

Applicant Information

Company Name	Open Broadband, LLC
Address	Mailing address: PO Box 723 Waxhaw NC 28173
Website	https://openbb.net
Federal Tax ID	
DUNS #	039703216
System Award Management (SAM.Gov) ID	FL8VQ74AK4B3

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Alan Fitzpatrick	Full Name	Kent Winrich
Contact Title	CEO	Contact Title	CTO
Phone Number	704-237-0102	Phone Number	919-924-3389
E-Mail	alan@openbb.net	E-Mail	kent@openbb.net

Grant Administrator & Company Name(if applicable):

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

Project Information

Project Title	Union County JARS GREAT grant 2022		
Project Cost	\$566,876		
County	Union	Tier #	003
Estimated # of Households with improved access	173		
Estimated # of businesses with improved access	28		
Base Speed - Minimum Download/Upload	Greater than 100:100 Mbps		

Project Description (provide a brief summary of the project)

Fixed-wireless broadband in the southeastern portion of Union County, the JARS area, with Tarana CBRS and 5 GHz equipment on a tower to serve 173 homes and 28 businesses and farms.

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

No

Checklist Details

1) Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):

Open Broadband provides ISP service to over 4000 residential, farm, business, and government entities in 15 counties in North Carolina, as well as 4 counties in South Carolina and 2 counties in Virginia. In business for over 5 years, we've deployed fixed-wireless and free public Wi-Fi networks in underserved areas across the state and have customers with service speeds up to symmetrical gigabit service.

Open Broadband is one of a select group of wireless ISPs partnered with Microsoft for the Airband Initiative. We've also partnered with the City of Charlotte for free public Wi-Fi in Charlotte low-income properties and public spaces, the Housing Authority for the City of Goldsboro for low-income properties, the Charlotte-Mecklenburg Library for free public Wi-Fi in single-family neighborhoods in west Charlotte, and the Wayne County Library to bring broadband to residents in Dudley NC.

Our team of 24 employees and 6 contractors provides the resources to build, operate, maintain, and grow our service area. Most of the work will be performed by inhouse staff, but we will supplement it with contractors as needed for services such as Tower Climbing and Installation. We frequently post pictures of our fixed-wireless installations on our LinkedIn and Twitter social media channels as evidence of deployment. Financially, our company is currently debt free, with over \$1M in cash in the bank, and we have access to a \$6M LOC facility.

Union County is the home to about 50% of our employees, is the headquarters location for the company, and the CEO lives 15 minutes from the tower site.

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

The project is designed to cover 173 unserved households and 28 businesses and farms in the identified unserved census blocks (via NC OneMap). A list is uploaded. Tarana's G1 platform can offer 100Mbps to 1Gbps Internet services in non-line-of-sight conditions, in both licensed and unlicensed spectrum, and across a broad range of market characteristics. Our network model expands from tower locations to hub sites as needed to serve specific neighborhoods that require better wireless signal levels.

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Checklist Details

3) Description of Proposed Services, Advertised Speeds, and Pricing Structure for proposed broadband recipients in the eligible project area:	
Open Broadband's offered speeds with the Tarana equipment will be up to 600 Mbps. Our other 5 GHz line-of-sight equipment can deliver 100x100 Mbps and 200x200 Mbps service. We offer the following plans presently: 25x3, 50x50, 100x100, and 200x200. We will offer speeds over 200x200 upon customer demand and satisfactory Tarana site survey results. Speed results and capabilities of Tarana fixed-wireless may be viewed here: https://www.taranawireless.com/impact/ We have price quotes in hand for the equipment and based the project costs on those quotes.	
4) Description of Adoption Plan:	
Open Broadband has long waiting lists in every market we enter. A signup form is placed on our website, social media sites inclusive of LinkedIn, Twitter, Nextdoor and Facebook are heavily used, the local newspaper frequently reports on broadband initiatives, and we send monthly newsletters. <\$50/month standard service (<\$20 with ACP) has proven to be attractive to end users in unserved areas. Open Broadband participates in the ACP discount program, and more importantly offers everyday low pricing to everyone without having to "qualify" or bundle with other services. Unlike cable our pricing is NOT a 12-month promo rate that automatically increases. Our price is our price, and there are no usage charges or data caps on anything we offer. As a result of our value proposition, we haven't experienced any issues getting customer interest in unserved areas. Open Broadband also provides free public Wi-Fi zones in our markets, which ranges from low-income properties, to downtown areas and parks. Free internet access is one of the approaches we use to help ensure all North Carolinians have access that is affordable (in this case free). We also have deployed broadband for the Metrolina Association for the Blind, the NC Migrant Farm Worker program, and a partnership with Allen University, a HBCU, to get broadband to low-income areas.	
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

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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:		\$283,438	
Total Project Cost:	\$566,876	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:	Alan Fitzpatrick	Title:	CEO	Date:	05/04/2022
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