

### Applicant Information

Company Name	NC COMMUNICATIONS ADVANCED SERV
Address	4100, Mendenhall Oaks Pkwy Ste 300 High Point, NC 27265
Website	www.northstate.net
Federal Tax ID	
DUNS #	118547766
System Award Management (SAM.Gov) ID	LEBKANEJWLE9

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Derek Kelly	Full Name	Joseph Stephenson
Contact Title	Senior Director, Market Development	Contact Title	Director, Market Development
Phone Number	9109734550	Phone Number	9108820487
E-Mail	derek.kelly@lumosfiber.com	E-Mail	joeey.stephenson@lumosfiber.com

### Grant Administrator & Company Name(if applicable):

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

### Project Information

Project Title	Wayne County 2022		
Project Cost	\$2,236,835		
County	Wayne	Tier #	001
Estimated # of Households with improved access	427		
Estimated # of businesses with improved access	19		
Base Speed - Minimum Download/Upload	Greater than 100:100 Mbp		

### Project Description (provide a brief summary of the project)

Fiber-to-the-home project in Lee County which will deliver multi-gigabit speeds to 446 unserved locations focused on the western end of the County near the Grantham community.

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):

North State Communications Advanced Services, LLC d/b/a NorthState began installing fiber-to-the-premise (FTTP) broadband service in High Point and Greensboro, North Carolina in 2006, and in the years following we have steadily expanded our FTTP service area into parts of the surrounding areas of the Piedmont Triad. NorthState is part of the Lumos | NorthState family of companies, together serving nearly 200,000 homes and businesses with FTTP broadband services in parts of North Carolina and Virginia, where we do business as Lumos.

We were an early adopter of FTTP technology in North Carolina and Virginia, recognizing the tremendous opportunities and benefits that installing fiber to the home allows and the importance of future-proofing the network. These benefits include virtually unlimited broadband capacity and symmetrical multi-gig download and upload speeds capable of keeping up with the high demands of bandwidth today and in the future, as the need and demand grow even higher. This is particularly important for applications like HD quality video meetings, virtual learning, latency-free VR gaming, e-commerce, and cloud computing. It also supports the growing gig economy, drawing more people to the area.

Lumos | NorthState is part of the ownership portfolio of EQT Infrastructure, which has recently pledged incredible support to accelerate our goal of building out fiber-optic broadband to additional areas of North Carolina and Virginia. We are especially committed to bringing fiber services to rural and underserved areas, giving these areas the much-needed access to high-speed internet. With a world-class leadership team assembled to fuel an aggressive growth strategy, Lumos | NorthState has announced plans to deploy fiber broadband to over 80,000 additional residential and business addresses in North Carolina and Virginia in 2022, and more than 100,000 additional addresses in 2023.

We have recently invested over \$2 million in upgrading the core network that supports our services. These upgrades include new routing hardware, adding

### Checklist Details

physical link redundancy to allow at least three paths for each area for the internet, and updating the access gear to 10G uplinks to support growing bandwidth needs. We have also recently deployed the newest generation of Wi-Fi 6 equipment, which eliminates dead zones, providing total home coverage for our customers. Along with these upgrades, we have capacity monitoring software and augment plans to continue exceeding customer expectations for the speed and reliability of services.

Delivering world-class service requires more than simply putting fiber in the ground or hanging it from poles. We know the infrastructure behind the fiber must be in the hands of experienced technicians, engineers, and people who can answer your questions. And the fiber and service must be backed by a company that can support it 24/7 and 365 days of the year. We have received significant recognition as a top FTTP provider. With a Customer Satisfaction rating average of 90% over the last four months, Lumos | NorthState has all the capabilities required, and more. Presently, Lumos | NorthState has 380 total employees, of which 212 are based in North Carolina. Some key members of our fiber broadband deployment team include David Smith, Chief Network Officer; Glenn Butler, Director of Network Planning; John Spilman, Growth Team Leader; and Derek Kelly, Senior Director of Market Development.

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

Most locations are in completely unserved census blocks. The team then spot checked some addresses on Spectrum and AT&T's website to ensure reliable broadband speeds of 25x3 Mbps are not available. This is also supported by the NC One Map and survey data.

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

NorthState will provide symmetrical multi-gig broadband with speeds for residential customers up to 2 Gbps. We will offer the same fiber broadband services, speeds, and pricing structure in the project area as we do in our other markets in North Carolina and Virginia.

NorthState does not require an annual contract for any residential broadband service. We believe in transparency for our customers' internet access and therefore do not use data caps or practice speed throttling.

Current residential fiber broadband service offerings are as follows:

Tier | Current 24-Month Promotional Rate | Current Standard Rate

200 Mbps x 200 Mbps | \$39.99 | \$49.99

500 Mbps x 500 Mbps | \$49.99 | \$59.99

1 Gbps x 1 Gbps | \$69.99 | \$89.99

2 Gbps x 2 Gbps | \$99.99 | \$129.99

Additional fees include a one-time installation charge (\$75), county and state sales taxes, regulatory and service fees.

NorthState honors and proactively offers government assistance programs for all households who meet eligibility requirements. There are currently two available programs: Lifeline (\$9.25 monthly subsidy) and the Affordable Connectivity Program (ACP) (\$30 monthly subsidy).

Current business and anchor institution fiber broadband service offerings are as follows:

Tier | Current 3-Year Contract Rate | Current Month-to-Month Rate

200 Mbps x 200 Mbps | \$99.99 | \$129.99

300 Mbps x 300 Mbps | \$139.99 | \$169.99

500 Mbps x 500 Mbps | \$199.99 | \$229.99

1 Gbps x 1 Gbps | \$249.99 | \$279.99

2 Gbps x 2 Gbps | \$319.99 | \$349.99

4 Gbps x 4 Gbps | \$399.99 | \$429.99

8 Gbps x 8 Gbps | \$469.99 | \$499.99

Additional fees include a one-time installation charge (\$99.99), county and state sales taxes, regulatory and service fees.

Customers shall receive internet service at speeds no less than eighty percent (80%) of the advertised speed, based on test results from a device connected by wire to the to the customer router, transmitting to and from a mutually agreeable off-network internet performance test site.

4) Description of Adoption Plan:

NorthState is committed to equitable access efforts to offset the cost of broadband for families experiencing economic hardship. NorthState's business practices of person-to-person customer service and in-person sales enable us to accommodate customers who may have less technology experience or may be disadvantaged in current access to broadband.

NorthState honors and proactively offers government assistance programs for all households who meet eligibility requirements. There are currently two available programs: Lifeline (\$9.25 monthly subsidy) and the Affordable Connectivity Program (ACP) (\$30 monthly subsidy). Customers without broadband access can receive live support by voice call or visiting a retail store.

Our outreach and education efforts include social media, email, direct mail, bill inserts, bill messages, and community-specific events hosted at partner locations. Sales and customer care teams are sensitive to the varied needs of our community and assist customers with eligibility questions and processes. Additionally, we offer various high-speed internet packages and are happy to work with customers to find a solution that fits their needs and budget.

As we expand, NorthState supports direct community engagement through our Community Partners, including the Guilford Education Alliance and Transform GSO. We seek to partner with one or more organizations, often including a physical presence, in each new market. We recently held a community outreach event through our 10-year partnership with Dabney S. Lancaster Community College, concurrent with celebrating our announcement of 100% fiber broadband in the Alleghany Highlands area of Virginia.

## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

#### Checklist Details

Our Senior Director of Market Development, Derek Kelly, is the Vice Chairman of the Board of Directors of the Kramden Institute, bringing seven years of experience enabling and educating North Carolinians as we tackle digital inclusion. Kramden has awarded more than 45,000 computers, primarily in North Carolina, to individuals since its founding and has trained thousands more on digital literacy.

#### 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
<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	



## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

<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	
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:		\$1,118,417.5	
Total Project Cost:	\$2,236,835	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:	Derek Kelly	Title:	Sr. Director, Market Development	Date:	05/04/2022
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