

Applicant Information

Company Name	Skyrunner Inc.
Address	5 Ravenscroft Drive Asheville, NC 28801
Website	skyrunner.net
Federal Tax ID	
DUNS #	037007197
System Award Management (SAM.Gov) ID	EXTXDEHKMGL1

Authorized Representative		Authorized Representative (Alternative)	
Full Name	JJ Boyd	Full Name	Andrew Hayes
Contact Title	President/CEO	Contact Title	VP of Technology
Phone Number	8282588562	Phone Number	8282588562
E-Mail	jj@skyrunner.net	E-Mail	andrew@skyrunner.net

Grant Administrator & Company Name(if applicable):

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

Project Information

Project Title	Buncombe BB expansion 2022 Skyrunner		
Project Cost	\$3,993,498		
County	Buncombe	Tier #	002
Estimated # of Households with improved access	821		
Estimated # of businesses with improved access	31		
Base Speed - Minimum Download/Upload	Greater than 100:100 Mbp		

Project Description (provide a brief summary of the project)

Skyrunner plans to bring new service to 852 locations with Fiber Optic Internet Service - up to 1000Mbps symmetrical.

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):

Skyrunner, Inc., is a North Carolina corporation headquartered in Asheville, NC. Founded in 1999 as NewEraComm by Don Davis, we were pioneers in the deployment of wireless network technologies, installing some of the first wireless Internet links in the Southeastern US. After reincorporating as Skyrunner, Inc. in 2004, the company quickly expanded in all directions from its core in Buncombe County. We now serve over 9,400 customers in 18 counties in western North Carolina and upstate South Carolina. We presently have 39 employees including field technicians, customer support staff, engineers, and management. Our annual gross income is over \$11 million, and we have been consistently profitable over the life of the organization.

The Skyrunner team's expertise in terrestrial fixed wireless networks is nationally recognized by our consulting customers and our industry working group WISPA. We have consulted with other ISPs all across the country on radio deployment, router management, and network design. Our wireless Internet customers consistently give us high ratings on performance, customer support, and dependability; our current Google customer rating is 4.6 stars out of 5. We believe the proof of our technical prowess is our low customer turnover and our frequent accolades in social media.

In addition to being wireless experts, Skyrunner is also an experienced fiber-optic network provider. We began our first fiber-to-the-premises (FTTP) deployment in 2015 to a 100 home development in East Asheville. Since then, we have installed both fiber optic and hybrid fiber/wireless networks over 40 WNC communities, Hot Springs NC, Cashiers NC, including a 435 home development in Yancey County and an 1800 resident retirement community in Asheville. The demand for Fiber to the Premise services has skyrocketed, with many communities currently on our coming soon list.

We operate a full-time fiber optic cable construction crew supported by a range of in-house equipment including vibratory plows, directional drills, and bucket trucks. We are capable of quickly and efficiently building out both underground and aerial fiber optic cable plants.

In every area of quality Internet Service provision, Skyrunner excels in network design and engineering, field construction, customer support and billing, network monitoring and management, and deployment of the newest, cutting-edge technologies. We can scale our well-established systems to handle any size

Checklist Details

project. We look forward to our partnership with Buncombe County and the State of North Carolina to make this grant-funded development project a reality.

Skyrunner has secured a partnership with Buncombe County municipal government for the purpose of delivering fiber to the premise broadband services for the locations submitted in this GREAT Grant application.

Engineering and construction services will be provided by internal Skyrunner staff some elements of construction may be performed by outside construction partners that will be selected via RFP process. Skyrunner has long-term working relationships with many utility construction companies across the country that will be included in the comparative RFP process.

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

According to Appendix E of the GREAT Grant Guidance document, 1,210 locations in Buncombe County are unserved at speeds of 25:3. Skyrunner plans to bring new service to 852 locations with Fiber Optic Internet Service - up to 1000Mbps symmetrical.

The Broadband Indices released by the North Carolina Department of Information Technology, 1.1% of Buncombe County residents do not have access to 25/3 service excluding cellular and satellite. However; when we look into the data, they suggest a far different story.

Skyrunner and Buncombe County have mutually identified 852 addresses in Buncombe County that do not meet the minimum service standard defined as “terrestrially deployed Internet access service with transmission speeds of at least 25 Mbps download and at least 3 Mbps upload (25:3)”. We intend to provide service to 852 locations; 821 are residential, 31 are businesses.

These addresses are located in three outlying parts of the County and are defined as multiple communities: North and South Turkey Creek, Potato Branch/Ox Creek, Newfound, Elk Mountain, Fairview Forest, and Flattop Mountain areas.

These areas are unserved by terrestrial service 25:3 Mbps as documented by the NCDIT mapping data, the current GREAT Grant mapping tool, user-submitted data (gathered by Buncombe County), field engineering analysis, and geospatial analysis methods. All these methods were utilized in an assessment to identify the address locations of 852 locations with less than 25:3 speeds.

Survey respondents with less than 25:3 speeds are in circled stars, target locations are indicated by red location pins.

The link below is for live data.

<https://www.google.com/maps/d/u/0/edit?mid=19Ak8AsSJENJptUHafgXy7S0FBFb1HDr&ll=35.651818648213506%2C-82.75149988744388&z=14>

More than 5.8% of Buncombe County survey respondents also indicated that they did not even have access to cellular service.

Skyrunner is proposing to deploy fiber to the home to rural census blocks in the areas listed above, which are currently unserved by terrestrial 25:3 Mbps service.

Many residents in this area have poor quality DSL, satellite, or fixed wireless service at significantly less than 25:3 Mbps. Aerial poles carry electricity and telephone service to the area. This new project is a natural extension of the current Skyrunner footprint.

These areas are pockets of the county that have been bypassed by other terrestrial internet service providers due to the topography and other factors making them expensive to serve. These areas are typical of the problems serving the last mile in Buncombe County.

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

1. All locations served by the efforts of this grant application will have access to 1-gigabit fiber to the home service. Unlimited plans will be available with no data cap below 150 Gigabytes is offered to any customers included in proposed locations.

2. The proposed advertised speed to be marketed to end-users (broken out by location, businesses, and community anchor institutions).

Fiber Optic Internet Service - up to 1 Gbps \$115.00/Mo

Fiber Optic Internet Service - up to 500Mbps \$99.00/Mo

Fiber Optic Internet Service - up to 200Mbps \$85.00/Mo

4) Description of Adoption Plan:

Adoption Plan

A plan to encourage users to connect that incorporates, at a minimum, community education forums, multimedia advertising, and marketing programs (adoption plan).

Skyrunner will work in conjunction with Buncombe County to provide a series of community meetings at community centers, schools, and libraries within the areas where new service will be made available. We will advertise these meetings on social media, the county informational newsletter, websites, and the Asheville Citizen Times and Mountain Xpress. At the meetings, a Skyrunner representative will explain where the new broadband service will be available, the timeline for deployment, and answer questions from community residents. We will encourage the attendees to share the news of the coming broadband services with their neighbors through phone trees, social media, and their own community gatherings.

Skyrunner will also run advertisements in the Asheville Citizen Times and Mountain Xpress announcing the service areas and providing information on how to subscribe, service plan pricing, and how to schedule installation. We will also spread the word via social media through our Facebook, Twitter, and Instagram accounts.

Finally, if we determine that specific neighborhoods are under-represented in applications for new services, we will make targeted informational phone calls to homes within those areas.

Skyrunner participates in the ACP program and is happy to work with any location that qualifies to apply the maximum benefit credit to their recurring charges each month.

Skyrunner's standard install rate in Buncombe County for fiber to the home service is \$129 we offer multiple-month payment plans to assist those who may need to spread the cost of installation over multiple months.

NC DIT GREAT Program

Growing Rural Economies with Access to Technology 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"/>
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	

NC DIT GREAT Program

Growing Rural Economies with Access to Technology Program

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:		\$1,996,749	
Total Project Cost:	\$3,993,498	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:	James Boyd	Title:	President	Date:	05/04/2022
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