

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

**Applicant Information**

Company Name	Wave 7 Communications LLC
Address	3125 Kathleen Ave Ste 229 Greensboro, NC 27408
Website	WAVE7comm.net
Federal Tax ID	
DUNS #	FZ4KHCA4YA34
System Award Management (SAM.Gov) ID	FZ4KHCA4YA34

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Beverly L. Williamson	Full Name	Avery N Williamson
Contact Title	CEO	Contact Title	CTO
Phone Number	3365536877	Phone Number	2525926077
E Mail	lashawn@wave7comm.net	E Mail	averywilliamson@wave7comm.net

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

WAVE 7 Communications LLC

Full Name	Beverly L. Williamson
Contact Title	CEO
Telephone	3365536877
E Mail	lashawn@wave7comm.net
Website	WAVE 7 Communications LLC
Federal Tax ID	85 0493170
Address	3125 Kathleen Ave Ste 229 Greensboro, NC 27408

**Project Information**

Project Title	Enfield Broadband Expansion		
Project Cost	\$550,563.86		
County	Halifax	Tier #	001
Estimated # of Households with improved access	300		
Estimated # of businesses with improved access	100		
Base Speed Minimum Download/Upload	100:20 Mbps to 100:100 Mbps		

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

The project goal is to provide free internet equipment and installation for 400 unserved households in the town of Enfield and reliably provide 100 Mbps symmetrically. Wave 7 will be utilizing its existing 5Ghz and planned CBRS/5Ghz network infrastructure to provide internet service for these users. We use a proven local mesh technology that runs on our network routers. This technology is a firmware that runs a routing protocol that lets the routers pay each other for bandwidth and automates network configuration. Our customers are incentivized to grow Wave 7's network by connecting their neighbors to the network. As we partner with private property owners to build the infrastructure of our network, instead of expensive towers and vertical assets, Wave 7 can build faster and more affordable than legacy internet service providers.

The design portion of this project is the deployment of 5Ghz and CBRS CPE radios to the 400 households. We will be using unlicensed 5Ghz radio technology along with an overlay of 3.6 CBRS radio technology. As stated earlier, Wave 7 will also increase the internet backhaul access speed from 500Mbps to 1GBps to support the additional customers and increase bandwidth speed.

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

Yes

**Please Identify Partner**

The Community of Hope Center, Inc.

**Checklist Details**

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

Wave 7 Communications, LLC (Wave 7) located in Greensboro, North Carolina is a minority woman owned, broadband service provider founded in February, 2020 by LaShawn Williamson. Our mission is to deliver internet services in a sustainable way while greatly improving the connectivity of high speed internet to bring low cost, high speed broadband access to low income unserved communities.

After seeing the continuing economic disparity with the lack of accessible and affordable internet services, Wave 7 partnered with the Town of Enfield, NC, and hometown of co founder Avery Williamson. The town of Enfield with a current population of 2,172 is located in Halifax County of which according to the NC Commerce County Rankings is one of the most economically depressed counties in the state falling under the rank of Tier 1.

Initially, Wave 7 met in April, 2020 with the former town manager, several town commissioners, along with the town librarian and formed a partnership with

#### Checklist Details

the town. Because of this partnership we were able to provide broadband access in June, 2020 as part of our partnership outreach by installing our first network core antenna location on the rooftop of the library providing access to WI FI with current average bandwidth speed of 50Mbps symmetrically with a minimum of 25Mbps. When COVID hit and schools were mandated to close, this created an additional service from the library for "Park and Learn". Families who lack reliable internet at home, are now able to have additional options for children to complete online assignments and activities as part of their remote learning. In addition, the town purchased equipment and the Municipal Building is now a location and operates as a relay to extend our wireless signal allowing us to expand coverage and low cost access. We utilize a proven mesh technology that runs on our network routers. This technology is a firmware that runs a routing protocol that lets the routers pay each other for bandwidth and automates network configuration. We have been able to provide services for approximately 70 residential and commercial customers using 5GHz fixed wireless networks. We will continue executing this project by partnering, connecting and reaching more households and businesses by 60% of the population.

Here is a brief summary of the key individuals that have primary responsibilities for our network deployment in the town of Enfield.

LaShawn Williamson (Co Founder) 20+ years experience in Business Marketing and Networking. Self employed for 7 years.

Avery Williamson Sr. (Founder) 20+ years experience in networking and telecommunications. Working as a Sr. Systems Engineer for a major wireless carrier.

Terry Boone Deployment Technician 20+ years experience in IT and PC repair. 2 years experience deploying fixed wireless networks.

Cameron Baldwin Deployment Technician 3 Years experience in IT and networking, and Satellite installation work. 2 years experience deploying fixed wireless networks.

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

According to recent data from Broadband Now, The average download speed in Enfield is 26.57 Mbps. This is 84.0% slower than the average in North Carolina and 326.9% slower than the national average. The Town of Enfield is the 631st most connected city in North Carolina ahead of Hollister and Whitakers, but behind Scotland Neck, Battleboro, and Halifax.

Approximately 53% of Enfield residents are still severely limited in wired broadband choices. Currently there are only 2 service providers that provide wired broadband services: Centurylink and Suddenlink with some customers experiencing internet speed at no more than 25mbps.

The current competitors in the proposed deployment area are Suddenlink, CenturyLink, DISH, and HughesNet.

Suddenlink provides 50 150 Mbps with prices ranging from \$29.99 to \$49.99 monthly for new customers.

CenturyLink provides speeds of 25 to 40 or 80Mbps with pricing of \$50 monthly for new customers.

DISH offers satellite TV services and resales internet services at this time through 3rd parties providers.

HughesNet offers 25Mbps with data buckets from 15 75 GBs with costs starting at \$44.99 for 15GB to \$139.99 for 75GB.

There are several issues with the current incumbent internet service providers.

Lack of investment in building out better broadband access and speed in the area.

Profit margins are not cost effective for these companies to make major deployments in rural areas. This causes residents to experience low bandwidth speeds and unreliable service.

Competitors have data caps that penalize customers when they go over their allotted data.

Poor customer service.

Some residents have incurred broadband debt (past due balances on past due accounts) which leads to their services being shut off and cannot afford having their internet services restored until the debt is paid.

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

Our goal is to provide reliable and affordable internet service by fixed wireless technology to the remaining 400 households and businesses in the town of Enfield. Our advertised speeds will be on average at least 60 70 Mbps symmetrically with a minimum of 50Mbps and to reach 100 Mbps for every customer by 2026.

Our company has a partnership with Althea networks which we use to utilize their billing software in our routers. This allows our customers to pay per GB for the data they use with no data caps. Average customers see a monthly bill of approximately \$50 per month. Our software also gives the customers the ability to control their bandwidth speed if they want to slow down their throughput to reduce their costs.

#### 4) Description of Adoption Plan:

Wave 7 Communications will be providing 50 100 Mbps symmetrical throughput as an internet service provider. Equipment and installation are free with no contract and no data caps. This is a prepaid service and currently customers will be charged \$.06 per GB for internet service.

The proposed advertised speed to be marketed will be 50 100Mbps and this will be available to all end users households, businesses, and community anchor institutions.

Wave 7 will provide free internet for one year to ten (10) low income families to include one (1) Chromebook for each family as a part of our community outreach. This will allow students access to remote learning and other educational opportunities. In addition, both families and senior citizens will have the opportunity to receive free computer training classes through our partnership with the Community of Hope Center.

Wave 7 will advertise our community event initiatives on the official Enfield FaceBook pages, as well as use Radio and print advertisements to spread awareness. Local businesses, The Community of Hope Center, along with the Public Library will also post flyers and share information on their message boards. Wave 7 will also promote community involvement initiatives and special Internet Service offers on Wave 7's Instagram and Facebook pages, as well as our website.

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:



## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

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

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, 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	

## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

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:		\$275,281.93	
Total Project Cost:	\$550,563.86	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:	Beverly L. Williamson	Title:	CEO	Date:	05/04/2022
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