

**Applicant Information**

Company Name	Ellerbe Telephone Company, Inc.
Address	1400 River Street Wilkesboro, NC 28697
Website	myriverstreet.net
Federal Tax ID	[REDACTED]
DUNS #	109976401
System Award Management (SAM.Gov) ID	TJW6F64MK6B5

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Greg Coltrain	Full Name	Jody Souther
Contact Title	Vice President of Business Development	Contact Title	Vice President of Network Engineering
Phone Number	252-964-8243	Phone Number	336-973-6128
E-Mail	gregcoltrain@myriverstreet.net	E-Mail	jodysouther@myriverstreet.net

<b>Grant Administrator &amp; Company Name(if applicable):</b>
Mid-South Consulting Engineers, Inc.

Full Name	Joel O. Williams
Contact Title	President
Telephone	704-357-0004
E-Mail	joel.williams@mscon.com
Website	mscon.com
Federal Tax ID	[REDACTED]
Address	3901 Rose Lake Drive; Charlotte, NC 28217

**Project Information**

Project Title	ETC FTTP NCGG 2022 for Richmond County		
Project Cost	\$5,692,776		
County	Richmond	Tier #	001
Estimated # of Households with improved access			1,147
Estimated # of businesses with improved access			14
Base Speed - Minimum Download/Upload			Greater than 100:100 Mbp

**Project Description (provide a brief summary of the project)**  
 This NC GREAT Grant project consists of the areas in the Communities of Ellerbe, Candor, Mount Gilead, and Norman portions of Rockingham. These areas lie in the northwestern portion of Richmond County, which is located adjacent to the Montgomery County line. This project will be owned and operated by Ellerbe Telephone Company (ETC), which is a wholly-owned subsidiary of Wilkes Telephone Membership Corporation (Wilkes TMC) headquartered in Wilkesboro, NC. The project will be an all-fiber buried PON solution within the Tier 1 Richmond County area. ETC will serve both residential and business locations with internet speed up to 1G at present and 10G in the future with the fiber plant. New electronic equipment will be placed in the field and connected to the existing Central Offices in Ellerbe and Plain View, and that has transport fibers to allow connections to the Spectrum and MCNC networks for Internet service. It is also connected to AT&T in Rockingham for Access Tandem functions as well as provide EAS service to the Rockingham area adjacent to the area.

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

**Checklist Details**

- Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):**  
 ETC has been in the telecommunication business for multiple years and is operated as part of the entire RiverStreet Networks, which is owned by Wilkes Telephone Membership Corporation (Wilkes TMC). Wilkes TMC is a non-profit North Carolina communications cooperative with its headquarters located in Wilkesboro, NC. Wilkes TMC has been in business for over seventy years and has an exceptionally good reputation in all its service areas in NC and VA, with over 210 employees at present. Please see attached for details. There are several files marked as "CONFIDENTIAL". They contain confidential and proprietary trade secret information and, accordingly, they are not public records and are exempt from public disclosure under N.C. Gen. Stat. § 132-1.2.
- Assessment of the current level of broadband access in the proposed deployment area – supporting data may be uploaded if applicable:**  
 The proposed GREAT Grant fiber service areas are all within Richmond County and have never been upgraded to FTTP. Due to the low-density rural nature of these areas, it has been too costly to build fiber. We are uploading maps of the entire areas that show the boundaries and proposed customers that presently do not have at least 25M downstream and 3M upstream.
- Description of Proposed Services, Advertised Speeds, and Pricing Structure for proposed broadband recipients in the eligible project area:**

**Checklist Details**

ETC proposes to offer higher-speed broadband and voice to all these customers to include email and domains as requested. ETC will provide broadband packages from 100M to 1G to any of these customers with unlimited usage over the all-fiber facilities for the required five years and beyond. A list of all speeds and prices are attached in uploaded document Section 3A-4. This system will be upgradeable in the future to even higher speeds by replacing the office optics and the ONT's when 10G and beyond become cost feasible.

**4) Description of Adoption Plan:**

Most of the customers in this project have limited broadband and voice service from other carriers at present at less than 25/3. With the new ETC fiber, they will receive Gig service if they choose with unlimited usage. ETC will use all marketing and sales means to sign up any customers in these newly fibered areas and will provide new service to any home or business within ten days of a valid service request. See attached plans.

<b>By checking the appropriate box, you will upload the following documents:</b>	
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 of 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, <b>estimated number of unserved households within the eligible county (TIER ONE)</b>	500 or Less	1
<b>c) Unserved Households (HH) to be Served</b> – Using most recent FCC Data or other information supporting data, <b>the percentage of the total unserved households with the eligible project area</b>	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
<b>Total Score</b>		<b>3</b>

<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	
<b>Final Score</b>		<b>3</b>

*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:		\$2,846,388	
Total Project Cost:	\$5,692,776	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) <b>Excel Spreadsheet (NO PDF)</b> 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
<b>Total Eligible Project Cost</b>			<b>0</b>

**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:	Greg Coltrain	Title:	VP of Bus Dev	Date:	05/04/2022
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