West Virginia’s Broadband Investment Plan

Major Broadband Project Strategies Program (MBPS)
Program Overview
December 1, 2021

This Webinar Will Be Recorded
DISCLAIMERS

• The MBPS Program will use funding allocated to the State of West Virginia under the American Rescue Plan Act (ARPA). Program parameters are subject to ARPA, U.S. Treasury Rules, and other federal and state requirements.

• Visit broadband.wv.gov and the U.S. Treasury’s website for additional information.
KEY DOCUMENTS TO REVIEW AND UNDERSTAND

DOCUMENTS HAVE BEEN PUBLISHED OR WILL BE SHORTLY

1. Program Procedures
2. Program Rules
3. Guide to Reporting and Compliance Obligations for West Virginia ARPA Broadband Investment Plan Recipients
4. Eligible Service Area and Target Address Maps
5. Application questions and required documents template in ZoomGrants Online Application

Applicants should also read and understand U.S. Treasury Rules and Guides for ARPA Funding.
Gov. Justice announces Billion-Dollar Broadband Strategy

October 15, 2021

CHARLESTON, WV – Gov. Jim Justice today unveiled a billion-dollar strategy to bring broadband availability to 200,000 more West Virginia homes and businesses. The plan will combine funding from federal, state, and local governments, along with matching investments from private-sector partners, to accelerate the expansion of high-speed internet to underserved areas of the state. The plan represents by far the largest investment in broadband in the state’s history.

The Governor’s strategy will add a $236 million state broadband program to $150 million in Federal Communications Commission funding and $120 million from other state and federal sources, for a total of $718 million in government funding expected to be allocated by fall 2022. The funds will be allocated through competitive programs that draw matching funds from private-sector and local government partners, generating more than $1 billion in total broadband investment.

The state Broadband Office estimates that this combination of resources will expand broadband availability to at least 200,000 new locations in West Virginia. According to FCC data, at least 30% of the state’s rural homes and businesses currently lack adequate broadband access, leaving West Virginia with one of the nation’s lowest broadband connectivity rates. Broadband expansion in West Virginia has been hindered by the cost of extending networks into mountainous rural areas.
MBPS PROGRAM

WHAT AND WHO THIS PROGRAM IS FOR

Program Purpose:

• A state grant program for larger scale projects designed to serve large numbers of Targeted addresses
• $45M from West Virginia’s Capital Projects Fund ARPA allocation has been targeted to this program

MBPS is for:

• Private for-profit or non-profit corporations,
• Partnerships,
• Municipalities, counties, or affiliated organizations (economic development corporations, regional planning and development councils, etc.), or
• Regional consortia of local governments
PROJECT SIZE

MAXIMUM SIZE IN A SINGLE PROPOSAL

• Project may not request more than $20M.

• Proposed projects may not have more than 5,000 Targeted addresses.

• An applicant may submit multiple applications.
LEAD VS. MBPS

**LEAD**
- Focused on smaller extensions of existing networks
- $5M “soft” cap on grant funding per project
- Projects defined by Targeted addresses
- Must be complete in 12 months
- Applicants may not propose a project bigger than 10% of existing footprint

**MBPS**
- Focused on larger projects that may be new networks or major enlargements of existing networks
- $20M grant funding cap per project
- Projects defined by Eligible Service Areas
- Must be complete in 24 months
- Applicants may propose large projects relative to their existing footprint, with a greater level of financial review
PROGRAM TIMELINE

Oct. 15, 2021
• Program Announcement

Dec. 2, 2021
• Online Application Opens

Jan. 31, 2022
• Application Deadline
**ELIGIBILITY CRITERIA**

### KEY REQUIREMENTS

#### Last-Mile, Unserved Project Focus
- Projects must extend *last-mile* service to unserved addresses in Target addresses in Eligible Service Areas or Additional Service Areas.
- Targeted addresses are estimated to have no access to internet service with speeds of at least 25/3 Mbps and are not in an area with an existing state, federal, or locally funded project to deliver broadband service of at least 25/3 Mbps speed.
- Service by satellite providers or mobile wireless networks does not count.

#### Speeds
- Projects with speeds of at least 1000/500 Mbps are encouraged.
- Project must have speeds of at least 100/20 Mbps, scalable to 100/100 Mbps.

#### Timeline
- Project must be completed within 24 months of award.
- 6-month extensions permitted for delays not caused by the applicant.

#### Cost
- Proposed project costs must be reasonable and proportional to the difficulty of the project.

#### Affordability
- Applicants will be required to participate in the FCC’s Emergency Broadband Benefit (EBB) program and its successor.

### Additional Criteria

#### for Public Entities
- Strong governance and management structure
- Experience and capacity of the managers, partners, and vendors selected to build and operate the resulting project

#### for Applicants not Local Governments
- Letters of support from the municipal or county legislative body or bodies in the Eligible Service Areas in the proposal
GRANT-ELIGIBLE EXPENDITURES

ELIGIBLE PROJECT ACTIVITIES AND COSTS INCLUDE:

• One-time capital expenditures made after the date of the grant award announcement

• Facilities necessary to deliver last-mile broadband service to unserved addresses

• Grant funds provided on a reimbursement basis

*Carefully review the Program Procedures, Rules, and Guide for additional important details!*
ELIGIBLE SERVICE AREAS

MBPS PROGRAM

MBPS applicants will propose projects to serve defined “Eligible Service Areas” containing “Target Addresses”

Example: an applicant may propose to serve:

• all of Area 1,
• all of Area 2, or
• both Area 1 and Area 2, but
• not part of Area 1 or part of Area 2

Map shown does not represent an actual project or final eligible service area.
ELIGIBLE SERVICE AREAS

MBPS PROGRAM

• Winning projects will have an obligation to provide service to any unserved address within the awarded Eligible Service Areas.

• The Target Address map provides an estimate of the unserved addresses within Eligible Service Areas that are not part of another funded project.

Map shown does not represent an actual project or final eligible service area.
CALCULATING MATCH

MINIMUMS FOR MBPS PROGRAM

Applicants must provide match equal to or more than the lesser of:

i. $500 per passed address, or

ii. 25% of eligible project costs

The passed address method will tend to produce lower minimum match amounts when the project is:

• Especially low-density, and
• Passes mostly Target Addresses.

Map shown does not represent an actual project or final eligible service area.
MBPS PROJECT EXAMPLE

HOW TO COUNT “PASSED ADDRESSES”

When calculating minimum match using the $500 per passed address method:

• Count all “Targeted” addresses within the proposed Eligible Service Areas, and

• Also count all non-Targeted addresses within 250 feet of the proposed project route.*

*Do not include in the project budget the cost of any facilities that only serve non-Targeted passed addresses, like drops or customer premise equipment to non-Targeted addresses.

Map shown does not represent an actual project or final eligible service area.
MBPS PROJECT MATCH

MINIMUM MATCH AND ADDITIONAL MATCH

• Applicants *must* provide the minimum match.

• Applicants are *encouraged* to provide additional match. Additional match above the minimum provides points during project scoring.

• Match may be cash provided by the applicant or debt funding raised by the applicant for the project.

• Match must pay for grant-eligible expenses.

• Match must be spent prior to reimbursement from grant funds.

• No contingent sources or in-kind contributions are allowed as match.
ADDITIONAL SERVICE AREAS

MBPS PROGRAM

- Additional Service Areas (ASAs) may be proposed and must contain locations claimed to be unserved.
- Addresses may be either those found in the state Target Address layer, or serviceable locations not found in it.

Map shown does not represent an actual project or final eligible service area.
ADDITIONAL SERVICE AREAS

REQUIRED SUPPORTING DOCUMENTATION FOR A PROPOSED ADDITIONAL SERVICE AREA

- GIS files identifying the proposed ASA polygon and the addresses it contains

- Documentation that proposed addresses are unserved

- At a minimum, documentation will include results of an end-of-line-survey:
  - Routes along which observations were collected
  - Actual coax or fiber routes observed
  - Routes where no coax or fiber was observed

- Proposed locations may not be addresses identified in the Target Address layer as “Funded.”
WAIVERS

APPLICANTS MAY SEEK WAIVERS IN THREE AREAS

Eligible Service Areas
- Must identify part of ESA proposing not to serve
- Must explain why technically infeasible or more appropriately served by another project

Timeline
- Must identify alternative timeline ending ASAP and not later than 12/31/2026
- Must explain circumstances not under applicant control that make 24-month timeline infeasible

Matching Funds
- May ask to provided less than the required minimum or count sources not from the applicant as match
- Must explain why it is infeasible for applicant to provide minimum match
- Must document efforts to obtain matching funds
WAIVERS

WAIVER MUST HAVE GOOD CAUSE

Waivers may be granted upon a determination that:

• It is in the best interest of the state,
• It furthers goal of expanding broadband service in West Virginia, and
• The proposed project would not be feasible or advisable without the requested waiver.

Applications seeking and not receiving a waiver may become ineligible.

The Department may prioritize funding applications not requesting a waiver over those that do.
# PROJECT PRIORITIZATION

## SCORING CRITERIA FOR IMPLEMENTATION FUNDING OF VIABLE PROJECTS

<table>
<thead>
<tr>
<th>Technical (up to 100 points total)</th>
<th>Project Readiness (up to 30 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Operational Readiness (up to 30 points)</td>
</tr>
<tr>
<td></td>
<td>Speed of Proposed Services (up to 40 points)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Financial (up to 100 points total)</th>
<th>Cost-Efficiency (up to 40 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Financial Resiliency (up to 30 points)</td>
</tr>
<tr>
<td></td>
<td>Commitment of Proposed Match Sources (up to 10 points)</td>
</tr>
<tr>
<td></td>
<td>The Amount of Matching Funds Proposed (up to 20 points)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Broadband Development Impact (up to 100 points total)</th>
<th>Affordability (up to 20 points)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Level of Demonstrated Community Support (up to 30 points)</td>
</tr>
<tr>
<td></td>
<td>Community Impact (up to 50 points)</td>
</tr>
</tbody>
</table>

*Priority will go to those projects that score well in all three categories.*
## PROJECT PRIORITIZATION

### TECHNICAL

<table>
<thead>
<tr>
<th><strong>Project Readiness</strong></th>
<th>Completion of preliminary engineering</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Attainment of necessary permits, right-of-way access, and easements</td>
</tr>
<tr>
<td></td>
<td>Completion of necessary pole and conduit licenses</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Operational Readiness</strong></th>
<th>Experience of leadership team</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Strength of support from key vendors, contractors, and partners</td>
</tr>
<tr>
<td></td>
<td>Maturity of the Operating systems that will support the project</td>
</tr>
</tbody>
</table>

| **Gig Speed**            | The ability of the proposed project to serve customers at a gigabit speed |
# PROJECT PRIORITIZATION

## FINANCIAL

| Cost Efficiency | Cost relative to the difficulty of the project  
|-----------------|-----------------------------------------------------------------------------------|
|                 | Metrics like cost per mile or cost per premise passed  
|                 | Factors like low density, extensive make-ready, unavoidable underground construction  

| Financial Resiliency | Sustainability of the project under adverse assumptions  

| Matching Funds | The commitment of proposed match sources  
|               | The amount of matching funds provided, over and above 25% of eligible project costs  

PROJECT PRIORITIZATION

BROADBAND DEVELOPMENT IMPACT

<table>
<thead>
<tr>
<th>Affordability</th>
<th>How low are residential prices?</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Is there a discounted service for low-income consumers that is fully covered by the EBB subsidy?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Demonstrated Community Support</th>
<th>Public-Private Partnerships</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Provision of local government land, facilities, or matching funds provided</td>
</tr>
<tr>
<td></td>
<td>Local agreements to take service</td>
</tr>
<tr>
<td></td>
<td>Response to presubscription campaigns</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Community Impact Factors</th>
<th>The project is in an area of low or moderate income, high poverty, high unemployment or economic distress</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The project supports a credible plan to increase broadband adoption and improve digital literacy in the affected communities</td>
</tr>
<tr>
<td></td>
<td>The project supports a major economic development initiative identified by a regional planning or development council or economic development authority</td>
</tr>
<tr>
<td></td>
<td>The project supports or implements a recent broadband planning initiative in a county or region</td>
</tr>
<tr>
<td></td>
<td>The project is coordinated with or builds upon other nearby projects that will provide greater regional benefit</td>
</tr>
<tr>
<td></td>
<td>The project has strategic partnerships involved in the proposed project, for example, electric utilities, universities, and federal, state, or local agencies</td>
</tr>
<tr>
<td></td>
<td>The project addresses Targeted premises in a region of the state with high need but relatively few funded projects</td>
</tr>
<tr>
<td></td>
<td>The project supports adopted state plans or priorities not otherwise addressed by other prioritization factors</td>
</tr>
</tbody>
</table>
POST-AWARD REPORTING AND MONITORING

OVERSIGHT OF PROJECTS AFTER AWARD WILL BE AS IMPORTANT AS SELECTION OF PROJECTS

• Submission of network designs and as-builts

• Review of expenses and requests for reimbursement

• Progress reporting to meet state and federal obligations

• Field audits to verify constructed plant completeness and quality

• Participation in state broadband mapping

Carefully review the Guide to Reporting and Compliance Obligations for West Virginia ARPA Broadband Investment Plan Recipients!
Using the Target Area and Eligible Service Area Map Data
MAP RESOURCES FOR GRANT APPLICATIONS

Map Resources for Grant Applications can be found under Program Resources at broadband.wv.gov. Hosted on this page includes:

Eligible Service Areas
• Use to identify proposed project service area.

Target Address Map
• Use to generate sets of addresses covered by proposed projects.
• Avoid proposing “Additional Service Areas” covering “Funded” addresses

Additional Resources
• Funded Addresses

Downloadable Data Formats
• Shapefile
• Feature Geodatabase
• CSV

Map does not show final eligible service areas.
MAP RESOURCES FOR GRANT APPLICATIONS

ADDRESS TYPES

• Addresses were classified by the Statewide Address and Mapping System (SAMS)

• The Office of Broadband removed several classifications that are irrelevant to the grant programs.

Not all address types are classified appropriately e.g., single family home classified as an “accessory building.” County addressing coordinators should update addresses when necessary.

Map does not show a final eligible service area.
### Map Resources for Grant Applications

#### Address Types

<table>
<thead>
<tr>
<th>Address Type</th>
<th>Type</th>
<th>Address Type</th>
<th>Type</th>
<th>Address Type</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Abandoned</td>
<td>Cultural / Landmark</td>
<td>Industrial</td>
<td>Single Family</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Access</td>
<td>Culvert</td>
<td>Lodging</td>
<td>Town Boundary Post</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accessory Building</td>
<td>Development Site</td>
<td>Mobile Home</td>
<td>Unit, Condo, Appt, Office or Suite</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Addressed / Conflated</td>
<td>Dry Hydrant</td>
<td>Multi Family</td>
<td>Unknown</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Airport</td>
<td>Education</td>
<td>No Gate, Not Visible</td>
<td>Utility Asset</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ambulance House</td>
<td>Fire</td>
<td>Non-Classified Establishment</td>
<td>Well Site</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bridge</td>
<td>Fire Pond</td>
<td>Other</td>
<td>West Virginia University</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Building</td>
<td>Gated w/o Building</td>
<td>Other Commercial</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Camp / Bungalow</td>
<td>Gated with Building</td>
<td>Other Residential</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Campground</td>
<td>Government</td>
<td>Parcel / Lot</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cellular Tower / Facility</td>
<td>Group Mailbox</td>
<td>Police</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cemetery</td>
<td>Hanger</td>
<td>PSAP</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Church</td>
<td>Health Care</td>
<td>Public Gathering</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>Helipad</td>
<td>Public Telephone</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial Farm</td>
<td>Hydrant</td>
<td>Seasonal Residence</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
MAP RESOURCES FOR GRANT APPLICATIONS

USING ELIGIBLE SERVICE AREA DATA

Applicants should use the Eligible Service Area data to generate proposed service areas.

After analyzing the eligible service areas, applicants must copy the tabulated data into the Budget and Pro Forma Template.

Required Fields:
- Eligible Service Area Name
- Estimated Target Address Count
MAP RESOURCES FOR GRANT APPLICATIONS

USING TARGET ADDRESS DATA

Applicants should use the Target Address Layer to generate sets of addresses passed or covered by proposed projects if proposing less than 25% match.

After analyzing the targeted addresses, applicants must copy the tabulated data into the Budget and Pro Forma Template.

Required Fields:
- SITEADDID
- STREET ADDRESS
- MUNICIPALITY
- TARGET AREA CLASSIFICATION
How to Apply Using the ZoomGrants Online Application
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”
WV ARPA Broadband Investment Plan – Grants Portal

https://broadband.wv.gov/  Click on “Online Grant Application”

Collaborators

Collaborators can only edit application data (answers). They cannot submit, archive, or delete this application.

<table>
<thead>
<tr>
<th>Email Address</th>
<th>First Name</th>
<th>Last Name</th>
<th>Title</th>
<th>Editing Access</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Email Address</td>
<td>First Name</td>
<td>Last Name</td>
<td>Title</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Add to Additional Contacts (below)

Additional Contacts for this Application

Additional Contacts will be copied on all emails sent to the application owner regarding this application. Enter ONLY email addresses separated by a comma. No names. No titles. No phone numbers.

Next

Application ID: 375700
### Applicant Questions

Applicants can upload Optional Supplemental Information in the Documents section of the application.

1. Is the applicant a unit of local government or an affiliated organization?
   - [ ] Yes
   - [ ] No

2. Does the applicant have a current statement of existence from the West Virginia Secretary of State?
   - [ ] Yes
   - [ ] No

3. Does the applicant have any prior default or significant violations under any federal, state, or local broadband expansion funding program, or any suspension or debarment as a vendor by the State of West Virginia or any Federal agency within three years?
   - [ ] Yes
   - [ ] No

4. Can applicant's proposed project be completed within 24 months of award?

   Maximum characters: 255. You have [255] characters left.
Documents

**Documents Requested**

<table>
<thead>
<tr>
<th>Document Description</th>
<th>Required?</th>
<th>Uploaded Documents</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBPS Program Workbook with tabs for Budget Detail, Budget Summary, Funding Sources and Match, Key Project Data and Addresses Passed. Use provided template and address data from <a href="https://broadband.wv.gov/">https://broadband.wv.gov/</a></td>
<td>Required</td>
<td>-none-</td>
</tr>
<tr>
<td>Existing network: If interconnected with an existing network, show the applicant’s existing fiber or cable network routes within the municipalities (or the county magisterial district), and site &amp; coverage info of adjacent existing wireless sites.</td>
<td>-none-</td>
<td></td>
</tr>
<tr>
<td>Project Plan and timeline with major milestones showing that the proposed project can be completed within 24 months of award. The plan should include any major contingencies in the plan.</td>
<td>Required</td>
<td>-none-</td>
</tr>
<tr>
<td>High-level network design. Designs submitted must include all new routes needed to connect to the applicant’s existing network. If network includes wireless, also upload required files. Files must be submitted as shapefiles or a KML/KML.</td>
<td>Required</td>
<td>-none-</td>
</tr>
<tr>
<td>Documents describing any reduced-price tiers proposed by the applicant for low-income customers.</td>
<td>-none-</td>
<td></td>
</tr>
</tbody>
</table>
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

File Upload Window

Document Requested
Resolutions authorizing pledged match amounts from the governing bodies of the pledging organizations.

1 File description
(e.g. IRS Letter, Financials, etc.)

2 Type of attachment
- File Upload (file size limited to 4MB each)
- Link to File (YouTube, Dropbox, cloud storage, webserver, etc.)

3 Select a file to upload
Choose File | No file chosen
No "\" or "\" allowed in filenames.
Be sure to include the file extension.
File size is limited to 4MB.
Supported file extensions:
- .DOC, .XLS, .XLSM, .DOCX, .XLSX, .TXT, .RTF, .WPS,
- .SXW, .ODT, .TAB, .CSV, .WKS, .SXC, .ODS, .PPT,
- .PPTX, .PPS, .SXI, .ODP, .PDF, .GIF, .JPG, .PNG,
- .MVP, .WAV, .AIFF, .MP3, .MP4, .MID, .MPG, .MOV,
- .WMV, .RM, .JPEG, .SHP, .SHX, .DBF, .KML, .KMZ,
- .TIF, .TIFF

Document type
PROPOSAL DOCUMENT

Upload Now

Be sure to verify that your upload was successful by testing the link to download your file after this page reloads.
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

Example Project
USD$ 0.00 requested

Application Completion [hide this]

By entering your initials here you certify this submission truthfully and accurately represents your application and is hereby submitted for review. Submission of this application does not, in any way, guarantee that your application will yield a favorable result. Submission of this application also indicates your agreement to the terms of using ZoomGrants™.

The West Virginia Department of Economic Development intends to support this funding opportunity using funds allocated to the State of West Virginia through the Capital Projects Fund of the American Rescue Plan Act (ARPA). According to guidance published by the U.S. Treasury, states will be required to provide a plan describing how they intend to use allocated funds under the Capital Projects Fund consistent with the American Rescue Plan and guidance to be issued by Treasury. Treasury will begin to accept applications for review in the summer of 2021 and will issue guidance before that date. By announcing this program, the West Virginia Department of Economic Development seeks to identify projects that it can include in its application for West Virginia’s Capital Projects Fund allocation at the soonest possible date.

While the West Virginia Department of Economic Development expects that projects conforming to the requirements of this Program will be eligible for funding under the Capital Projects Fund, applicants may be asked to revise proposals or provide supplemental information following the West Virginia Department of Economic Development’s establishment of final procedures. The West Virginia Department of Economic Development reserves the right to reject any or all
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

Success!

This application has been submitted.

We have sent you a confirmation email (from Notices@ZoomGrants.com).
Additional confirmation is the presence of a submission timestamp instead of the Submit Now button.

Download a PDF copy
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

Applicants
Articles and resources for users acting as applicants who submit online applications through ZoomGrants.

Getting Started
Frequently Asked Questions

Managing Applications

Application Owners, Collaborators, and Additional Contacts
On the applicant side of ZoomGrants, there are three sets of users who can be associated with an application: One...

Setting Up Your Applicant Account and Creating Applications
You'll need to have a ZoomGrants account in order to be able to submit an application to an organization that is using...
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

Help.ZoomGrants.com

Questions@ZoomGrants.com

866-323-5404 x2
Additional ZoomGrants info
Application Questions

Applicant Questions
Applicants can upload Optional Supplemental Information in the Documents section of the application.

1. Is the applicant a unit of local government or an affiliated organization?
   - Yes
   - No

2. Does the applicant have a current statement of existence from the West Virginia Secretary of State?
   - Yes
   - No

3. Does the applicant have any prior default or significant violations under any federal, state, or local broadband expansion funding program, or any suspension or debarment as a vendor by the State of West Virginia or any Federal agency within three years?
   - Yes
   - No

4. Can applicant’s proposed project be completed within 24 months of award?

(Maximum characters: 255. You have 255 characters left.)
5. Has the applicant currently secured all the proposed sources of applicant match and other funding sources described in this application? Please describe any continuities in the proposed funding sources other than award of the requested grant funds.

Proposed Services

6. Can you commit to offering a service of at least 25/3 Mbps with no data caps to qualified end users that would be fully subsidized under the required affordability programs?
   US Treasury requires participation in the FCC’s Emergency Broadband Benefit (EBB) affordability program in funded areas, and will require participation in a similar affordability program after EBB runs out.

   ○ Yes
   ○ No

7. Describe any reduced-price tiers proposed by the applicant to low-income customers, and the applicant’s participation in programs that provide assistance to low-income consumers, such as Lifeline or the Emergency Broadband Benefit Program. Identify the download and upload speeds offered, data caps, the price or discount offered for both recurring and non-recurring charges, and how households may demonstrate eligibility.
8. Describe any proposed tiers or service offerings for residential or business customers that the Program should consider, other than those listed in the Proposed Services tab. This may include additional service tiers, promotional prices, prices available with a term contract, and bundled service offerings (Internet with voice or video, etc.)

Maximum characters: 65000. You have 65000 characters left.

9. Describe policies and charges governing non-standard installations, including standard drop lengths and charges for long drops.

Maximum characters: 65000. You have 65000 characters left.
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

**Project Information**

10. Identify the network technology standard or standards to be used in the proposed network.
   - GPON
   - EPON
   - NG-PON2
   - XGS-PON
   - Active Ethernet
   - DOCSIS 3.0
   - DOCSIS 3.1
   - Other

11. Identify the split ratio(s) to be used on the proposed facilities.
   For PON Networks only, others answer “N.A.”

   Maximum characters: 205. You have 255 characters left.

12. If applicant’s proposed service offering in funded areas is less than symmetrical 100 Mbps service, describe in detail how the proposed infrastructure and service offerings are scalable to 100 Mbps symmetrical service.

   Maximum characters: 5000. You have 5000 characters left.
13. Describe the project’s demonstrated community support through formation of a public-private partnership, local government land, facilities, or matching funds provided, local agreements to take service, response to presubscription campaigns. Upload letters from units of local government, regional planning and development councils, or other community organizations describing support and, describing the need for and benefit of the proposed project on the Documents tab.

14. Describe how you would use labor standards such as prevailing wage agreements and local hire provisions.

15. Describe how you would comply with all applicable federal and state environmental laws.
16. Describe how you would comply with quarterly reporting requirements including, but not limited to, project and expenditure reports and performance reports.

Maximum characters: 65000. You have 65000 characters left.

17. Up to what percentage of the proposal are you willing to have reduced due to overlaps with competing proposals? For each Proposal, the applicant must submit the percent of the Proposal that the applicant would accept to be eliminated due to overlaps with competing Proposals. Applicants must accept a minimum of 20% reduction in their project due to overlaps.

Maximum characters: 255. You have 255 characters left.

18. Describe the technical and managerial required to successfully operate the proposed project. For proposals from local governments and affiliated organizations, include a description of how the project will be managed by one or more public entities or by a private partner, and the governance structure overseeing the management and operations of the resulting projects. Refer as appropriate to the experience of the applicant and its selected partners and vendors.
19. Describe the degree of maturity of operating systems and processes that will support the proposed project.

20. Describe the readiness of the proposed project to be constructed.
Address (i) the completion of preliminary engineering, (ii) the attainment of necessary permits, right-of-way access, and easements, and (iii) the completion of necessary pole and conduit licenses.

21. Describe the proposed project’s impact within the community.
See “Community Impact Factors” in the MBPS Program Procedures for examples. Upload supporting documents describing the impact on the Documents tab as needed.
22. Describe factors, if any, that may make certain areas more difficult and costly to serve, such as low density, extensive make-ready costs or unavoidable underground construction.
### Documents

**Documents Requested**
- MBPS Program Workbook with tabs for Budget Detail, Budget Summary, Funding Sources and Match, Key Project Data and Addresses Passed. Use provided template and address data from [https://broadband.wv.gov/](https://broadband.wv.gov/)

- Existing network: If interconnected with an existing network, show the applicant’s existing fiber or cable network routes within the municipalities (or the county magisterial district), and site & coverage info of adjacent existing wireless sites.

- Project Plan and timeline with major milestones showing that the proposed project can be completed within 24 months of award. The plan should include any major contingencies in the plan.

- High-level network design. Designs submitted must include all new routes needed to connect to the applicant’s existing network. If network includes wireless, also upload required files. Files must be submitted as shapefiles or a KMZ/KML.

**Required**
- **Uploaded Documents**
- none

**Required**
- none

**Required**
- none

**Required**
- none

**Required**
- none
Documents describing any reduced-price tiers proposed by the applicant for low-income customers.

Documents describing any other proposed tiers or service offerings for residential or business customers that the Program should consider.

Documents describing policies and charges governing non-standard installations, including standard drop lengths and charges for long drops.

Letters from units of local government, regional planning and development councils, or other community organizations supporting and describing the need for and benefit of the proposed project.

If proposing Additional Service Areas, GIS polygons of the proposed Additional Service Areas, points defining the claimed unserved addresses within them and documentation that the proposed addresses are unserved including end-of-line surveys.

If seeking a waiver from serving all Targeted locations within an Eligible Service Area submit GIS information on the areas to be subject to the waiver and why such area(s) are technically infeasible for the proposed network to serve.

If seeking a waiver to projects being completed within 24 months, identify an alternative timeline for the project, and the circumstances not under the control of the applicant that would make the project infeasible to complete within 24 months.
If seeking a waiver to the minimum matching funds requirement, or to allow funds not provided by the applicant as match, identify why it is infeasible to not provide matching funds and document efforts made to obtain matching fund commitments.

| -none- |

| Upload |

Identify if any matching funds are from loans or backed by loan guarantees specifically backed or secured by the assets or revenues of the proposed project. If matching funds have not yet been secured, explain.

| -none- |

| Upload |

Audited financial statements: for projects that would cover targeted addresses greater than 10% of the count of applicant's existing subscribers in West Virginia.

| -none- |

| Upload |

ZoomGrants™ is not responsible for the content of uploaded documents.

Previous
WV ARPA Broadband Investment Plan – Grants Portal
https://broadband.wv.gov/  Click on “Online Grant Application”

Proposed Residential Services
Identify up to four proposed residential internet service tiers. Include the highest performance tier typically offered to residential users and the most affordable provided should be for stand-alone (unbundled) Internet service and non-promotional. The “Data Cap” should be any level of cumulative usage in a month, (ii) may only receive service with reduced performance (“throttling”), or (iii) incur extra charges for continued use. “Recurring Fees and Surcharges” a governmental authority to be charged to the customer; include fees intended to recover from or pass through to the end user government assessment.

<table>
<thead>
<tr>
<th>Tiers</th>
<th>Download Speed</th>
<th>Upload Speed</th>
<th>Typical Maximum Latency</th>
<th>Data Cap (if no cap, enter NA)</th>
<th>Monthly Recurring Charge</th>
<th>Recurring Mandatory Equipment Charges</th>
<th>Other Recurring Fees and Surcharges</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 2</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 3</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 4</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
</tbody>
</table>

Proposed Small Business Services
**Proposed Small Business Services**

Identify up to four proposed small business internet service. Include the highest performance tier typically offered to small business users and the most popular. Pricing provided should be for stand-alone (unbundled) Internet service and non-promotional. The “Data Cap” should be any level of cumulative usage included in the service, (ii) may only receive service with reduced performance (“throttling”), or (iii) incur extra charges for continued use. “Recurring Fees and Surcharges” indicate a governmental authority to be charged to the customer; include fees intended to recover from or pass through to the end user government assessment.

<table>
<thead>
<tr>
<th>Tiers</th>
<th>Download Speed</th>
<th>Upload Speed</th>
<th>Typical Maximum Latency</th>
<th>Data Cap (if no cap, enter NA)</th>
<th>Monthly Recurring Charge</th>
<th>Recurring Mandatory Equipment Charges</th>
<th>Other Recurring Fees and Surcharges</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 1</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 2</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 3</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
<tr>
<td>Tier 4</td>
<td>Mbps</td>
<td>Mbps</td>
<td>ms</td>
<td>GB/month</td>
<td>$/month</td>
<td>$/month</td>
<td>$/month</td>
</tr>
</tbody>
</table>
Completing the Program Budget Template Workbook
INSTRUCTIONS

Instructions for MBPS Program Budget and Pro Forma Template

Microsoft Excel versions 2007 or later required. Excel 2010 or later recommended.

Enter values in the identified spaces to complete this budget form. Please enter information in the order of the tabs below to correctly prompt calculated fields. Applicants may skip sections at the time of initial application, but must complete all information to be considered for implementation funding.

Input details within the table. Only input data in blue shaded fields such as shown at right.

Eligible Service Areas Proposed:
Use the link, "Map Resources for Grant Applications," at broadband.wv.gov to view and to download the Eligible Service Area set in CSV, geodatabase, or shapefile form. Select proposed Eligible Service Areas in your GIS application or in Excel, Export a results as an Excel or CSV file. Open the file, which will show the same attributes (fields) as the column headers of B through F in the Addresses Covered table. Copy and paste the results from the Excel/CSV file into the table.

Addresses Covered:
Complete this tab only if proposing less than 25% applicant match, or to enter addresses in Additional Service Areas.
Use the link, "Map Resources for Grant Applications," at broadband.wv.gov to view and to download the Target Area address set in CSV, geodatabase, or shapefile form. Select passed addresses in your GIS application or in Excel, Export a results as an Excel or CSV file. Open the file, which will show the same attributes (fields) as the column headers of B through F in the Addresses Covered table. Copy and paste the results from the Excel/CSV file into the table. The maximum table size is 60,000 addresses. Contact the Department for assistance if your project has greater than this number of proposed addresses. The count of Targeted Addresses must match the estimated number of Targeted Addresses on the Eligible Service Areas Proposed Tab.

*Make sure to paste the values only; After pasting, there should be a paste options box that appears, click into the paste options box and select Past special value $2.*

If the application includes addresses that are a part of Additional Service Areas, also include those addresses in this table. Identify whether or not addresses listed are part of an "Additional Service Area" by indicating "TRUE" or "FALSE" in the Additional Service Area column. If those addresses are not found on the Target Area address set, create a SiteID value for them consisting of unique sequential number followed by "Additional" (e.g., 1-Additional, 2-Additional, etc.). Make sure to enter a street address and municipality for each such address, and "Targeted" for the TargetArea/Classification if the address is claimed not served at 25/3 Mbps or greater from a terrestrial broadband provider, and "Other Address" for other addresses.

Key Data:
Input key data points of the project scope.

Applicant Name - Must match Applicant Name provided in On-line Grant Application.
Project Name - Must match Project Name provided in On-line Grant Application. Choose a unique name for each project proposed.
New Miles of Fiber Plant - Total number of aerial new fiber or cable miles proposed by the project, enter numbers only.
New Miles of Underground Plant - Total number of underground new fiber or cable miles proposed by the project, enter numbers only.
Total New or Upgraded Wireless Access Points in Project - Total number of new or upgraded wireless access points proposed by the project.
Total Addresses Covered - The number of addresses that the project will cover both Targeted Addresses and Other Addresses.
ELIGIBLE SERVICE AREAS PROPOSED

Data shown does not represent an actual project.

Use ESA names and Estimated Targeted Address counts from ESA layer available on program website.

<table>
<thead>
<tr>
<th>ESAName</th>
<th>Estimated Targeted Address Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heaven - 1</td>
<td>40</td>
</tr>
<tr>
<td>Heaven - 2</td>
<td>55</td>
</tr>
<tr>
<td>Heaven - 3</td>
<td>124</td>
</tr>
<tr>
<td>Heaven - 4</td>
<td>12</td>
</tr>
<tr>
<td>Heaven - 5</td>
<td>50</td>
</tr>
<tr>
<td>Almost - 1</td>
<td>35</td>
</tr>
<tr>
<td>Almost - 10</td>
<td>69</td>
</tr>
<tr>
<td>Almost - 11</td>
<td>202</td>
</tr>
<tr>
<td>Almost - 12</td>
<td>33</td>
</tr>
<tr>
<td>Almost - 13</td>
<td>55</td>
</tr>
<tr>
<td>Almost - 14</td>
<td>67</td>
</tr>
<tr>
<td>Almost - 15</td>
<td>68</td>
</tr>
<tr>
<td>Almost - 16</td>
<td>99</td>
</tr>
</tbody>
</table>
Use Target Address layer available on program website to list addresses if less than 25% match.

Also list addresses in Additional Service Areas, if any.

Data shown does not represent an actual project.

### ADDRESSES COVERED

<table>
<thead>
<tr>
<th>SiteAddrID</th>
<th>Street Address</th>
<th>Municipality</th>
<th>TargetAreaClassification</th>
<th>Additional Service Area?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional-1</td>
<td>1541 PEEL TREE RD TRLR</td>
<td>Buckhannon</td>
<td>Targeted</td>
<td>TRUE</td>
</tr>
<tr>
<td>Additional-2</td>
<td>1690 PEEL TREE RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>TRUE</td>
</tr>
<tr>
<td>Additional-3</td>
<td>1642 PEEL TREE RD TRLR</td>
<td>Buckhannon</td>
<td>Other Address</td>
<td>TRUE</td>
</tr>
<tr>
<td>SID5400-20426</td>
<td>2088 PEEL TREE RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20427</td>
<td>2102 PEEL TREE RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20428</td>
<td>2202 PEEL TREE RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20429</td>
<td>2222 PEEL TREE RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20432</td>
<td>835 GNATTY CREEK RD</td>
<td>PHILIPPI</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20433</td>
<td>357 WARD RD</td>
<td>PHILIPPI</td>
<td>Other Address</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20434</td>
<td>460 BILLS CREEK RD TRLR</td>
<td>BELINGTON</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20435</td>
<td>604 BILLS CREEK RD</td>
<td>BELINGTON</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20436</td>
<td>3126 MIDWAY RD</td>
<td>BELINGTON</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20437</td>
<td>3198 MIDWAY RD</td>
<td>BELINGTON</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
<tr>
<td>SID5400-20438</td>
<td>1335 MIDWAY RD</td>
<td>BELINGTON</td>
<td>Targeted</td>
<td>FALSE</td>
</tr>
</tbody>
</table>
**KEY DATA**

Data shown does not represent an actual project.
**CAPITAL BUDGET DETAIL**

Data shown does not represent an actual project.

<table>
<thead>
<tr>
<th>Item</th>
<th>Cost Category</th>
<th>Unit Costs ($)</th>
<th>Unit Type</th>
<th>Unit Quantities (#)</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Design and Engineering</td>
<td>Engineering</td>
<td>$4,000.00</td>
<td>mile</td>
<td>95.00</td>
<td>$380,000.00</td>
</tr>
<tr>
<td>Utility License Application Fee</td>
<td>Permitting, Easements and Encroachment Acquisition</td>
<td>$12.00</td>
<td>pole</td>
<td>2,074.50</td>
<td>$24,894.00</td>
</tr>
<tr>
<td>Make-ready</td>
<td>Pole Placement and Pole Make-Ready</td>
<td>$8,000.00</td>
<td>mile</td>
<td>95.00</td>
<td>$760,000.00</td>
</tr>
<tr>
<td>48 CT FIBER</td>
<td>Fiber Optic and Coaxial Cable</td>
<td>$0.30</td>
<td>foot</td>
<td>63,204.50</td>
<td>$18,961.35</td>
</tr>
<tr>
<td>96 CT FIBER</td>
<td>Fiber Optic and Coaxial Cable</td>
<td>$0.50</td>
<td>foot</td>
<td>66,010.50</td>
<td>$33,005.25</td>
</tr>
<tr>
<td>72 CT FIBER</td>
<td>Fiber Optic and Coaxial Cable</td>
<td>$0.40</td>
<td>foot</td>
<td>94,034.50</td>
<td>$37,613.80</td>
</tr>
<tr>
<td>5/16&quot; EHS Strand (5,000' rolls)</td>
<td>Other Materials - Aerial</td>
<td>$1,150.00</td>
<td>roll</td>
<td>114.50</td>
<td>$131,675.00</td>
</tr>
<tr>
<td>24&quot; W x 36&quot; L x 24&quot; D Vault</td>
<td>Aerial Construction Labor</td>
<td>$390.00</td>
<td>vault</td>
<td>485.00</td>
<td>$189,150.00</td>
</tr>
<tr>
<td>Install MST</td>
<td>Underground Construction Labor</td>
<td>$200.00</td>
<td>serving terminal</td>
<td>1,191.00</td>
<td>$238,200.00</td>
</tr>
<tr>
<td>Trench 30&quot; with Conduit and Fiber</td>
<td>Customer Premise Installation Materials</td>
<td>$15.00</td>
<td>foot</td>
<td>1,793.00</td>
<td>$26,895.00</td>
</tr>
<tr>
<td>Contract Install - Residential</td>
<td>Customer Premise Installation Labor</td>
<td>$280.00</td>
<td>drop</td>
<td>2,444.00</td>
<td>$684,320.00</td>
</tr>
<tr>
<td>Drop cable</td>
<td>Customer Premise Installation Materials</td>
<td>$115.00</td>
<td>drop</td>
<td>2,685.00</td>
<td>$308,775.00</td>
</tr>
<tr>
<td>000-00951 - 803G, 1 GE, 1 POTS -AM Type A Power Adapter</td>
<td>Customer Premise Equipment (CPE)</td>
<td>$90.00</td>
<td>subscriber</td>
<td>1,760.00</td>
<td>$158,400.00</td>
</tr>
<tr>
<td>Site work, fence, power</td>
<td>Equipment shelter, land, site preparation, and site restoration costs</td>
<td>$30,000.00</td>
<td>site</td>
<td>1.00</td>
<td>$30,000.00</td>
</tr>
<tr>
<td>GPON Ports</td>
<td>Headend/Central Office/Remote Cabinet Equipment and Installation</td>
<td>$400.00</td>
<td>Port</td>
<td>106.00</td>
<td>$42,400.00</td>
</tr>
<tr>
<td>Construction Project Management</td>
<td>Project and Construction Management</td>
<td>$1,900.00</td>
<td>mile</td>
<td>95.00</td>
<td>$180,500.00</td>
</tr>
<tr>
<td>Aerial Plant Installation</td>
<td>Aerial Construction Labor</td>
<td>$7,500.00</td>
<td>mile</td>
<td>95.00</td>
<td>$712,500.00</td>
</tr>
</tbody>
</table>
PROJECT CAPITAL COST SUMMARY—ELIGIBLE COSTS

Data shown does not represent an actual project.

Detail on capital cost timing required only if proposing Targeted address counts larger than 10% of existing customer counts in WV.
### PROJECT CAPITAL COST SUMMARY—INELIGIBLE COSTS

Data shown does not represent an actual project.

**PROJECT BUDGET COST SUMMARY — INELIGIBLE CAPITAL COSTS & CAPITAL COSTS AFTER COMPLETION OF GRANT-FUNDED PROJECT**

<table>
<thead>
<tr>
<th>Cost Category</th>
<th>TOTAL</th>
<th>Periods Prior to Project Operations</th>
<th>Year Quarter</th>
<th>Operations</th>
<th>1</th>
<th>1</th>
<th>1</th>
<th>1</th>
<th>1</th>
<th>2</th>
<th>2</th>
<th>2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td>$ 25,600</td>
<td>$ 32,000</td>
<td>$ 32,640</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Permitting, Easements and Encroachment Acquisition</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td>$ 6,400</td>
<td>$ 8,000</td>
<td>$ 8,160</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pole Placement and Pole Make-Ready</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td>$ 5,200</td>
<td>$ 6,500</td>
<td>$ 6,630</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiber Optic and Coastal Cable</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Materials—Aerial</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aerial Construction Labor</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Underground Construction Labor</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customer Premise Installation Labor</td>
<td>$ 632,602</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customer Premise Installation Materials</td>
<td>$ 158,150</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Customer Premise Equipment (CPE)</td>
<td>$ 128,407</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Equipment shelter, land, site preparation, and site restoration costs</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cable Nodes</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Towers and Tower Improvement/Installation Costs</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Backhaul Radius (including middle-mile) and Powering Equipment</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Access Radios and Powering Equipment</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Headend/Center Office/Remote Cabinet Equipment and Installation</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project and Construction Management</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Subscriber Management Equipment</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Capital Costs</td>
<td>$ -</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Subtotal</strong></td>
<td><strong>$ 919,249</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$ 37,200</strong></td>
<td><strong>46,500</strong></td>
<td><strong>47,430</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long-Term Leases</td>
<td>$ 701,760</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$ 1,621,009</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$ 37,200</strong></td>
<td><strong>46,500</strong></td>
<td><strong>47,430</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Detail on ineligible costs required only if proposing Targeted address counts larger than 10% of existing customer counts in WV.
**FUNDING SOURCES AND MATCH**

Data shown does not represent an actual project.

Detail on timing of funds only required if proposing Targeted address counts larger than 10% of existing customer counts in WV.
<table>
<thead>
<tr>
<th>Item</th>
<th>Cost Category</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q5</th>
<th>Q6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerial OSP Maintenance &amp; Repair</td>
<td>Aerial Plant Maintenance and Repair Costs</td>
<td>$5,069</td>
<td>$5,069</td>
<td>$5,069</td>
<td>$5,069</td>
<td>$5,069</td>
<td>$5,069</td>
</tr>
<tr>
<td>Underground OSP Maintenance &amp; Repair</td>
<td>Underground Plant Maintenance and Repair Costs</td>
<td>$100</td>
<td>$100</td>
<td>$100</td>
<td>$100</td>
<td>$100</td>
<td>$100</td>
</tr>
<tr>
<td>Technical Network Employees</td>
<td>Salaries and Benefits</td>
<td>$21,450</td>
<td>$21,450</td>
<td>$21,450</td>
<td>$21,450</td>
<td>$21,450</td>
<td>$21,450</td>
</tr>
<tr>
<td>Field Employees</td>
<td>Salaries and Benefits</td>
<td>$24,570</td>
<td>$24,570</td>
<td>$24,570</td>
<td>$24,570</td>
<td>$24,570</td>
<td>$24,570</td>
</tr>
<tr>
<td>Employee Tools</td>
<td>Other Employee Costs</td>
<td>$113</td>
<td>$113</td>
<td>$113</td>
<td>$113</td>
<td>$113</td>
<td>$113</td>
</tr>
<tr>
<td>Pole Attachments</td>
<td>Pole and Conduit Licenses</td>
<td>$17,949</td>
<td>$17,949</td>
<td>$17,949</td>
<td>$17,949</td>
<td>$17,949</td>
<td>$17,949</td>
</tr>
<tr>
<td>Leased Transport</td>
<td>Internet Bandwidth and Leased Transport Costs</td>
<td>$3,500</td>
<td>$3,500</td>
<td>$3,500</td>
<td>$3,500</td>
<td>$3,500</td>
<td>$3,500</td>
</tr>
<tr>
<td>Customer Support Contracts</td>
<td>Customer Service and Support</td>
<td>$3,800</td>
<td>$4,938</td>
<td>$5,700</td>
<td>$6,460</td>
<td>$7,410</td>
<td>$8,598</td>
</tr>
<tr>
<td>3rd-party OTT service vendors</td>
<td>Other Costs of Services Sold</td>
<td>$1,600</td>
<td>$2,100</td>
<td>$2,400</td>
<td>$2,720</td>
<td>$3,120</td>
<td>$3,620</td>
</tr>
<tr>
<td>Employee Compensation</td>
<td>Salaries and Benefits</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$30,000</td>
<td>$30,000</td>
</tr>
<tr>
<td>Sales Commissions</td>
<td>Costs to Acquire and Add New Customers</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Employee Benefits</td>
<td>Salaries and Benefits</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
<td>$10,000</td>
</tr>
<tr>
<td>Pension Plan Contributions</td>
<td>Salaries and Benefits</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
<td>$3,000</td>
</tr>
<tr>
<td>Insurance</td>
<td>General &amp; Administrative Costs</td>
<td>$1,500</td>
<td>$1,500</td>
<td>$1,500</td>
<td>$1,500</td>
<td>$1,500</td>
<td>$1,500</td>
</tr>
<tr>
<td>Legal Fees</td>
<td>General &amp; Administrative Costs</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
</tr>
</tbody>
</table>

Targeted Address covers exceed 10% of Applicant’s existing customers in WV: TRUE

Data shown does not represent an actual project.

This tab required only if proposing Targeted address counts larger than 10% of existing customer counts in WV.
OPERATING COST SUMMARY

Data shown does not represent an actual project.
### PROJECT CASH FLOW—REVENUE DRIVERS

*Data shown does not represent an actual project.*

This tab required only if proposing Targeted address counts larger than 10% of existing customer counts in WV.

<table>
<thead>
<tr>
<th>Project/Projected Cash Flows</th>
<th>Quarterly Cash Flows</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year</td>
<td>1</td>
</tr>
<tr>
<td>Quarter</td>
<td>1</td>
</tr>
<tr>
<td>Revenue Drivers</td>
<td>10</td>
</tr>
<tr>
<td>Enterprise Passings</td>
<td>20</td>
</tr>
<tr>
<td>Residential Passings</td>
<td>30</td>
</tr>
<tr>
<td>Commercial Passings</td>
<td>40</td>
</tr>
<tr>
<td>Total Passings</td>
<td>50</td>
</tr>
</tbody>
</table>

**Notes:**
- Enterprise Take-Rate
- Residential Take-Rate
- Commercial Take-Rate
- Total Enterprise Subscribers
- Total Residential Subscribers
- Total Commercial Subscribers
- Enterprise Average Revenue Per Subscriber (per Quarter)
- Residential Average Revenue Per Subscriber (per Quarter)
- Commercial Average Revenue Per Subscriber (per Quarter)
- Enterprise Revenue
- Residential Revenue
- Commercial Revenue
- Other Revenue
- Total Revenue

---

**Image:**
- West Virginia Economic Development

---

**Image 3:**
- Text box stating: "This tab required only if proposing Targeted address counts larger than 10% of existing customer counts in WV."
**PROJECT CASH FLOW—EXPENSES AND CAPITAL SOURCES**

Data shown does not represent an actual project.

This tab required only if proposing Targeted address counts larger than 10% of existing customer counts in WV.
SUMMARY OUTPUT

Data shown does not represent an actual project.