

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

**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	ETEXDEHKMGL1

Authorized Representative		Authorized Representative (Alternative)	
Full Name	JJ Boyd	Full Name	
Contact Title	President/CEO	Contact Title	
Phone Number	8282588562	Phone Number	
E Mail	jj@skyrunner.net	E Mail	

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

Skyrunner Internet

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

**Project Information**

Project Title	Haywood County Broadband Expansion 2022		
Project Cost	\$2,624,300		
County	Haywood	Tier #	002
Estimated # of Households with improved access	375		
Estimated # of businesses with improved access	0		
Base Speed Minimum Download/Upload	Greater than 100:100 Mbps		

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

Skyrunner Internet is proposing to deploy fiber to the premise Gigabit Passive Optical Networks (GPON) technology to 375 locations in the under served, rural communities of Brannon Forest, Fines Creek, and Stamey Cove areas of Haywood County.

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

Yes

**Please Identify Partner**

Haywood County

**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 NC and upstate SC. 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. 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 Premiss services has skyrocketed, with over 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

## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

#### Checklist Details

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 at 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 project. We look forward to partnering with Haywood County and the State of North Carolina to make this grant funded development project a reality.

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

All locations in the project area are eligible for GREAT grant funding based on FCC Form 477 data, and locations were determined using the GREAT Grant Mapping Tool.

According to the Broadband Indices released by the North Carolina Department of Information Technology, 16.5% of Haywood County residents do not have access to 25/3 service. Additionally, in the NC Broadband Survey 782 respondents out of 1,500 (50%) indicated that they did not have internet, excluding cellular and satellite. Seventy five percent of these respondents indicated that the reason that they did not have internet is because they simply did not have access to it. Six percent of these respondents (92) 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 three areas of Haywood County currently unserved by terrestrial 25/3 Mbps service: Panther Creek/Fines Creek, Brannon Forest and Stamey Cove.

Panther Creek/Fines Creek area is a mountainous area of approximately 100 homes east of Interstate 40 in the northern portion of Haywood County. The area is unserved by terrestrial service >25/3 Mbps as documented by the FCC 477 report (Dec. 2020). There are also multiple survey points from the "NC Broadband Survey" documenting less than 25/3 Mbps service in this area. There are K 12 student homes without reliable internet access documented by Haywood County School data. Some 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. The southern section is accessible from Panther Creek. The northern and eastern portion are accessible from Fines Creek and bordered by the Skyrunner GREAT supplemental round award for fiber to the home project currently underway. This new project is a natural extension of the previous Skyrunner fiber project.

Brannon Forest is a 20 year old housing development of 95 homes located within a cove immediately west of route 276 in Haywood County within the Town of Maggie Valley. The area is unserved by terrestrial service >25/3 Mbps as documented by the FCC 477 report (Dec. 2020). There are multiple "NC Broadband Survey" survey points documenting less than 25/3 Mbps service. There are K 12 student homes without reliable internet access documented by Haywood County School data. Residents in this community originally used DSL, but the service has deteriorated and is no longer available. A few locations have fixed wireless access depending on the orientation of the home. The community has underground utilities and is accessed by a single state owned road. The Brannon Forest community has met with and worked extensively with the Haywood County Broadband Committee for many years to encourage an ISP to extend service.

Stamey Cove is located in a cove outside of Waynesville between other mountainous areas. The area is unserved by terrestrial service >25/3 Mbps as documented by the FCC 477 report (Dec. 2020). There are several "NC Broadband Survey" points documenting less than 25/3 Mbps service. There are K 12 student homes without reliable internet access documented by Haywood County School data. There are overhead poles carrying power and telephone service, but not fiber or cable. Some residents in this area have DSL and fixed wireless service.

These three areas are pockets of the county that have been bypassed by other terrestrial internet service providers due to the topography, underground utilities and other factors making these areas expensive to provide terrestrial internet service provider. These three areas are typical of the problems serving the last mile in Haywood County.

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

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

The following speeds will be marketed to end users (residential and business):

Fiber Optic Internet Service up to 1 Gbps symmetrical \$115.00/Mo  
Fiber Optic Internet Service up to 500Mbps symmetrical \$99.00/Mo  
Fiber Optic Internet Service up to 200Mbps symmetrical \$85.00/Mo

4) Description of Adoption Plan:

Skyrunner will work in conjunction with Haywood 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 Smoky Mountain News, a local Haywood County newspaper. At the meetings, a Skyrunner representative will explain where the broad band service will be available, the timeline for deployment, and answer questions from community residents. We will encourage the attendees to share the coming broad band services with their neighbors through phone trees, social media, and their own community gatherings.

Skyrunner will also run advertisements in the Smoky Mountain News 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.

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"/>

# NC DIT GREAT Program

## Growing Rural Economies with Access to Technology Program

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

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, estimated number of unserved households within the eligible county (TIER ONE)	500 or Less	1
<b>c) Unserved Households (HH) to be Served</b> 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
<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
Total Score		3
<b>g) Community Broadband Plan defined by NCBIO</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	
<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

## 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:			\$1,312,150
Total Project Cost:	\$2,624,300	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:	JJ Boyd	Title:	04/18/2022	Date:	04/18/2022
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