

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	Michael 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
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Grant Administrator & Company Name(if applicable):

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

Project Information

Project Title	Faster Columbus 2022		
Project Cost	\$5,642,200		
County	Columbus	Tier #	001
Estimated # of Households with improved access	1,484		
Estimated # of businesses with improved access	27		
Base Speed - Minimum Download/Upload	Greater than 100:100 Mbps		

Project Description (provide a brief summary of the project)

The Faster Columbus 2022 GREAT Grant project is a partnership between Atlantic Telephone Membership Corporation (dba. FOCUS Broadband) and Columbus County Government to deliver critical broadband service with up to 2 Gigabits per second (Gbps) maximum symmetrical speeds to unserved and underserved areas of Columbus County via a 100% fiber to the home network constructed by FOCUS Broadband. The proposed funding area qualifies for grant eligibility due to Columbus 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 Columbus County.

Through engineering field audits of existing services in the proposed funding service area, surveys conducted by Columbus County Government in 2021, and information contained in federal and state broadband availability sources, FOCUS Broadband has found the addresses contained within this application to be unserved and in critical need of high-capacity broadband connectivity for the purposes of economic diversification and improvement, job training and employment, and educational, community health, and public safety enhancement.

The areas identified in the proposed project area were jointly identified by the Columbus County Broadband Committee and FOCUS Broadband. After receiving funding through a USDA ReConnect Grant in 2019 and NC GREAT Grants in 2019 and 2020, FOCUS Broadband is in the process of constructing a 100% fiber optic network throughout much of rural Columbus County. The addresses identified in this application are among the very last areas of Columbus County that are unserved and without funding earmarked to serve them.

The proposed Faster Columbus 2022 grant area will require construction of 93.5 route miles of fiber optic network to serve 1,484 eligible residential addresses and 27 businesses which include one community anchor institution. The estimated cost of the Faster Columbus 2022 project is \$5,642,200 or \$3,734.08 per eligible location. FOCUS Broadband believes this project and application qualifies for the maximum attainable points.

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 Columbus NC GREAT Grant application is submitted as a joint project between Atlantic Telephone Membership Corporation (dba FOCUS Broadband) and Columbus County Government. We affirm that a formalized agreement exists between the two entities for the purpose of establishing a partnership whereby Columbus County Government will allow FOCUS Broadband access and use of county-owned property located in Acme Delco, NC on tax parcels 102075 and 102076, and in Hallsboro, NC on tax parcel 018909. These properties were made available at no cost to FOCUS Broadband through

Checklist Details

this partnership to facilitate the provisioning of broadband services in unserved areas as outlined in the partnership agreement. 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.

In addition to county-owned property, also made available to FOCUS Broadband through this partnership, in the event a NC GREAT Grant is awarded to FOCUS Broadband through the NC GREAT Grant program, Columbus County agrees to provide \$821,100 in matching funding contributions with 100% of those funds coming from funds designated for broadband expansion and received by the county through the American Rescue Plan Act (ARPA). For clarity, these are only obligated should FOCUS Broadband receive an award through the NC GREAT Grant program in the first round of the NC GREAT Grant program for 2022.

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 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 Columbus 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 Columbus 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 Columbus County in 2019 and in 2020 for its Robeson, Duplin, and Brunswick County awards.

While the Faster Columbus 2022 area consists primarily of areas that are considered by the FCC 477 Report as being within wholly or partially served Census Blocks, our findings show that information as inaccurate and many do not have access to qualifying broadband speeds which meet the 25 Mbps download and 3 Mbps upload threshold. The proposed funded service area also includes four Census Block Groups that are to be 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. While there are some addresses within the proposed project that are adjacent to areas won by Spectrum in the 2020 RDOF auction, FOCUS Broadband was careful to not include any individual addresses in the proposal that fall within census blocks

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where Spectrum will receive RDOF funding.

Additionally, our Faster Columbus 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 (CenturyLink & Spectrum) for service level; an extensive engineering study where field inspections were conducted throughout the proposed deployment area via in-person drive tests and Google Earth online road footage; 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 within the proposed project area; utilization of data obtained from broadband need surveys conducted by NC DIT (NC One Survey), Columbus County (Columbus County Broadband Survey) as well as FOCUS Broadband’s independent surveys of Columbus County residents and businesses; and finally, the Columbus 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.

FOCUS Broadband identified a total of 1,511 unserved addresses for this project. Approximately 1,100 addresses are clustered in the eastern part of the county near the Acme Delco community, approximately 300 addresses are in the western part of the county near the Evergreen community, and an additional 100 addresses are spread between the Hallsboro, Buckhead, and Nakina communities.

Unserved Areas- CenturyLink- Evergreen, Nakina, Hallsboro

FOCUS Broadband used the Federal Communications Commission website and the NC One Map to check for availability of broadband throughout the proposed funding service area by entering in a series of addresses where customer survey results indicated that available speeds were below the 25/3 Mbps threshold. In addition, FOCUS Broadband used the service availability function of the CenturyLink and Spectrum websites to see if service was available to addresses that showed as unserved in the survey data that was returned. What we found was large swaths of areas within the proposed funding service area where broadband internet is either totally unavailable or below the 23/5 Mbps threshold. When this information was compared to feedback from customer surveys returned from residents in those areas, it is FOCUS Broadband’s position that the ability to receive 25/3 Mbps broadband speed does not exist in these areas.

Unserved Areas- Spectrum and AT&T – Acme Delco

The largest concentration of unserved addresses are in eastern Columbus County near the Acme Delco community. FOCUS Broadband has received numerous requests from residents and businesses in the proposed deployment area requesting that we bring high speed internet to the areas because the level of internet service available from the incumbent was both slow and highly unreliable. FOCUS Broadband was also approached by Columbus County Commissioner, Lavern Coleman, about bringing service to this area. AT&T is the incumbent provider in this area and has limited availability of ADSL service. As of October 1, 2020, AT&T no longer offers DSL to new customers in rural areas leaving these areas completely unserved for new customers. Spectrum provides broadband to areas adjacent to the proposed project area but does not serve the areas included in the application. A check of each address in the proposed funding area was made using the service availability tool at Spectrum.com and addresses that did not show service being available were included.

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 Columbus 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.

Business Broadband Speed Offerings-

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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:

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 competitively priced residential and business video packages with a wide variety of options. Additional services available include:

- Cable TV
- 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 take 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 customers to faster internet service as part of its 2010 grant project in Columbus County where it achieved a penetration of over 75% of residents in an unserved area. In addition, over the past 24 months, FOCUS Broadband has begun serving over 1,000 rural residents in Robeson and Columbus Counties as a result of projects made possible with GREAT Grant funding. 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.FasterColumbus.com website to gauge interest and availability of high-speed internet access in Columbus 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.FasterColumbus.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.FasterColumbus.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.FasterColumbus.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.FasterColumbus.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.FasterColumbus.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 Columbus County to promote the availability of service through press releases and advertising. FOCUS Broadband will drive customers to the project website, www.FasterColumbus.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.

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- 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 Columbus County to direct customers to the FOCUS Broadband project webpage, www.FasterColumbus.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.FasterColumbus.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.
- 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
a1) Partnership - 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
a2) Partnership - 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
a3) Partnership - 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) Unserved Households(HH) – Using most recent FCC Data or other information or supporting data, estimated number of unserved households within the eligible county (TIER ONE)	500 or Less	1
c) Unserved Households (HH) to be Served – Using most recent FCC Data or other information supporting data, the percentage of the total unserved households with the eligible project area	Less than 15%	1

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

d) Unserved Business – 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
e1) Piedmont or Coastal Plain Region	Choose One	
e2) Mountain Region	Choose One	
f) Base Speed – Min Download : Upload	100:20 Mbps to 100:100 Mbps	1.00
	Total Score	3
g) Community Broadband Plan defined by NCBIO	No	0
h1) 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	
h2) 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	
i1) Are the matching funds partially comprised of ARPA funds a county received directly from US Treasury?	Choose One	
i2) Are the matching funds entirely comprised of ARPA funds a county received directly from US Treasury?	Choose One	
	Final Score	3

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:		\$2,821,100
Total Project Cost:	\$5,642,200	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) Excel Spreadsheet (NO PDF) 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? 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
Total Eligible Project Cost			0

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
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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:	Keith Holden	Title:	CEO/General Manager	Date:	03/07/2022
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