

## Applicant Information

|                                      |   |
|--------------------------------------|---|
| Company Name                         | HOSTED AMERICA LLC                                |
| Address                              | 410 S. Salisbury St. Ste 112<br>Raleigh, NC 27601 |
| Website                              | www.hostedamerica.com                             |
| Federal Tax ID                       |   |
| DUNS #                               | 027098114   |
| System Award Management (SAM.Gov) ID | DGKEG923HT25                                      |

| Authorized Representative |                              | Authorized Representative (Alternative) |                                     |
|---------------------------|------------------------------|---|-------------------------------------|
| Full Name                 | Richard Alder                | Full Name                               | Andrew Turkington                   |
| Contact Title             | President                    | Contact Title                           | CFO                                 |
| Phone Number              | 919-609-3296                 | Phone Number                            | 919-863-3925                        |
| E-Mail                    | rick.alder@hostedamerica.com | E-Mail                                  | andrew.turkington@hostedamerica.com |

|  |
|--|
| Grant Administrator & Company Name(if applicable): |
|--|

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

## Project Information

|  |                                 |        |                       |
|--|---------------------------------|--------|-----------------------|
| Project Title                                  | Rocky Mount Nash County Project |        |                       |
| Project Cost                                   | \$5,342,179.4                   |        |                       |
| County   | Nash                            | Tier # | 001                   |
| Estimated # of Households with improved access |                                 |        | 2100                  |
| Estimated # of businesses with improved access |                                 |        | 30                    |
| Base Speed - Minimum Download/Upload           |                                 |        | 100 Mbps, symmetrical |

Project Description (provide a brief summary of the project)

Project to bring broadband access to underserved area of Tier 1 Nash County designated as Rocky Mount through deployment of fiber infrastructure throughout the area to cover 2,130 addresses obtained from the NC Great Grant Online Mapping Tool.

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):

Hosted America (HA) is a leader in the telecommunications industry, is an Internet Service Provider (ISP) and is headquartered in Raleigh, North Carolina. Founded in 2009, HA has deployed services to over 500,000 end points globally with its primary focus on the US market. We deliver a best in class solution and specialize in deploying broadband over fiber, cloud-based and managed services. Hosted America through its acquired subsidiary of MetroTelecom has been providing service in North Carolina for over 40 years. We own and/or operate gigabit fiber networks in each of the markets we serve. The system we propose implementing under this application is similar in scope to 3 other mixed use developments we currently service through fiber infrastructure at Rocky Mount Mills in Rocky Mount, NC, PNC Tower in Raleigh, NC and Bright's Creek in Mill Spring, NC.

Hosted America currently provides broadband service to both residential and business customers in the state of North Carolina in residential only communities, mixed use communities and direct business-to-business commercial / enterprise and hospitality industries. Hosted America was one of the first service providers to deliver gigabit fiber within a residential community as well as built the first fiber-to-the-room and cloud services platform within the hospitality environment.

Our residential offerings include High Speed Internet, Digital Voice, Security, Smart Home/Community and other Cloud Solutions/Services. In the residential environment, we bring the ability to deliver Gig fiber connectivity to every unit and offer guaranteed and dedicated internet access with over 600 channels of premium HD video content. For businesses we offer a full range of commercial products for retail, small business and enterprise level accounts including Metro Ethernet and commercial phone products including hosted PBX. Our hospitality product offers hotel guests the same high-quality amenities they have come to expect at home and integrates with the hotel back office and billing systems.

## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

#### Checklist Details

|   |                                     |
|---|-------------------------------------|
| Our Hosted America Leadership team has been providing telecommunications services for more than four decades. We are a privately held company providing services throughout every major market in the US and abroad.  |                                     |
| Our subsidiary American Fiber offers a truly redundant, carrier grade, open access fiber and wireless network. Our neutral host technology platform provides for a better way to deploy communication infrastructure within a property or community. Providing a world-class experience as well as a true partnership for both the resident and business owner. Another subsidiary, Independence Infrastructure, builds and constructs fiber optic networks.  |                                     |
| 2) Assessment of the current level of broadband access in the proposed deployment area – supporting data may be uploaded if applicable:   |                                     |
| Currently there is no fiber based broadband residential service offering available in the proposed deployment area we are aware of. The only supporting data we are aware of comes from the NC GREAT Grant Online Mapping Tool which indicates this area reports less than 25/3 Service according to Census Block data with NC Broadband Surveys for the majority of the proposed area.   |                                     |
| 3) Description of Proposed Services, Advertised Speeds, and Pricing Structure for proposed broadband recipients in the eligible project area:   |                                     |
| The proposed broadband internet services and advertised speeds over fiber in the River Landing application area and residential household pricing structure is as follows with a 10 Terabyte applicable data cap/month: (1) 100Mbps upload/download (symmetrical) - \$79.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (2) 200Mbps upload/download (symmetrical) - \$109.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (3) 300Mbps upload/download (symmetrical) - \$119.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (4) Wifi Enabled \$7.99/month + applicable taxes/fees/surcharges; (5) Digital Voice - \$29.99 + applicable taxes/fees/surcharges; (6) Digital Video services - too many options to list however base packages of AT120 channels begin at \$69.99/month + applicable taxes/fees/surcharges. As required in the Guidance documentation, should we be awarded a grant for this area Hosted America will either participate in the Affordable Connectivity Program (ACP) or provide a broad-based affordability program to low-income consumers similar to the ACP. We will implement a marketing plan to encourage users to connect that incorporates community education forums, multimedia advertising (radio and social media), as well as marketing programs including direct mail to all addresses in submitted application and through local businesses in the community. The proposed broadband internet services and advertised speeds over fiber in the Fairfield Harbor application area and business and community anchor institution pricing structure is as follows with a 10 Terabyte applicable data cap/month: (1) 100Mbps upload/download (symmetrical) - \$189.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (2) 200Mbps upload/download (symmetrical) - \$219.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (3) 300Mbps upload/download (symmetrical) - \$229.95/month + applicable taxes/fees/surcharges with a one time \$150 installation charge; (4) Wifi Enabled \$7.99/month + applicable taxes/fees/surcharges; (5) Digital Voice - \$29.99 + applicable taxes/fees/surcharges; (6) Digital Video services - too many options to list however base packages of AT120 channels begin at \$69.99/month + applicable taxes/fees/surcharges. |                                     |
| 4) Description of Adoption Plan:  |                                     |
| After execution of a grant agreement additional backhaul service from a second national provider will be ordered to the existing headend collocation address of 1151 Falls Rd, Rocky Mount, NC 27604 that is already providing service at Rocky Mount Mills and with an estimated completion time of 1 month. We will be ordering a backhaul circuit of 10 Gig DIA from a different backhaul provider currently providing us service at this location for redundancy purposes.  |                                     |
| ii. After execution of a grant agreement headend collocation space expansion will begin on the second floor inside an existing facility at 1151 Falls Rd, Rocky Mount, NC 27604 with an estimated completion time of one month (concurrent with backhaul construction)  |                                     |
| iii. Headend equipment installation expansion will begin after completion of the space buildout with an estimated completion time of 45-60 days.  |                                     |
| iv. Fiber infrastructure to be installed in conduit with an estimated completion time of 4-6 months.  |                                     |
| v. Burial of the direct drop from the street pedestal/"flower pots" to the household or business will be completed within 1 week of service ordering by end user and will be completed either by Hosted America personnel and/or outside contractors.   |                                     |
| vi. Service address equipment to be installed after services have been ordered and within 3 days of direct drop burial to the house.  |                                     |
| <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 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 |
|--|----------|-------|
|--|----------|-------|

## NC DIT GREAT Program

### Growing Rural Economies with Access to Technology Program

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|--|-----------------------------|------|
| <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 |
| Total Score  |                             | 3    |
| <b>g) Community Broadband Plan defined by NC BIO</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    |

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: |               | \$2,671,089.7                |     |
| Total Project Cost:  | \$5,342,179.4 | 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 ☐

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### Growing Rural Economies with Access to Technology Program

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|   |                          |
|---|--------------------------|
| 2) What is the total cost per location for the project?<br>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

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: | Richard Alder | Title: | President | Date: | 04/27/2022 |
|-------|---------------|--------|-----------|-------|------------|