

Applicant Information

Company Name	CND Acquisition Corporation
Address	P.O. Box 880 Rossville, GA 30741
Website	http://www.cabletvonline.net/
Federal Tax ID	[REDACTED]
DUNS #	070334277
System Award Management (SAM.Gov) ID	DXB7NAH7FJ24

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Mark Crowder	Full Name	David Daniel
Contact Title	Grant Administrator	Contact Title	CEO
Phone Number	(706)676-7188	Phone Number	(423)488-5747
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Grant Administrator & Company Name(if applicable):

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

Project Information

Project Title	Cherokee County Broadband Expansion 2022		
Project Cost	\$4,079,957.6		
County	Cherokee	Tier #	001
Estimated # of Households with improved access			1,388
Estimated # of businesses with improved access			17
Base Speed - Minimum Download/Upload			Greater than 100:100 Mbp

Project Description (provide a brief summary of the project)
 The Cable Company, a successful and established internet service provider in Cherokee County, North Carolina, will expand broadband service in several communities in Cherokee County. The project will expand broadband access to an additional 1,405 locations that are currently underserved, providing them with reliable service at speeds above 100:100 Mbps.

Has the applicant entered into a partnership for this project as defined in S.L. 2019-230? No

Checklist Details

1) Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):
 The Cable Company is a broadband internet services provider housed in Murphy, NC. This firm is wholly owned by CND Acquisition Corporation, a North Carolina Corporation. The Cable Company provides internet services as well as cable television and phone services to subscribers exclusively within Cherokee County.
 Key employees have over 75 combined years of service in this industry. This includes CATV experience, CATV broadband experience, engineering and deployment experience, network and Docsis engineering experience, and certifications in areas such as Docsis engineering. The Cable Company currently has 4,265 customers signed up for internet service in Cherokee County.
 The Cable Company has also demonstrated an ongoing commitment to community engagement as it serves Cherokee County and its citizens. CND Acquisition has donated more than \$75,000 to local food banks, women's shelters, and other charitable service organizations in Cherokee County. In addition, The Cable Company has established six 'hot spots' in the parking lots of local schools to provide free internet service to area students, and free video cable to the local jail and other government buildings in the county.
 In applying for the GREAT Grant in 2020, CND Acquisition achieved the top scoring tier which enabled us to decrease matching funds to 30%. With this current GREAT grant award in process, The Cable Company has committed to serving 550 households and 11 businesses in previously unserved areas of Cherokee County, and we are on schedule and on budget to deliver these results through upgrading to a more reliable fiber-optic network. Our experience, coupled with our demonstrated commitment to serving Cherokee County and its citizens exclusively as a local provider and neighbor, uniquely qualify CND/ The Cable Company for this grant opportunity.

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

Checklist Details

In the NC Broadband Survey, 704 respondents out of 1,500 (46%) indicated that they did not have internet, excluding cellular and satellite. Seventy-one percent of these respondents indicated that the reason that they did not have the internet is that they simply did not have access to it. Twenty-one percent of these respondents (321) also indicated that they did not even have access to cellular service.

According to December 2020 FCC form 477 data for Cherokee County, 17.48% of homes in the County are unserved at 25/3 service, or an estimated 3,062 households. The Cable Company is proposing to deploy broadband service to 1,405 of these unserved and underserved locations in 10 areas in Cherokee County, which are listed below:

Phase One:

- Wehutty
- Liberty
- Burger Town
- Hiwassee
- Pleasant Hill
- Vests
- Bear Paw
- Hiwassee Village

Phase Two:

- Unaka
- Ogreeta

Many locations in these areas have access only to satellite internet, which is cost-prohibitive, and there are also several households within the proposed area that do not have access to phone service. These areas of Cherokee County are very rural and remote, requiring more than 20 minutes of drive time to reach downtown Murphy, NC, which is the county seat of Cherokee County. These areas already have a lack of cell phone service, causing issues for students, businesses, and residents in the area. The COVID-19 Pandemic further exacerbated these issues, forcing residents in these areas to have to drive long distances to be able to access public wifi for school assignments, remote work, or to communicate with essential services, such as unemployment, telehealth, or business relief programs.

The Cable Company has identified 17 businesses within the project area. Providing connectivity to this area would not only level the playing field for students, but also enhance the economic opportunities for this travel corridor between Murphy, NC, and Chattanooga, TN. The Cable Company can provide speeds of over 1 Gigabyte symmetrical to all of our clients in the project area, which is a major upgrade to the current infrastructure in the area.

The Cable Company used several sources to determine eligible locations for this project area. The Cable Company has utilized the GREAT Grant Mapping Tool to determine eligible households based on their current level of service at less than 25/3 as reported on FCC 477 forms. This source was used to identify the majority of eligible locations. Additionally, the Cable Company has utilized data provided through the NC Broadband Survey through the NC Broadband Infrastructure Office. This survey data, obtained through the GREAT Grant Mapping Tool, identified additional locations that were eligible for grant funding based on their survey responses.

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

The Cable Company offers internet services, phone services, and cable television to our customers. The following speeds will be marketed to households and businesses within the project area at the corresponding rates:

Residential

- \$42.95 50 download/ 50 upload
- \$84.95 100 download/ 100 upload
- \$89.95 500 download/ 500 upload
- \$94.95 1g download/ 1g upload

Small Business

- \$75.00 50 download/ 50 upload
- \$100.00 100 download/ 100 upload
- \$150.00 500 download/ 500 upload
- \$200.00 1g download/ 1g upload

4) Description of Adoption Plan:

As a part of this project, The Cable Company will continue to implement the adoption plan that was created for its current GREAT award (2020). The Cable Company will continue to send out direct-mailed promotional cards to new movers within Cherokee County to introduce our services. We are also placing real-estate-style yard signs in areas currently under construction to generate community interest in our upgrades from coaxial to fiber throughout our service area. In addition, we will continue to promote our expanded services via billboard, radio, and newspaper advertising.

The Cable Company will also continue to provide free internet "hot spots" within the County on select occasions, as a community service - this will provide an opportunity to inform residents about available broadband access throughout this community. The Cable Company anticipates the creation of additional community centers as a part of this application in the following community anchor points: Unaka Fire Department, Bear Paw Community Center, Hiwassee Dam Fire Department, Candy Mountain Fire Department, Wehutty Fire Department, and Raper Store. Cherokee County is available to partner in providing a public forum if necessary.

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"/>

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

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 NC BIO	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

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:		\$2,039,978.8	
Total Project Cost:	\$4,079,957.6	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:	David Daniel	Title:	CEO	Date:	04/19/2022
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