

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

Applicant Information	
Company Name	CONTERRA ULTRA BROADBAND, LLC
Address	Conterra Networks 5301, 77 Center Drive Charlotte, NC 28217
Website	www.conterra.com
Federal Tax ID	
DUNS #	619449726
System Award Management (SAM.Gov) ID	619449726 / MXFKKQFSD9N9 / 7XE96

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Andre Hall	Full Name	Michael Brady
Contact Title	Senior VP – General Counsel	Contact Title	Chief Revenue Officer
Phone Number	980-215-8131	Phone Number	704-936-1743
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Grant Administrator & Company Name(if applicable):

Full Name	Polly Gifford
Contact Title	Market Development
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Address	

Project Information			
Project Title	Conterra NC Great Grant - Rowan County		
Project Cost	\$4,001,745		
County	Rowan	Tier #	001
Estimated # of Households with improved access			551
Estimated # of businesses with improved access			6
Base Speed - Minimum Download/Upload			Greater than 100:100 Mbps

Project Description (provide a brief summary of the project)
<p>The geographic area for this proposed project ("Conterra NC GREAT Grants – Rowan County") includes approximately 60 miles of infrastructure generally dispersed throughout a portion of Rowan County ("County"), consistent with requirements of the GREAT Grant program which do not already have access to Conterra Ultra Broadband, LLC ("Conterra") broadband service, as noted on the attached Project Area Map. The project locations selected fall within the unserved areas of the County that have been without reliable internet service for far too long.</p> <p>Conterra proposes to extend its network so that unserved homes and businesses in the project area are serviceable with broadband speeds of up to 1 gigabit per second ("Gbps"). The proposed fiber network would also be scalable up to 10 Gbps, as market needs increase.</p> <p>Conterra has targeted 557 locations, where expansion of our fiber footprint is practical and covers 551 households and 6 businesses in those project areas. The targeted locations are unserved and are eligible for funding from the GREAT Grant program.</p> <p>Complete maps of all target locations including the corresponding Project Area Map have been uploaded along with this application.</p>

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):
<p>Conterra is an existing Fiber-based Internet Service Provider that provides commercially available broadband services to small/medium businesses, enterprise, education, libraries, and healthcare throughout 21 Counties in North Carolina, within the County and in specific areas adjacent to the County that are identified as unserved in the service request. To provide broadband services sufficient to meet the remote learning needs of the students and school staff, home businesses and work from home, digital communities in the unserved areas of the County, Conterra is expanding and enhancing the broadband services within its existing service area to service residential and business in unserved areas of the county.</p> <p>Conterra's network capabilities and existing infrastructure uniquely position the Company to meet the community's need for broadband. Conterra has been working for years to provide high-speed, future-proof fiber connections to rural areas. We have sought or received funding through traditional Universal</p>

Checklist Details

Service Fund (USF) programs, various Rural Utilities Service (RUS), and other federal programs.

For nearly three decades, Conterra's professionals have designed, built, and operated new technology-based telecom networks in the education, healthcare, enterprise, and carrier industries throughout the U.S. Over the years, Conterra has used leading-edge technologies to solve problems of slow, unreliable internet and phone connections, as well as obsolete data, media and video transport circuits.

Today, more than ever, bandwidth drives economic development. Using fiber, fixed-wireless and hybrid solutions, Conterra continues to offer huge bandwidth capacity to the above-mentioned industries with forward-facing technologies and services. Conterra's custom-built networks and robust services allow us to tailor comprehensive solutions that fit the needs of any business or organization. And we deliver these solutions without compromising security or service quality.

Conterra is one of the most respected broadband providers in K-12 education, supporting more than 1.5 million students, teachers, and administrators for 15 plus years. Our fiber-based infrastructure delivers fast, reliable, and scalable solutions that help educators meet the demands for growing bandwidth, including full support throughout the E-Rate process. Bandwidth with no limits is a more effective educational environment—the next-generation network for the next generation. Conterra has a history of providing the services required to meet the E-Rate Programs funding. Conterra will continue to work with the anchor tenants to provide increased scale, sustainability, and adoption.

The Conterra Executive and Management team have extensive experience in developing, managing, and growing residential broadband service companies. Upon award of the grant, Conterra will extend the full suite of its products, services, and community impact programs to the project area.

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

The proposed project locations are currently served by less than 25 megabits per second download and 3 megabits per second upload speeds. Conterra has analyzed the areas that do not have access to internet speeds of 25/3 Mbps in census blocks using the latest available data from the FCC Form 477. The GREAT Grant eligible locations have been determined using the NC GREAT Grant Online Mapping Tool. In addition, Conterra has undertaken extensive research on internet service availability, including a significant community engagement effort. Conterra has also received feedback from private individuals and businesses on the lack of adequate internet in certain areas of the County. This information has led to the development of a broadband plan that identifies unserved areas of the County that should be targeted for higher quality internet service. Based on that analysis, Conterra estimates the proposed locations in the project area have access to internet speeds of less than 25/3 Mbps.

The proposed project will bring broadband fiber service up to 1 Gbps symmetrical bandwidth to 551 homes and a minimum of 6 businesses that are unserved locations today based on the NC Great Grant Online Mapping Tool. This project will serve 36% of the estimated total of 1,551 unserved location throughout the county and over 71% of the 786 eligible GREAT grant locations.

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

Conterra will provide a Fiber to the Premise Broadband service with high-quality, high-capacity Internet. Upon completion of the project, Conterra will be able to offer customers multiple choices of residential and commercial broadband services, depending on the customers' specific needs.

Conterra also provides a Voice Over IP product, direct content access (cloud), and peering with MCNC for our customers. Conterra will make available our small business services and support to homes. The MCNC peering will bring quality educational access for students using the Conterra broadband service at home for education.

Below are the monthly recurring pricing structures, with speed tiers and pricing as of the date of submittal of this application. Conterra cannot in good faith indicate that the pricing structure will remain the same over the next five years. Conterra does anticipate speed increases to some or all of the tiers over the next five years. Conterra will apply for authorization to provide the Affordable Connectivity Program (ACP) Discount to eligible households and continue to work with our schools and libraries with ACP, Emergency Connectivity Funding (ECF) and future broadband programs.

RESIDENTIAL SERVICE TIERS

Tier 1: 125 Mb Download, 125Mb Upload, No Data Cap, \$79.00.

Tier 2: 300 Mb Download, 300 Mb Upload, No Data Cap, \$89.00

Tier 3: 1 Gb Download, 1 Gb Upload, No Data Cap, \$129.00

COMMERCIAL SERVICE TIERS AT HOME

Tier 1: 150 Mb Download, 150 Mb Upload, No Data Cap, \$79.00.

Tier 2: 300 Mb Download, 300 Mb Upload, No Data Cap, \$99.00

Tier 3: 500 Mb Download, 500 Mb Upload, No Data Cap, \$129.00

Tier 4: 1 Gb Download, 1 Gb Upload, No Data Cap, \$149.00

4) Description of Adoption Plan:

Conterra supports North Carolina's broadband goals and key targets. Ensuring broadband services to unserved locations requires three components at a minimum: access, affordability, and adoption. Through this GREAT grant initiative, Conterra will provide a next generation broadband service to the currently unserved homes and provide access to broadband. Conterra's pricing structures are competitive with the market and Conterra will support programs such as the Affordable Connectivity Program (ACP) and others to provide affordability. Finally, Conterra has a broad program for marketing that starts at the local level and spans to social media and mass media solutions to increase and support Adoption.

Conterra's adoption plan is fundamental to who Conterra is – People Powered, Fiber Driven – in our local markets. Conterra's people are active in our communities. Conterra will increase involvement in local events and will expand the local events marketing effort. In addition, Conterra will use door-to-door campaigns, and work with the local community county, schools, libraries, and communities where appropriate with adoption and marketing programs. Conterra will also work closely with our communities with opportunities from programs such as BAND-NC and upcoming federal adoption and digital equity funding.

Conterra has a successful history of providing next generation broadband services to our schools and libraries within our communities. Conterra will continue to use programs such as the Emergency Connectivity Fund, Affordable Connectivity Program (ACP), and future programs to increase adoption through and with our schools and libraries.

Simultaneously and ongoing, Conterra will utilize social media and local advertising for awareness and education of available services.

Finally, Conterra will provide a robust customer portal with easy sign up and service delivery programs to promote word of mouth conversation of available services and satisfaction.

Checklist Details

Overall, the strength of Conterra – our fiber and our people – are the foundation for the Next Generation Fiber Broadband service with quality local support that will provide the access and increase overall broadband adoption for a successful digital economy to flourish in our communities.

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
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 NC BIO	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	

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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:		\$2,000,872.5	
Total Project Cost:	\$4,001,745	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
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:	Andre Hall	Title:	Sr. Vice President, General Counsel & Corporate Secretary	Date:	05/04/2022
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