

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

Applicant Information	
Company Name	SALUDA MOUNTAIN TELEPHONE COMPANY
Address	RiverStreet Networks 1400 River Street Wilkesboro, NC 28697
Website	myriverstreet.net
Federal Tax ID	
DUNS #	062578802
System Award Management (SAM.Gov) ID	DE6ALFS7PLE8

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Greg Coltrain	Full Name	Jody Souther
Contact Title	Vice President of Business Development	Contact Title	Vice President of Network Engineering
Phone Number	252 964 8243	Phone Number	336 973 6128
E Mail	gregcoltrain@myriverstreet.net	E Mail	jodysouther@myriverstreet.net

Grant Administrator & Company Name(if applicable):
Mid South Consulting Engineers, Inc.

Full Name	Joel O. Williams
Contact Title	President
Telephone	704 357 0004
E Mail	joel.williams@mscon.com
Website	mscon.com
Federal Tax ID	
Address	3901 Rose Lake Drive; Charlotte, NC 28217

Project Information			
Project Title	SMTC FTTP NCGG 2022 for Henderson County		
Project Cost	\$5,266,322		
County	Henderson	Tier #	003
Estimated # of Households with improved access			1,165
Estimated # of businesses with improved access			11
Base Speed Minimum Download/Upload			Greater than 100:100 Mbp

Project Description (provide a brief summary of the project)
This NC GREAT Grant project consists of the areas in the Communities of Saluda and Zirconia which lie in the eastern portion of Henderson County, which is located adjacent to the Polk County line. This project will be owned and operated by Saluda Mountain Telephone Company (SMTC), which is a wholly owned subsidiary of Wilkes Telephone Membership Corporation (Wilkes TMC) headquartered in Wilkesboro, NC. The project will be an all fiber buried PON solution within the Tier 3 Henderson County area. SMTC will serve both residential and business locations with internet speed up to 1G at present and 10G in the future with the fiber plant. New electronic equipment will be placed in the field and connected to the existing Central Office in Saluda, and that has transport fibers to allow connections to the MCNC network.

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

Please Identify Partner
Wilkes Telephone Membership Corporation

Checklist Details
1) Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):
SMTC has been in the telecommunication business for multiple years and is operated as part of the entire RiverStreet Network, which is owned by Wilkes Telephone Membership Corporation (Wilkes TMC). Wilkes TMC is a non profit North Carolina communications cooperative with its headquarters located in Wilkesboro, NC. Wilkes TMC has been in business for over seventy years and has a very good reputation in all of its service areas in NC and VA, with over 210 employees at present. Please see attached for details. There are several files marked as "CONFIDENTIAL". They contain confidential and proprietary trade secret information and, accordingly, they are not public records and are exempt from public disclosure under N.C. Gen. Stat. § 132 1.2.
2) Assessment of the current level of broadband access in the proposed deployment area supporting data may be uploaded if applicable:
The proposed GREAT Grant fiber service areas are all within Henderson County and have never been upgraded to FTTP. Due to the low density rural nature of these areas, it has been too costly to build fiber. We are uploading maps of the entire areas that show the boundaries and proposed customers that presently do not have at least 25M downstream and 3M upstream.

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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:	
SMTC proposes to offer higher speed broadband and voice to all these customers to include email and domains as requested. SMTC will provide broadband packages from 100M to 1G to any of these customers with unlimited usage over the all fiber facilities for the required five years and beyond. A list of all speeds and prices are attached in uploaded document Section 3A 4. This system will be upgradeable in the future to even higher speeds by replacing the office optics and the ONT's when 10G and beyond become cost feasible.	
4) Description of Adoption Plan:	
Most of the customers in this project have limited broadband and voice service from other carriers at present at less than 25/3. With the new SMTC fiber, they will receive Gig service if they so choose with unlimited usage. SMTC will use all possible marketing and sales means to sign up any customers in these new fibered areas and will provide new service to any home or business within ten days of a valid service request. See attached plans.	
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



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	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:		\$2,633,161	
Total Project Cost:	\$5,266,322	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

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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:	Greg Coltrain	Title:	VP of Bus Dev	Date:	05/04/2022
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