

Applicant Information

Company Name	FRONTIER COMMUNICATIONS OF THE CAROLINAS
Address	401, Merrit 7 Norwalk, CT 06851
Website	www.frontier.com
Federal Tax ID	
DUNS #	968014790
System Award Management (SAM.Gov) ID	6EMR9

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Diane Williams-Stinson	Full Name	Susan Miller
Contact Title	Vice President-Grant Administration	Contact Title	Manager-Regulatory Affairs
Phone Number	260-461-2206	Phone Number	301-980-7079
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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	Buncombe County		
Project Cost	\$4,178,305		
County	Buncombe	Tier #	002
Estimated # of Households with improved access			1,126
Estimated # of businesses with improved access			59
Base Speed - Minimum Download/Upload			Greater than 100:100 Mbps

Project Description (provide a brief summary of the project)

The Buncombe project area consists of Frontier's existing footprint in Buncombe County, specifically covering Weaverville, Flat Creek, and other nearby communities. This project will provide 1,185 grant-eligible locations in the Buncombe project area with symmetrical, 2-Gigabit fiber. Please see our assessment of currently available broadband, as well as our description of the project area for further information.

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):

Frontier and its affiliates have provided telephone and broadband service in 25 states across the Country for many years. Frontier is well-positioned to efficiently undertake and execute this Project. Frontier is not "new" to fiber broadband services or the County. As an incumbent provider of telecommunications service in the County, Frontier has an established network and local personnel in the community. The Project would leverage Frontier's existing infrastructure and assets, including existing land, buildings, power systems, poles, conduit, and fiber. The Project also leverages Frontier's service-related capabilities including its established sales, customer support, and service functions.

In April 2021, Frontier Communications of the Carolinas LLC ("Company"), with its parent company and affiliate companies (collectively, "Frontier"), adopted a new vision for the future - Building Gigabit America. The Company, with its new board and leadership (biographies attached to this application as a separate file), is positioned to leverage its experience as a broadband provider with its new vision and strong liquidity to enhance and expand broadband availability both through its private investment and through public-private partnerships. Our new organization is focused on bringing highly resilient, fully fiber facilities initially delivering symmetrical gigabit service, with plans to increase symmetrical speed offerings in 2022, over a highly scalable network. Importantly, Frontier is committed to broadband adoption and has low-income service offerings to assure all residents can realize the benefits of the service to meet the growth of at-home learning. As part of its commitment to Build Gigabit America, during just 4Q 2021, Frontier completed construction projects to pass 192,000 additional locations nationwide with its fiber network, for a total of 638,000 new locations during the 2021 calendar year. Frontier is already on the path for even more accelerated deployment in 2022.

Frontier's 85+ years of knowledge and expertise in building, operating, and maintaining telecommunications networks with the best of today's innovations to

Checklist Details

deliver premier internet connectivity – gigabit Fiber-to-the-Premises (FTTP)/Fiber-to-the-Home (FTTH) services – positions the Company to provide symmetrical gigabit broadband service in 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 Buncombe project area consists of Frontier's existing footprint in Buncombe County, specifically covering Weaverville, Flat Creek, and other nearby communities.

According to Appendix E of the GREAT Grant Guidance document, there are 1,210 grant-eligible locations in Buncombe County that currently do not have access to 25Mbps/3Mbps broadband speeds.

Within Frontier's footprint, we have identified 1,185 that can be feasibly served with support from grants. 57 of these unserved locations were identified using a combination of FCC Form 477 data and responses from the NC Broadband Community Survey. To identify these locations, we first located census blocks in Form 477 data that reported speeds of 25Mbps/3Mbps or less. We then augmented this list to include respondents that reported 25Mbps/3Mbps or less on the NC Broadband Community Survey, regardless of whether their census block reported higher speeds to Form 477. We assumed that each respondent represented one location.

The remaining 1,128 locations we identified came from service audit data shared by Buncombe County, which they obtained by scraping the Charter Communications website for addresses where Charter indicates that service is not available.

Other than these specific exceptions, we excluded locations that reported speeds higher than 25Mbps/3Mbps on FCC Form 477 and the NC Broadband Community Survey. Per GREAT guidelines, we also excluded locations that fell into areas previously awarded GREAT Grants, GREAT Ineligible Tracts, and Protected Areas ineligible due to receiving rewards from other broadband funds such as RDOF.

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

The FTTP services Frontier Communications of the Carolinas LLC expects to offer are its national Gigabit broadband service tiers and prices for symmetric speeds of up to 2Gbps. As an example of Frontier's residential pricing, the lowest tier residential retail offering is a symmetrical 500Mbps service for \$59.99 per month (after a \$5 discount for paperless billing and auto-pay). A \$10 introductory monthly discount may also apply, which could reduce monthly pricing to as low as \$49.99 for the first year. Frontier does not currently require a contract for this pricing and no early termination fee applies.

A complete chart of service tiers and pricing is provided in an attachment to this application. Frontier's current national fiber price plans do not have any connection charges, equipment rental fees or data caps. While prices may change somewhat over time, Frontier expects that its current pricing is representative of what is likely to be available once the Project is complete. Furthermore, Frontier's current pricing is consistently some of the most competitive nationwide. That will remain true going forward.

Because the Company participates in the FCC's Affordable Connectivity Program (ACP), a free 100Mbps symmetrical service would be available to qualified low-income customers in the proposed Project Area (discounts on higher speed tiers would also be available). Frontier also participates in the Federal Lifeline program which offers a monthly discount of \$9.95 per household.

4) Description of Adoption Plan:

Frontier utilizes a variety of communications channels to alert the community about the Project and that new fiber broadband services are (or will be) available in the Project Area and to otherwise advertise the Project and its services. In general, Frontier attempts to use the channels that it has determined will be most effective in a Project Area. Frontier expects to use some or all of the following outreach tactics, which it has successfully utilized for other, similar projects to raise community awareness and to drive adoption of deployed broadband services:

- Collaboration with community-based organizations, local consortium and local officials
- Cooperation with county social service agencies, the public school systems and local college campuses, food banks, senior centers, libraries, etc. to promote the availability of low-income offers
- Direct mailers
- Local newsprint
- Postcard mailings to current Lifeline telephone customers and other publication/promotion of its low-income offers to under/unserved populations
- Outdoor signage
- Media ads
- Ribbon Cutting or other local events

Frontier is committed to partnering with community resources to help ensure community awareness and adoption of deployed high-speed services.

Frontier also utilizes the above methods to increase awareness of the FCC's Affordable Connectivity Program and the low-cost service options that Frontier offers through this program.

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"/>

NC DIT GREAT Program

Growing Rural Economies with Access to Technology Program

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

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 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

NC DIT GREAT Program

Growing Rural Economies with Access to Technology Program

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:			\$2,089,152.5
Total Project Cost:	\$4,178,305	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

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:	Diane Williams-Stinson	Title:	VP-Grant Administration	Date:	05/04/2022
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