|
| 5) Description of Project Area, Identification of locations to be served, relevant maps and mapping files:   | <input checked="" type="checkbox"/> |
| 6) If submitting other data sources, including field data, to identify unserved locations (households and businesses) outside of the fully unserved census blocks provided on the NC One Map, please provide a narrative describing your methodology for determining the proposed funding area is unserved and eligible for funding in this round. | <input checked="" type="checkbox"/> |
| 7) Excel Spreadsheet (NO PDF) that itemizes the eligible activities and cost estimates. Please provide an explanation of how you estimated the costs:  | <input checked="" type="checkbox"/> |
| 8) Please provide your methodology or explanation of how you calculated cost per location (Households/Businesses):   | <input checked="" type="checkbox"/> |
| 9) Proof of Financial Solvency   | <input checked="" type="checkbox"/> |
| 10) Technical Report   | <input checked="" type="checkbox"/> |
| 11) Evidence of Support for the Project (i.e. Letter of Support)   | <input checked="" type="checkbox"/> |
| 12) Evidence or proof a partnership based on the definition in the guidance document and the authorizing legislation   | <input checked="" type="checkbox"/> |

**SCORING**

*The GREAT Program is a competitive grant program. Applications shall be scored based upon a system that awards a single point for criteria considered to be the minimum level for the provision of broadband service, with additional points awarded to criteria that exceed minimum levels. Applications receiving the highest score shall receive priority status for the awarding of grants.*

*The tool below is being provided to Applicants so that they may estimate their score to determine estimated match requirements. All final and official scores will be determined by the BIO during the review process.*

|   | Reviewer                    | Score    |
|---|-----------------------------|----------|
| <b>a1) Partnership -</b> One point shall be given for a proposed partnership that will make available existing infrastructure that has been installed for the partner's enterprise, non-consumer broadband purposes, or any other property, buildings, or structures owned by the partner, for a proposed project.  | Choose One                  | 0        |
| <b>a2) Partnership -</b> A county or nonprofit entity that proposes to provide a financial match shall be given one point. Notwithstanding Article 8 of Chapter 143 of the General Statutes, or any provision of law to the contrary, a county may use unrestricted general funds or federal American Rescue Plan Act (P.L. 117 1) funds allocated to it for the purpose of improving broadband infrastructure for a financial match. | Choose One                  | 0        |
| <b>a3) Partnership -</b> An applicant shall receive two additional points for a proposed partnership where the county's financial match is comprised entirely from federal American Rescue Plan Act (P.L. 117 2) funds intended for broadband infrastructure.   | Choose One                  | 0        |
| <b>b) Unserved Households(HH) –</b> Using most recent FCC Data or other information or supporting data, <b>estimated number of unserved households within the eligible county (TIER ONE)</b>  | 500 or Less                 | 1        |
| <b>c) Unserved Households (HH) to be Served –</b> Using most recent FCC Data or other information supporting data, <b>the percentage of the total unserved households with the eligible project area</b>  | Less than 15%               | 1        |
| <b>d) Unserved Business –</b> Using most recent FCC Data or other information by NC BIO, provide broadband service to unserved business within eligible county (TIER ONE) and project area (Documentation)  | 1 and 4                     | 1        |
| <b>e1) Piedmont or Coastal Plain Region</b>   | Choose One                  |          |
| <b>e2) Mountain Region</b>  | Choose One                  |          |
| <b>f) Base Speed - Min Download : Upload</b>  | 100:20 Mbps to 100:100 Mbps | 1.00     |
|   | <b>Total Score</b>          | <b>3</b> |
| <b>g) Community Broadband Plan defined by NC BIO</b>  | No                          | 0        |

**NC DIT GREAT Program**  
Growing Rural Economies with Access to Technology Program

|  |            |          |
|--|------------|----------|
| <b>h1)</b> For counties that received an aggregate of eight million dollars (\$8,000,000) or more directly from the federal government, the following points shall be added to the application score:  | Choose One |          |
| <b>h2)</b> For counties that (i) received less than an aggregate of eight million dollars (\$8,000,000) directly from the federal government from the American Rescue Plan Act (P.L. 117 2) and (ii) are providing a portion of a project's matching funds using the entirety of the federal funds the county received, together with any other unrestricted general fund monies, if needed, the following points shall be added to the application score: | Choose One |          |
| <b>i1)</b> Are the matching funds partially comprised of ARPA funds a county received directly from US Treasury?   | Choose One |          |
| <b>i2)</b> Are the matching funds entirely comprised of ARPA funds a county received directly from US Treasury?  | Choose One |          |
| <b>Final Score</b>   |            | <b>3</b> |

*List all expenses related to the project, the amount of each expense, and the corresponding funding source(s) in the table below. The table should include all of the eligible costs such as: installation, acquiring or updating easements, equipment, fiber, construction, backhaul infrastructure for the end user, and testing costs. Ineligible costs should not be included in the project budget. The table should clearly show all planned expenditures and all funding sources for the project.*

|  |             |                              |     |
|--|-------------|------------------------------|-----|
| Reviewer Score:  | 3           | Matching Requirement (%):    | 50% |
| Based on your scoring matrix, Your minimum match requirements: |             | \$2,364,750                  |     |
| Total Project Cost:  | \$4,729,500 | Grant Amount Requested (\$): | \$0 |

Please indicate which documents were submitted with your application, by checking the appropriate box.  
~ Reference guidelines booklet for document details ~

|   |                          |
|---|--------------------------|
| 1) <b>Excel Spreadsheet (NO PDF)</b> that itemizes the eligible activities and cost estimates. Please provide an explanation of how you estimated the costs               | <input type="checkbox"/> |
| 2) What is the total cost per location for the project?<br>Please provide your methodology or explanation of how you calculated cost per location (Households/Businesses) | <input type="checkbox"/> |
| 3) Proof of Financial Solvency  | <input type="checkbox"/> |

| Project Expense                        | GREAT Funds | Matching Funds | Total    |
|--|-------------|----------------|----------|
| Easements (one-time fees)              |             |                | 0        |
| Materials (fiber, equipment, etc.)     |             |                | 0        |
| Construction/Installation              |             |                | 0        |
| Testing                                |             |                | 0        |
| Engineering                            |             |                | 0        |
| Lease/Collocation Fees (one-time fees) |             |                | 0        |
| Other 1                                |             |                | 0        |
| Other 2                                |             |                | 0        |
| Other 3                                |             |                | 0        |
| <b>Total Eligible Project Cost</b>     |             |                | <b>0</b> |

**Company Certifications**

|   |  |  |    |
|---|--|--|----|
| 1 | Overdue Tax Debts                                      | Does the Company or the Related Member(s) currently have any overdue tax debts with any City, Town or County in, or with the State of North Carolina?  | No |
| 2 | Occupational Safety and Health Act Violations          | Does the Company, or the Related Member(s) have any citation under the Occupational Safety and Health Act that have become a final order within the past three years for willful serious violations or for failing to abate serious violations?  | No |
| 3 | Loan Defaults  | Is the Company, or the Related Member(s) currently in default on any loan or grant previously made by the State of North Carolina?   | No |
| 4 | Incentive History                                      | Has the Company, or Related Member(s) ever defaulted on an economic development grant or incentive or been sued by a grantor with respect to an economic development grant or incentive from the State of North Carolina?  | No |
| 5 | Creditor Losses, Litigation, Government Investigations | Has any member of management or any principal of the Company, or the Related Member(s) been involved in a financial reorganization, a bankruptcy, or other situation that led to losses by creditors or bond buyers, investor lawsuits, or government investigation alleging fraud or impropriety? | No |

|   |                                  |   |    |
|---|----------------------------------|---|----|
| 6 | Pending or Threatened Litigation | Is the Company, or Related Member(s) subject to any claim, suit, action, proceeding, or government investigation that is pending or threatened that, individually or in the aggregate, would reasonably be expected to have a material adverse effect on the proposed grantee's finances or operations or the ability to conduct the proposed project, or that would reasonably be expected to impact the NC DIT's decision to award a grant? | No |
|---|----------------------------------|---|----|

**Internet Service Provider (ISP) Certification and Attestation**

The attached statements and exhibits are hereby made part of this application, and the undersigned representative of the applicant certifies that the information in this application and the attached statements and exhibits are true, correct, and complete to the best of the signatory's knowledge and belief. The signatory further certifies:

1. as Authorized Representative, the signatory has been authorized to file this application by formal action of the governing body;
2. agrees that if a grant is awarded, the applicant will provide proper and timely submittal of all documentation requested by the Grantor Agency;
3. that the applicant has substantially complied with or will comply with all federal, state, and local laws, rules, regulations, and ordinances as applicable to this project;
4. that the applicant certifies the financial and organizational strength regarding the ability to successfully meet the terms of the grant requirements and the ability to meet the potential for repayment of grant funds; and
5. attests that the proposed project area is eligible.

**Authorized Representative**

|       |                      |        |                         |       |            |
|-------|----------------------|--------|-------------------------|-------|------------|
| Name: | Michael Keith Holden | Title: | Chief Executive Officer | Date: | 04/19/2022 |
|-------|----------------------|--------|-------------------------|-------|------------|