

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

Applicant Information	
Company Name	BELLSOUTH TELECOMMUNICATIONS, LLC
Address	DBA AT&T North Carolina 1025, Lenox Park Blvd NE Atlanta, GA 30319
Website	www.att.com
Federal Tax ID	
DUNS #	00 692 5333
System Award Management (SAM.Gov) ID	YE1WP3DS5E37

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Christopher M. Altomari	Full Name	Chuck Greene
Contact Title	AT&T Vice President, Integrated Broadband Build Planning	Contact Title	Director Government Affairs
Phone Number	2147575070	Phone Number	3365417206
E Mail	ca710a@att.com	E Mail	Chuck.Greene@att.com

Grant Administrator & Company Name(if applicable):

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

Project Information			
Project Title	AT&T GREAT Grant Program Guilford 1		
Project Cost	\$5,263,638		
County	Guilford	Tier #	002
Estimated # of Households with improved access			1,618
Estimated # of businesses with improved access			51
Base Speed Minimum Download/Upload			Greater than 100:100 Mbp

Project Description (provide a brief summary of the project)
<p>The COVID 19 pandemic exposed the vulnerability of not having adequate broadband services to perform critical activities such as remote learning, healthcare, and daily work activities. Like many other Americans, some Guilford County residents have endured these challenges due to the lack of high speed data connections available throughout certain parts of the state. This lack of broadband access has prevented many Guilford County families from fulfilling their daily job responsibilities, students from accessing online curriculums to continue their educational growth, and businesses from effectively serving their customers.</p> <p>We understand and share Guilford County's and the state's commitment to address these issues by bringing high speed, modern connectivity to residents and businesses across the County, especially in the rural areas. As such, AT&T has tailored a scalable solution that will build a network platform to support the following:</p> <ul style="list-style-type: none"> • Make available reliable, high speed broadband services to as many premises in the selected areas as possible • Build a future proof fiber to the premise (FTTP) network based on a 10 Gbps symmetric passive optical network (XGSPON) in Guilford County with a total project cost of \$5,263,638 to cover 1,669 customer locations. AT&T will be contributing \$763,638 and has entered into a partnership with Guilford County, through which the County will provide \$500,000. AT&T will also be requesting \$4,000,000 from the State of North Carolina. AT&T is confident that this is the best scalable solution as the needs of Guilford County residents evolve. Through our partnership, we will provide an equitable solution that maximizes the number of customer locations reached, while minimizing cost to the County and State. <p>We value the history we have with Guilford County and the State of North Carolina to keep businesses and residents connected. We look forward to the opportunity to continue to work with you to deliver the products and services that help build stronger communities. With our proposal, AT&T will collaborate closely with the County and State to improve the quality of life by making available increased high speed symmetrical broadband access.</p>

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

Checklist Details

Checklist Details

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

AT&T markets our 100% fiber network to more than 16 million customer locations nationally, including more than 1 million customer locations in North Carolina. More than 675,000 U.S. business buildings are now lit with fiber from AT&T, enabling high speed symmetrical fiber connections to more than 2.75 million U.S. business customer locations. Nationwide, more than 9.0 million business customer locations are on or within 1,000 feet of our fiber. AT&T has extensive experience working alongside local communities to bring symmetrical fiber broadband to their residents, working together to close the digital divide. A great example of this is Vanderburgh County, Indiana. Vanderburgh County's broadband situation was typical of many around the country. The County seat, Evansville, had broadband available from several companies. However, in the unincorporated parts of the county, only about one in three residents had broadband. AT&T worked with the County to leverage ARPA funding along with AT&T's own contribution to connect more than 20,000 unincorporated customer locations with fiber broadband. Bridging communities and reimagining the future of schools, healthcare, and business is a primary goal for many government leaders, policymakers, and AT&T. As part of the North Carolina Next Generation Network collaborative, AT&T entered into agreement with the municipalities of Raleigh, Durham, Chapel Hill, Carrboro, and Winston Salem to foster innovation, stimulate economic growth, and expand the availability of state of the art communications services by building a "next generation" fiber based network for residents and businesses in those communities. In addition to making fiber services available to thousands of addresses in these communities, AT&T provides fiber based internet service, free of charge for a set period, to 51 community centers, selected by the participating municipalities, many of which are located in low income neighborhoods.

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

AT&T utilized the FCC Form 477 data and NC Broadband Survey data to identify areas that are unserved or potentially underserved.

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

AT&T Consumer and Small Business Services: AT&T Fiber is an ultra fast broadband technology delivered over a fiber optic connection to the customer premises. AT&T does and will provide residential and business service to all areas we propose to serve, however, for the purposes of this response, pricing and information is focused on residential services. AT&T is currently registered to do business in the State of North Carolina and has consistently provided innovative, reliable, high quality products and services and excellent customer care to the residents and businesses of the State. Currently no data caps or usage tiers apply for AT&T broadband service provided over fiber.

AT&T may modify its broadband offerings from time to time in response to market conditions.

Table 5 shows monthly pricing as of the date of submission for Residential AT&T Fiber symmetrical speed tiers include:

Table 5: Residential AT&T Monthly Pricing by Speed

Service Level/Tier Pricing

Access from AT&T	100 Mbps symmetrical speeds	\$30 per month. Costs include \$5 paperless billing credit.
Internet 300	300 Mbps symmetrical speeds	\$55 per month. Costs include \$5 paperless billing credit.
Internet 500	500 Mbps symmetrical speeds	\$65 per month. Costs include \$5 paperless billing credit.
Internet 1000	1 Gbps symmetrical speeds	\$80 per month. Costs include \$5 paperless billing credit.
Internet 2000	2 Gbps symmetrical speeds	\$110 per month. Costs include \$5 paperless billing credit.
Internet 5000	5 Gbps symmetrical speeds	\$180 per month. Costs include \$5 paperless billing credit.

*Access from AT&T provides low cost internet service for eligible households. Full details can be found at <https://att.com/internet/access/>. More information regarding current AT&T Internet and AT&T FiberSM offers are available at <https://att.com/internet/fiber/>

AT&T offers our broadband services on a stand alone basis or bundled with other AT&T services. Purchasing service on a bundled basis can provide customers with better overall experience, greater value, and billing simplicity.

Additional services available include:

- AT&T Wireless
- DIRECTV Stream
- VoIP Home phone services
- HBO MAX

Additional details may be found at: <https://www.att.com/internet/internet services/>

Affordability. AT&T offers specially designed programs for low income households and actively participates in government sponsored subsidy programs. These programs are tailor made to maximize the value of AT&T broadband services to aid in closing the digital divide.

These solutions currently include:

1. ☐ 'Access from AT&T'

'Access from AT&T' is part of our \$2 billion, 3 year effort to help bridge the digital divide. For \$30 per month eligible customers will receive free installation, Wi Fi router, no contract term commitment or deposit, and over AT&T Fiber, the 'Access from AT&T' speed tier is 100 Mbps symmetrical.

'Access from AT&T' is funded by AT&T. Full details can be found at att.com/internet/access/.

- Households who participate in any of the following are eligible for the Access from AT&T: ☐
- Supplemental Nutritional Access Program (SNAP) participant ☐
- National School Lunch and Head Start Programs participant ☐
- Income Household income based on 200% or less than federal poverty guidelines

2. Affordable Connectivity Program (ACP)

A second, and "stackable" (i.e., can be applied to Access from AT&T) affordability program is the Federal Affordable Connectivity Program (ACP). ACP is a temporary program administered by the FCC.

AT&T participates in the FCC's ACP program with both our wireline and wireless services. The ACP currently provides a \$30 end user subsidy to eligible

Checklist Details

households. For example, with the ACP, the eligible customer's monthly 'out of pocket' cost is free for AT&T Fiber 100 Mbps symmetric service when combined with 'Access from AT&T'.

Those on qualifying Tribal lands can save up to \$75 per month. Full details of all eligible plans from AT&T can be found at att.com/acp.

The ACP subsidy can be applied to any of the service speed tiers. The table below illustrates the impact of the ACP when all available subsidies/discounts are applied to AT&T Fiber service offerings.

AT&T Internet Plans with ACP benefits and all available subsidies/discounts (Please note all speeds are symmetrical)

100 Mbps Access from AT&T plan: \$0

300 Mbps plan: \$25

500 Mbps plan: \$35

1 Gbps plan: \$50

2 Gbps plan: \$80

5 Gbps plan: \$150

Households are eligible for the ACP if a resident participates in one of the following federal assistance programs:

- Has an income that is at or below 200% of the federal poverty guidelines; or
- Participates in certain assistance programs, such as SNAP, Medicaid, Federal Public Housing Assistance, SSI, WIC, or Lifeline
- Participates in Tribal specific programs, such as Bureau of Indian Affairs General Assistance, Tribal TANF, or Food Distribution Program on Indian Reservations.
- Is approved to receive benefits under the free and reduced price school lunch program or the school breakfast program, including through the USDA Community Eligibility Provision in the 2019 2020, 2020 2021, or 2021 2022 school year.
- Received a Federal Pell Grant during the current award year.
- Meets the eligibility criteria for a participating provider's existing low income program.

AT&T Business Services: Once fiber is available throughout the service area, the following business services will be available:

- AT&T Switched Ethernet on Demand (ASEoD): ASEoD is a transport service that transmits Ethernet traffic among multiple locations. ASEoD provides user friendly, web based network configuration and management and simplified contracting for most network services.
- AT&T Virtual Private Network (VPN): AT&T VPN Service is a network based IP VPN solution that uses Multiprotocol Label Switching (MPLS) to deliver high performance, highly secure, any to any connectivity.

- FirstNet: The FirstNet mission is to deploy, operate, maintain, and improve the first high speed, nationwide wireless broadband network dedicated to public safety. This reliable, highly secure, interoperable, and innovative public safety communications platform will bring 21st century tools to public safety agencies and first responders, allowing them to get more information quickly and helping them to make faster and better decisions.

For our complete list of services for small business, please visit the following website: https://www.business.att.com/small_business.html. For a complete list of services for enterprise business, please visit the following website: <https://www.business.att.com/>

E rate: AT&T has participated in the E rate program for schools and libraries since the program's inception in 1998, and we're one of the program's largest service providers. For more information about AT&T and its participation in the E rate program, go to www.corp.att.com/erate.

4) Description of Adoption Plan:

AT&T has a robust marketing program for AT&T Fiber including mass advertising, direct marketing, targeted digital ads, sponsorships, local AT&T retail stores, and may utilize grassroots marketing (neighborhood events, neighborhood association newsletters, signage on service vehicles, door hangers, etc.). AT&T also welcomes the opportunity to work with X County to increase awareness of AT&T Fiber through press releases, digital assets published on the County website, public appearances, and other activities.

For multi dwelling units (MDUs), AT&T has a dedicated sales team to contact multifamily property owners (and HOAs) to explore interest in bringing AT&T Fiber to the property's residents. AT&T's Connected Communities sales executives will contact MDU owners to offer a free site survey and will make efforts to gain right of entry to their properties under mutually agreeable terms for the purpose of providing residents the ability to order AT&T Fiber broadband services. This would include County or City sponsored public housing. AT&T would welcome the opportunity to work with the County to increase awareness of AT&T Fiber among MDU owners or decision makers. If AT&T gains right of entry, AT&T will deploy AT&T Fiber and assign an account manager to work with the property staff to build awareness of the availability of AT&T Fiber service.

AT&T will work with local government agencies, the County Chamber, businesses, and non profit organizations to employ tactics to achieve a high level of adoption so that the investment in the project is successful.

Our Digital Literacy program provides digital literacy education for newly connected parents and families to help them develop skills and confidence to participate fully, safely, and responsibly in today's connected world. Through the AT&T Connected Learning program, AT&T offers a virtually available, specially curated series of self paced digital literacy courses (in English and Spanish). Our Digital Literacy program includes basic technical skill courses. These courses are available to everyone and will expand to include online safety and digital citizenship education. AT&T employee volunteers can collaborate with partners in Campbell County to offer in person training at select community organizations.

Additionally, we will utilize AT&T Believes, our company wide, multinational initiative aimed at focusing the company's broad assets our people, our hiring, our services, and our contributions to improve digital literacy, broadband adoption, and technology based learning so that our community members can access all the opportunities available to them. Here is the link for the digital literacy courses (in partnership with the Public Library Association) <https://att.digitallearn.org/courses> For more online resources from AT&T, see: <https://screenready.att.com/digital-literacy/> or <https://about.att.com/csr/home/society/education.html>.

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"/> |

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

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	
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	

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Final Score	3
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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:		\$2,631,819	
Total Project Cost:	\$5,263,638	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:	Christopher M. Altomari	Title:	AT&T Vice President, Integrated Broadband Build Plannin	Date:	05/03/2022
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