

Applicant Information

Company Name	Roanoke Connect Holdings
Address	518 NC HWY 561 West, Aulander, NC 27805
Website	www.roanokeconnect.com
Federal Tax ID	[REDACTED]
DUNS #	117016419
System Award Management (SAM.Gov) ID	C2X8JKKDHXX4

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Cathy Davison	Full Name	Bo Coughlin
Contact Title	Chief Financial Officer	Contact Title	Chief Operating Officer
Phone Number	252 209 2236	Phone Number	252 209 2236
E Mail	cdavison@roanokeelectric.com	E Mail	bcoughlin@roanokeelectric.com

Grant Administrator & Company Name(if applicable):

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

Project Information

Project Title	Hertford PFSA 1		
Project Cost	\$7,638,791		
County	Hertford	Tier #	001
Estimated # of Households with improved access			220
Estimated # of businesses with improved access			21
Base Speed Minimum Download/Upload	Greater than 100:100 Mbps		

Project Description (provide a brief summary of the project)

Project Description:
 Roanoke Connect Holdings, LLC has its origins in Roanoke Electric Cooperative's focus on economic opportunity for its member owners, and is a broadband internet provider with services in Bertie, Gates, Halifax, Hertford, Martin and Northampton Counties. Several years ago, the Cooperative worked with the statewide organization of cooperatives to study ways in which we could help our member owners with the increasing costs of energy. Starting with programs such as Upgrade to Save, Home Efficiency Tools, and on site visits to assess energy efficiency, Roanoke Electric Cooperative has always focused on helping its member owners save money. Roanoke Connects prides its self to adapting to the ever changing broadband technology environment and offers future proof fiber to the premise with minimum speeds of 100 Mbps symmetrical with the capacity to provide more than 10 G symmetrical should the need arise. RCH also participates in the Affordable Connectivity Program (ACP) providing 100:100 Mbps for \$30 a month. RCH's management team has more than 100 years of management and technology experience as they strive to provide exceptional broadband service to residential, agricultural operations and businesses in some of the most economically deprived communities in North Carolina.

Hertford County is located in northeastern North Carolina and is bordered by the Chowan River on the East and the Virginia state border to the north. It is home to Perdue Farms. The county was founded in 1759 and formed from portions of Bertie, Chowan and Northampton Counties. In 1779, a portion of Hertford County broke off to form part of Perquimans County. There are six townships in the county and seven public schools.

Roanoke Connect Internet Technology
 TECHNOLOGY. In order to implement the Smart Grid program, internet access is a requirement. Roanoke Connect provides that capability. The Roanoke Connect network consists of a fiber optic ring that runs through the Roanoke Connect service territory. The traffic flows across the ring and is routed from a data center hosted in Ahoskie. From there, traffic is directed onto the MCNC statewide fiber optic ring where it reaches the greater internet. Last mile access is provided by a combination of fiber optic and advanced fixed wireless capabilities.

ON PREMISE. In the home or in a commercial establishment, connections are made to the Internet via a router owned by Roanoke Connect Holdings. That router connects to a subscriber access module which may either be a fiber or a fixed wireless connection. The router is connected to any Smart Grid devices in the home, but can also represent the access point for a member owner subscribing to internet access.

THROUGHPUT. Many member owners ask about throughput. Installations to date show more than adequate throughput for individuals who are browsing the internet, using a Vonage service, or streaming movies from Netflix. As with any service, your throughput can vary based on the type of service being used, the responsiveness of the remote server, and any congestion on the internet. These are beyond the control of the provider.

In an area of the state which has been largely ignored by broadband providers, RCH has built a hybrid high performance network, and is now focused on 100% future proof fiber delivering a minimum of 100:100 connectivity to subscribers today. The RCH field tested network configuration consists of distribution fiber connected to utility pole mounted with subscriber modules or Network Interface Devices.

RCH has done analysis and determined that a fiber to the premise (FTTP) solution is feasible and provides the capacity that its subscribers will require not only today but for many years to come. With this in mind, RCH has put in motion FTTP projects to meet their buildout obligations and the demands of their subscribers. For the purpose of this project, RCH will be using a fiber to the premise access network to deploy broadband in the proposed funded service area defined in this application.

Specifically, Roanoke will be using a gigabit passive optical network (GPON) architecture using equipment from Calix. GPON is a point to multipoint architecture that is primarily used to serve residential and business subscribers. A GPON architecture uses fiber optic splitters to enable 32 or more customer locations to be served by a single optical line terminal (OLT) port.

Per the International Telecommunication Union (ITU), the G.984.1 industry standard for GPON technology provides for speeds greater than or equal to 1,200 Mbps upstream and 2,400 Mbps downstream for each OLT port. All major manufacturers of FTTP equipment in the United States support the ITU G.984.1 standard.

In Hertford County, the network will consist of 143 miles of distribution fiber cable extending laterally from the existing fiber backbone ring, which includes Internet, to defined rural unserved areas in the County. These routes are described in the mapping portion of our response.

The distribution fiber will be attached aurally using strand and lash technique, with minimal attachment fees with agreements in place with Dominion Power and RCH's parent company owning the utility pole facilities with limited make ready. Where needed the construction will be underground based on the applicable fees and barriers for the construction of aerial fiber. Typically, underground is needed to cross a road over traverse an area with no pole line. The proceeds from a GREAT Grant represent additional investment which will allow for expediting the rollout of broadband access to additional unserved and underserved households. In addition to the advantages that broadband brings to the region, there is an additional economic benefit: Roanoke Electric's SmartGrid initiative will allow for a potential reduction in the cost consumers pay for electric service in the service territory.

With a successful track record of deploying high speed broadband, significant community support, a clear plan for deployment, and the opportunity to save households additional expenses, the Roanoke Connect project as outlined is an excellent investment for the Great Grant program.

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

Yes

Please Identify Partner

Hertford County

Checklist Details

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

RCH Qualifications:

Roanoke Connect Holdings, LLC (RCH), is a subsidiary of Roanoke Electric Membership Corporation, an electric membership cooperative. RCH was organized in August 2015 and is a broadband internet provider with services in Bertie, Gates, Halifax, Hertford, Martin Northampton Counties providing exclusive access to smart grid technology which provides energy efficiency and helps reduce power bills for the member owners of the cooperative. Roanoke Connects prides its self to adapting to the ever changing broadband technology environment and offers future proof fiber to the premise with minimum speeds of 100 Mbps symmetrical with the capacity to provide more than 10 G symmetrical should the need arise. RCH also participates in the Affordable Connectivity Program (ACP) providing 100:100 Mbps for \$30 a month. RCH's management team has more than 100 years of management and technology experience as they strive to provide exceptional broadband service to residential, agricultural operations and businesses in some of the most economically deprived communities in North Carolina.

Marshall Cherry, President & CEO of Roanoke Connect Holdings, LLC. Mr. Cherry oversees the day to date administration of Roanoke Electric Membership and its subsidiaries, Roanoke Connect Holdings, Roanoke Energy Resources, Roanoke Economic Development, and is responsible for a rural electric cooperative with more than 12,400 member owners and 14,200 meters, and manages the organization's \$130 million in assets and its \$43 million operating budget. Marshall has been with Roanoke Electric and its subsidiaries for 29 years. He served for 8 years as the Chief Operating Officer with dotted line responsibility to the senior leadership team as well as the executive lead for the human resources, administrative services, safety, and strategy and energy sustainability units. Prior to being COO, Mr. Cherry was the Vice President, Member Services, Marketing, and IT, led department responsible for all customer service related functions, marketing and communications, and information technology for internal and external customers as well as the company's non profit organization and for profit subsidiary. Mr. Cherry is a Veteran and served with the North Carolina Army National Guard. Marshall holds a Bachelor of Science in Business Administration from Livingstone College. Mr. Cherry also serves on the Catapult Employers Association, Southeast Energy Efficiency Alliance, Duke Energy's North Carolina State President's Advisory Council and is a graduate the Leadership North Carolina, Mr. Cherry was also appointed by Governor Cooper to the NC Education and Workforce Innovation Commission

Robert "Bo" Coughlin, Chief Operating Officer. Bo oversees and coordinates the strategy, design, and operations of RCH. He is responsible for RCH's objectives and establishes operating procedures to create and maintain financial soundness and profitability while ensuring optimum service to subscribers. Collaborates planning and formulation of organization policies and practices. Mr. Coughlin has more than 25 years of experience in management and technology in the broadband / telecommunications industry including being the Regional Vice President/President Business Services for Time Warner Cable and managed \$350M P&L for 12 offices and 15 distribution/service facilities located across the Carolinas and New York. Led strategic planning, formulated vision and strategic direction, initiated growth strategies. Mr. Coughlin holds a Bachelor of Science in Political Science from Florida State University. He also holds a patent for an Online installation scheduling system and method for cable services. U.S. Patent 8219436

Checklist Details

Cathy Davison, Chief Financial Officer. Mrs. Davison oversees the financial operations of Roanoke Connect Holdings, as well as Roanoke Electric, Roanoke Energy Resources, and Roanoke Economic Development. Cathy is responsible for managing of the funds and financial forecast for the electric membership corporation and its subsidiaries along with reviewing and creating procedures for internal processes that enhance the productivity and controls costs within the organization. Cathy has more than 20 years’ experience in government management, finances, and economic and business development. Mrs. Davison was previously the Executive Director of the Albemarle Commission, a federal economic development district and Council of Government where she oversaw the 10 county agency that included agency on aging, workforce development, regional planning and economic development. She was the City Manager for Steubenville Ohio and supervised 12 departments including 3 enterprise utilities. Mrs. Davison was also the long time administrator of Murfreesboro, North Carolina as well as the Economic Development Director for Small Business for the City of Franklin, Virginia and Southampton County’s Public Private Partnership FSEDI. Cathy graduated from Anderson University with a Bachelor of Arts in Political Science, University of Denver with a Masters in Organizational Leadership and Human Resources Management, and Norwich University with a Masters in Public Administration and Budgeting and Finance.

Jeremy Whitley, Director of Broadband Network Engineering. Mr. Whitley has over 20 years of hands on technical experience in the broadband and telecommunications industry including experience in fiber optics, MPLS and Security. He was the longtime principal engineer for network security for Spectrum Enterprises, as well as the Network Development Engineer for Amazon and responsible for the development of their global fulfillment center network. Jeremy has also been responsible for testing and standards development for Alcatel Lucent Metro Ethernet network.

Angela Tiggie Washington, Director of Broadband Sales and Marketing. Ms. Washington is an accomplished marketing executive who is an enthusiastic, transparent and “people first” leader with dep expertise in marketing and customer relationship management. Angela has lead teams that focus on executing for business and business development for multiple markets for Shentel. Angela is driven to provide the best products for the best price to the subscribers of Roanoke Connect. She is a Director of Sales and Marketing that closes the sale with industry and small business alike. Angela holds a Bachelor of Business Administration from Ferrum College, a Master of Business Administration from University of Phoenix. She is also a graduate of Half the Sky Leadership a Executive Leadership Program for Women.

The Broadband Group (TBG) Qualifications:

The Broadband Group (TBG) is a leading telecommunications consulting and business advisory firm. For over 25 years, TBG has developed Business Plans, Network Specifications, Engineering Designs, Financial Models, and Deployment Strategies for utilities, municipalities, and many of the nation’s Top Selling Master Planned Communities, including the Google Fiber project in Huntsville, Alabama, the City Utility Fiber Project in Springfield, Missouri, and the Fiber Project for Colorado Springs, Colorado. TBG acts as a trusted advisor focused on city and community wide broadband planning, empowering land developers, utilities, and municipalities to execute informed decisions on implementing high performance connectivity strategies. We challenge traditional industry metrics and ensure the value chain is maximized for cities and communities seeking to secure investments in advanced wired and wireless network infrastructure. At TBG, connectivity extends beyond wired and wireless infrastructure. It is about meaningfully connecting individuals and businesses to the world around them through the use of broadband enabled technologies. It is about understanding how people live, how businesses work, and how communities thrive. It is about creating broadband infrastructure that meets the information needs of today, as well as the emerging new technologies of tomorrow.

Cindy Reiman, a Founding Partner of TBG, is responsible for financial management, investment strategies, personnel management, human resources, employees’ benefits, payroll, and corporate operational policies of The Broadband Group. Prior to joining The Broadband Group, Ms. Reiman served in clinical and supervisory positions as an Emergency and Critical Care Registered Nurse in the Unites States and Australia. Ms. Reiman also provided management support to various philanthropic organizations including the Sacramento Children’s Home, as well as other public and private non profit organizations. She has served as Board President of local chapters of Florida, Georgia, and California Parent Teacher Associations. She has recently served as finance chair on the Board of Trustees for Planned Parenthood of the Rocky Mountains and is currently on the Nevada Advisory Board for Touro University, a private, non profit higher and professional education institution in Henderson, Nevada. At The Broadband Group, Ms. Reiman is a member of the Firm’s Executive Committee, and serves as an Officer on the affiliated TBG Network Services Inc. and Broavada Communications Board of Directors.

Jeff Reiman, is TBG’s President brings a comprehensive understanding of technology, capital market structure, and entrepreneurial leadership to assist clients in building structures that advance broadband network deployments and IoT implementation strategies for cities and large scale development projects. Prior to joining The Broadband Group, Mr. Reiman worked in the Boston office of Credit Suisse investment bank, on the Equities Sales and Trading Floor.

Additionally, he has served on the International Sales & Marketing Team of Wave7 Optics, a Fiber to the Home equipment supplier, managing the Mexico, Canada, and Caribbean sales regions. Mr. Reiman began his career at the DC headquarters of a Presidential Campaign and is a graduate of Harvard University with a degree in Government. He currently serves as President of the Harvard Club of Nevada.

Frank Newsom, TBG’s Senior Vice President of Network Operations, has more than 30 years of experience in the telecommunication industry. His expertise focuses on managing, developing, and building telecommunications and fiber based infrastructure for Tier 1 communications companies such as Comcast, AT&T, Verizon, and others. Having an extensive history of working in Huntsville, Alabama since 1993, Frank now manages the construction oversight of Huntsville Utilities’ 1,000 mile network expansion project. Google Fiber serves as the network’s Anchor Tenant under the TBG developed “Utility Lease Model” structure. Frank’s background includes supervising both aerial and underground construction for large scale projects, including hands on underground and aerial applications surrounding a fiber based infrastructure platform. Frank’s education includes technical education at Calhoun Community College as well as extensive field training.

John McKinney, TBG’s Director of Engineering. John brings two decades of field experience that includes fiber network and copper network design, field installation of fiber, FTTN projects and work for AT&T and Verizon. John has served as a designer and engineer for highly complex fiber projects. He has coordinated and served as a single point of contact for client project managers, engineers and construction teams. John’s experience includes network architecture, network design, telecommunications records, outside plant engineering, aerial design including pole loading and analysis, process design, and project management. He has coordinated and served as a single point of contact for client project managers, engineers and construction teams and provides optimum customer service to scope. He has reviewed financial statements, activity reports and other performance data to measure productivity and goal achievement to determine areas needed cost reduction and process improvements. John holds a Bachelor of Science in Biological Sciences from Colorado State University

Patrick Thibeault, TBG’s Senior Vice President and Chief Technology Officer, Patrick brings advanced design, engineering, and planning acumen to the TBG portfolio. Mr. Thibeault leads all technical network deployment activity for TBG Network Services, as well as TBG’s Community Development and Municipal planning practice. He is also directly overseeing and managing Utility focused network expansion initiatives, including TBG/TBGNS’ engagement with City Utilities (Springfield, MO) and network Anchor Tenant, CenturyLink. As former Technical Program Manager at Google Fiber, Mr. Thibeault was essential to the development of the Huntsville Utilities fiber network expansion and “Utility Lease Model” initiative in Alabama. He also provided

Checklist Details

instrumental support for fiber optic network acquisitions and leases in other Municipalities. Mr. Thibeault has a long history of successful collaboration and negotiation with Internet Service Providers in the U.S. and Asia Pacific Region. In his role with Google’s Next Billion Users team, he utilized wireless technologies to bring the Internet to new and emerging markets in South East Asia through partnerships with business development teams and third party Wi Fi providers. Mr. Thibeault began his career building, operating, and maintaining networks with the United States Marine Corps, IBM, Severn Trent Laboratories, and DoubleClick. Additionally, Mr. Thibeault serves as Vice President of The Romito Foundation, a non profit organization supporting the local Duchenne Muscular Dystrophy (DMD) community, which aims to improve the quality of life of those afflicted with DMD.

DataWatt Solutions/Electricom Qualifications:

DataWatt Solutions / Electricom has historically been Roanoke Connect’s construction partner since the beginning of its fiber connectivity project. DataWatt/Electricom is a turn key fiber installation company and we pride ourselves on producing the highest quality system that our customers expected, while modifying as needed and minimizing change orders. When DataWatt takes a project, it is taken with the customer’s ultimate objective in mind.

Martin Burkhart, President/Founder has over 30 years of experience in the electric utility and communication industries. Martin graduated in 1983 from the University of North Carolina Charlotte with a Bachelors Degree in Electrical Engineering. In 1985, Martin received his Masters Degree in Electrical Engineering from North Carolina State University. Prior to beginning DataWatt Solutions, Martin worked for Duke Power (now Duke Energy) in Engineering, Construction, and Operations general management positions. As a licensed general contractor in North Carolina and a Licensed Professional Engineer in North Carolina and South Carolina, Martin has owned and operated DataWatt Solutions since 1998. Martin has lead DataWatt Solutions from a small family centric business to a professional business that currently has over 25 employees. At this size and experience level, DataWatt Solutions can provide turnkey solutions to meet any customers’ expectations. Martin is extremely proud of the business he has built and looks forward to measured growth in the years to come.

Jim Brogden, Senior Vice President has over 35 years in the telecommunications industry. Starting as a management trainee in the Outside Plant department with Southern Bell/BellSouth, he had numerous experiences with increasing responsibilities in public relations, customer service, public affairs, and sales/marketing. He has also experienced the start up and growth of new companies including tw telecom (now Level 3), and US LEC (now Windstream) holding various leadership roles in those enterprises. Prior to joining DataWatt Solutions, Jim was with DukeNet Communications responsible for the Enterprise Sales effort primarily in the Carolinas. Now as Senior Vice President with DataWatt Solutions, Jim can utilize the experience and relationships to successfully guide the sales and marketing efforts, contract and billing administration, and human resources efforts. Jim is a graduate of the University of North Carolina Wilmington with a BS in Management and attained a MBA from Oral Roberts University. Jim looks forward to being your initial contact as you explore the benefits of collaborating with DataWatt Solutions.

Jason Burkhart, Vice President Support and Compliance is a graduate of North Carolina State University with a Bachelor of Science degree in Electrical and Electronics Engineering. Jason is responsible for our design services, IT systems, inventory control, fleet maintenance and safety compliance. Jason is a licensed general contractor qualifier in North Carolina for Public Utilities Communications. Jason has numerous certifications including fiber optic and OTDR, NCDOT and VDOT work zone control and is an Engineer in Training. He is currently pursuing his Professional Engineer Designation with completion scheduled for 2018. Jason is excited about the plans for growth at DataWatt Solutions and looks forward to being an integral partner in the expansion.

Terry Freeman Director Construction for DataWatt Solutions and has fifteen years of experience in the industry. He specializes in underground fiber optic construction and maintenance and emergency restoration. He is skilled in directional drilling and project management and has certifications in confined space and NCDOT Work Zone requirements. Terry is experienced in working with controlling agencies, property managers and home owners to allow for a smooth construction process from beginning to finish. Through Terry’s leadership, his construction crews are well trained in all construction activities as well as being customer focused. For Terry, the quality of the work, customer satisfaction, and the safety of his employees are critically important. He enjoys working at DataWatt because of the part he has played in building the company and because he is able to be a mentor to the guys in the field. He enjoys spending time with his family, attending church and leading the choir there. He lives in Orrum, North Carolina and loves to hunt and fish.

Chad Burkhart Director Splicing for DataWatt Solutions. He has been splicing for almost thirteen years and is certified in Anritsu OTDR use as well as FIS certified in splicing and OTDR. Through Chad’s tutelage, his splicing teams are well versed in all aspects of splicing with the goals to ensure efficient and effective network connectivity and to minimize downtime for our customers through his teams’ emergency restoration response. For Chad, the safety of DataWatt employees, a good work ethic, and quality performance are critical to DataWatt’s success. He emphasizes the importance of customer relationships for driving the success of DataWatt as a reputable company. He loves the satisfaction of supplying a service to a customer and receiving positive comments from non customers who have learned about the company from its reputation. Chad loves to hunt and fish, as well as enjoying time with his family, such as watching his kids play soccer. He currently lives in Lexington, North Carolina and is always open to watching some college basketball and professional soccer.

David Reid Director Contract Administration for DataWatt Solutions. His roles include contract administration, providing excellent customer support, securing subcontractor resources, and managing large scale projects. Prior to coming to DataWatt, David managed the construction and splicing efforts with regards to the DukeNet fiber rollout for T Mobile’s 600 cell sites. Additionally, he previously managed the construction of a 600 mile fiber build project for MCNC. Since 1999, David has been certified as a BICSI RCDD and is currently a Qualifier for P.U. Communications General contractors license. DataWatt’s dedication to the customer and the value it places on completing projects the correct way is important to David. David appreciates the willingness of DataWatt team members to work together for the good of the customer and the company. David has the expertise and experience to handle all aspects of our business. He lives in Belhaven, North Carolina and loves salt and fresh water fishing.

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

In an area of the state which has been largely ignored by broadband providers, RCH has built a hybrid high performance network, and is now focused on 100% future proof fiber delivering a minimum of 100:100 connectivity to subscribers today. The RCH field tested network configuration consists of distribution fiber connected to utility pole mounted with subscriber modules or Network Interface Devices. RCH has done analysis and determined that a fiber to the premise (FTTP) solution is feasible and provides the capacity that its subscribers will require not only today but for many years to come. With this in mind, RCH has put in motion FTTP projects to meet their buildout obligations and the demands of their subscribers. For the purpose of this project, RCH will be using a fiber to the premise access network to deploy broadband in the proposed funded service area defined in this application.

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

Our Services

Residential Broadband

Roanoke Connect offers residential broadband services for internet access. All services are offered with the convenience of automatic bill pay and access via a secure online portal.

Checklist Details

Click here to learn more about our plans and pricing and to let us know you are interested in service.

Residential Voice Services
Coming soon!

Residential Smart Grid
Roanoke Connect enables Smart Grid services throughout the service territory. These services reduce power bills for your Cooperative which, in turn, may reduce yours as well. Best of all: there is no charge for the equipment or the installation!

Member Owners subscribing to the Smart Grid service will receive a credit on their electric bill. The credit varies depending on the type of Smart Grid services selected.

If you are a member owner and would like to learn more about these devices, click here.

Small & Mid sized Business Broadband
Small and mid sized businesses are the economic lifeblood of our region. Roanoke Connect is developing data and other services to specifically address the needs of the SMB market.

Business & Institutional Services
Roanoke Connect understands the value larger organizations bring to our region. Our services will provide new opportunities for our larger customers, and allow our region to be more competitive when recruiting for new businesses for our area. Please check back often as we update these services.

Roanoke Connect
Pricing and Services
022022

1 GIG INTERNET
Starts at \$80.00 Essential Internet
Starts at \$60.00 Affordable Connectivity Program *ACP*
\$30.00

(must be eligible to participate)

1 Gig Internet is ideal for

- Those who want the fastest internet experience available!
 - Having unlimited devices and users online at one time
 - Busy households that want to have multiple users streaming 4K content buffer free
 - Downloading and uploading contents in a fraction of a second
 - The ultimate gaming experience
 - Multiple Smart Home devices including security cameras, TVs, thermostats and more
- Essential Internet is ideal for
- Households with 1-5 connected devices
 - Checking email and social media
 - Surfing the web
 - Connecting with friends and family
- Affordable Connectivity Program (ACP) ideal for
- CLICK HERE TO DETERMINE ELIGIBILITY FOR THE ACP Program
 - Households with 1-5 connected devices
 - Checking email and social media
 - Surfing the web
 - Connecting with friends and family
 - Video conferencing with Health Care Providers

Roanoke Connect Voice
Starts at \$35.00

4) Description of Adoption Plan:

Roanoke Connect Holdings is committed to enhancing the lives of those in our communities by building a FTTP network that would close the digital divide in North Eastern North Carolina. We anticipate a 50% take rate in each of our new build areas. In order to achieve this we will educate our member owners and perspective customers on the benefits of internet service including educational, medical, job creation, and economic development.

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"/> |

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	

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

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:	\$3,819,395.5
Total Project Cost:	\$7,638,791	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:	Cathy Davison	Title:	Chief Financial Officer	Date:	05/03/2022
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