WEST VIRGINIA

Economic Development

WestVirginia.gov

West Virginia BEAD Program: Pre-Application Webinar

March 14, 2024

Disclaimers

- This Program will use funding allocated to the State of West Virginia under the Infrastructure Investment and Jobs Act (IIJA). Program parameters are subject to National Telecommunication and Information Administration (NTIA) and U.S. Department of Commerce rules and guidance, and other federal and state requirements.
- Visit broadband.wv.gov for the complete draft Deployment Program Procedures.
- At the time of this presentation, West Virginia's Initial Proposal Volume Two is pending NTIA approval. If there are any differences between the details discussed herein and Initial Proposal Volume Two, once approved, the latter should be considered authoritative.
- In the event of any discrepancy between any requirements presented and any federal funding requirements, the latter will prevail and will be reflected in future presentations.
- You must submit a Pre-Application to be eligible for the Full-Application.

Speaker Introductions

Presenting for WVDED

Kelly Workman, Director, WVDED

Today's focus: BEAD Overview

Nick Bournakel

Today's focus: Legal, Regulatory, and Program Compliance

Andrew Joseph

Today's focus: Program Overview & Workbooks

Jacob Lester

Today's focus: Application Portal

Broadband Equity, Access, and Deployment Program

- The Broadband Equity, Access, and Deployment (BEAD) Program stems from the bipartisan Infrastructure Investment and Jobs Act (IIJA)
- The Program makes available $42.45 billion nationally
  - $1.2 billion allocation to West Virginia
- Allocations based upon FCC National Broadband Map—June 2023
- West Virginia’s Program is administered by the West Virginia Department of Economic Development, Office of Broadband (WVDED, collectively)

Important Dates

Topic	Location	Date
Pre-Application	Webinar	Mar 14, 2024
Pre-Application	Portal Opens	March 2024
Pre-Application	Onsite Workshop – North	March 28, 2024
Pre-Application	Online Workshop	April 10, 2024
Pre-Application	Portal Closes	May 2024
Full Application	Webinar	May 8, 2024
Full Application	Portal Opens	May 2024
Full Application	Onsite Workshop – South	May 23, 2024
Full Application	Onsite Workshop – North	June 6, 2024
Full Application	Online Workshop	June 12, 2024
Full Application	Portal Closes	July 2024
Review and Final Proposal		Late 2024

*Final dates dependent upon NTIA's approval of IPv2

Agenda

① Program Overview

- Fundamentals & Key Requirements
- Project Creation
- Project Prioritization and Selection

② Pre-Application Walkthrough

- Short and Narrative Responses
- Documents and Supporting Material
- Workbooks

③ Regulatory, Legal, and Program Compliance

④ Next Steps

1. Program Overview

Program Fundamentals

Funding	Funding comes from the BEAD program managed by NTIA.
Timeline	Projects must be completed within four years of award.
Eligible Entities	Entities in good standing that pass the review process; these can include private entities, cooperatives, and local governments.
Network Req.	Minimum requirements: • 100/20 Mbps with 100 ms of latency; • 1/1 Gbps for Community Anchor Institutions Preference for end-to-end fiber

Program Phases

Pre-Application Phase
Portal Open*: March 18 – May 17, 2024

Full Application
Portal Open: May - July 2024

Potential Award Pro Forma Review and Award Process

*Subject to NTIA review of Initial Proposal Volume 2

Target Locations

Target Locations are the unserved and underserved homes and businesses, or community anchor institutions (CAIs), that are eligible through this program.

WVDED is developing the final list of Target Locations through the Challenge Process and deduplication efforts. WVDED encourages potential applicants to participate.

The current draft list of Target Locations is available here*. Reminder, it is subject to change.

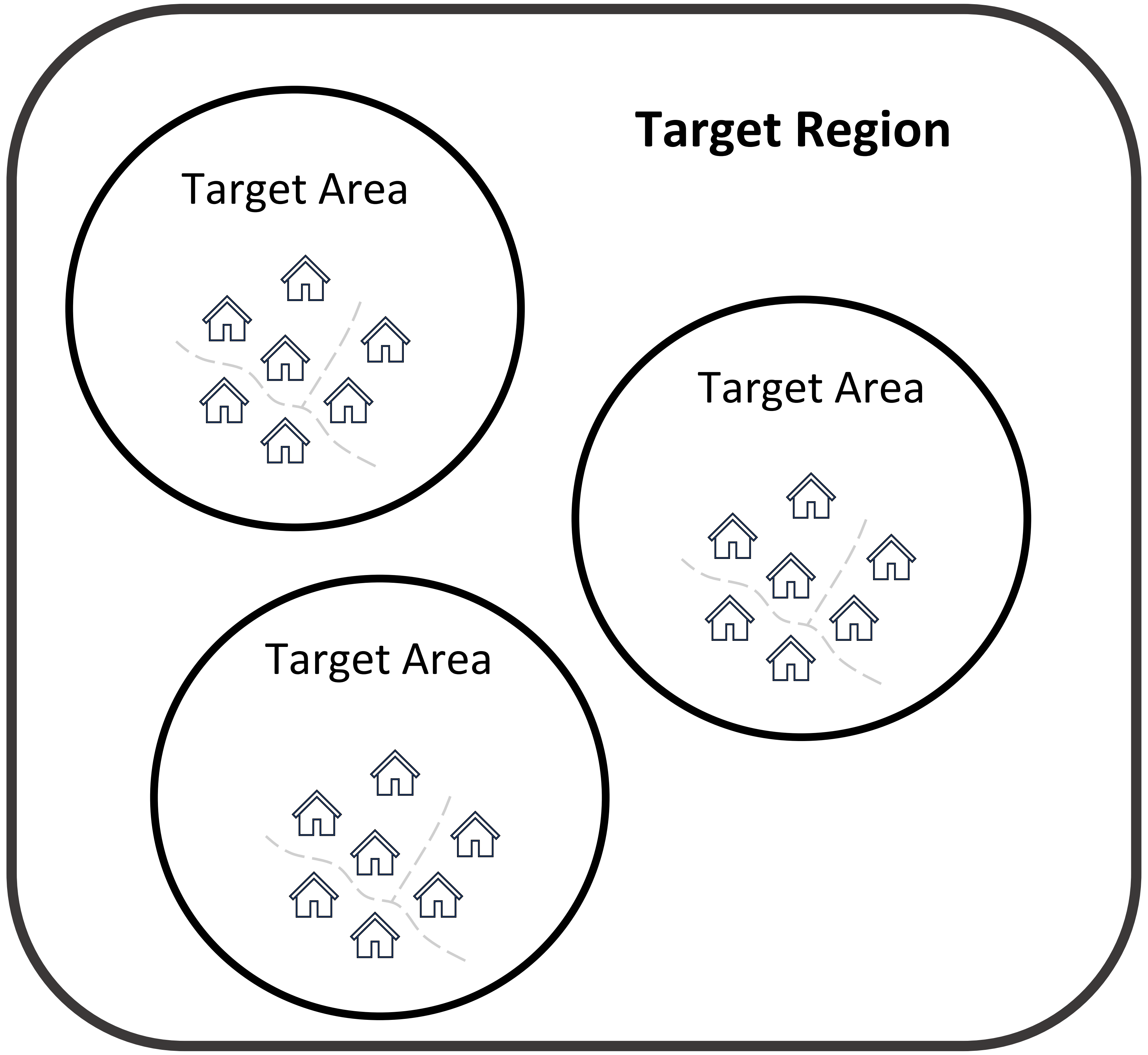
https://tinyurl.com/mt9fnv8e

All applicants must obtain a CostQuest Tier D license. Use the Dec. 31, 2022, Jun. 13, 2023, update.

https://tinyurl.com/3ndjmhce

Proposed Projects: Target Areas and Regions

To enable applicants to create Proposed Projects, WVDED has created Target Areas and Regions


Target Region
Target Area
Target Area
Target Area

Target Region:

Groups of Target Areas

Target Area:

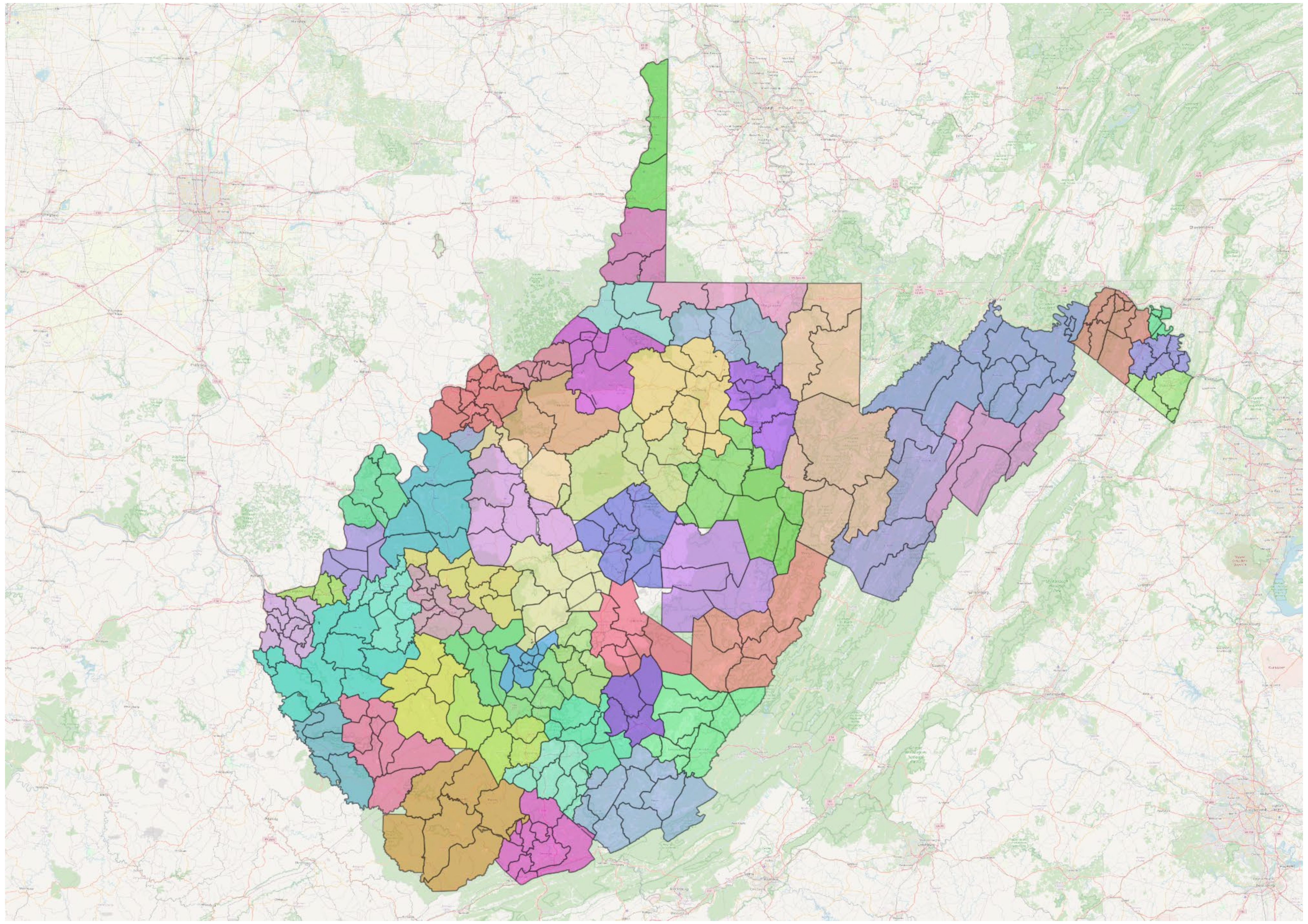
Groups of Target Locations

Target Location:

Individual unserved and underserved homes and businesses, or eligible CAI

Proposed Projects: Target Areas and Regions

Draft Target Region and Area data is available for public comment

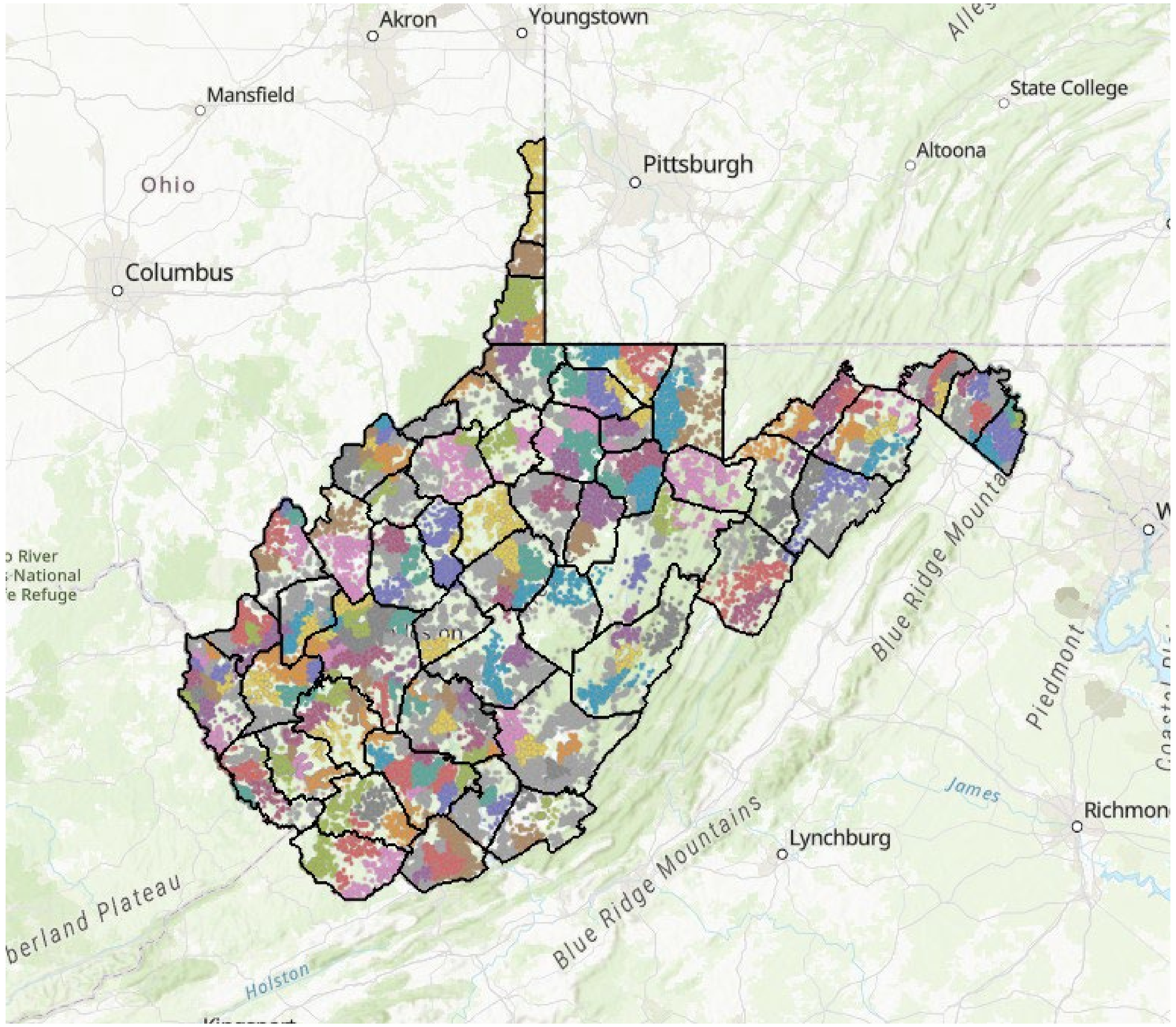


Draft Target Area and Region data available for public comment

https://tinyurl.com/2ujjypse

Proposed Projects: Target Areas and Regions

Draft Target Region and Area data is available for public comment


Akron
Youngstown
Mansfield
Ohio
Columbus
Pittsburgh
Altoona
State College
River
National
Refuge
Blue Ridge Mountains
Piedmont
James
Richmond
Lynchburg
Blue Ridge Mountains
berland Plateau
Holston

Draft Target Area and Region data available for public comment

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Proposed Projects: Target Areas and Regions

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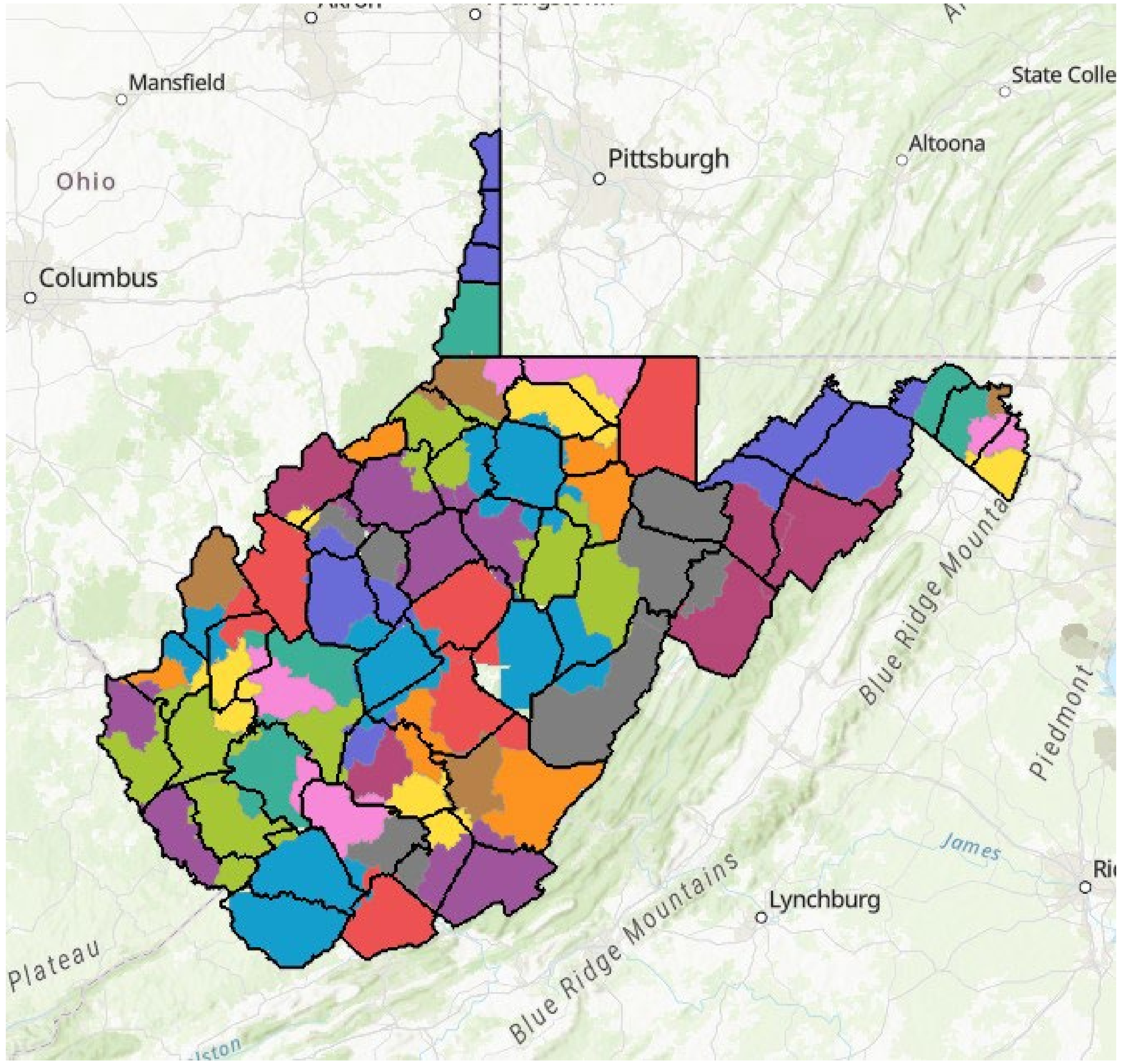
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Blue Ridge Mounta
Piedmont
James
Lynchburg
Blue Ridge Mountains
Plateau

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Proposed Projects: Target Areas and Regions

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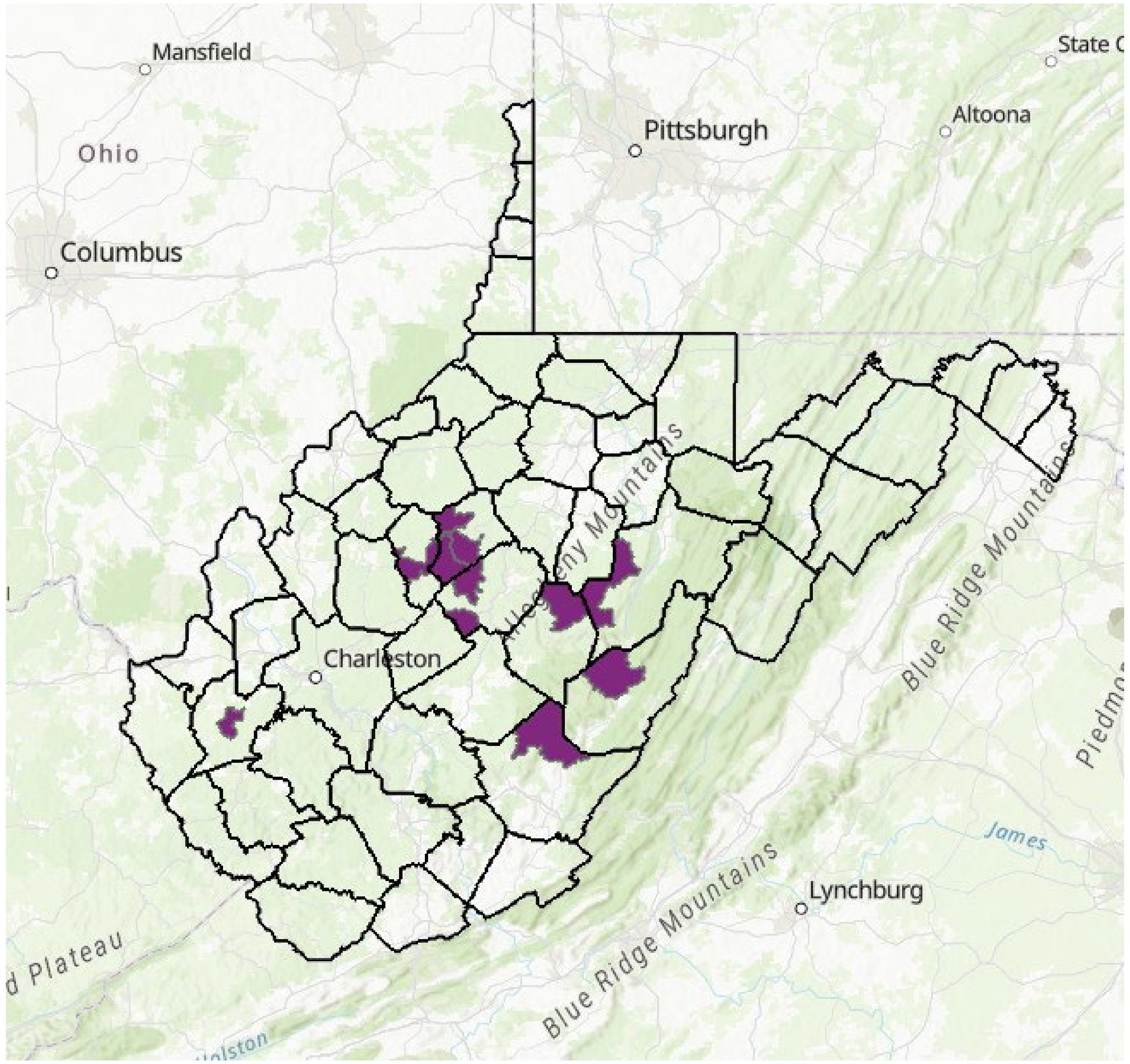
Mansfield
Ohio
Columbus
Pittsburgh
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State C
Charleston
Blue Ridge Mountains
Piedmo
James
Lynchburg
Blue Ridge Mountains
d Plateau
Holston

Draft Target Area and Region data available for public comment

https://tinyurl.com/2ujjypse

Project Area Rules

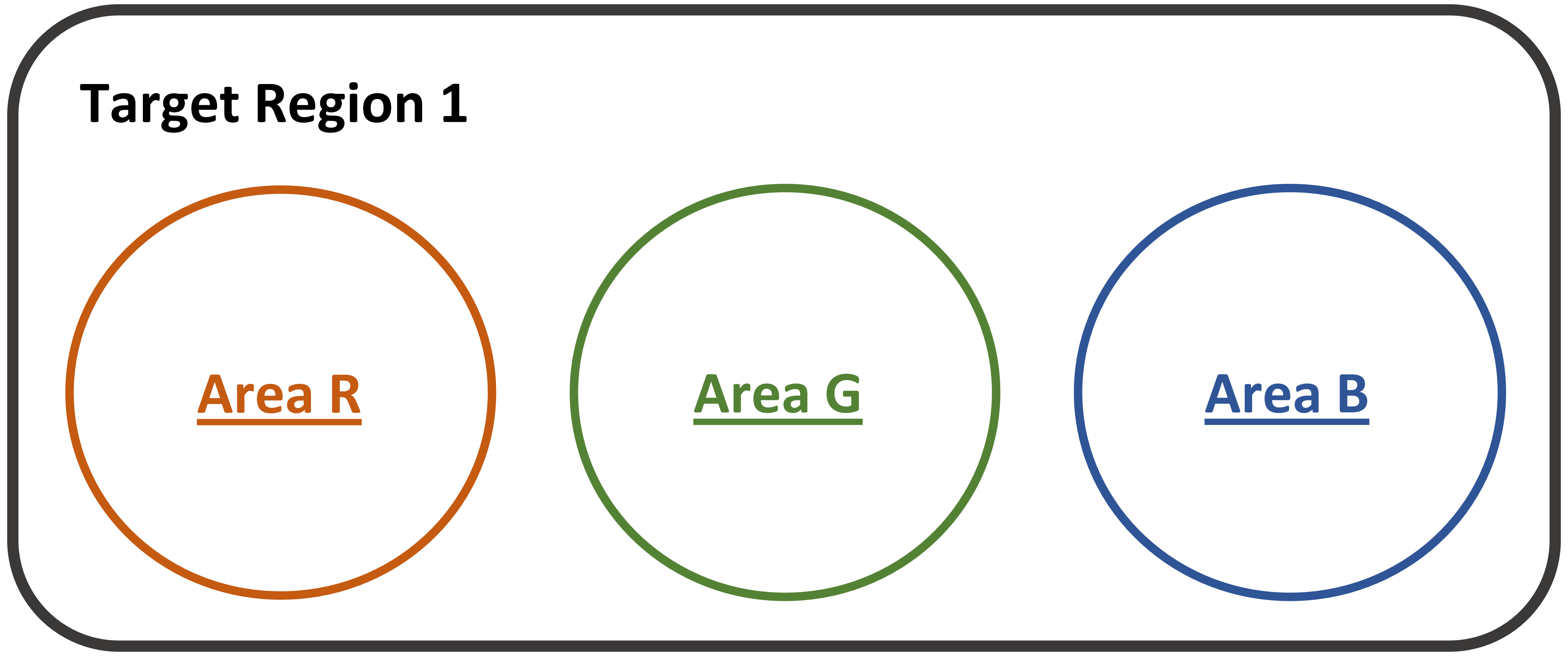
1. If an applicant proposes a project that includes one Target Area in a region, it must propose one or more projects that include all Target Areas in a Target Region.
2. Proposed Projects from the same applicant may not overlap one another.
3. Dependent proposals are not allowed.
4. Proposed Projects may not include Target Areas from more than one Target Region.
5. Target Areas containing only CAI Target Locations must not be in a Proposed Project with any Target Areas containing unserved or underserved Target Locations

Creating Proposed Projects

Proposed Projects Rule #1:

If an applicant proposes any Proposed Project in a region, it **must create Proposed Projects that include all Target Areas in the region.**

However, it does not necessarily need to include all Target Areas in one Proposed Project.



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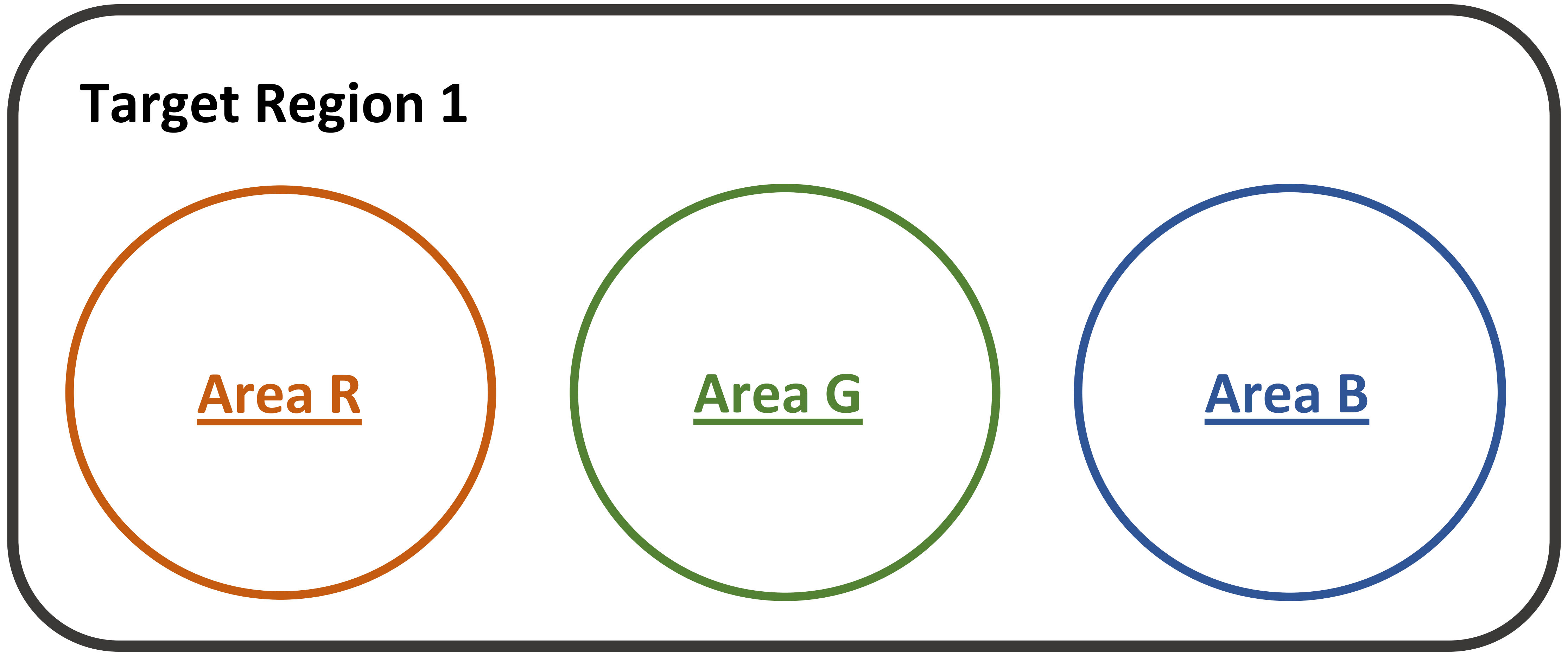
Creating Proposed Projects

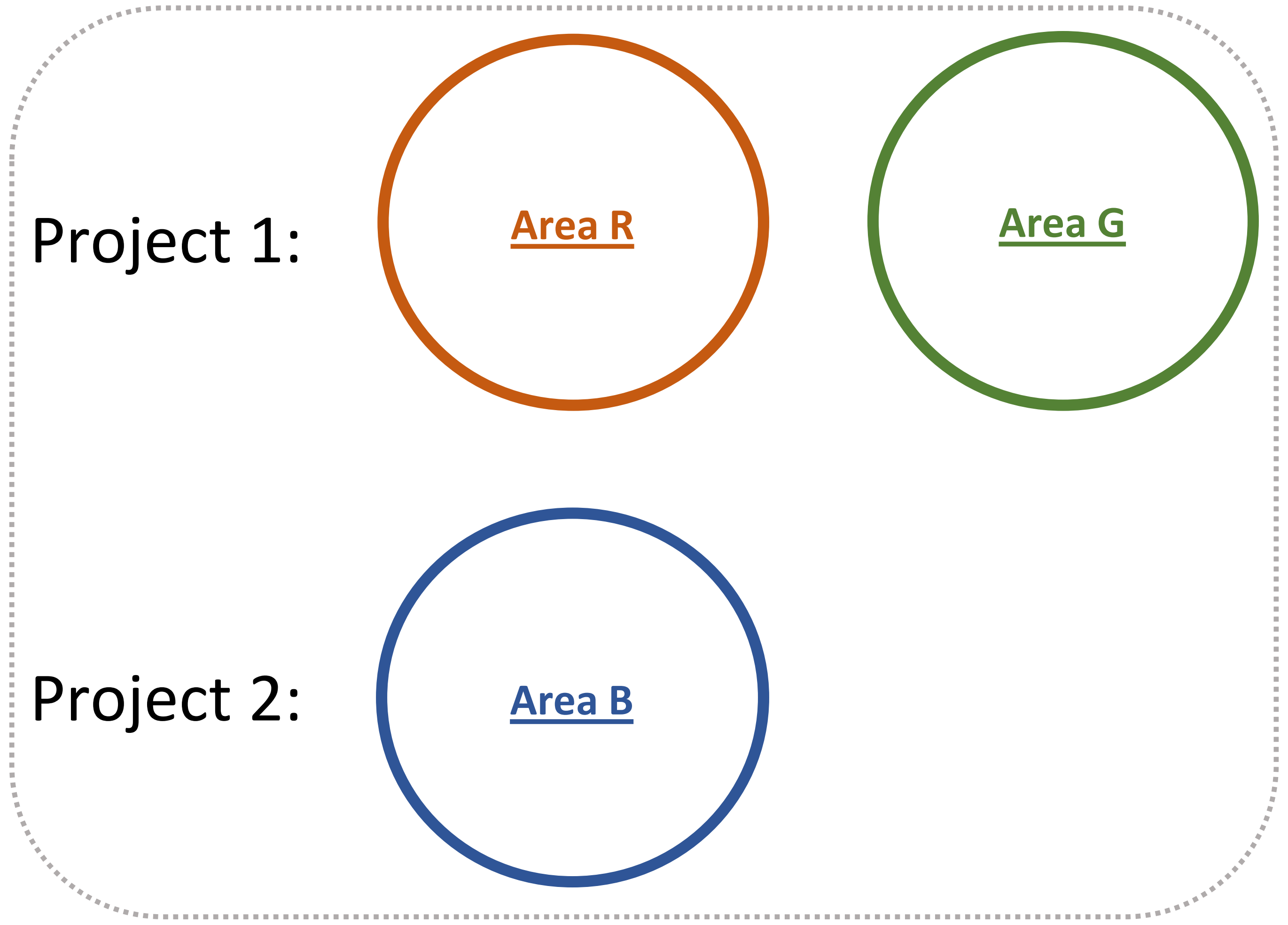
Correct examples


Target Region 1
Area R
Area G
Area B

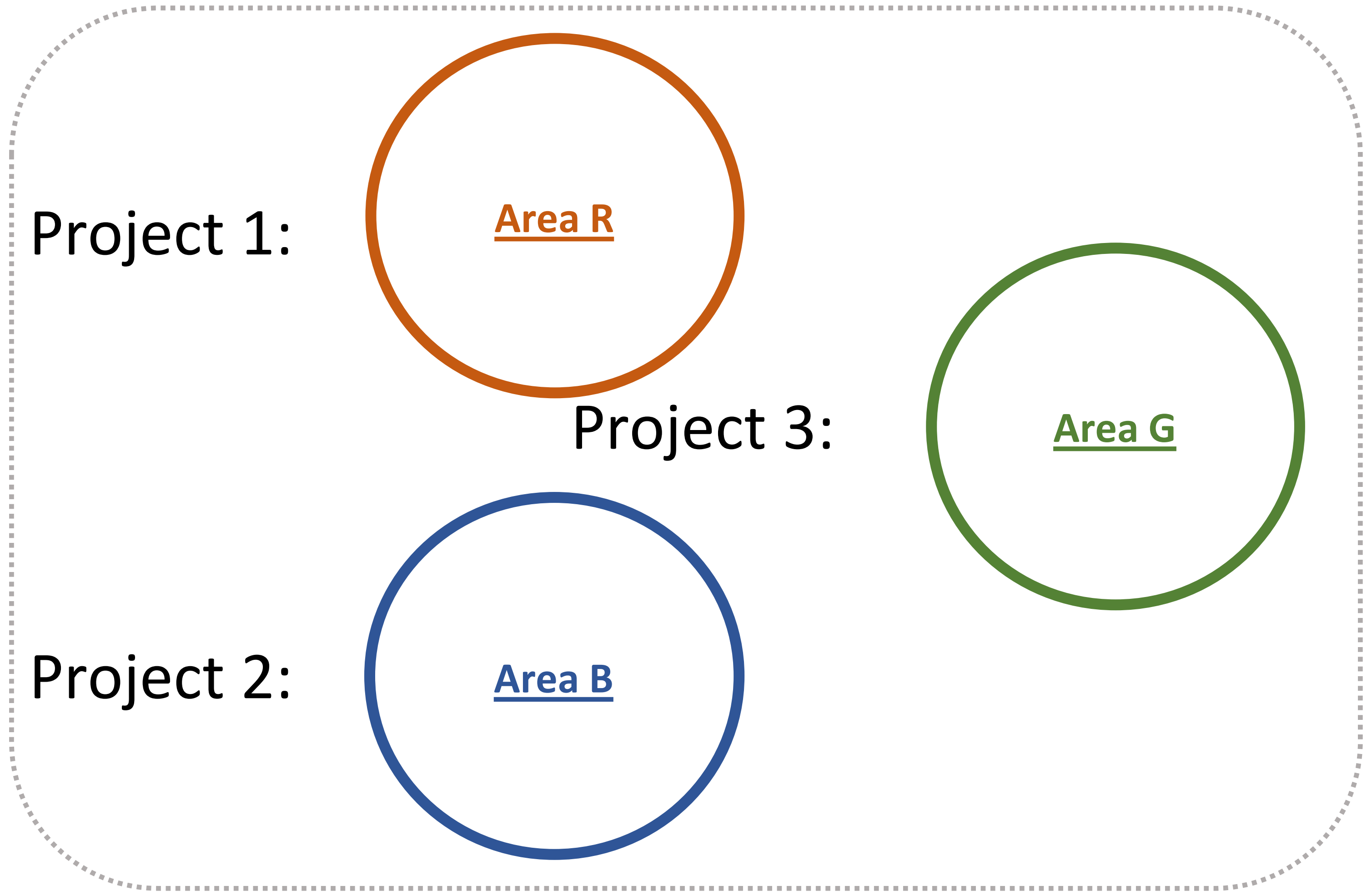
Project Area:

Applicants may group Target Areas within a single region together into Proposed Projects in **any way** they see fit.

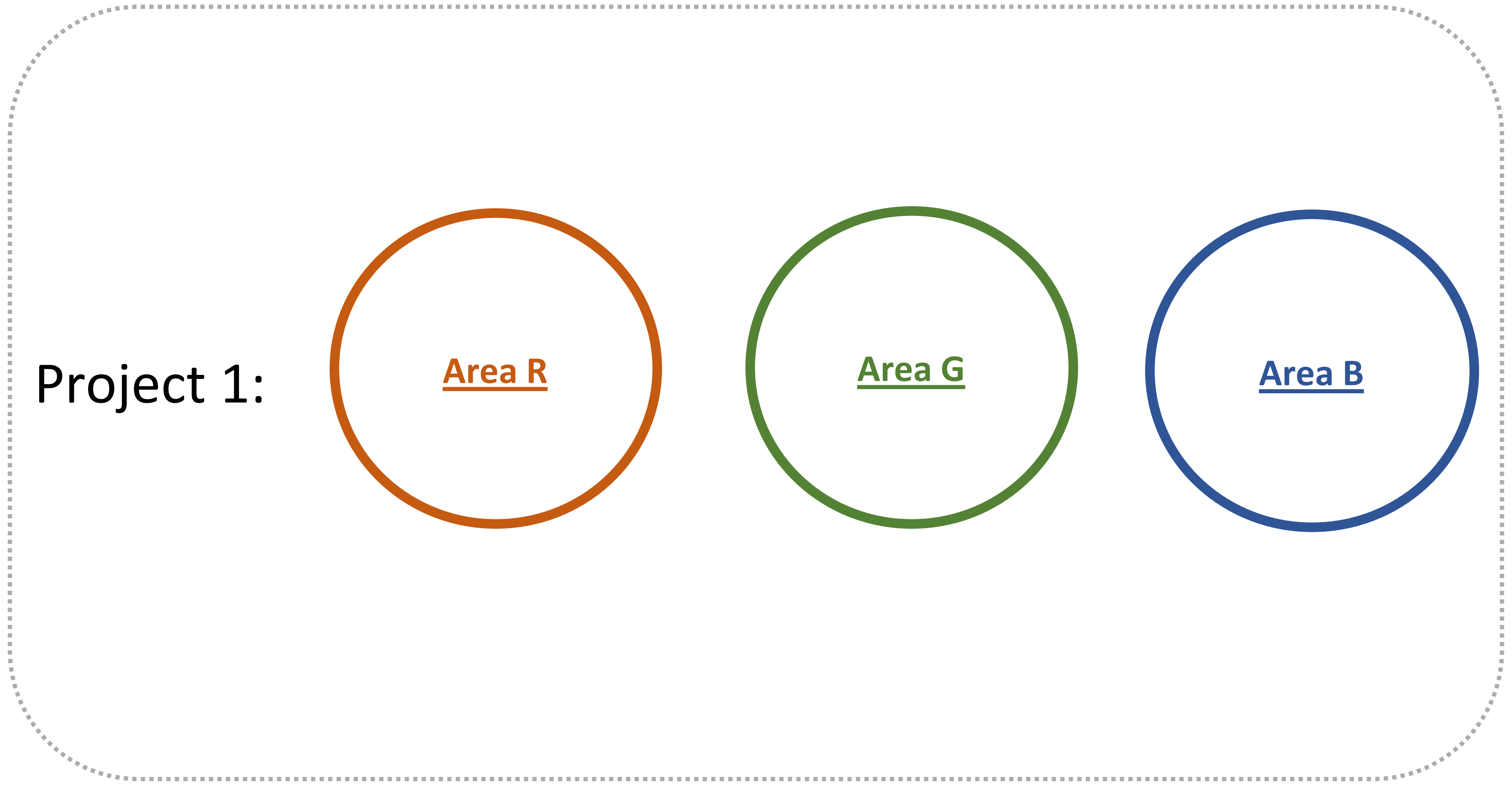
Example (part 1)**:**


Project 1:
Area R
Area G
Project 2:
Area B

or

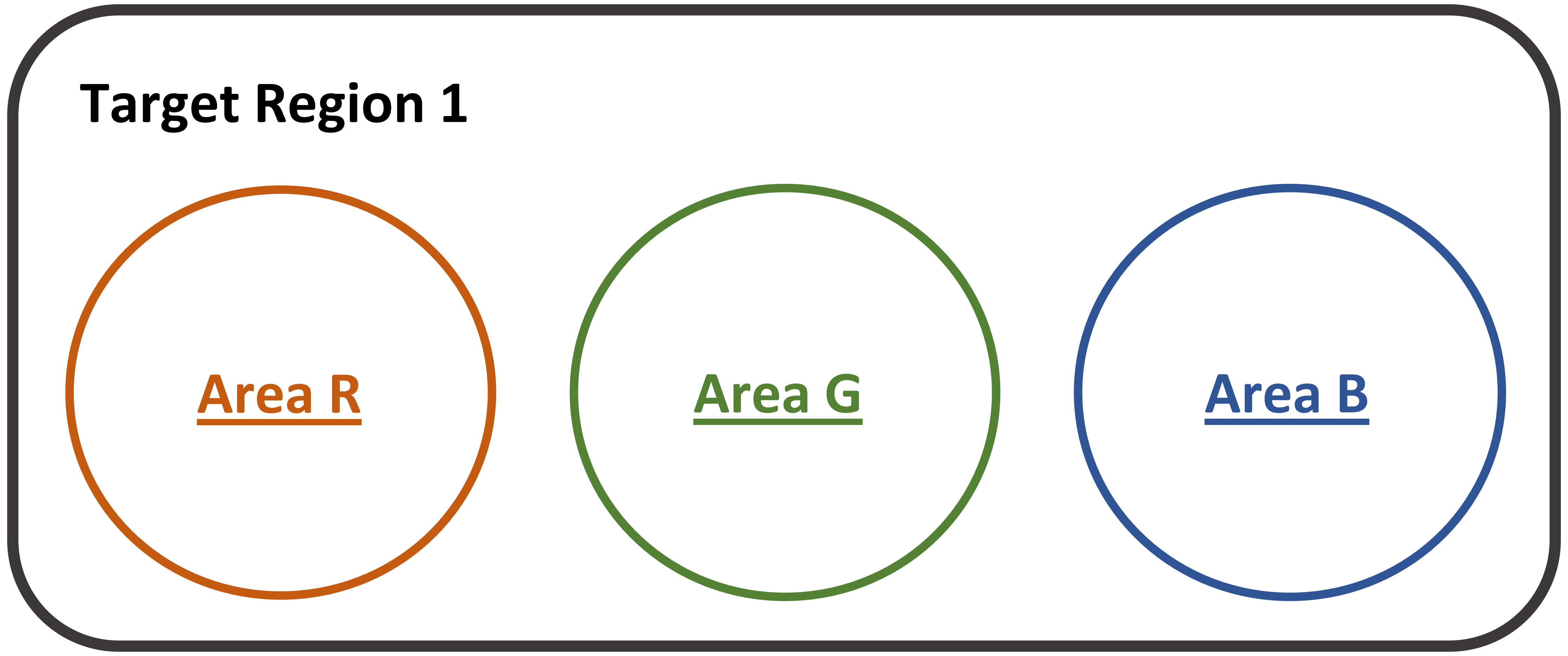

Project 1:
Area R
Project 3:
Area G
Project 2:
Area B

or


Project 1:
Area R
Area G
Area B

Creating Proposed Projects

Incorrect examples

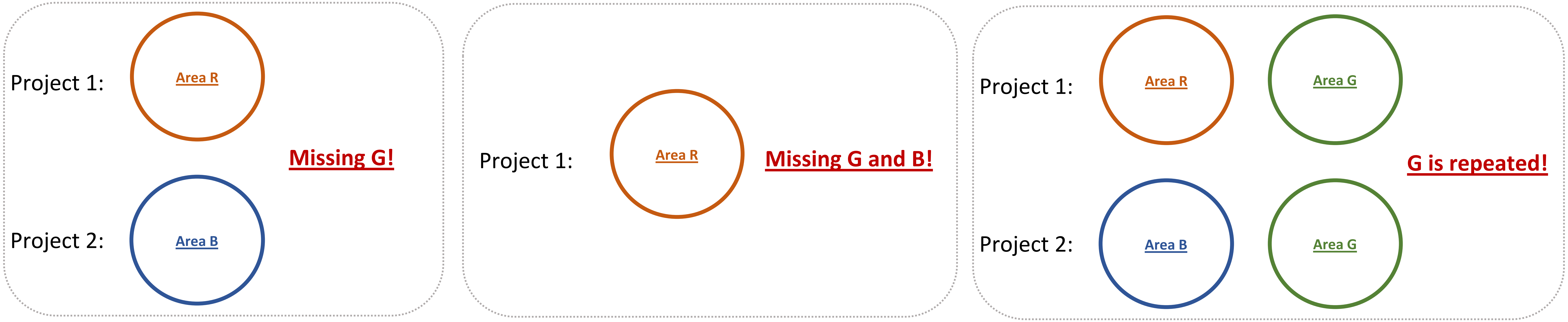


Target Region 1

Area R

Area G

Area B



Project 1: Area R

Project 2: Area B

Missing G!

Project 1: Area R

Missing G and B!

Project 1: Area R Area G

Project 2: Area B Area G

G is repeated!

1.1 Program Overview: Key Requirements

Eligible Expenses

This is a reimbursement program

Costs must be directly related to the upfront investment associated with installing and/or upgrading existing broadband facilities on the Proposed Project on a one-time, capital improvement basis.

Additionally, only costs directly associated with reaching Target Locations.

Carefully review the draft program procedures for a detailed list

Match

- For each Proposed Project, applicants must provide a match of at least 25%
- No in-kind match
- Target Locations in areas identified by NTIA as high cost will not require match
    - These are based on NTIA's published high-cost areas, the data for which is included as a layer in the draft maps published by WVDED
    - "NTIA defined 'high cost' using a cost model that incorporates an area's remoteness, population density, topography, and poverty levels, and measures costs over the life of the network. NTIA defined "area" to mean census block groups."

NTIA's Methodology for High-Cost Areas can be Found Here

https://tinyurl.com/4dx6n5p5

Letter of Credit or Performance Bond

Applicants must obtain one of:

- Letter of Credit
- Performance Bond

≥ 10% of award amount

Pre-Application Phase

- Obtain a *commitment* to provide the Letter of Credit or Performance Bond, up to a specified dollar amount

Prior to Award

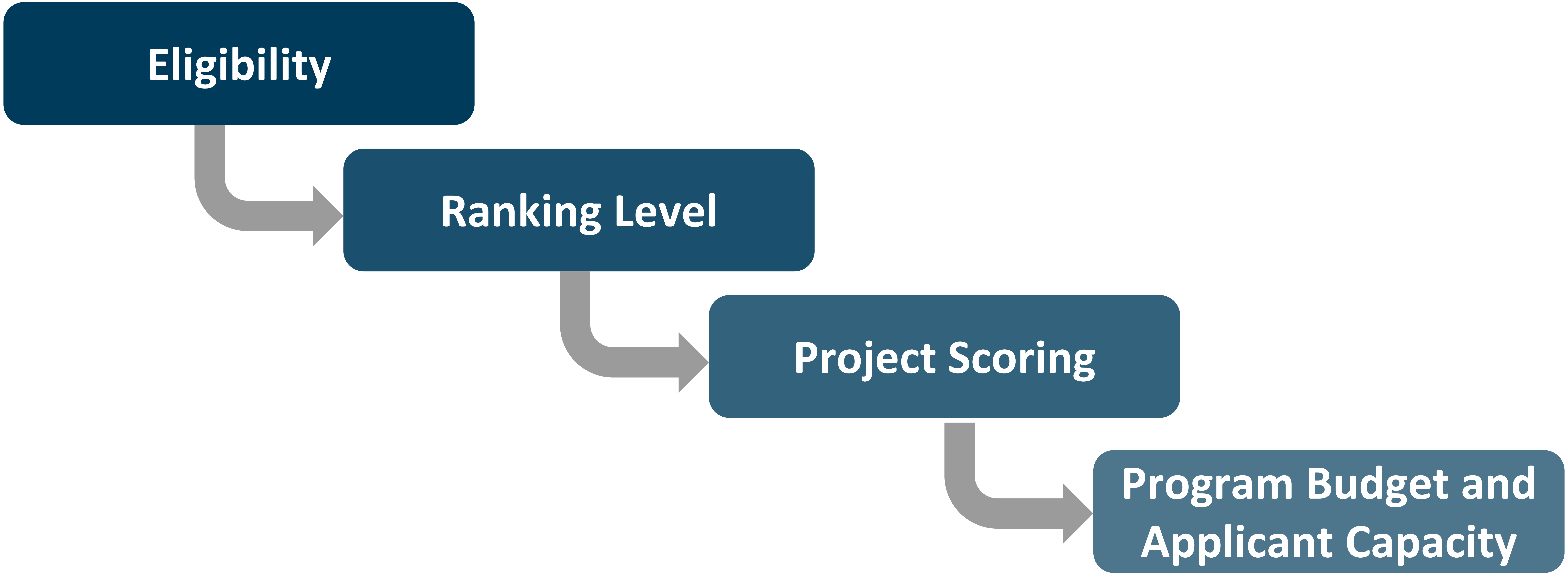
- Obtain the Letter of Credit or Performance Bond, based on the amount to be awarded

The applicant must commit to maintain a letter of credit or performance bond of at least 10% of the award amount until it has completed buildout and/or the performance period ends.

1.2 Program Overview: Project Prioritization and Selection

Prioritization: Basics

Selecting projects for award proceeds step-by-step


Eligibility

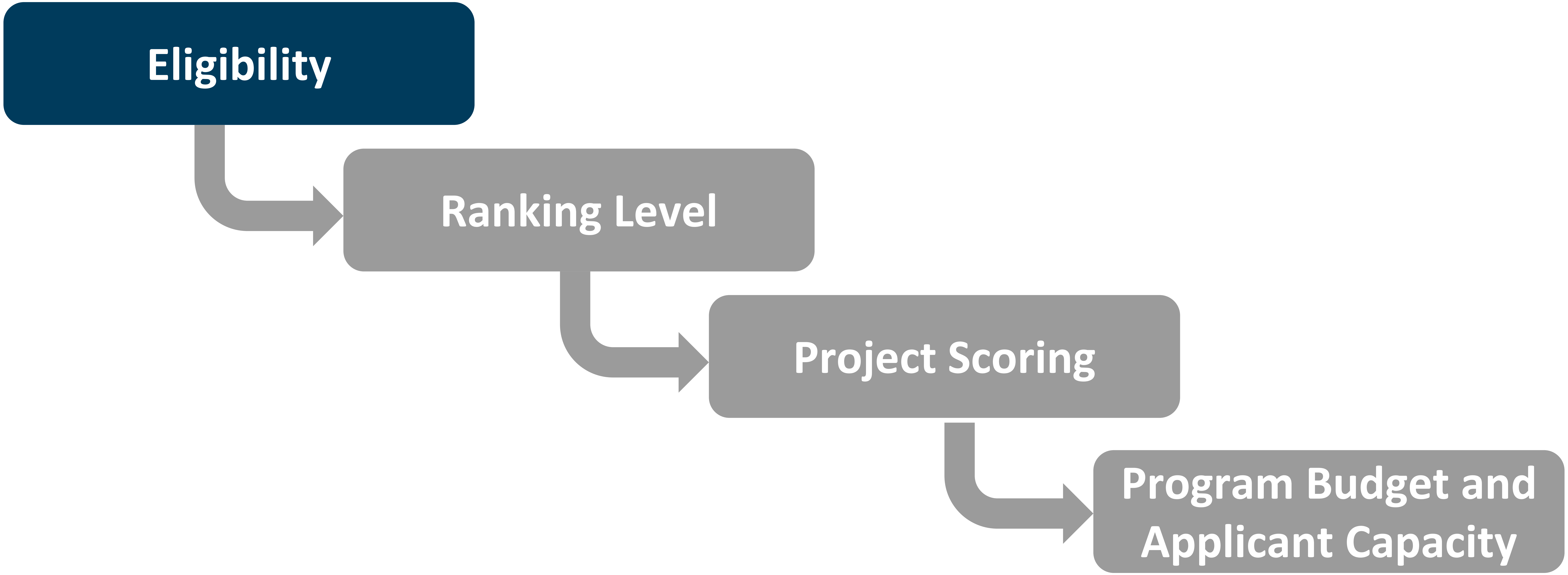
Ranking Level

Project Scoring

Program Budget and Applicant Capacity

Prioritization: Basics

Selecting projects for award proceeds step-by-step



Eligibility

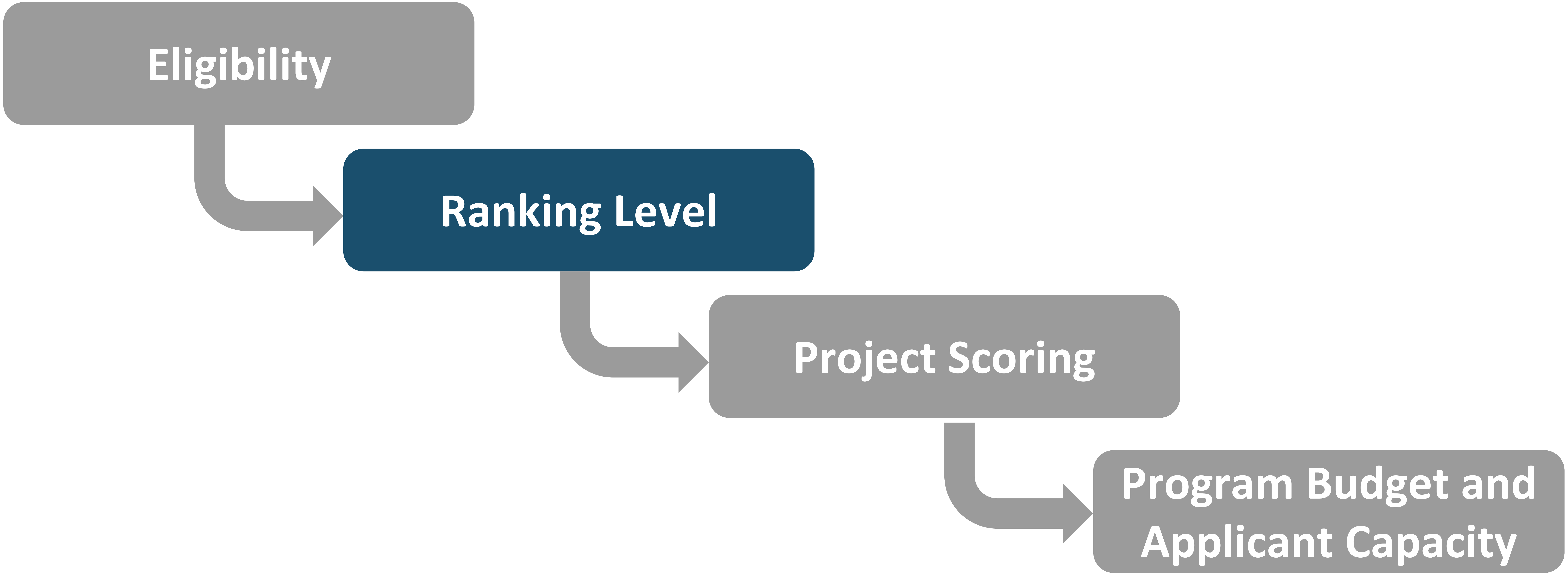
Ranking Level

Project Scoring

Program Budget and Applicant Capacity

Prioritization: Basics

Selecting projects for award proceeds step-by-step



Eligibility

Ranking Level

Project Scoring

Program Budget and Applicant Capacity

Prioritization: Ranking Level Based on Technology

In order of highest priority to least

1. Priority Projects--those that will use end-to-end fiber technology*
2. Non-Priority Projects that use Reliable Broadband Service Technologies other than end-to-end fiber*
3. Non-Priority Projects that will not use a Reliable Broadband Service Technology, but otherwise meet the program technical parameters

Reliable Service Technologies

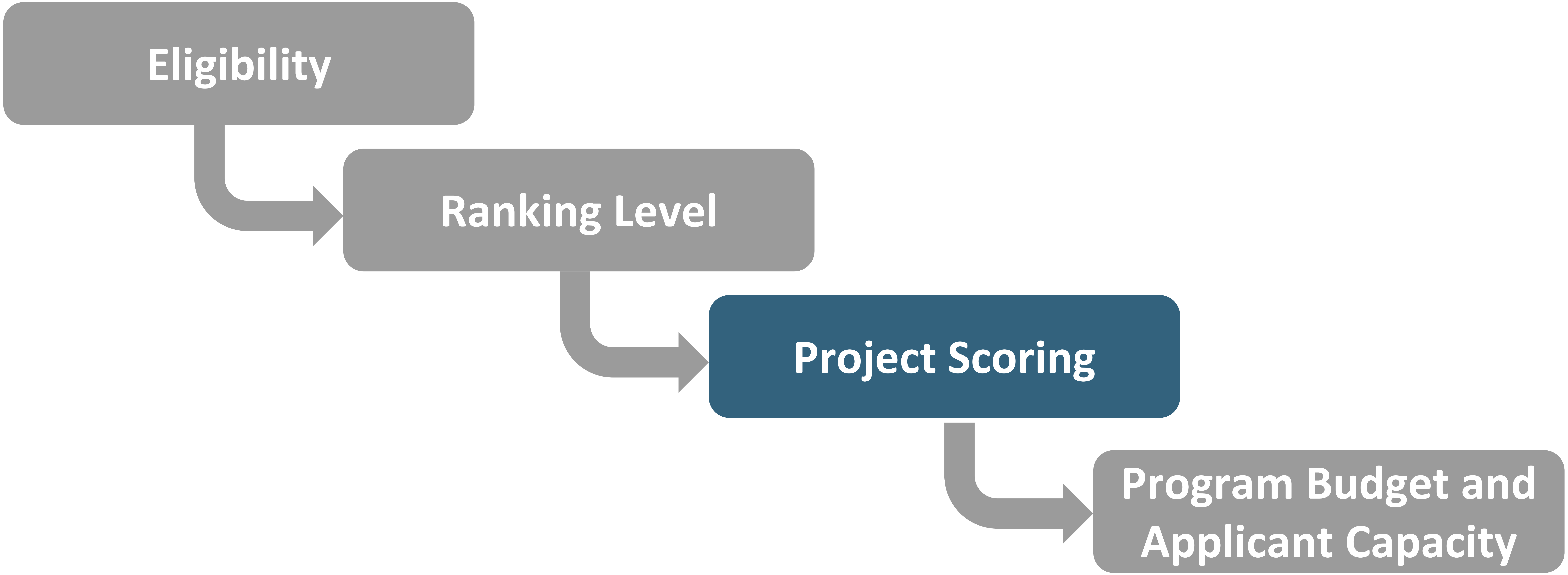
Service provided via:

- fiber-optic technology;
- cable modem/hybrid fiber-coaxial technology
- DSL technology
- terrestrial fixed wireless using licensed spectrum or hybrid licensed and unlicensed

*Except projects exceeding the Extremely High-Cost Threshold

Prioritization: Basics

Selecting projects for award proceeds step-by-step



Eligibility

Ranking Level

Project Scoring

Program Budget and Applicant Capacity

Prioritization: Selecting Among Projects with Same Rankings

Scoring System

- Both priority and non-priority projects can receive a maximum of 200 points
- The criteria between priority vs non-priority differ slightly
- Some common criteria include Minimal BEAD Outlay, Compliance with Fair Labor Practices, and Affordability
- Please see Initial Proposal Volume 2 for more details

Prioritization: Choosing the Best Score

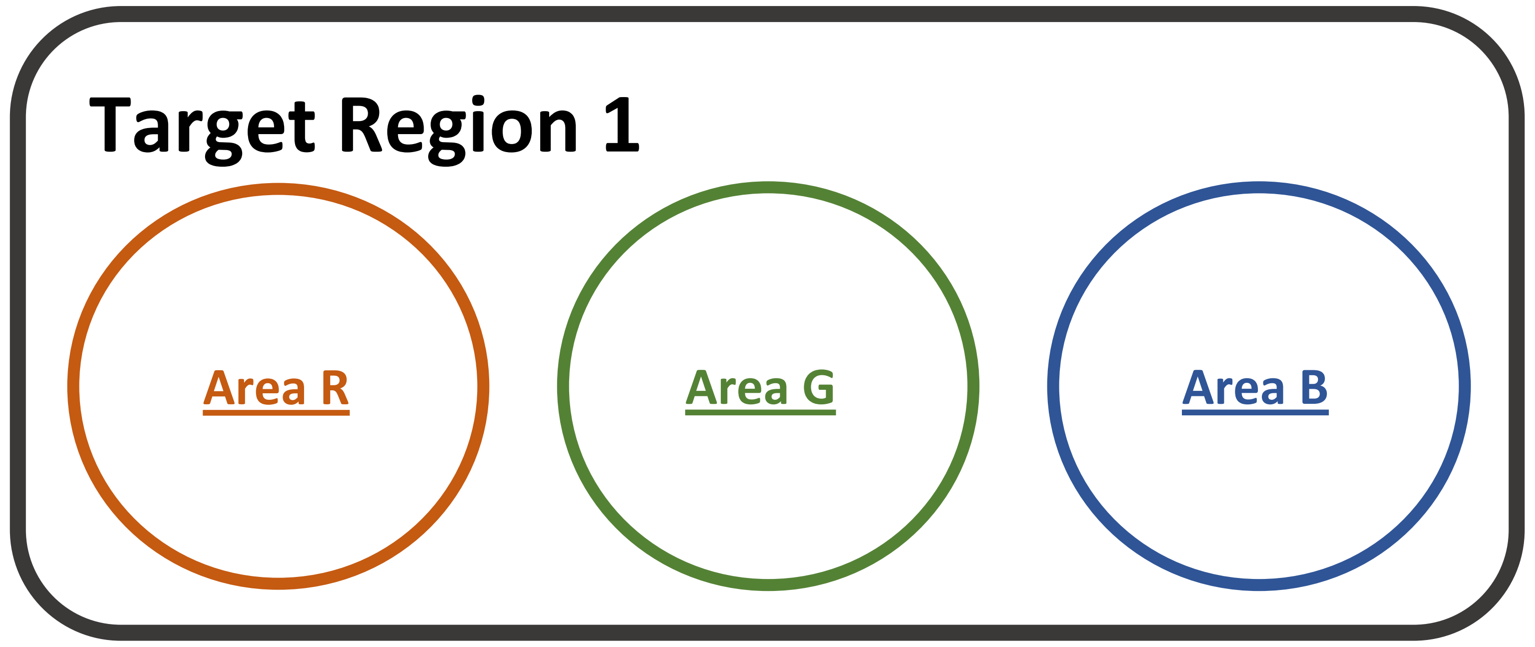
When Proposed Projects with the Same Ranking Level compete in the same Target Region

① Score all the Proposed Projects in the Target Region

② Identify all the combinations of Proposed Projects that do not overlap each other's Target Areas

③ Award the combination of Proposed Projects with the best weighted average score

Proposed Projects After Scoring

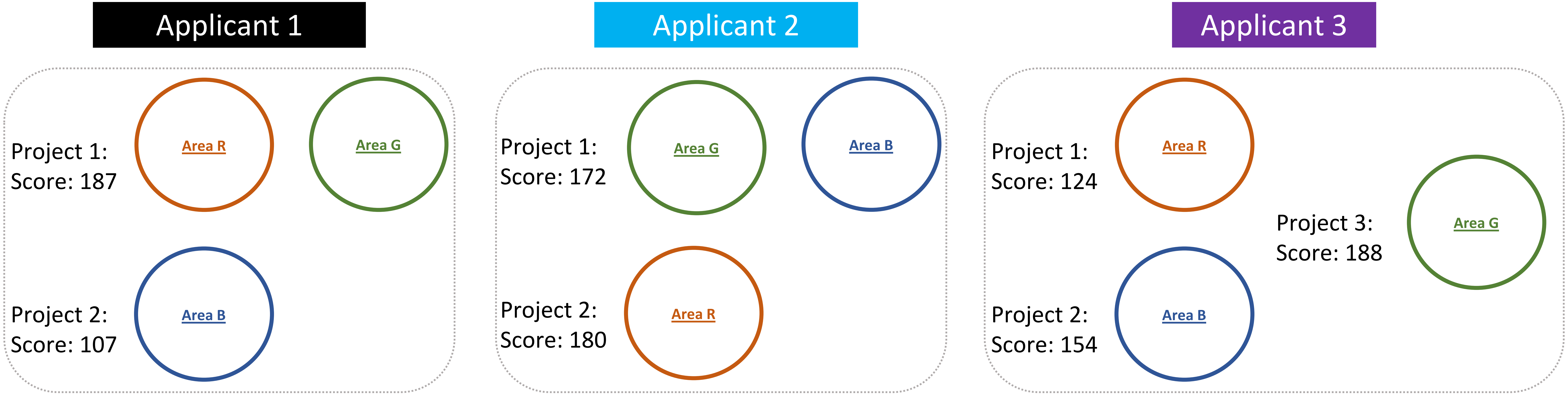


Target Region 1

Area R

Area G

Area B



Applicant 1

Project 1:
Score: 187

Area R

Area G

Project 2:
Score: 107

Area B

Applicant 2

Project 1:
Score: 172

Area G

Area B

Project 2:
Score: 180

Area R

Applicant 3

Project 1:
Score: 124

Area R

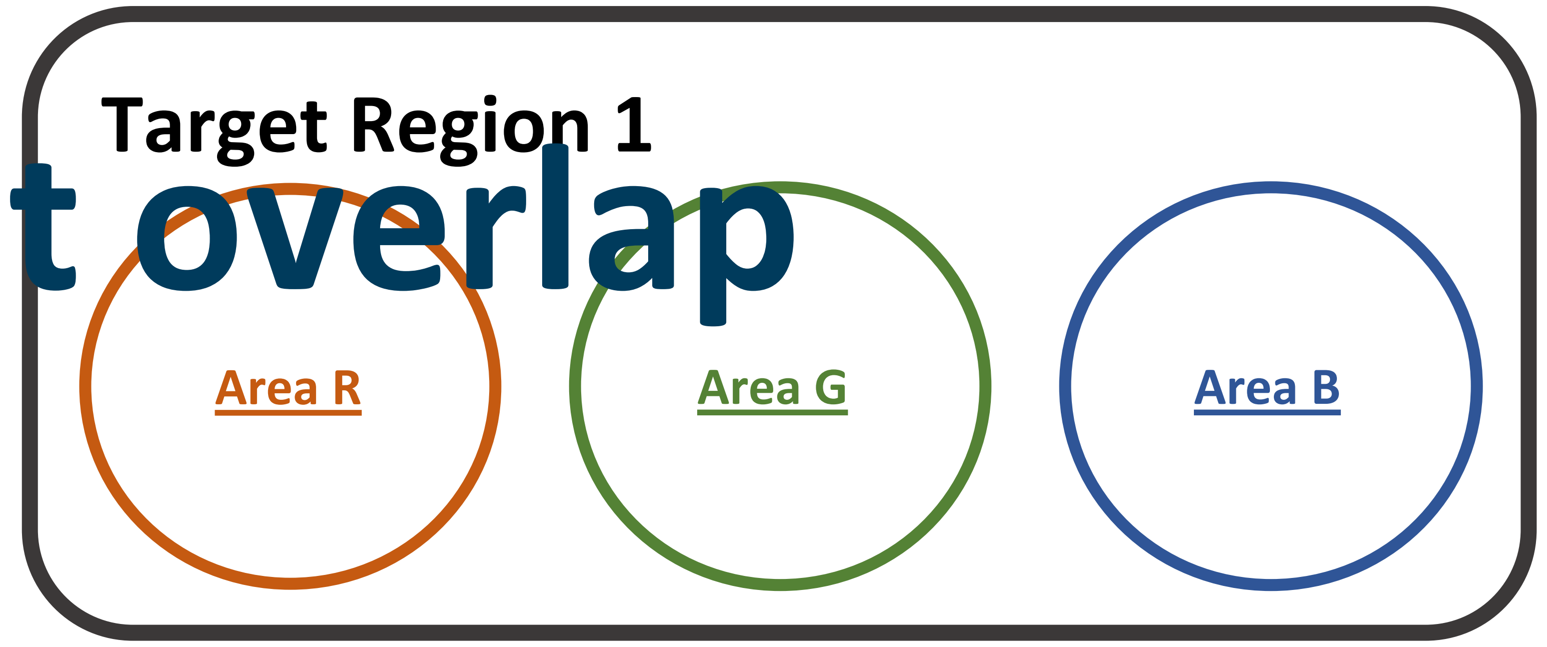
Project 3:
Score: 188

Area G

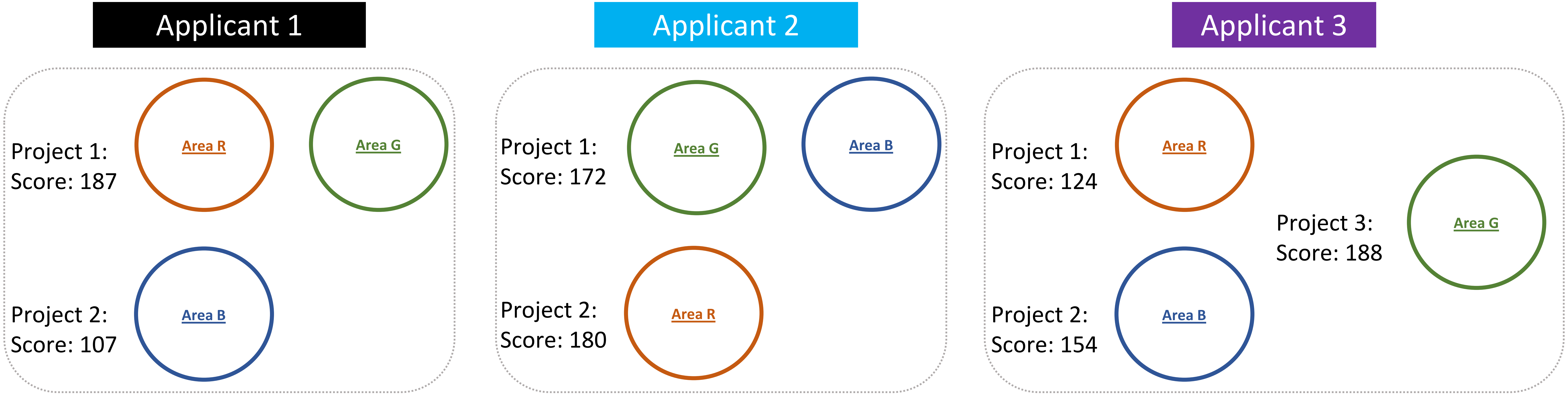
Project 2:
Score: 154

Area B

Prioritized Projects After Scoring
Identify the projects in areas that do not overlap


Target Region 1

Area R
Area G
Area B


Applicant 1

Project 1:
Score: 187

Project 2:
Score: 107

Applicant 2

Project 1:
Score: 172

Project 2:
Score: 180

Applicant 3

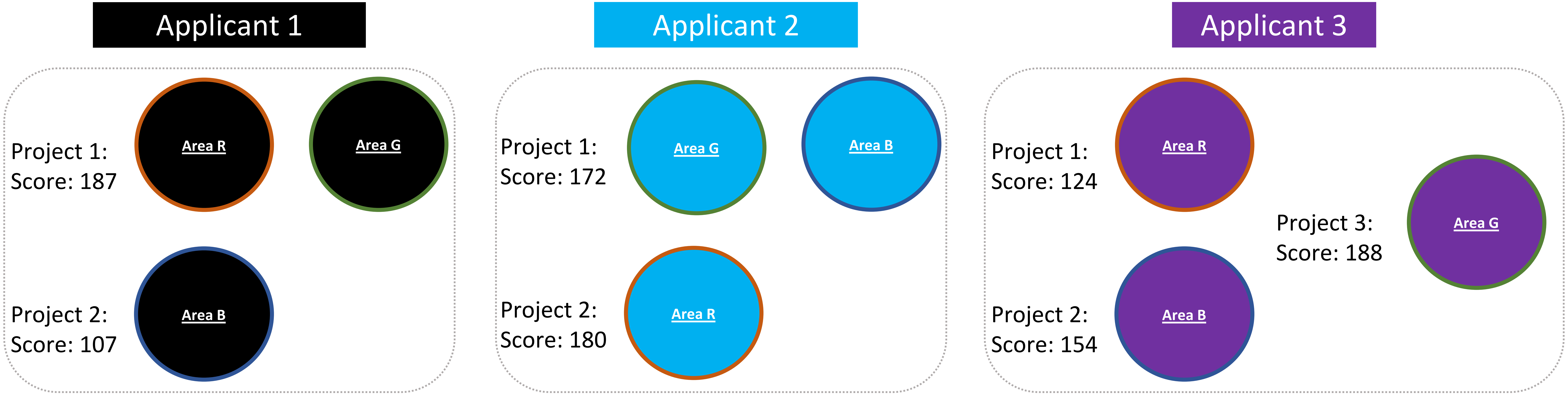
Project 1:
Score: 124

Project 2:
Score: 154

Project 3:
Score: 188

Area R
Area G
Area B
Area G
Area B
Area R
Area R
Area B
Area G

Identify the combinations that do not overlap



Applicant 1

Project 1:
Score: 187
Area R
Area G

Project 2:
Score: 107
Area B

Applicant 2

Project 1:
Score: 172
Area G
Area B

Project 2:
Score: 180
Area R

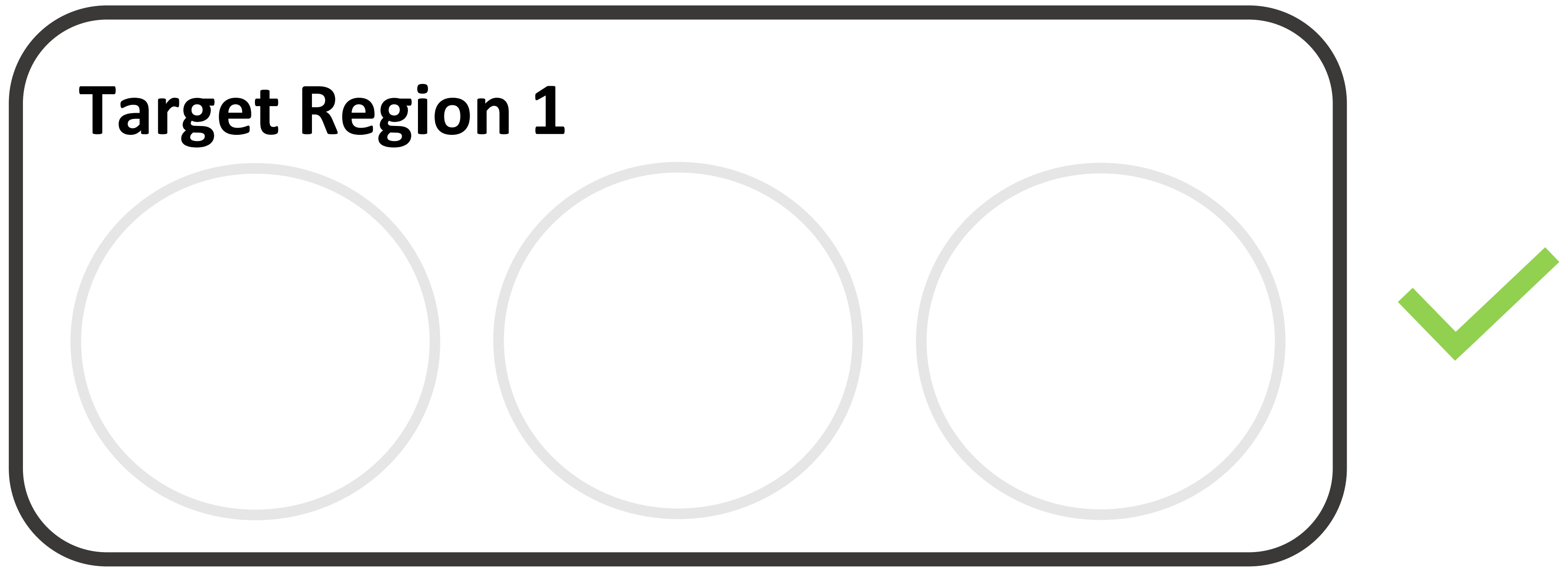
Applicant 3

Project 1:
Score: 124
Area R

Project 2:
Score: 154
Area B

Project 3:
Score: 188
Area G

Possible Arrangement



Target Region 1

✓

Identify the combinations that do not overlap

Applicant 1

Project 1:
Score: 187
Area R
Area G

Project 2:
Score: 107
Area B

Applicant 2

Project 1:
Score: 172
Area G
Area B

Project 2:
Score: 180
Area R

Applicant 3

Project 1:
Score: 124
Area R

Project 2:
Score: 154
Area B

Project 3:
Score: 188
Area G

Possible Arrangement

Target Region 1

✓

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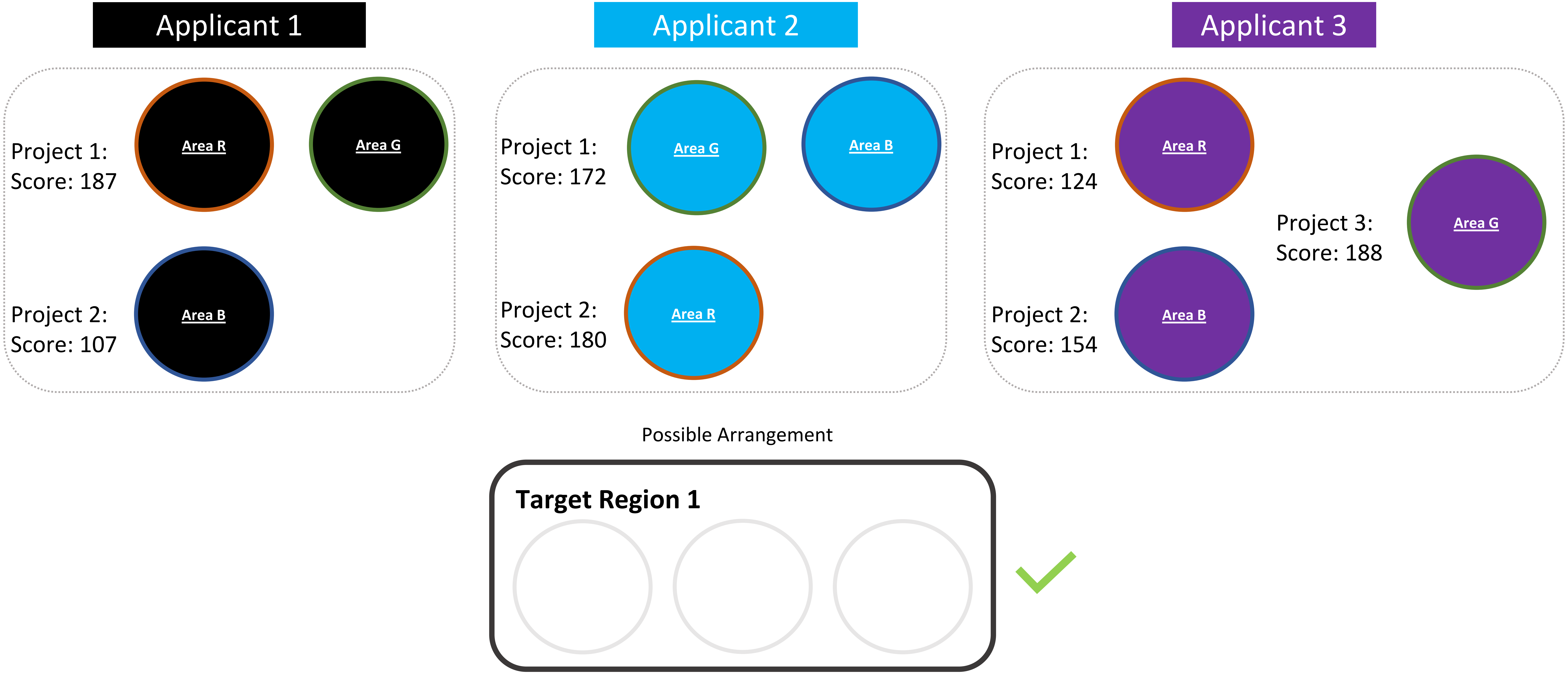
Identify the combinations that do not overlap



Applicant 1

Project 1:
Score: 187
Area R
Area G

Project 2:
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Area B

Applicant 2

Project 1:
Score: 172
Area G
Area B

Project 2:
Score: 180
Area R

Applicant 3

Project 1:
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Area R

Project 2:
Score: 154
Area B

Project 3:
Score: 188
Area G

Possible Arrangement

Target Region 1

✓

Prioritization: Choosing the Best Score

When Proposed Projects with the Same Ranking Level compete in the same Target Region

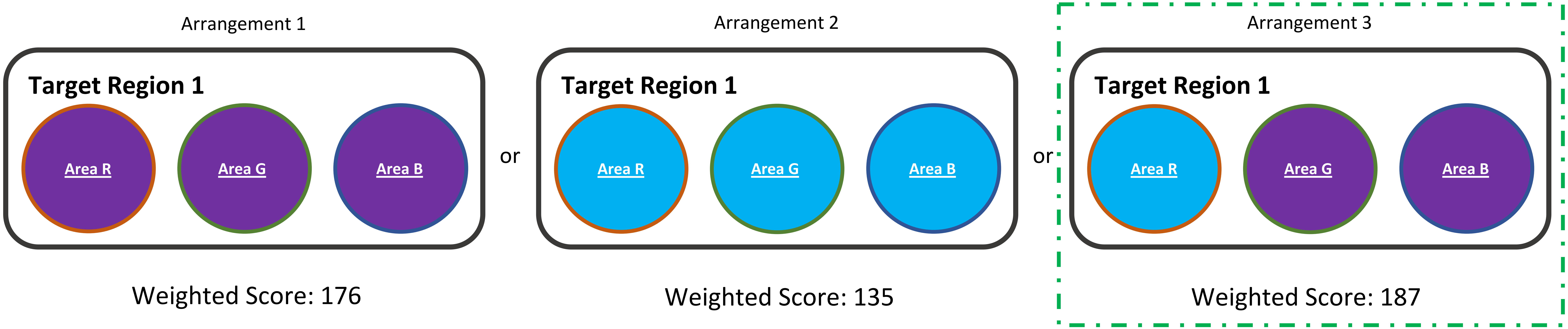
① Score all the Proposed Projects in the Target Region

② Identify all the combinations of Proposed Projects that do not overlap each other's Target Areas

③ Award the combination of Proposed Projects with the best weighted average score

Identify the winning combination

Rank All Possible Combinations


Arrangement 1

Target Region 1

Area R Area G Area B

Weighted Score: 176

or

Arrangement 2

Target Region 1

Area R Area G Area B

Weighted Score: 135

or

Arrangement 3

Target Region 1

Area R Area G Area B

Weighted Score: 187

Prioritization: Basics

Selecting projects for award proceeds step-by-step

- Eligibility
- Ranking Level
- Project Scoring
- Program Budget and Applicant Capacity

Program Budget and Applicant Capacity

“Circuit breakers” on the total award amounts across potentially awarded projects

Program Budget

- **The total cost of awarded projects cannot exceed the total program budget**
- Limits on expensive projects exceeding an Extremely High-Cost Threshold
- If necessary, cuts to projects that serve Community Anchor Institutions and underserved

Financial Capacity

- **The total awarded projects to an applicant cannot exceed its ability to provide match and a Letter of Credit or performance bond**
- Projects that would cause an applicant to exceed its Financial Capacity are ineligible for award

Relative Capacity

- **The total level of awarded projects to an applicant should not be excessively risky**
- Limits on the total % of program awards that an applicant can receive
- Limits on the total cost of projects that an applicant may be awarded
- Evaluated based on the applicant’s risk and demonstrated ability to develop and operate networks at scale

Scenario: Target Regions with No Proposed Projects

Line extensions

Applicants with existing or previously funded fiber or cable networks in West Virginia with must accept up to 20% more grant funding to build line extensions, provided they do not exceed their financial and technical capacity

WVDED will prioritize assigning line extensions to eligible applicants with adjacent existing, awarded, or otherwise previously funded networks.

WVDED will ask that applicants use the same cost factors provided during the pre-application stage.

Five-minute Break

Agenda

① Program Overview

- Fundamentals & Key Requirements
- Project Creation
- Project Prioritization and Selection

② Pre-Application Walkthrough

- Short and Narrative Responses
- Documents and Supporting Material
- Workbooks

③ Regulatory, Legal, and Program Compliance

④ Next Steps

2. Pre-Application Walkthrough

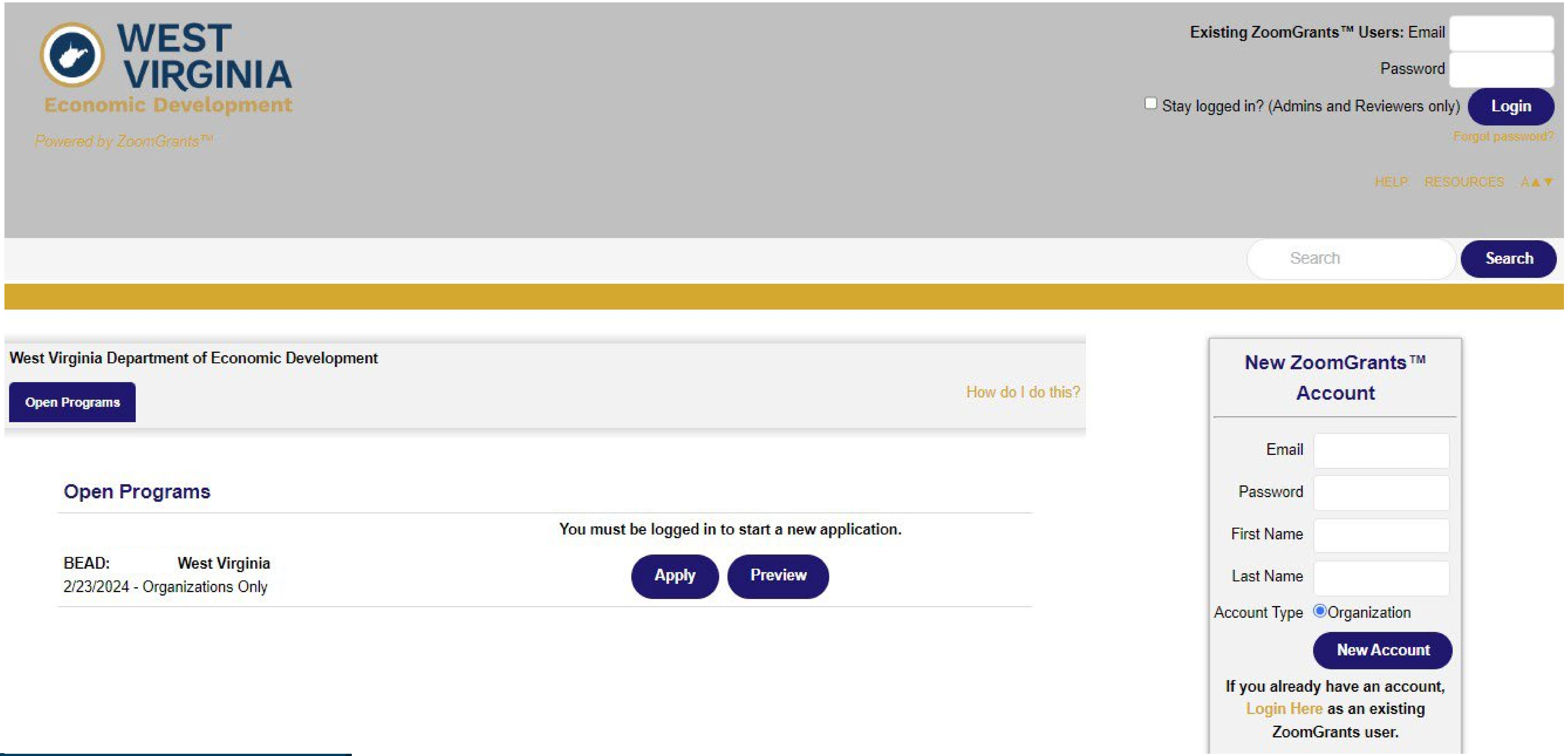
Pre-Application System

ZoomGrants

1. Applicant Information
2. Short and Narrative Responses
   - Applicant History
   - Workforce and Labor Standards
   - Hazard Mitigation
   - Diverse Supplier Inclusion Plan
   - Pro Forma Considerations
3. Workbooks
   - Construction Cost Schedule
   - Pro Formas
4. Documents and Supporting Material

Pre-Application System

broadband.wv.gov


WEST VIRGINIA
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Powered by ZoomGrants™
Existing ZoomGrants™ Users: Email
Password
☐ Stay logged in? (Admins and Reviewers only)
Login
Forgot password?
HELP
RESOURCES
A▲▼
Search
Search
Open Programs
How do I do this?
Apply
Preview
New ZoomGrants™ Account
Email
Password
First Name
Last Name
Account Type
● Organization
New Account

West Virginia Department of Economic Development

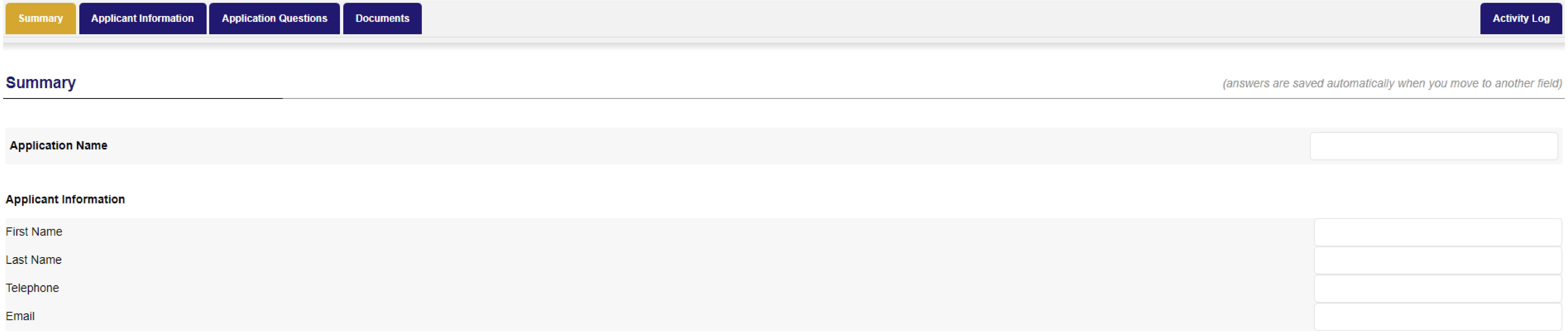
Open Programs

You must be logged in to start a new application.

BEAD: West Virginia
2/23/2024 - Organizations Only

If you already have an account, Login Here as an existing ZoomGrants user.

Pre-Application System



Summary
Applicant Information
Application Questions
Documents
Activity Log

Summary

(answers are saved automatically when you move to another field)

Application Name	

Applicant Information

First Name	
Last Name	
Telephone	
Email	

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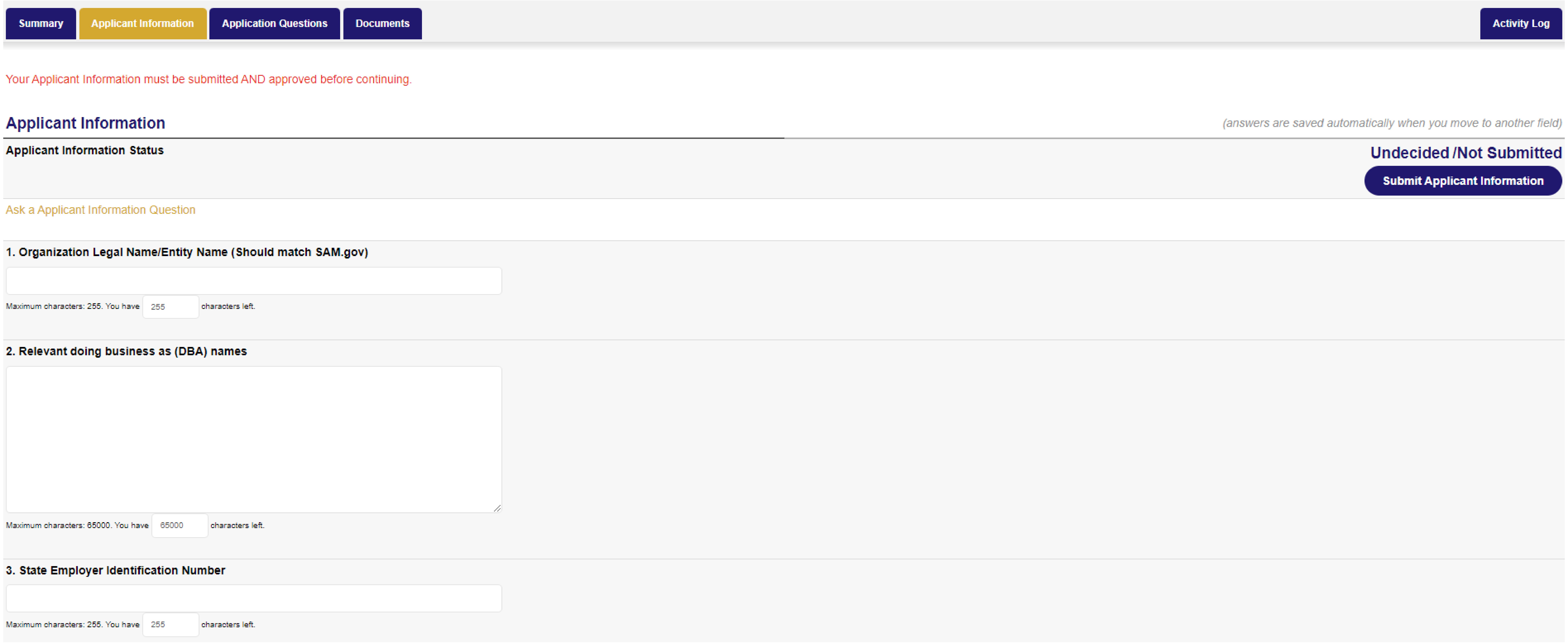
Applicant Information


Summary
Applicant Information
Application Questions
Documents
Activity Log
Submit Applicant Information

Your Applicant Information must be submitted AND approved before continuing.

Applicant Information

(answers are saved automatically when you move to another field)

Applicant Information Status — **Undecided /Not Submitted**

Ask a Applicant Information Question

1. Organization Legal Name/Entity Name (Should match SAM.gov)

Maximum characters: 255. You have 255 characters left.

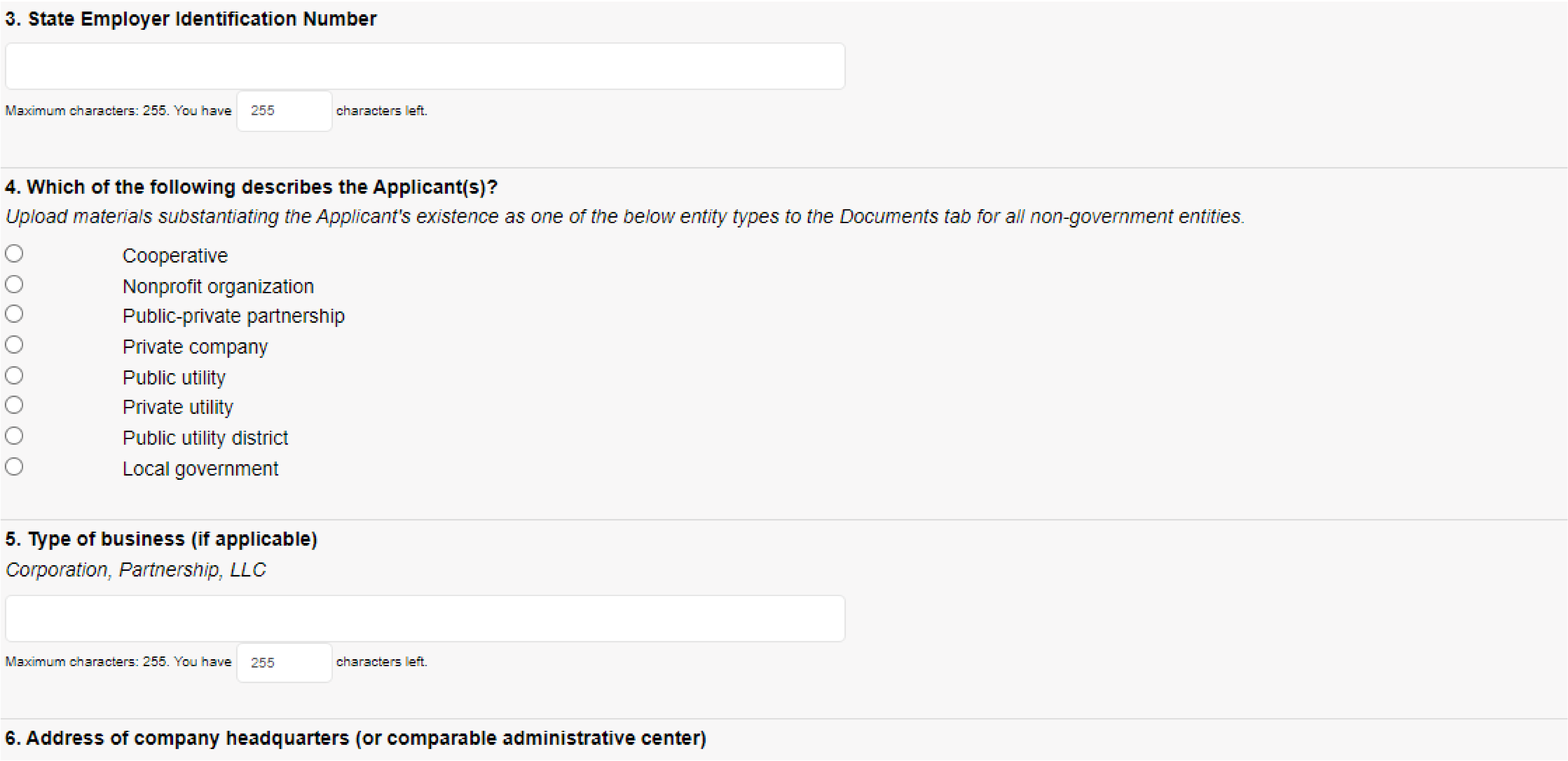
2. Relevant doing business as (DBA) names

Maximum characters: 65000. You have 65000 characters left.

3. State Employer Identification Number

Maximum characters: 255. You have 255 characters left.

Applicant Information



3. State Employer Identification Number

Maximum characters: 255. You have 255 characters left.

4. Which of the following describes the Applicant(s)?

Upload materials substantiating the Applicant's existence as one of the below entity types to the Documents tab for all non-government entities.

○ Cooperative
○ Nonprofit organization
○ Public-private partnership
○ Private company
○ Public utility
○ Private utility
○ Public utility district
○ Local government

5. Type of business (if applicable)

Corporation, Partnership, LLC

Maximum characters: 255. You have 255 characters left.

6. Address of company headquarters (or comparable administrative center)

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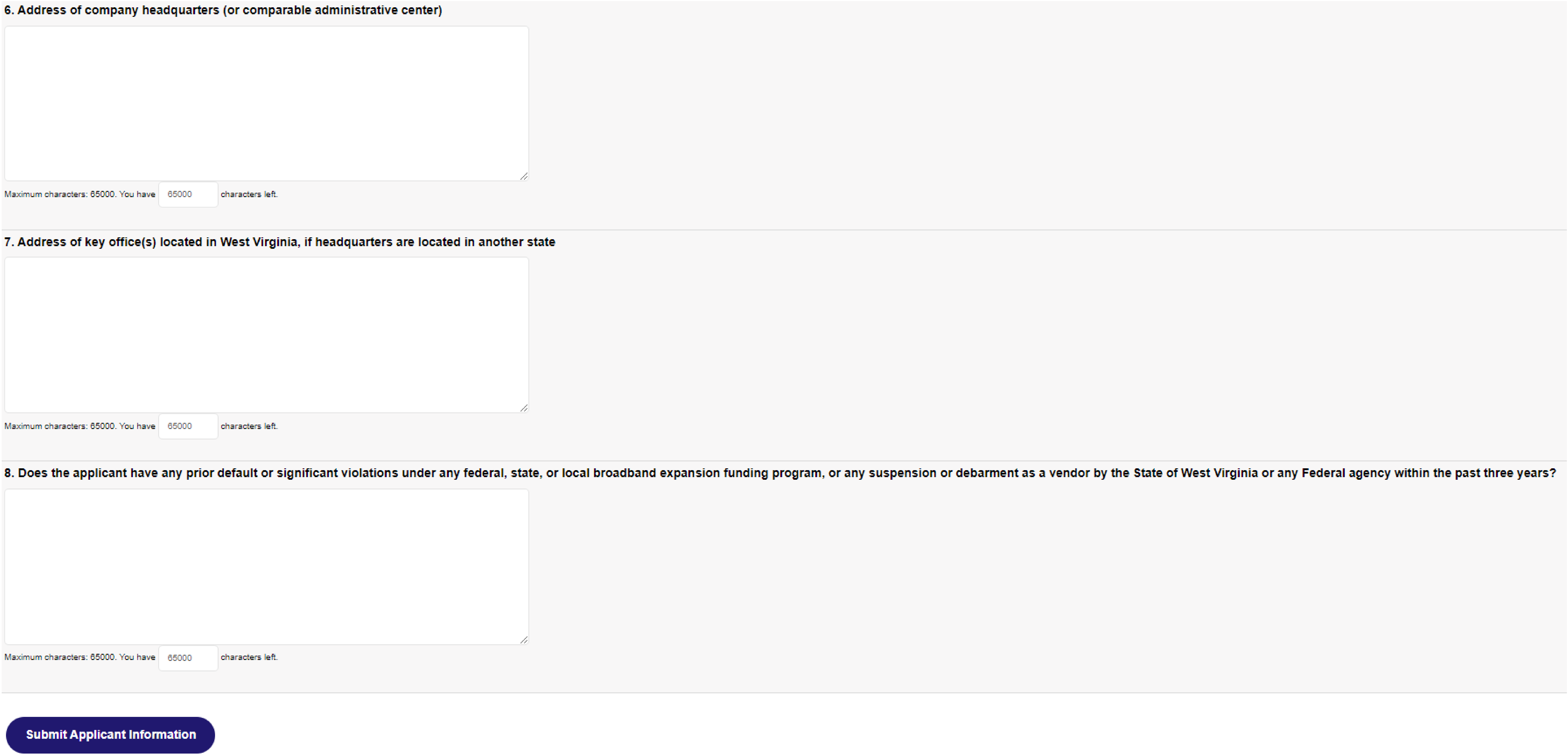
Applicant Information



6. Address of company headquarters (or comparable administrative center)

Maximum characters: 65000. You have 65000 characters left.

7. Address of key office(s) located in West Virginia, if headquarters are located in another state

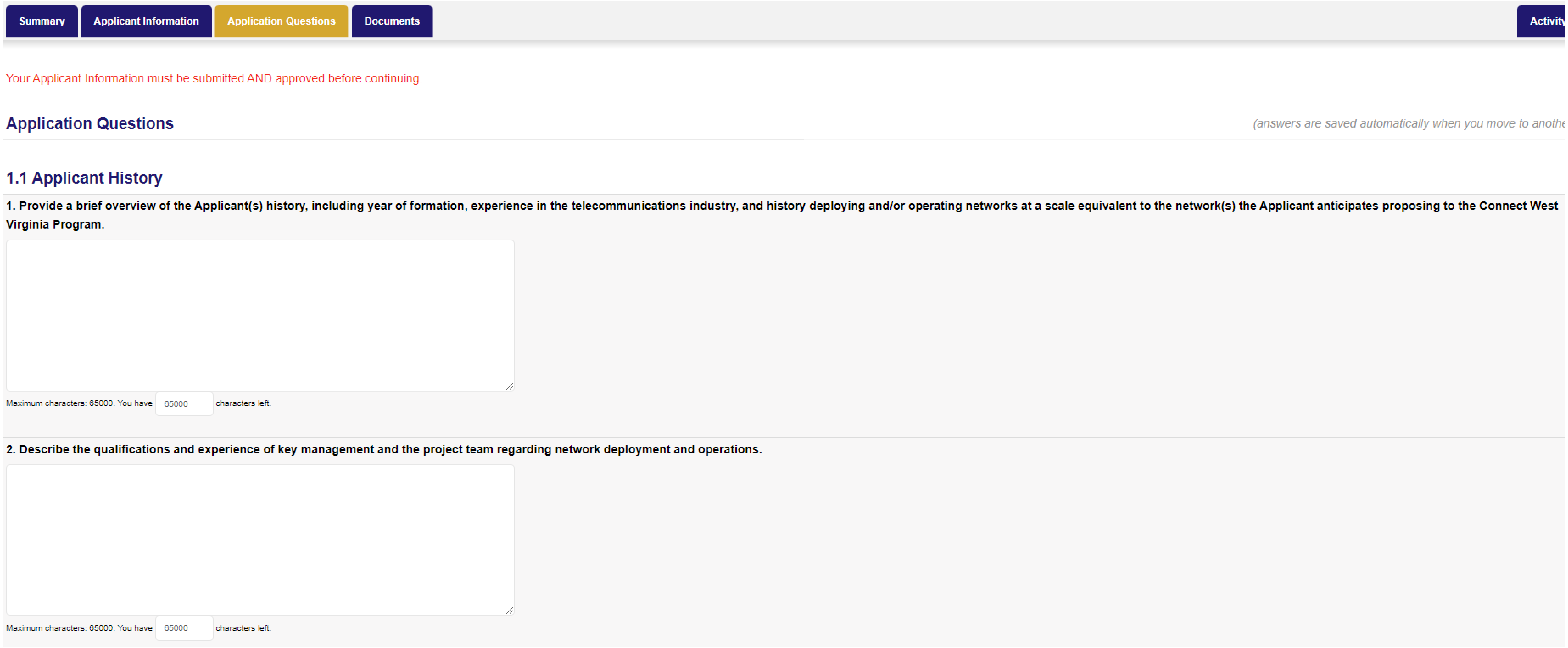
Maximum characters: 65000. You have 65000 characters left.

8. 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 the past three years?

Maximum characters: 65000. You have 65000 characters left.

2.1 Pre-Application Walkthrough: Short and Narrative Responses

Applicant History



Your Applicant Information must be submitted AND approved before continuing.

Application Questions

(answers are saved automatically when you move to anothe

1.1 Applicant History

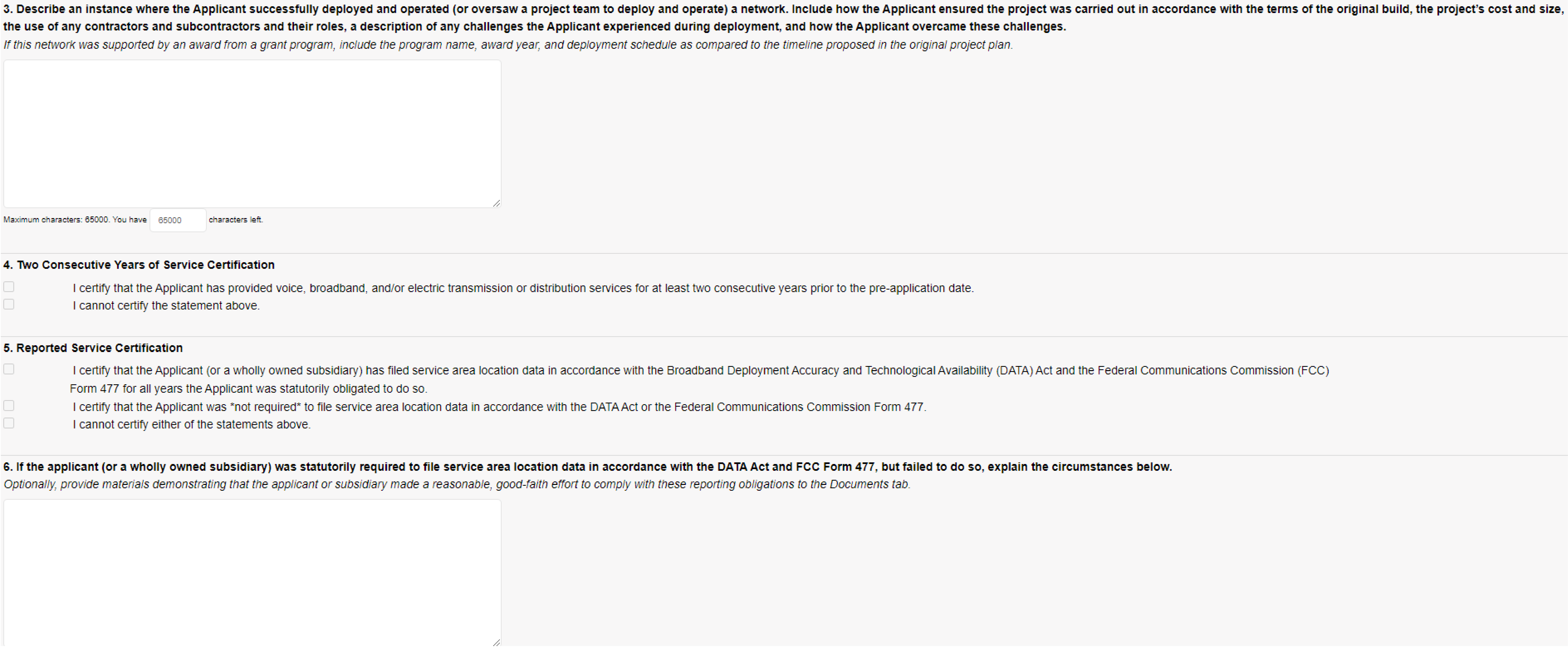
1. Provide a brief overview of the Applicant(s) history, including year of formation, experience in the telecommunications industry, and history deploying and/or operating networks at a scale equivalent to the network(s) the Applicant anticipates proposing to the Connect West Virginia Program.

Maximum characters: 65000. You have 65000 characters left.

2. Describe the qualifications and experience of key management and the project team regarding network deployment and operations.

Maximum characters: 65000. You have 65000 characters left.

Applicant History



3. Describe an instance where the Applicant successfully deployed and operated (or oversaw a project team to deploy and operate) a network. Include how the Applicant ensured the project was carried out in accordance with the terms of the original build, the project's cost and size, the use of any contractors and subcontractors and their roles, a description of any challenges the Applicant experienced during deployment, and how the Applicant overcame these challenges.

If this network was supported by an award from a grant program, include the program name, award year, and deployment schedule as compared to the timeline proposed in the original project plan.

Maximum characters: 65000. You have 65000 characters left.

4. Two Consecutive Years of Service Certification

☐ I certify that the Applicant has provided voice, broadband, and/or electric transmission or distribution services for at least two consecutive years prior to the pre-application date.

☐ I cannot certify the statement above.

5. Reported Service Certification

☐ I certify that the Applicant (or a wholly owned subsidiary) has filed service area location data in accordance with the Broadband Deployment Accuracy and Technological Availability (DATA) Act and the Federal Communications Commission (FCC) Form 477 for all years the Applicant was statutorily obligated to do so.

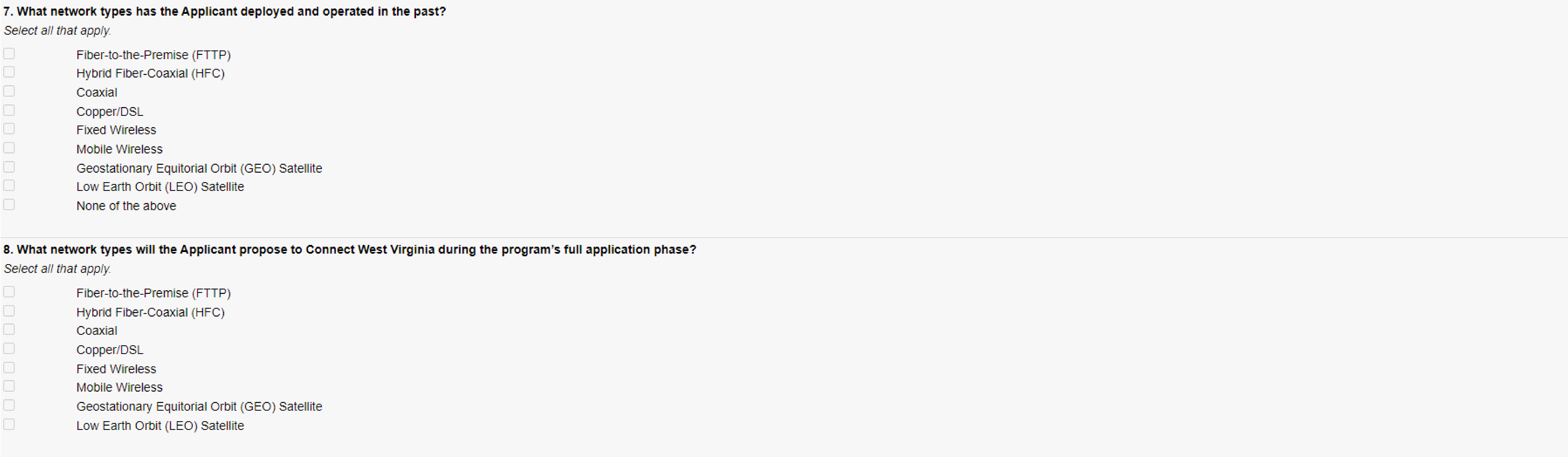
☐ I certify that the Applicant was *not required* to file service area location data in accordance with the DATA Act or the Federal Communications Commission Form 477.

☐ I cannot certify either of the statements above.

6. If the applicant (or a wholly owned subsidiary) was statutorily required to file service area location data in accordance with the DATA Act and FCC Form 477, but failed to do so, explain the circumstances below.

Optionally, provide materials demonstrating that the applicant or subsidiary made a reasonable, good-faith effort to comply with these reporting obligations to the Documents tab.

Applicant History



7. What network types has the Applicant deployed and operated in the past?

Select all that apply.

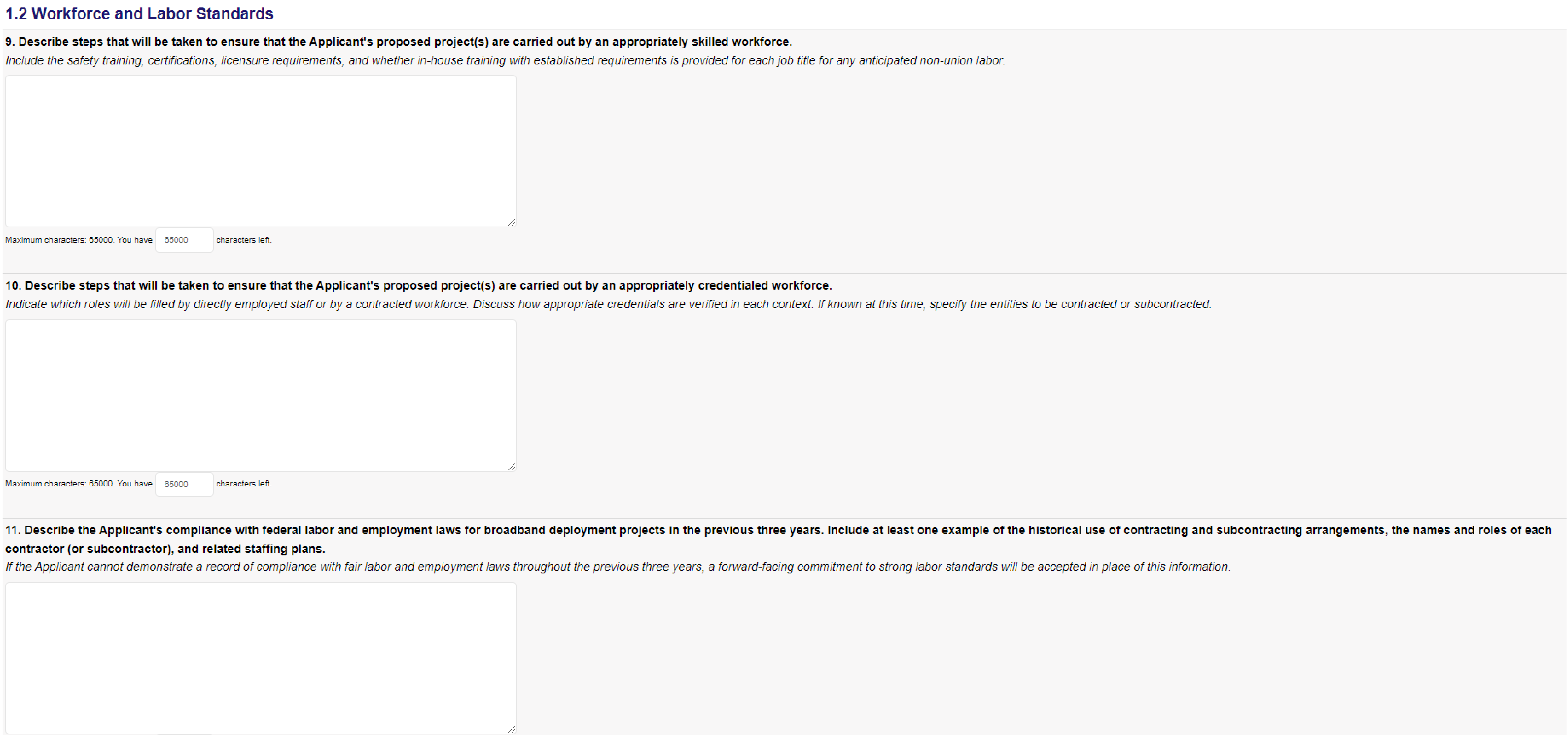
☐ Fiber-to-the-Premise (FTTP)
☐ Hybrid Fiber-Coaxial (HFC)
☐ Coaxial
☐ Copper/DSL
☐ Fixed Wireless
☐ Mobile Wireless
☐ Geostationary Equitorial Orbit (GEO) Satellite
☐ Low Earth Orbit (LEO) Satellite
☐ None of the above

8. What network types will the Applicant propose to Connect West Virginia during the program's full application phase?

Select all that apply.

☐ Fiber-to-the-Premise (FTTP)
☐ Hybrid Fiber-Coaxial (HFC)
☐ Coaxial
☐ Copper/DSL
☐ Fixed Wireless
☐ Mobile Wireless
☐ Geostationary Equitorial Orbit (GEO) Satellite
☐ Low Earth Orbit (LEO) Satellite

Workforce and Labor Standards



1.2 Workforce and Labor Standards

9. Describe steps that will be taken to ensure that the Applicant's proposed project(s) are carried out by an appropriately skilled workforce.

Include the safety training, certifications, licensure requirements, and whether in-house training with established requirements is provided for each job title for any anticipated non-union labor.

Maximum characters: 65000. You have 65000 characters left.

10. Describe steps that will be taken to ensure that the Applicant's proposed project(s) are carried out by an appropriately credentialed workforce.

Indicate which roles will be filled by directly employed staff or by a contracted workforce. Discuss how appropriate credentials are verified in each context. If known at this time, specify the entities to be contracted or subcontracted.

Maximum characters: 65000. You have 65000 characters left.

11. Describe the Applicant's compliance with federal labor and employment laws for broadband deployment projects in the previous three years. Include at least one example of the historical use of contracting and subcontracting arrangements, the names and roles of each contractor (or subcontractor), and related staffing plans.

If the Applicant cannot demonstrate a record of compliance with fair labor and employment laws throughout the previous three years, a forward-facing commitment to strong labor standards will be accepted in place of this information.

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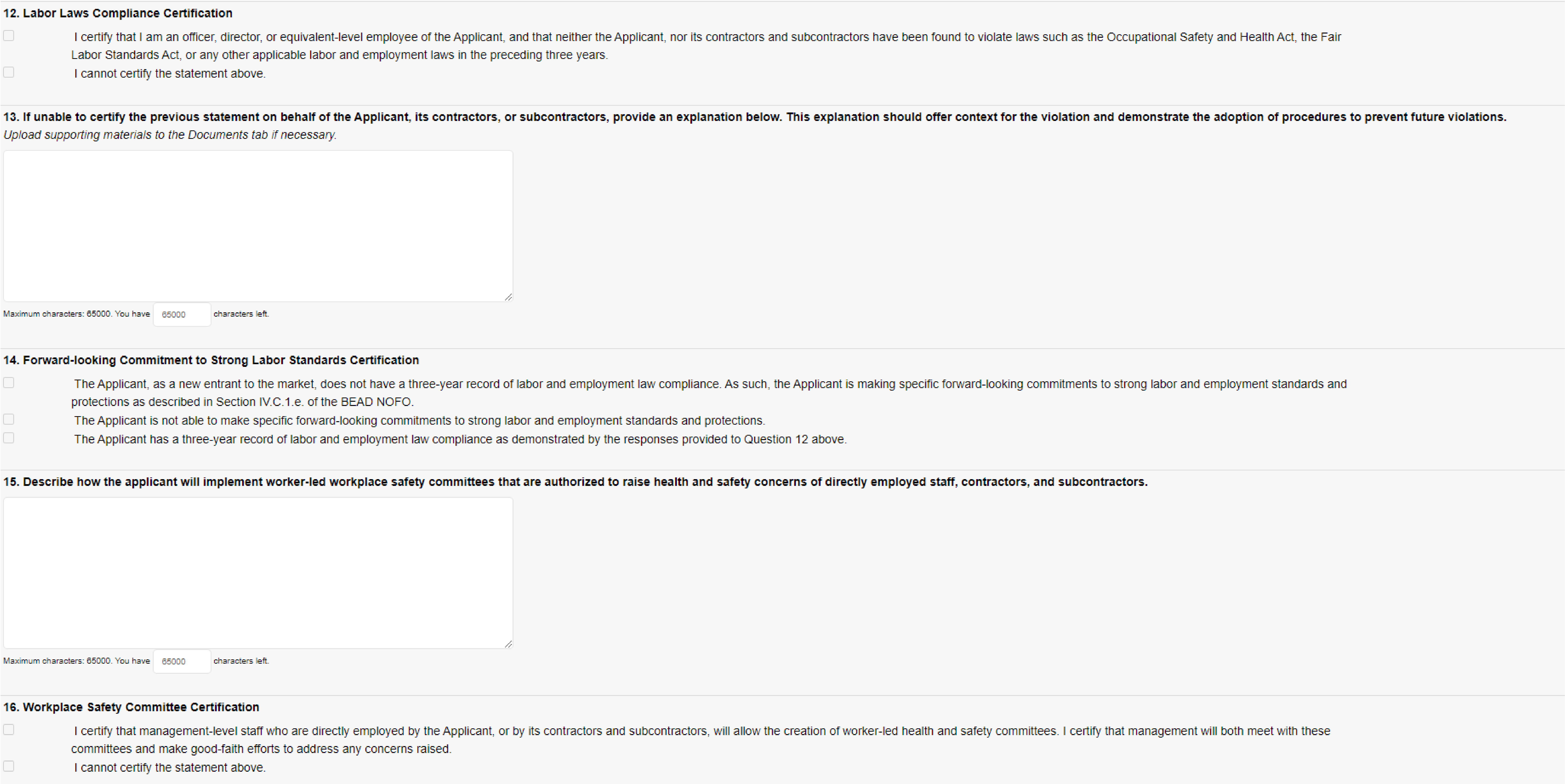
Workforce and Labor Standards



12. Labor Laws Compliance Certification

☐ I certify that I am an officer, director, or equivalent-level employee of the Applicant, and that neither the Applicant, nor its contractors and subcontractors have been found to violate laws such as the Occupational Safety and Health Act, the Fair Labor Standards Act, or any other applicable labor and employment laws in the preceding three years.

☐ I cannot certify the statement above.

13. If unable to certify the previous statement on behalf of the Applicant, its contractors, or subcontractors, provide an explanation below. This explanation should offer context for the violation and demonstrate the adoption of procedures to prevent future violations.

Upload supporting materials to the Documents tab if necessary.

Maximum characters: 65000. You have 65000 characters left.

14. Forward-looking Commitment to Strong Labor Standards Certification

☐ The Applicant, as a new entrant to the market, does not have a three-year record of labor and employment law compliance. As such, the Applicant is making specific forward-looking commitments to strong labor and employment standards and protections as described in Section IV.C.1.e. of the BEAD NOFO.

☐ The Applicant is not able to make specific forward-looking commitments to strong labor and employment standards and protections.

☐ The Applicant has a three-year record of labor and employment law compliance as demonstrated by the responses provided to Question 12 above.

15. Describe how the applicant will implement worker-led workplace safety committees that are authorized to raise health and safety concerns of directly employed staff, contractors, and subcontractors.

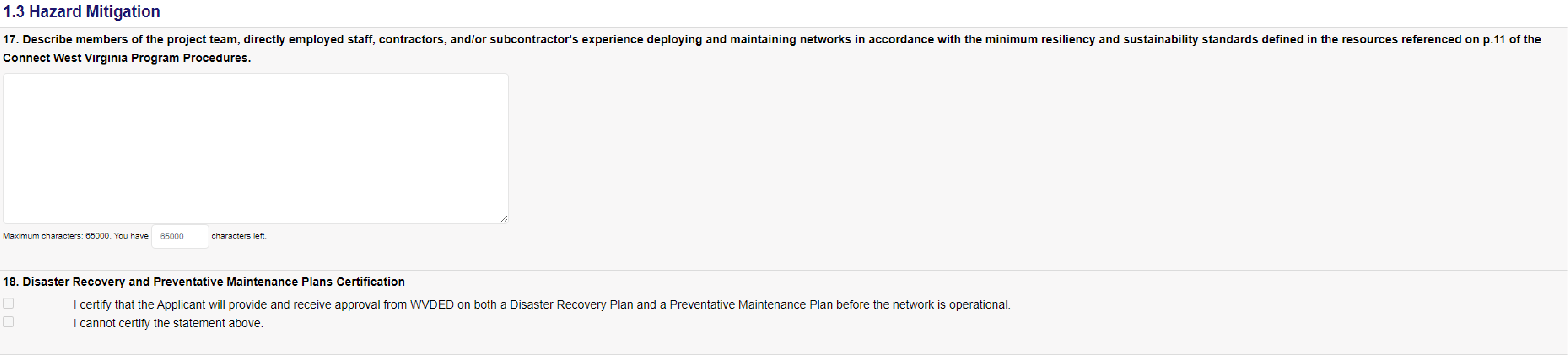
Maximum characters: 65000. You have 65000 characters left.

16. Workplace Safety Committee Certification

☐ I certify that management-level staff who are directly employed by the Applicant, or by its contractors and subcontractors, will allow the creation of worker-led health and safety committees. I certify that management will both meet with these committees and make good-faith efforts to address any concerns raised.

☐ I cannot certify the statement above.

Hazard Mitigation



1.3 Hazard Mitigation

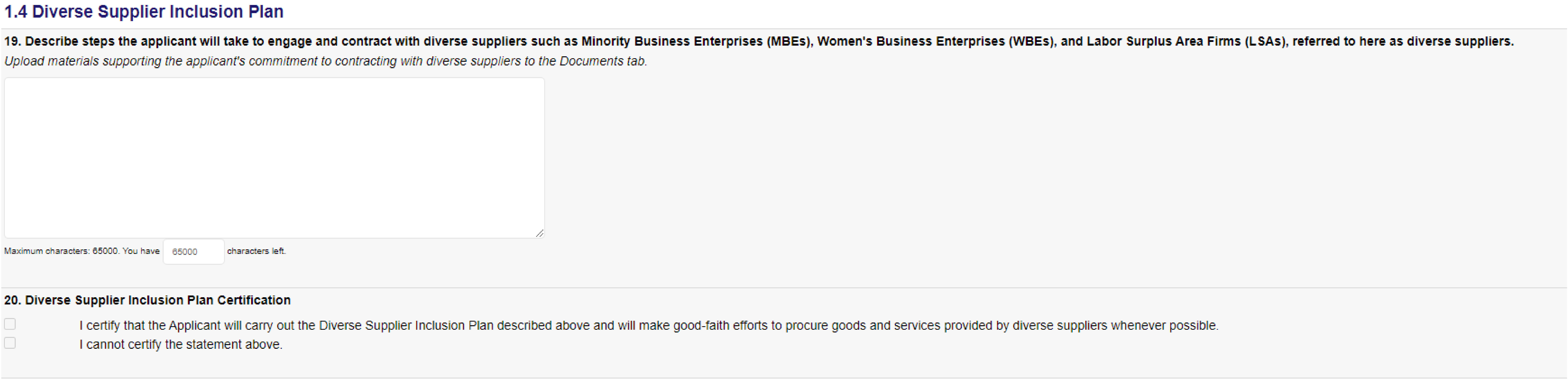
17. Describe members of the project team, directly employed staff, contractors, and/or subcontractor's experience deploying and maintaining networks in accordance with the minimum resiliency and sustainability standards defined in the resources referenced on p.11 of the Connect West Virginia Program Procedures.

Maximum characters: 65000. You have 65000 characters left.

18. Disaster Recovery and Preventative Maintenance Plans Certification

☐ I certify that the Applicant will provide and receive approval from WVDED on both a Disaster Recovery Plan and a Preventative Maintenance Plan before the network is operational.
☐ I cannot certify the statement above.

Diverse Supplier Inclusion Plan



1.4 Diverse Supplier Inclusion Plan

19. Describe steps the applicant will take to engage and contract with diverse suppliers such as Minority Business Enterprises (MBEs), Women's Business Enterprises (WBEs), and Labor Surplus Area Firms (LSAs), referred to here as diverse suppliers.

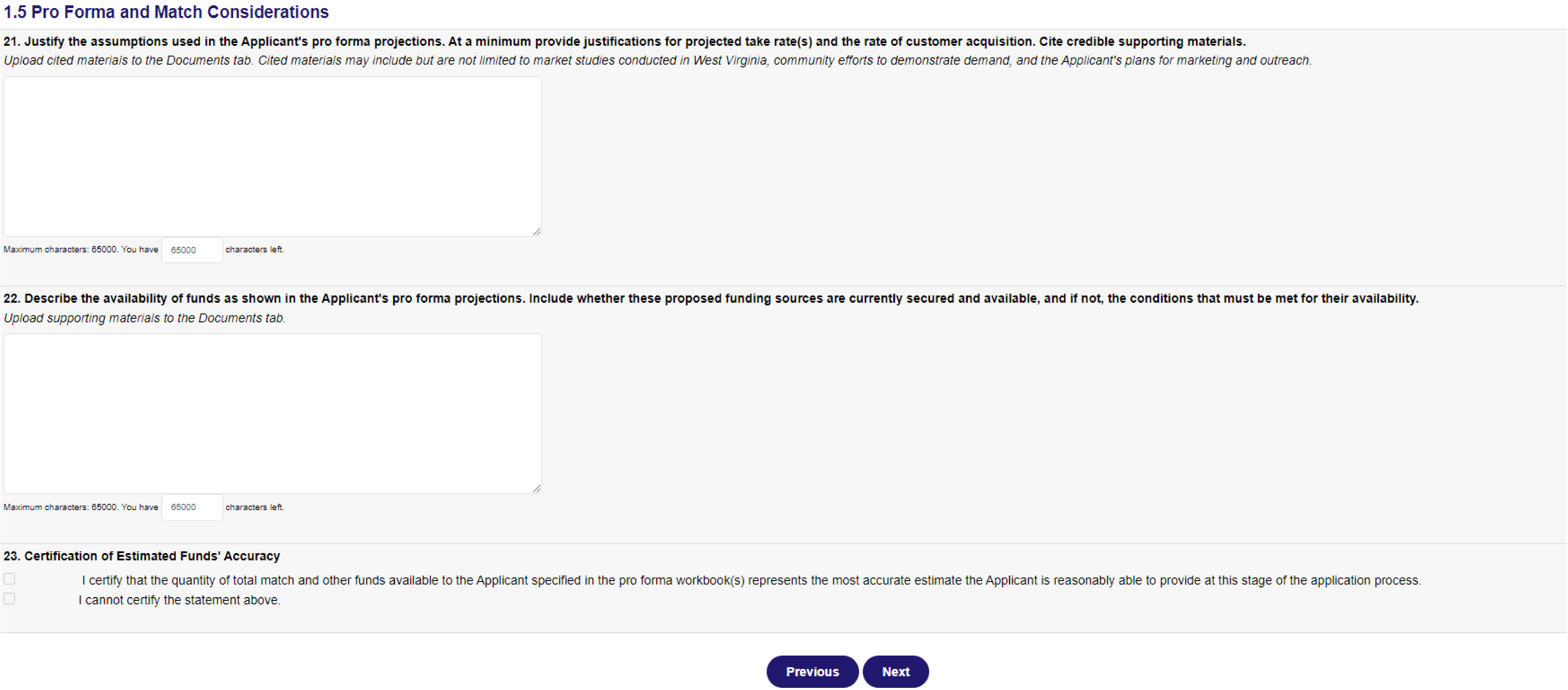
Upload materials supporting the applicant's commitment to contracting with diverse suppliers to the Documents tab.

Maximum characters: 65000. You have 65000 characters left.

20. Diverse Supplier Inclusion Plan Certification

☐ I certify that the Applicant will carry out the Diverse Supplier Inclusion Plan described above and will make good-faith efforts to procure goods and services provided by diverse suppliers whenever possible.
☐ I cannot certify the statement above.

Pro Forma Considerations



1.5 Pro Forma and Match Considerations

21. Justify the assumptions used in the Applicant's pro forma projections. At a minimum provide justifications for projected take rate(s) and the rate of customer acquisition. Cite credible supporting materials.

Upload cited materials to the Documents tab. Cited materials may include but are not limited to market studies conducted in West Virginia, community efforts to demonstrate demand, and the Applicant's plans for marketing and outreach.

Maximum characters: 65000. You have 65000 characters left.

22. Describe the availability of funds as shown in the Applicant's pro forma projections. Include whether these proposed funding sources are currently secured and available, and if not, the conditions that must be met for their availability.

Upload supporting materials to the Documents tab.

Maximum characters: 65000. You have 65000 characters left.

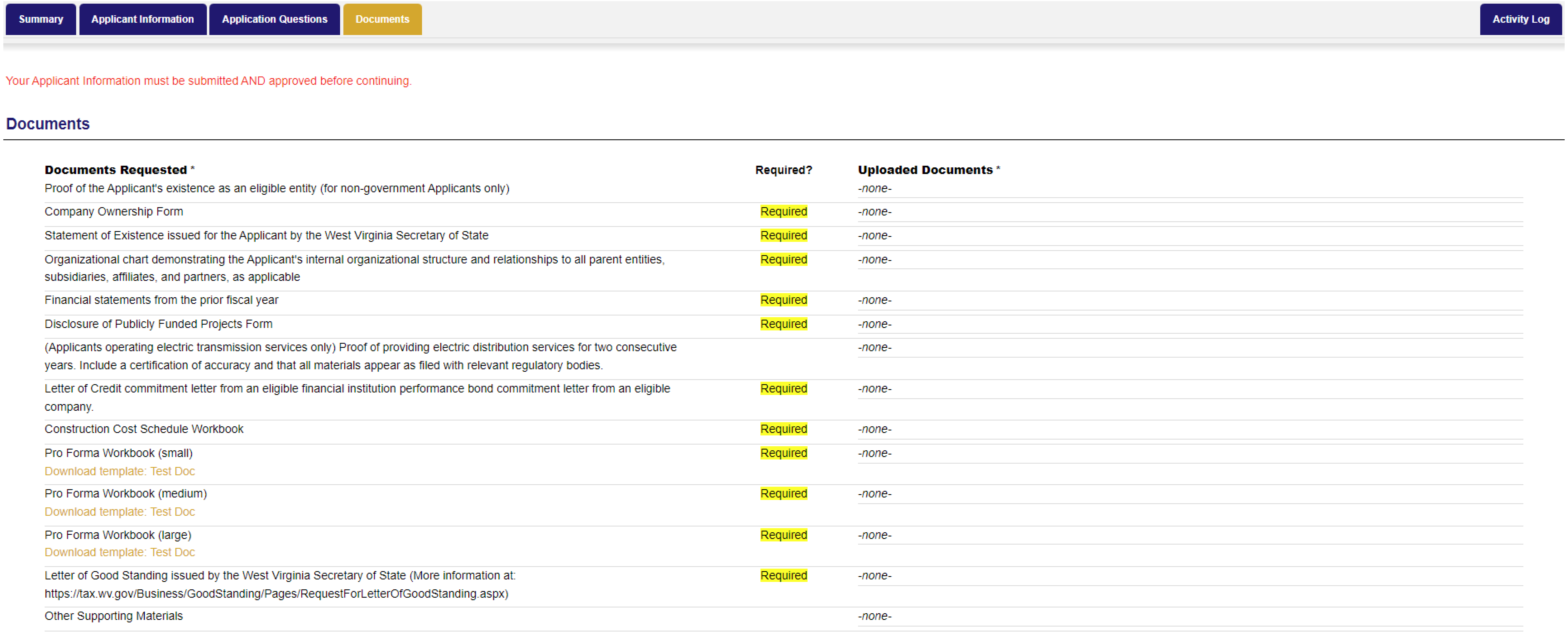
23. Certification of Estimated Funds' Accuracy

☐ I certify that the quantity of total match and other funds available to the Applicant specified in the pro forma workbook(s) represents the most accurate estimate the Applicant is reasonably able to provide at this stage of the application process.

☐ I cannot certify the statement above.

2.2 Pre-Application Walkthrough: Documents and Supporting Materials

Document Uploads

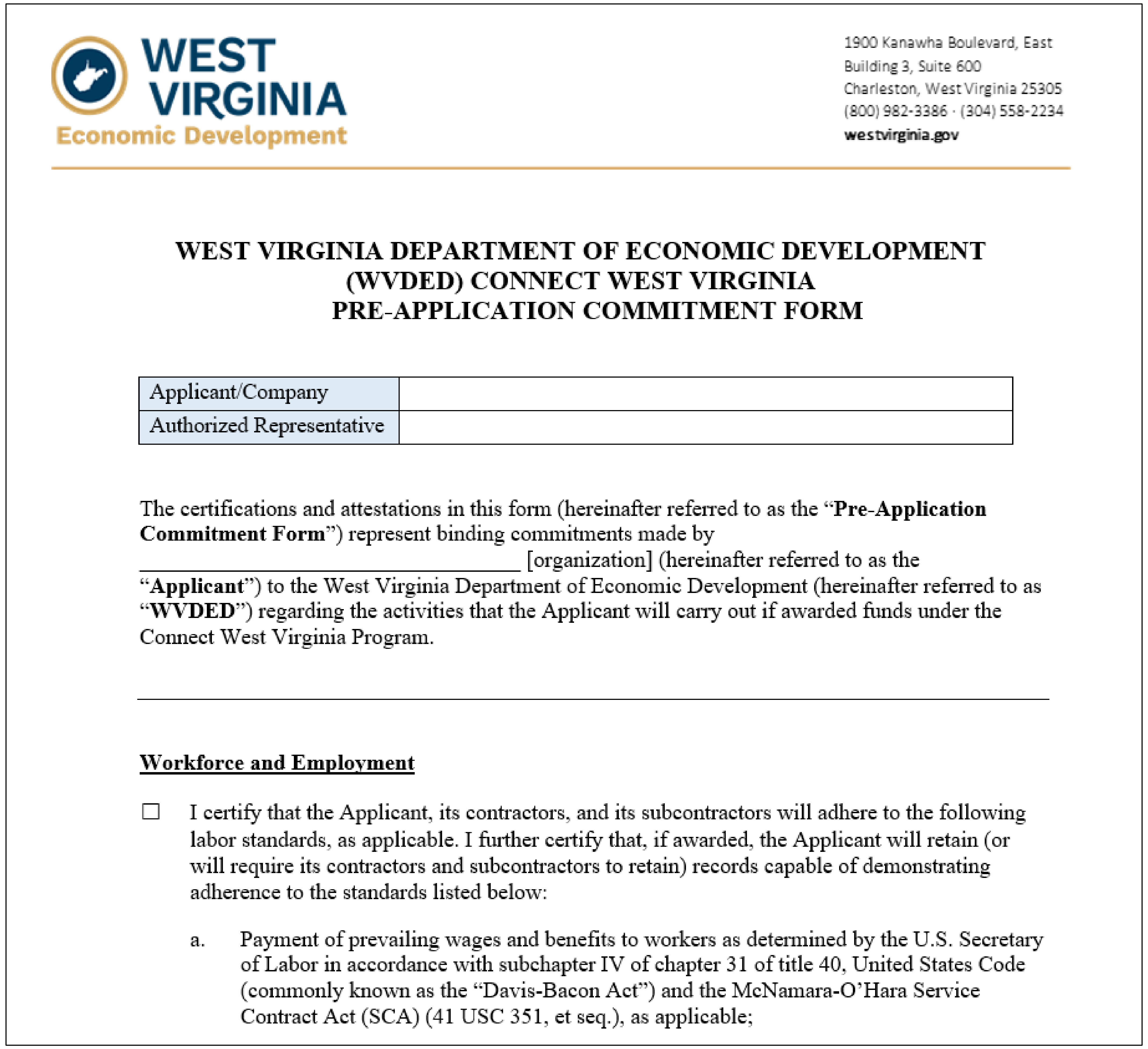


Your Applicant Information must be submitted AND approved before continuing.

Documents

Documents Requested *	Required?	**Uploaded Documents** *
Proof of the Applicant's existence as an eligible entity (for non-government Applicants only)		*-none-*
Company Ownership Form	Required	*-none-*
Statement of Existence issued for the Applicant by the West Virginia Secretary of State	Required	*-none-*
Organizational chart demonstrating the Applicant's internal organizational structure and relationships to all parent entities, subsidiaries, affiliates, and partners, as applicable	Required	*-none-*
Financial statements from the prior fiscal year	Required	*-none-*
Disclosure of Publicly Funded Projects Form	Required	*-none-*
(Applicants operating electric transmission services only) Proof of providing electric distribution services for two consecutive years. Include a certification of accuracy and that all materials appear as filed with relevant regulatory bodies.		*-none-*
Letter of Credit commitment letter from an eligible financial institution performance bond commitment letter from an eligible company.	Required	*-none-*
Construction Cost Schedule Workbook	Required	*-none-*
Pro Forma Workbook (small) Download template: Test Doc	Required	*-none-*
Pro Forma Workbook (medium) Download template: Test Doc	Required	*-none-*
Pro Forma Workbook (large) Download template: Test Doc	Required	*-none-*
Letter of Good Standing issued by the West Virginia Secretary of State (More information at: https://tax.wv.gov/Business/GoodStanding/Pages/RequestForLetterOfGoodStanding.aspx)	Required	*-none-*
Other Supporting Materials		*-none-*

Pre-Application Commitment Form



WEST VIRGINIA
Economic Development

1900 Kanawha Boulevard, East
Building 3, Suite 600
Charleston, West Virginia 25305
(800) 982-3386 · (304) 558-2234
westvirginia.gov

WEST VIRGINIA DEPARTMENT OF ECONOMIC DEVELOPMENT (WVDED) CONNECT WEST VIRGINIA PRE-APPLICATION COMMITMENT FORM

Applicant/Company	
Authorized Representative	

The certifications and attestations in this form (hereinafter referred to as the "**Pre-Application Commitment Form**") represent binding commitments made by ______________________________ [organization] (hereinafter referred to as the "**Applicant**") to the West Virginia Department of Economic Development (hereinafter referred to as "**WVDED**") regarding the activities that the Applicant will carry out if awarded funds under the Connect West Virginia Program.

Workforce and Employment

☐ I certify that the Applicant, its contractors, and its subcontractors will adhere to the following labor standards, as applicable. I further certify that, if awarded, the Applicant will retain (or will require its contractors and subcontractors to retain) records capable of demonstrating adherence to the standards listed below:

a. Payment of prevailing wages and benefits to workers as determined by the U.S. Secretary of Labor in accordance with subchapter IV of chapter 31 of title 40, United States Code (commonly known as the "Davis-Bacon Act") and the McNamara-O'Hara Service Contract Act (SCA) (41 USC 351, et seq.), as applicable;

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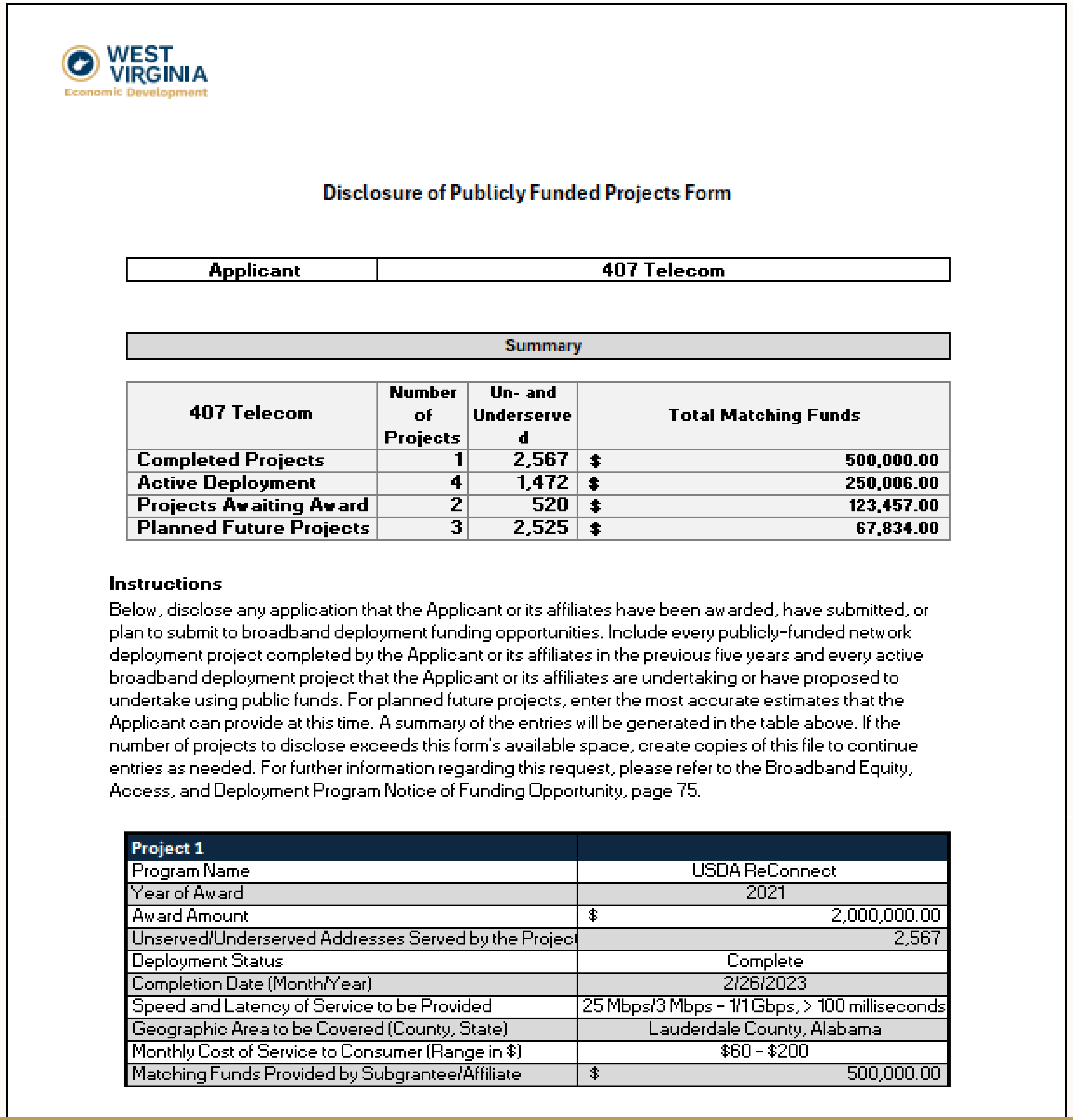
Economic Development

Documents and Supporting Materials

- Statement of Existence issued by the West Virginia Secretary of State
- Proof of existence as a cooperative, nonprofit organization, public-private partnership, private company, public or private utility, public utility district
- Organizational chart detailing all parents, subsidiaries, and affiliates
- Company Ownership Form
- Audited* financial statements from the prior fiscal year
- Disclosure of Publicly-funded Projects Form
- ILOC Commitment Letter or bond commitment letter from an eligible financial institution or qualified bond issuer
- Workbooks

*If providing unaudited financial statements, applicants must commit to providing WVDED audited financial statements for the previous fiscal year before awards are announced. If your company does not conduct audits in its normal course of business, start preparing for an audit *as soon as possible.*

Disclosure of Publicly Funded Projects Form



Disclosure of Publicly Funded Projects Form

Applicant	**407 Telecom**

Summary

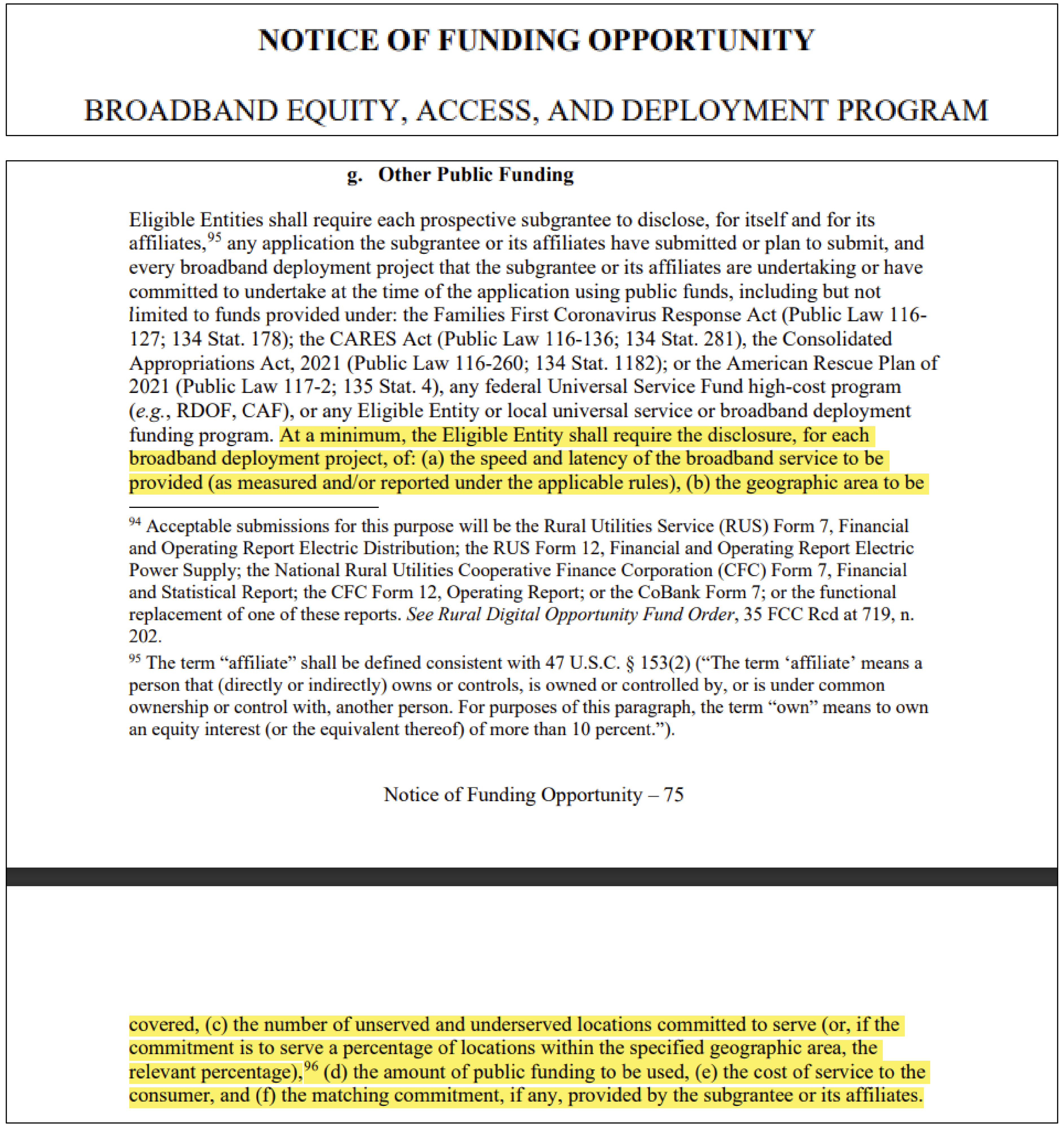
407 Telecom	Number of Projects	Un- and Underserved	Total Matching Funds
Completed Projects	1	2,567	$ 500,000.00
Active Deployment	4	1,472	$ 250,006.00
Projects Awaiting Award	2	520	$ 123,457.00
Planned Future Projects	3	2,525	$ 67,834.00

Instructions

Below, disclose any application that the Applicant or its affiliates have been awarded, have submitted, or plan to submit to broadband deployment funding opportunities. Include every publicly-funded network deployment project completed by the Applicant or its affiliates in the previous five years and every active broadband deployment project that the Applicant or its affiliates are undertaking or have proposed to undertake using public funds. For planned future projects, enter the most accurate estimates that the Applicant can provide at this time. A summary of the entries will be generated in the table above. If the number of projects to disclose exceeds this form's available space, create copies of this file to continue entries as needed. For further information regarding this request, please refer to the Broadband Equity, Access, and Deployment Program Notice of Funding Opportunity, page 75.

Project 1	
Program Name	USDA ReConnect
Year of Award	2021
Award Amount	$ 2,000,000.00
Unserved/Underserved Addresses Served by the Projec	2,567
Deployment Status	Complete
Completion Date (Month/Year)	2/26/2023
Speed and Latency of Service to be Provided	25 Mbps/3 Mbps – 1/1 Gbps, > 100 milliseconds
Geographic Area to be Covered (County, State)	Lauderdale County, Alabama
Monthly Cost of Service to Consumer (Range in $)	$60 – $200
Matching Funds Provided by Subgrantee/Affiliate	$ 500,000.00

Disclosure of Publicly Funded Projects Form



NOTICE OF FUNDING OPPORTUNITY

BROADBAND EQUITY, ACCESS, AND DEPLOYMENT PROGRAM

g. Other Public Funding

Eligible Entities shall require each prospective subgrantee to disclose, for itself and for its affiliates,[95] any application the subgrantee or its affiliates have submitted or plan to submit, and every broadband deployment project that the subgrantee or its affiliates are undertaking or have committed to undertake at the time of the application using public funds, including but not limited to funds provided under: the Families First Coronavirus Response Act (Public Law 116-127; 134 Stat. 178); the CARES Act (Public Law 116-136; 134 Stat. 281), the Consolidated Appropriations Act, 2021 (Public Law 116-260; 134 Stat. 1182); or the American Rescue Plan of 2021 (Public Law 117-2; 135 Stat. 4), any federal Universal Service Fund high-cost program (*e.g.*, RDOF, CAF), or any Eligible Entity or local universal service or broadband deployment funding program. At a minimum, the Eligible Entity shall require the disclosure, for each broadband deployment project, of: (a) the speed and latency of the broadband service to be provided (as measured and/or reported under the applicable rules), (b) the geographic area to be covered, (c) the number of unserved and underserved locations committed to serve (or, if the commitment is to serve a percentage of locations within the specified geographic area, the relevant percentage),[96] (d) the amount of public funding to be used, (e) the cost of service to the consumer, and (f) the matching commitment, if any, provided by the subgrantee or its affiliates.

---

[94] Acceptable submissions for this purpose will be the Rural Utilities Service (RUS) Form 7, Financial and Operating Report Electric Distribution; the RUS Form 12, Financial and Operating Report Electric Power Supply; the National Rural Utilities Cooperative Finance Corporation (CFC) Form 7, Financial and Statistical Report; the CFC Form 12, Operating Report; or the CoBank Form 7; or the functional replacement of one of these reports. *See Rural Digital Opportunity Fund Order*, 35 FCC Rcd at 719, n. 202.

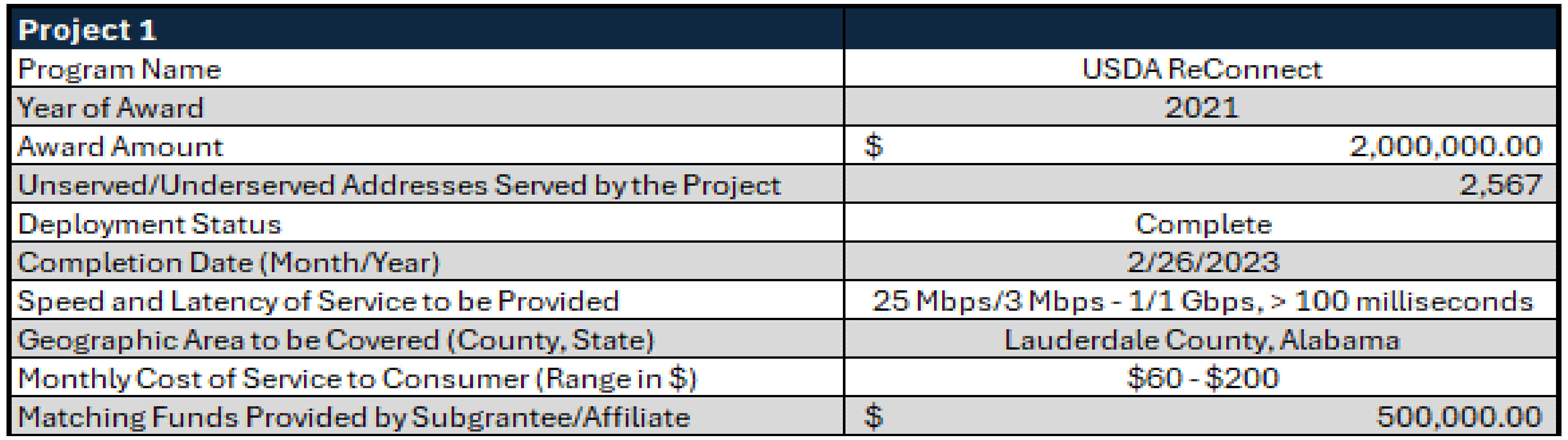
[95] The term "affiliate" shall be defined consistent with 47 U.S.C. § 153(2) ("The term 'affiliate' means a person that (directly or indirectly) owns or controls, is owned or controlled by, or is under common ownership or control with, another person. For purposes of this paragraph, the term "own" means to own an equity interest (or the equivalent thereof) of more than 10 percent.").

Notice of Funding Opportunity – 75

BEAD NOFO, p. 75

"At a minimum, the Eligible Entity shall require disclosure of…

a) The speed and latency of the broadband service to be provided
b) The geographic area to be covered
c) The number of unserved and underserved locations committed to serve
d) The amount of public funding to be used
e) The cost of the service to the consumer
f) The matching commitment…provided by the subgrantee or its affiliates."



Project 1		
Program Name	USDA ReConnect	
Year of Award	2021	
Award Amount	$	2,000,000.00
Unserved/Underserved Addresses Served by the Project		2,567
Deployment Status	Complete	
Completion Date (Month/Year)	2/26/2023	
Speed and Latency of Service to be Provided	25 Mbps/3 Mbps - 1/1 Gbps, > 100 milliseconds	
Geographic Area to be Covered (County, State)	Lauderdale County, Alabama	
Monthly Cost of Service to Consumer (Range in $)	$60 - $200	
Matching Funds Provided by Subgrantee/Affiliate	$	500,000.00

2.3 Pre-Application Walkthrough: Workbooks

Overview of the Workbooks

The two workbooks will:

- Collect information on 2-3 hypothetical projects of varying sizes scaled to the capacity and interest of the applicant;
- Enable applicants to build and detail their construction cost factors that will be used when they propose projects; and
- Provide WVDED with other information relevant to each applicant’s forthcoming Proposed Projects in the Full Application phase.

Contents and Flow of the Workbooks

2-3 Pro Formas

- General and Cost Factor Info
- Project Specifications
- Funding and Match
- Cost Breakdowns
- Cash Flow

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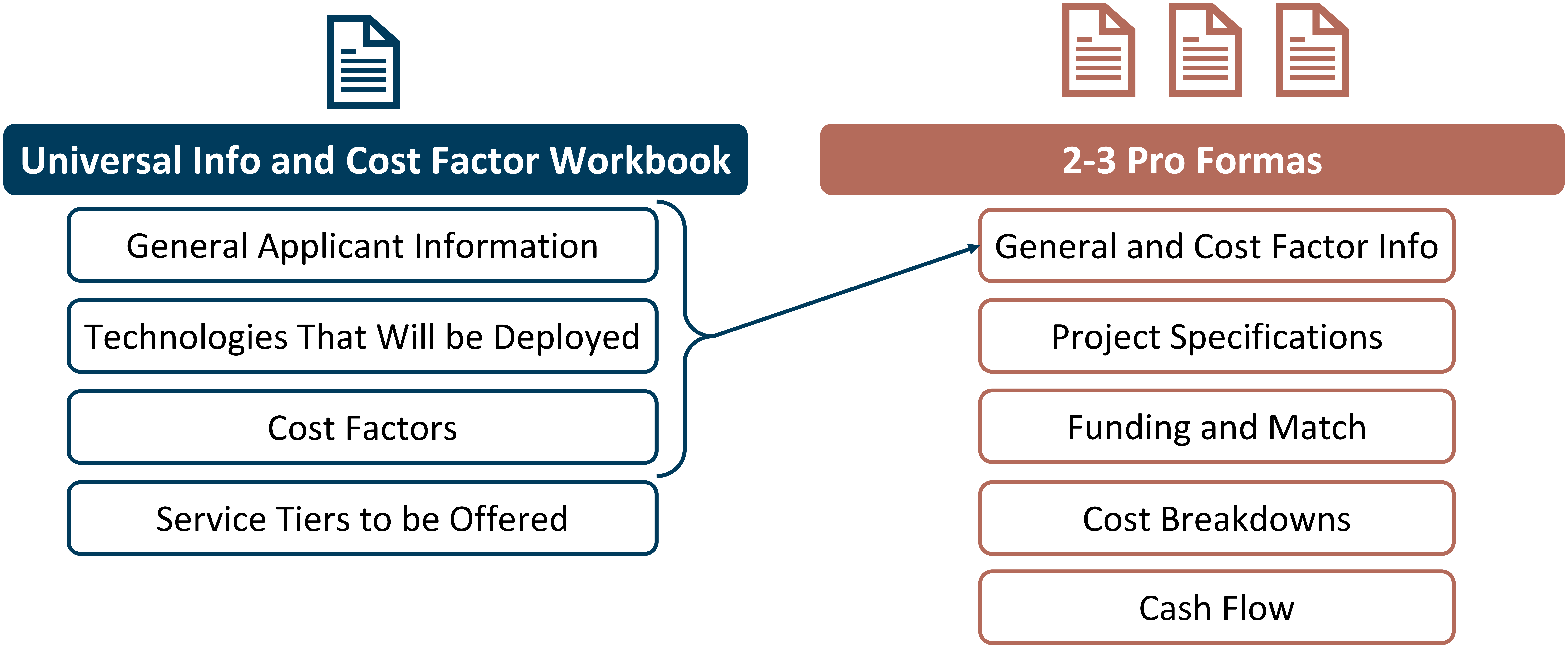
Economic Development

Contents and Flow of the Workbooks



Universal Info and Cost Factor Workbook

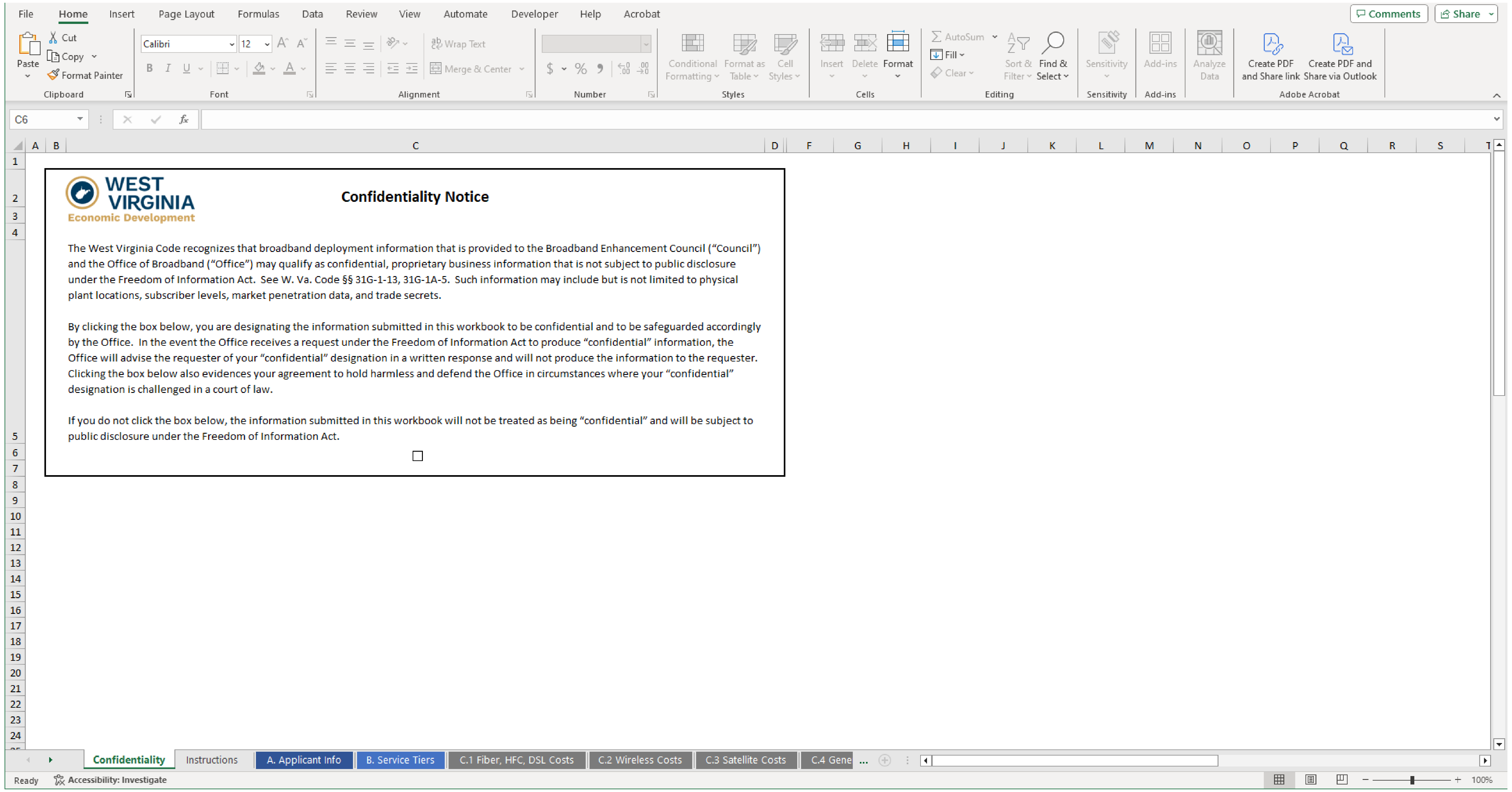
- General Applicant Information
- Technologies That Will be Deployed
- Cost Factors
- Service Tiers to be Offered

2-3 Pro Formas

- General and Cost Factor Info
- Project Specifications
- Funding and Match
- Cost Breakdowns
- Cash Flow

Universal Info and Cost Factor Workbook

Universal Info and Cost Factor Workbook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Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
100%

WEST VIRGINIA
Economic Development

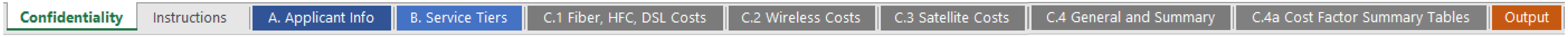
Confidentiality Notice

The West Virginia Code recognizes that broadband deployment information that is provided to the Broadband Enhancement Council (“Council”) and the Office of Broadband (“Office”) may qualify as confidential, proprietary business information that is not subject to public disclosure under the Freedom of Information Act. See W. Va. Code §§ 31G-1-13, 31G-1A-5. Such information may include but is not limited to physical plant locations, subscriber levels, market penetration data, and trade secrets.

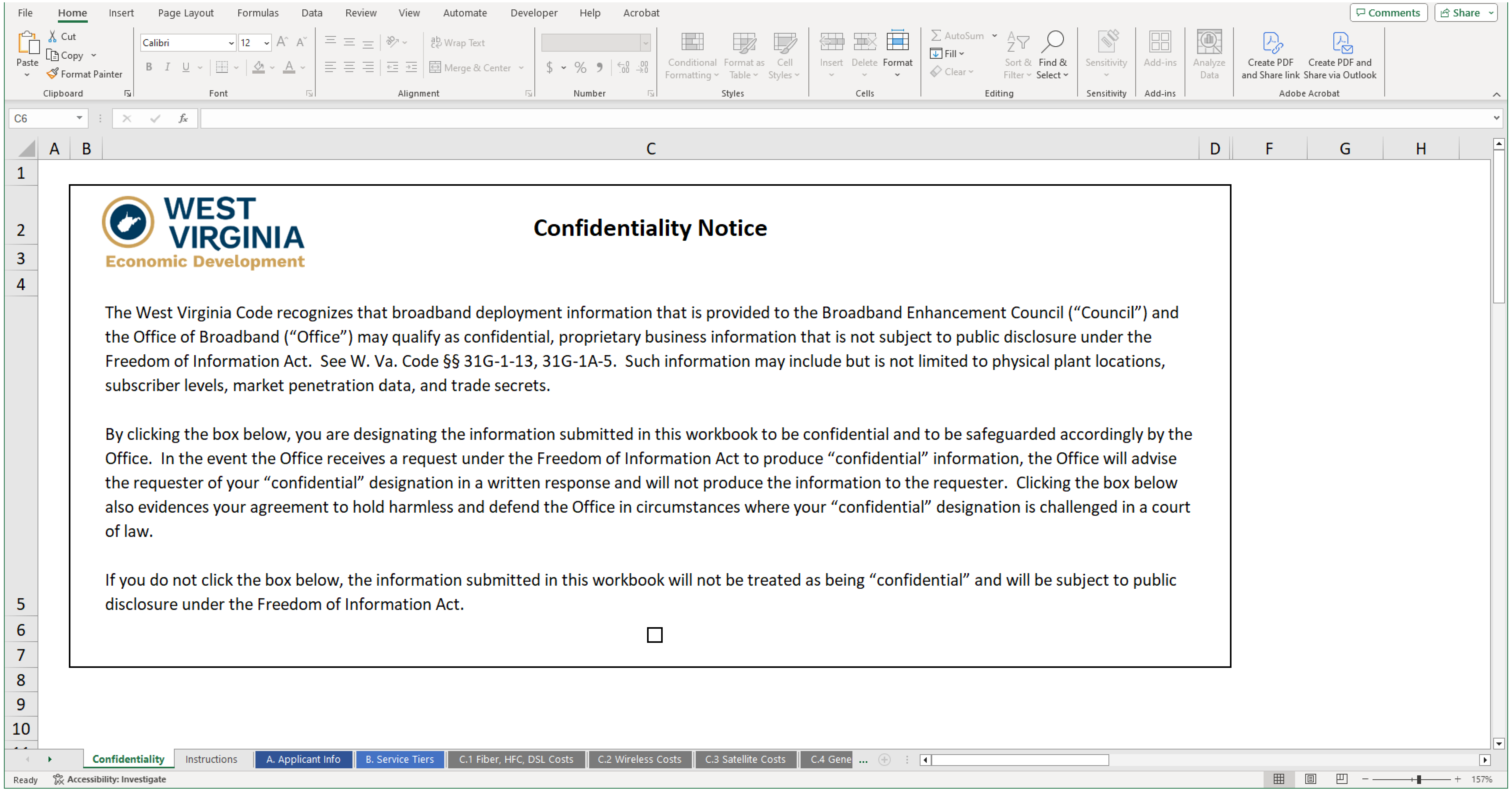
By clicking the box below, you are designating the information submitted in this workbook to be confidential and to be safeguarded accordingly by the Office. In the event the Office receives a request under the Freedom of Information Act to produce “confidential” information, the Office will advise the requester of your “confidential” designation in a written response and will not produce the information to the requester. Clicking the box below also evidences your agreement to hold harmless and defend the Office in circumstances where your “confidential” designation is challenged in a court of law.

If you do not click the box below, the information submitted in this workbook will not be treated as being “confidential” and will be subject to public disclosure under the Freedom of Information Act.

☐


Confidentiality
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
C.4a Cost Factor Summary Tables
Output

Confidentiality Notice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Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
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WEST VIRGINIA
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Accessibility: Investigate
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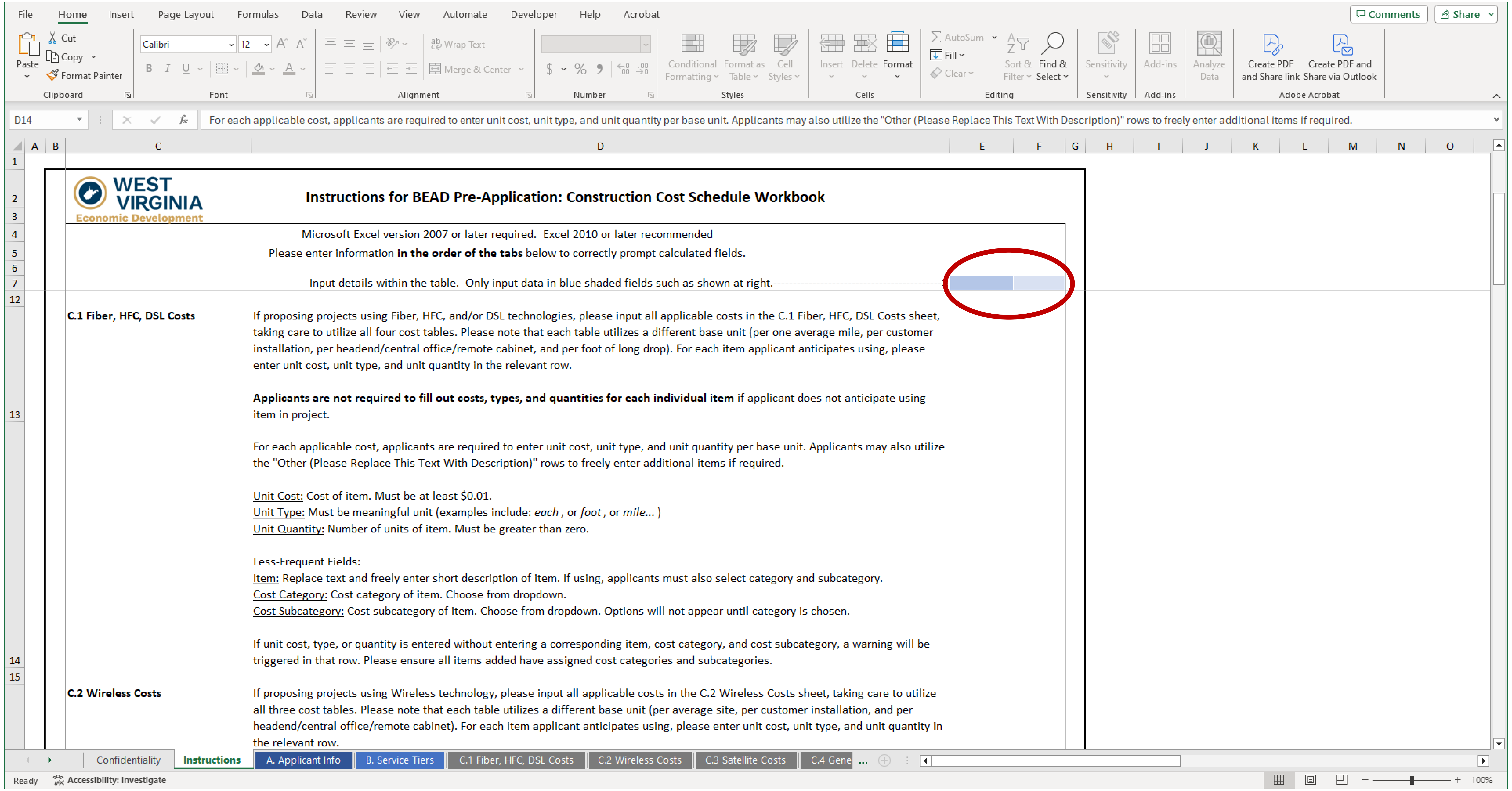
☐

Instructions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Developer
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Acrobat
Comments
Share
Clipboard
Font
Alignment
Number
Styles
Cells
Editing
Sensitivity
Add-ins
Adobe Acrobat
D14
Confidentiality
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
100%

For each applicable cost, applicants are required to enter unit cost, unit type, and unit quantity per base unit. Applicants may also utilize the "Other (Please Replace This Text With Description)" rows to freely enter additional items if required.

WEST VIRGINIA Economic Development

Instructions for BEAD Pre-Application: Construction Cost Schedule Workbook

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

Please enter information **in the order of the tabs** below to correctly prompt calculated fields.

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

C.1 Fiber, HFC, DSL Costs

If proposing projects using Fiber, HFC, and/or DSL technologies, please input all applicable costs in the C.1 Fiber, HFC, DSL Costs sheet, taking care to utilize all four cost tables. Please note that each table utilizes a different base unit (per one average mile, per customer installation, per headend/central office/remote cabinet, and per foot of long drop). For each item applicant anticipates using, please enter unit cost, unit type, and unit quantity in the relevant row.

Applicants are not required to fill out costs, types, and quantities for each individual item if applicant does not anticipate using item in project.

For each applicable cost, applicants are required to enter unit cost, unit type, and unit quantity per base unit. Applicants may also utilize the "Other (Please Replace This Text With Description)" rows to freely enter additional items if required.

Unit Cost: Cost of item. Must be at least $0.01.
Unit Type: Must be meaningful unit (examples include: *each* , or *foot* , or *mile...*)
Unit Quantity: Number of units of item. Must be greater than zero.

Less-Frequent Fields:
Item: Replace text and freely enter short description of item. If using, applicants must also select category and subcategory.
Cost Category: Cost category of item. Choose from dropdown.
Cost Subcategory: Cost subcategory of item. Choose from dropdown. Options will not appear until category is chosen.

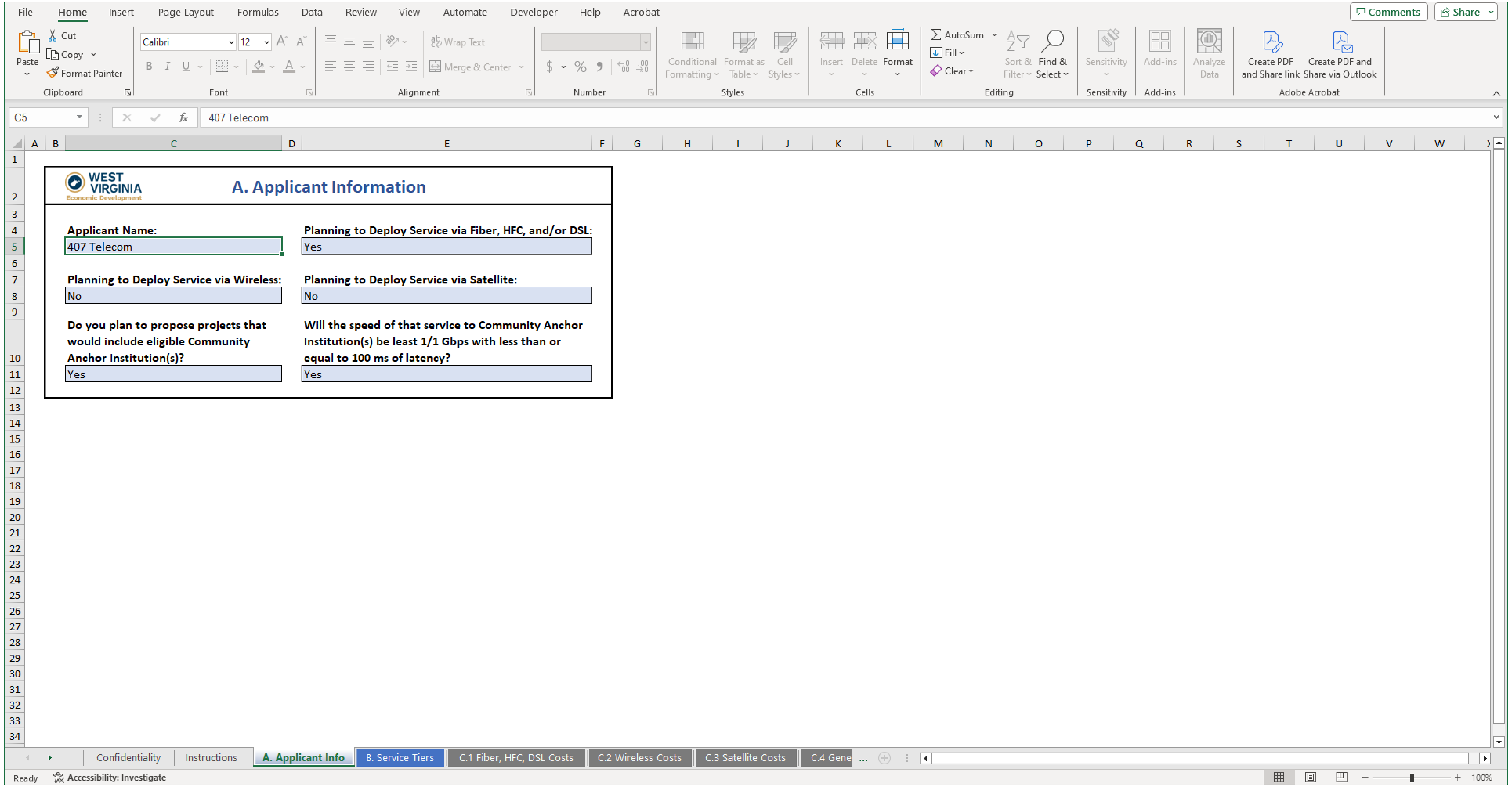
If unit cost, type, or quantity is entered without entering a corresponding item, cost category, and cost subcategory, a warning will be triggered in that row. Please ensure all items added have assigned cost categories and subcategories.

C.2 Wireless Costs

If proposing projects using Wireless technology, please input all applicable costs in the C.2 Wireless Costs sheet, taking care to utilize all three cost tables. Please note that each table utilizes a different base unit (per average site, per customer installation, and per headend/central office/remote cabinet). For each item applicant anticipates using, please enter unit cost, unit type, and unit quantity in the relevant row.

WEST VIRGINIA Economic Development

A. Applicant Information



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Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
C5
407 Telecom
WEST VIRGINIA Economic Development
Confidentiality
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
100%

A. Applicant Information

Applicant Name: 407 Telecom

Planning to Deploy Service via Fiber, HFC, and/or DSL: Yes

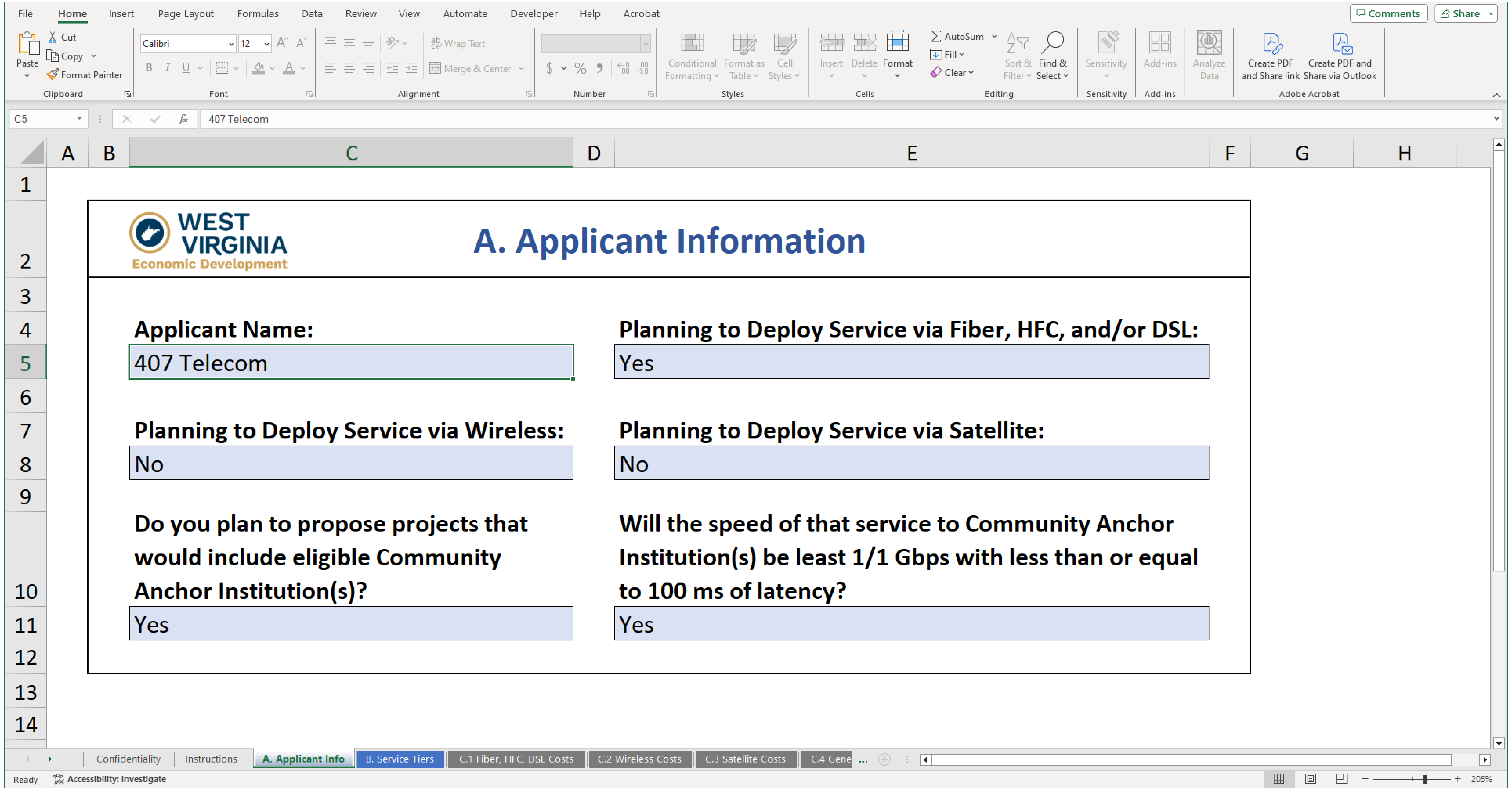
Planning to Deploy Service via Wireless: No

Planning to Deploy Service via Satellite: No

Do you plan to propose projects that would include eligible Community Anchor Institution(s)? Yes

Will the speed of that service to Community Anchor Institution(s) be least 1/1 Gbps with less than or equal to 100 ms of latency? Yes

A. Applicant Information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Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
C5
Confidentiality
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A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
205%

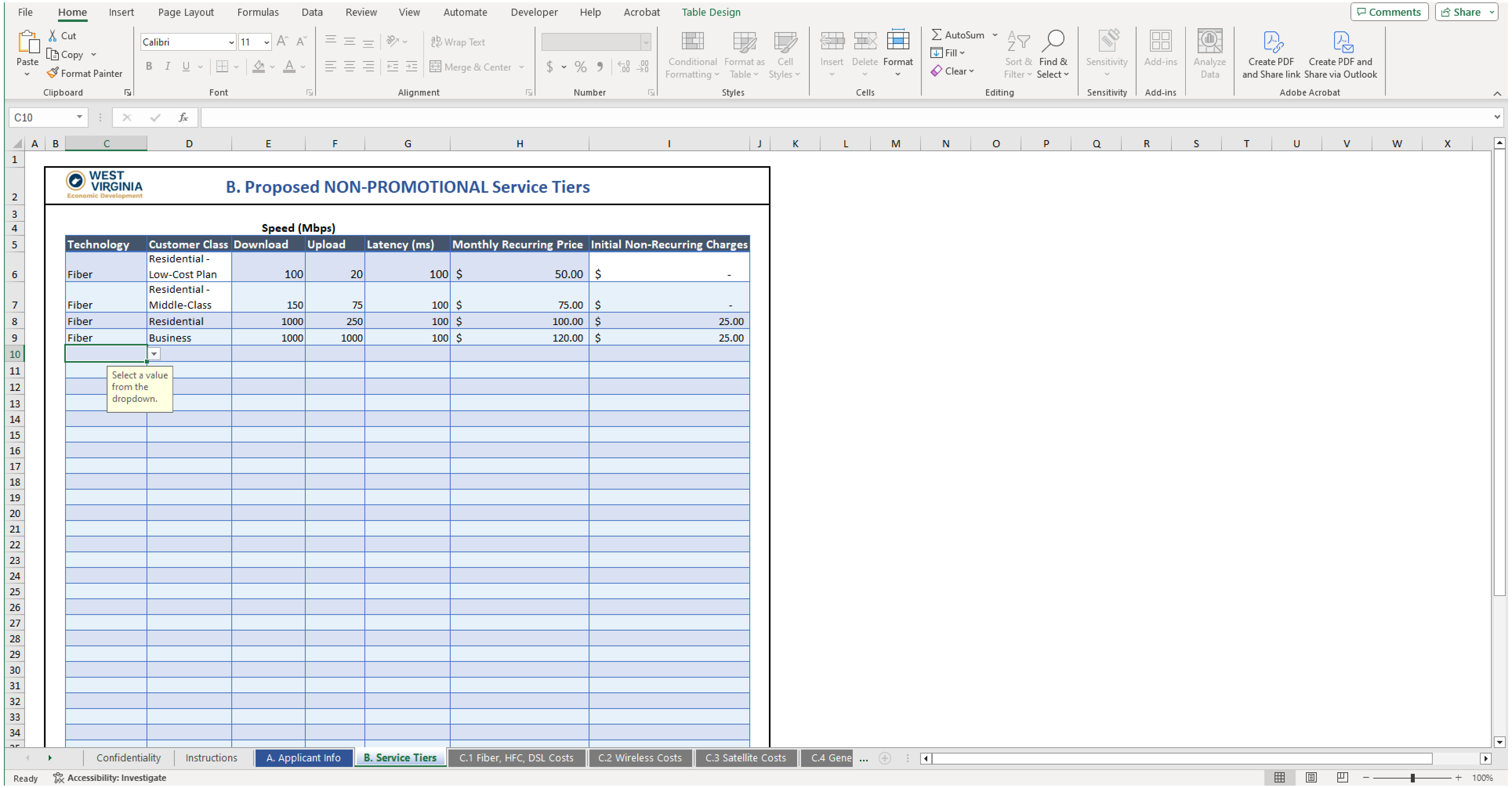
407 Telecom

WEST VIRGINIA Economic Development

A. Applicant Information

Applicant Name:	**Planning to Deploy Service via Fiber, HFC, and/or DSL:**
407 Telecom	Yes
Planning to Deploy Service via Wireless:	**Planning to Deploy Service via Satellite:**
No	No
Do you plan to propose projects that would include eligible Community Anchor Institution(s)?	**Will the speed of that service to Community Anchor Institution(s) be least 1/1 Gbps with less than or equal to 100 ms of latency?**
Yes	Yes

B. Service Tiers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Home
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Page Layout
Formulas
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Review
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Automate
Developer
Help
Acrobat
Table Design
Comments
Share
C10
Confidentiality
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
100%

WEST VIRGINIA Economic Development

B. Proposed NON-PROMOTIONAL Service Tiers

		Speed (Mbps)				
Technology	Customer Class	Download	Upload	Latency (ms)	Monthly Recurring Price	Initial Non-Recurring Charges
Fiber	Residential - Low-Cost Plan	100	20	100	$ 50.00	$ -
Fiber	Residential - Middle-Class	150	75	100	$ 75.00	$ -
Fiber	Residential	1000	250	100	$ 100.00	$ 25.00
Fiber	Business	1000	1000	100	$ 120.00	$ 25.00

Select a value from the dropdown.

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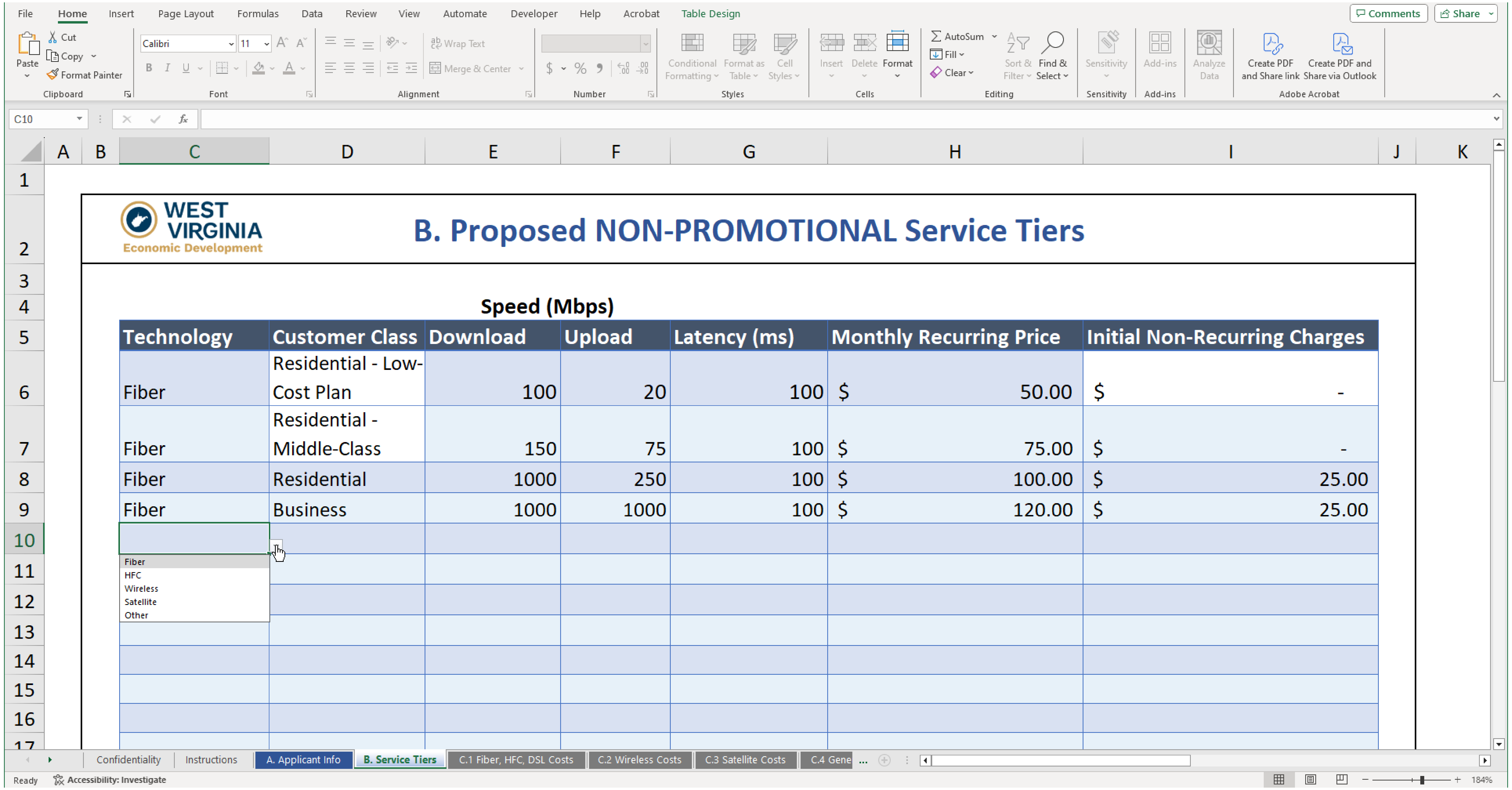
Economic Development

B. Service Tiers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Clipboard
Calibri
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Font
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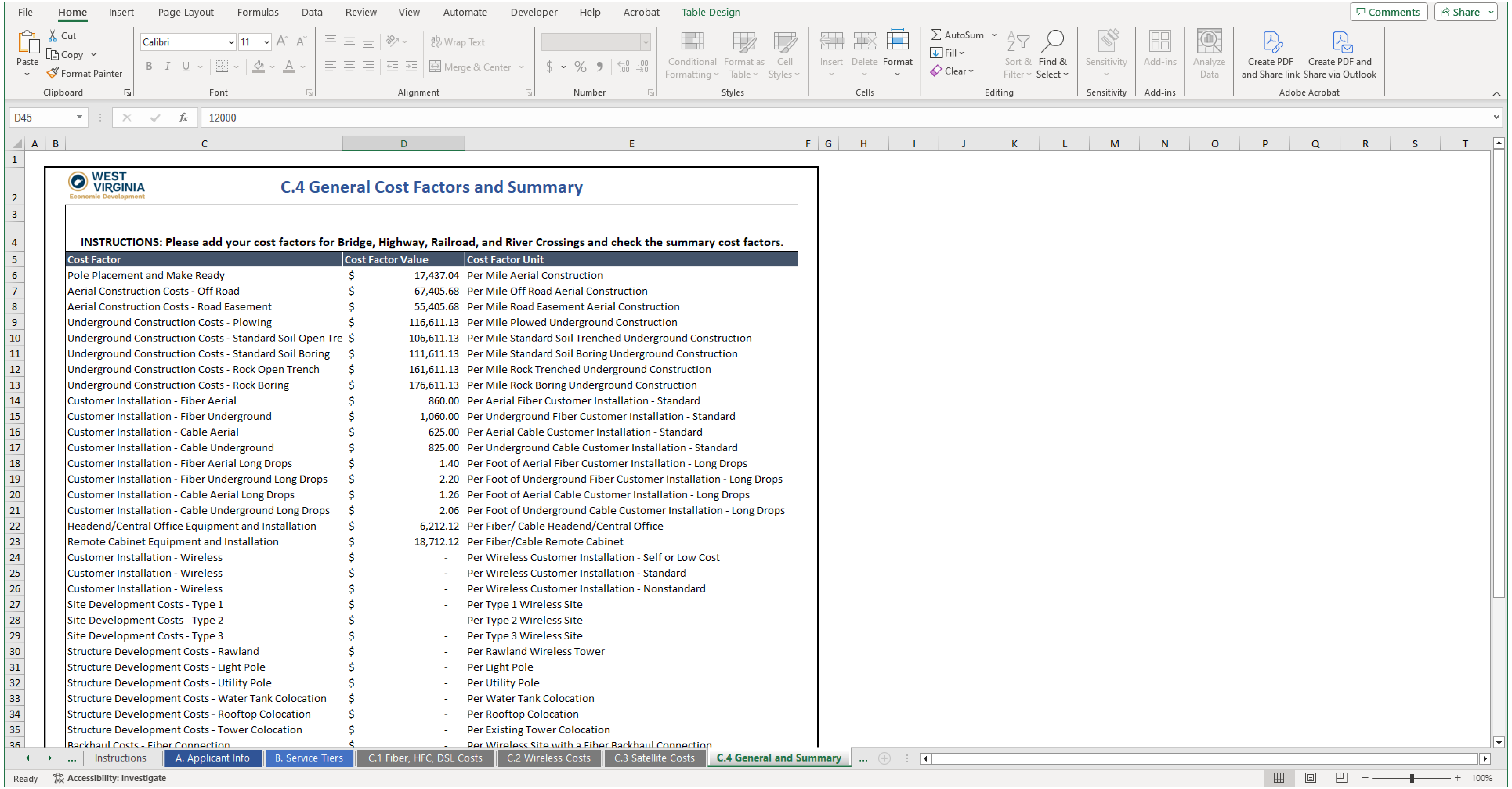
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
C10
WEST VIRGINIA
Economic Development
Fiber
HFC
Wireless
Satellite
Other
Confidentiality
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 Gene
Ready
Accessibility: Investigate
184%

B. Proposed NON-PROMOTIONAL Service Tiers

		Speed (Mbps)				
Technology	**Customer Class**	**Download**	**Upload**	**Latency (ms)**	**Monthly Recurring Price**	**Initial Non-Recurring Charges**
Fiber	Residential - Low-Cost Plan	100	20	100	$ 50.00	$ -
Fiber	Residential - Middle-Class	150	75	100	$ 75.00	$ -
Fiber	Residential	1000	250	100	$ 100.00	$ 25.00
Fiber	Business	1000	1000	100	$ 120.00	$ 25.00

C.4 General and Summary



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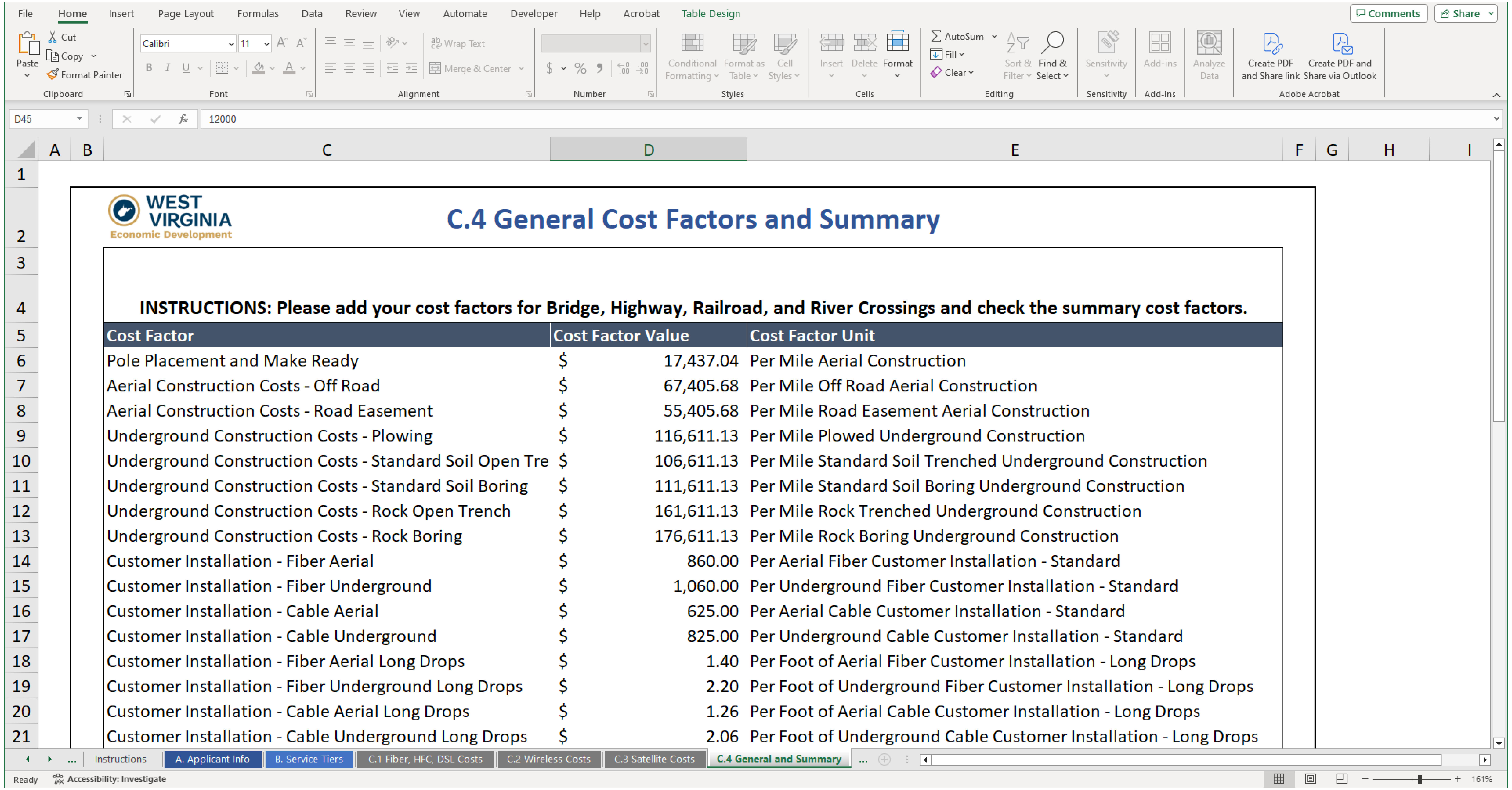
WEST VIRGINIA Economic Development

C.4 General Cost Factors and Summary

INSTRUCTIONS: Please add your cost factors for Bridge, Highway, Railroad, and River Crossings and check the summary cost factors.

Cost Factor	Cost Factor Value		Cost Factor Unit
Pole Placement and Make Ready	$	17,437.04	Per Mile Aerial Construction
Aerial Construction Costs - Off Road	$	67,405.68	Per Mile Off Road Aerial Construction
Aerial Construction Costs - Road Easement	$	55,405.68	Per Mile Road Easement Aerial Construction
Underground Construction Costs - Plowing	$	116,611.13	Per Mile Plowed Underground Construction
Underground Construction Costs - Standard Soil Open Tre	$	106,611.13	Per Mile Standard Soil Trenched Underground Construction
Underground Construction Costs - Standard Soil Boring	$	111,611.13	Per Mile Standard Soil Boring Underground Construction
Underground Construction Costs - Rock Open Trench	$	161,611.13	Per Mile Rock Trenched Underground Construction
Underground Construction Costs - Rock Boring	$	176,611.13	Per Mile Rock Boring Underground Construction
Customer Installation - Fiber Aerial	$	860.00	Per Aerial Fiber Customer Installation - Standard
Customer Installation - Fiber Underground	$	1,060.00	Per Underground Fiber Customer Installation - Standard
Customer Installation - Cable Aerial	$	625.00	Per Aerial Cable Customer Installation - Standard
Customer Installation - Cable Underground	$	825.00	Per Underground Cable Customer Installation - Standard
Customer Installation - Fiber Aerial Long Drops	$	1.40	Per Foot of Aerial Fiber Customer Installation - Long Drops
Customer Installation - Fiber Underground Long Drops	$	2.20	Per Foot of Underground Fiber Customer Installation - Long Drops
Customer Installation - Cable Aerial Long Drops	$	1.26	Per Foot of Aerial Cable Customer Installation - Long Drops
Customer Installation - Cable Underground Long Drops	$	2.06	Per Foot of Underground Cable Customer Installation - Long Drops
Headend/Central Office Equipment and Installation	$	6,212.12	Per Fiber/ Cable Headend/Central Office
Remote Cabinet Equipment and Installation	$	18,712.12	Per Fiber/Cable Remote Cabinet
Customer Installation - Wireless	$	-	Per Wireless Customer Installation - Self or Low Cost
Customer Installation - Wireless	$	-	Per Wireless Customer Installation - Standard
Customer Installation - Wireless	$	-	Per Wireless Customer Installation - Nonstandard
Site Development Costs - Type 1	$	-	Per Type 1 Wireless Site
Site Development Costs - Type 2	$	-	Per Type 2 Wireless Site
Site Development Costs - Type 3	$	-	Per Type 3 Wireless Site
Structure Development Costs - Rawland	$	-	Per Rawland Wireless Tower
Structure Development Costs - Light Pole	$	-	Per Light Pole
Structure Development Costs - Utility Pole	$	-	Per Utility Pole
Structure Development Costs - Water Tank Colocation	$	-	Per Water Tank Colocation
Structure Development Costs - Rooftop Colocation	$	-	Per Rooftop Colocation
Structure Development Costs - Tower Colocation	$	-	Per Existing Tower Colocation
Backhaul Costs - Fiber Connection	$	-	Per Wireless Site with a Fiber Backhaul Connection

C.4 General and Summary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Conditional Formatting
Format as Table
Cell Styles
Styles
Insert
Delete
Format
Cells
AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
161%

D45 12000

WEST VIRGINIA Economic Development

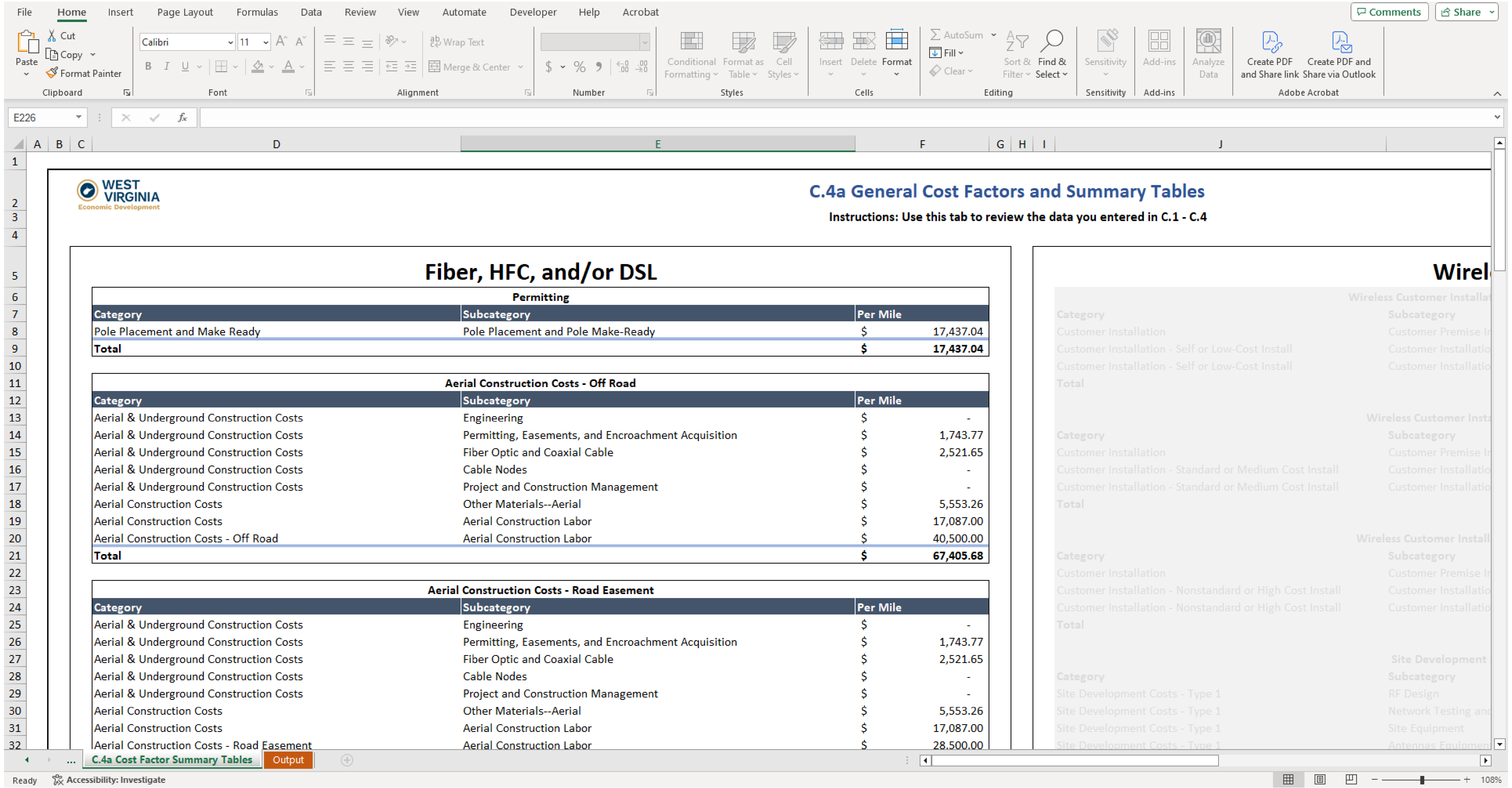
C.4 General Cost Factors and Summary

INSTRUCTIONS: Please add your cost factors for Bridge, Highway, Railroad, and River Crossings and check the summary cost factors.

Cost Factor	Cost Factor Value	Cost Factor Unit
Pole Placement and Make Ready	$ 17,437.04	Per Mile Aerial Construction
Aerial Construction Costs - Off Road	$ 67,405.68	Per Mile Off Road Aerial Construction
Aerial Construction Costs - Road Easement	$ 55,405.68	Per Mile Road Easement Aerial Construction
Underground Construction Costs - Plowing	$ 116,611.13	Per Mile Plowed Underground Construction
Underground Construction Costs - Standard Soil Open Tre	$ 106,611.13	Per Mile Standard Soil Trenched Underground Construction
Underground Construction Costs - Standard Soil Boring	$ 111,611.13	Per Mile Standard Soil Boring Underground Construction
Underground Construction Costs - Rock Open Trench	$ 161,611.13	Per Mile Rock Trenched Underground Construction
Underground Construction Costs - Rock Boring	$ 176,611.13	Per Mile Rock Boring Underground Construction
Customer Installation - Fiber Aerial	$ 860.00	Per Aerial Fiber Customer Installation - Standard
Customer Installation - Fiber Underground	$ 1,060.00	Per Underground Fiber Customer Installation - Standard
Customer Installation - Cable Aerial	$ 625.00	Per Aerial Cable Customer Installation - Standard
Customer Installation - Cable Underground	$ 825.00	Per Underground Cable Customer Installation - Standard
Customer Installation - Fiber Aerial Long Drops	$ 1.40	Per Foot of Aerial Fiber Customer Installation - Long Drops
Customer Installation - Fiber Underground Long Drops	$ 2.20	Per Foot of Underground Fiber Customer Installation - Long Drops
Customer Installation - Cable Aerial Long Drops	$ 1.26	Per Foot of Aerial Cable Customer Installation - Long Drops
Customer Installation - Cable Underground Long Drops	$ 2.06	Per Foot of Underground Cable Customer Installation - Long Drops

WEST VIRGINIA Economic Development

C.4a General and Summary



WEST VIRGINIA Economic Development

C.4a General Cost Factors and Summary Tables

Instructions: Use this tab to review the data you entered in C.1 - C.4

Fiber, HFC, and/or DSL

Permitting

Category	Subcategory	Per Mile	
Pole Placement and Make Ready	Pole Placement and Pole Make-Ready	$	17,437.04
Total		**$**	**17,437.04**

Aerial Construction Costs - Off Road

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Aerial Construction Costs	Other Materials--Aerial	$	5,553.26
Aerial Construction Costs	Aerial Construction Labor	$	17,087.00
Aerial Construction Costs - Off Road	Aerial Construction Labor	$	40,500.00
Total		**$**	**67,405.68**

Aerial Construction Costs - Road Easement

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Aerial Construction Costs	Other Materials--Aerial	$	5,553.26
Aerial Construction Costs	Aerial Construction Labor	$	17,087.00
Aerial Construction Costs - Road Easement	Aerial Construction Labor	$	28,500.00

Wirel

Wireless Customer Installat

Category	Subcategory
Customer Installation	Customer Premise I
Customer Installation - Self or Low-Cost Install	Customer Installatio
Customer Installation - Self or Low-Cost Install	Customer Installatio
Total	

Wireless Customer Inst

Category	Subcategory
Customer Installation	Customer Premise I
Customer Installation - Standard or Medium Cost Install	Customer Installatio
Customer Installation - Standard or Medium Cost Install	Customer Installatio
Total	

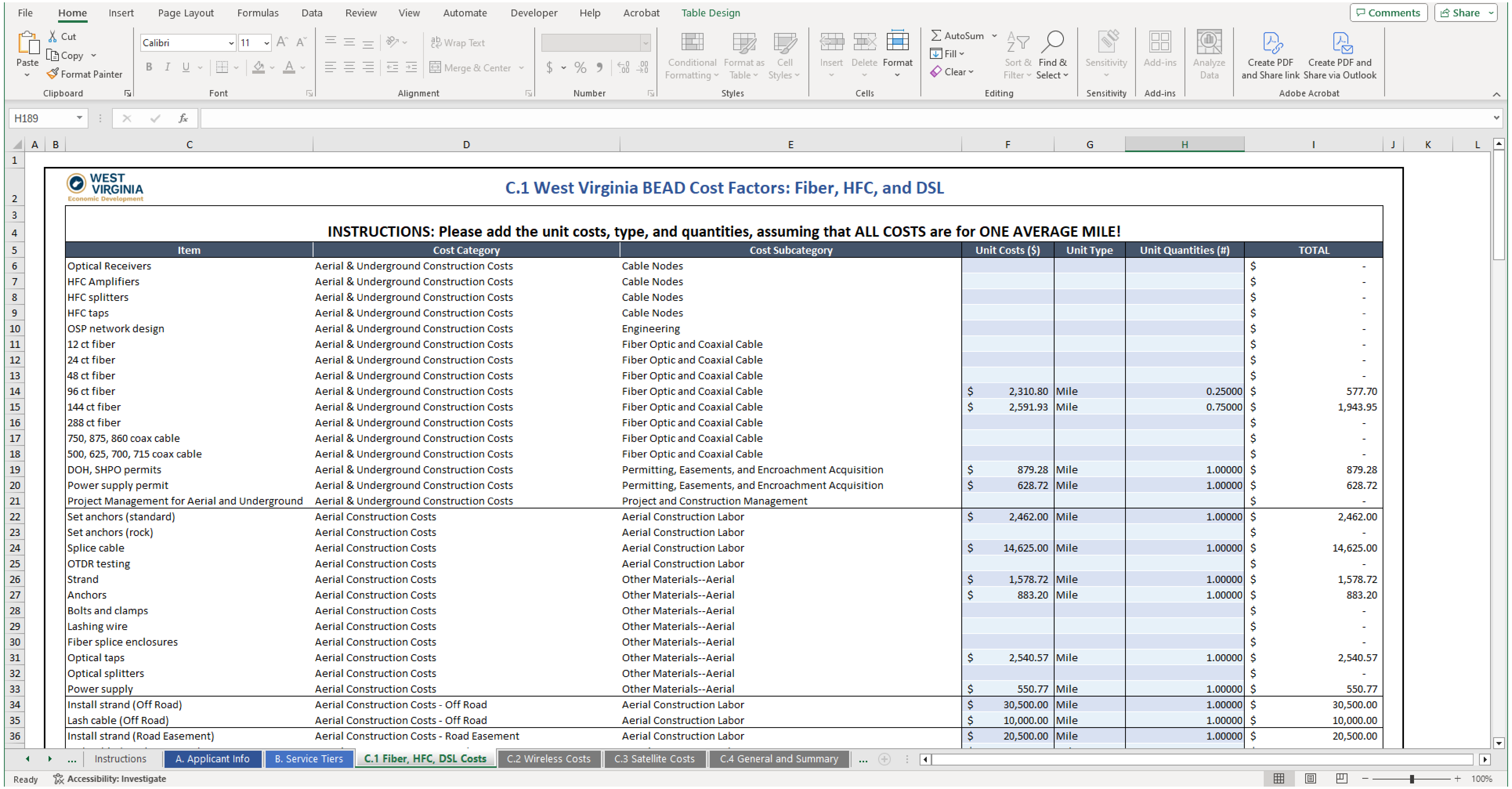
Wireless Customer Install

Category	Subcategory
Customer Installation	Customer Premise I
Customer Installation - Nonstandard or High Cost Install	Customer Installatio
Customer Installation - Nonstandard or High Cost Install	Customer Installatio
Total	

Site Development

Category	Subcategory
Site Development Costs - Type 1	RF Design
Site Development Costs - Type 1	Network Testing and
Site Development Costs - Type 1	Site Equipment
Site Development Costs - Type 1	Antennas Equipment

C.1 Fiber, DSL, HFC Costs



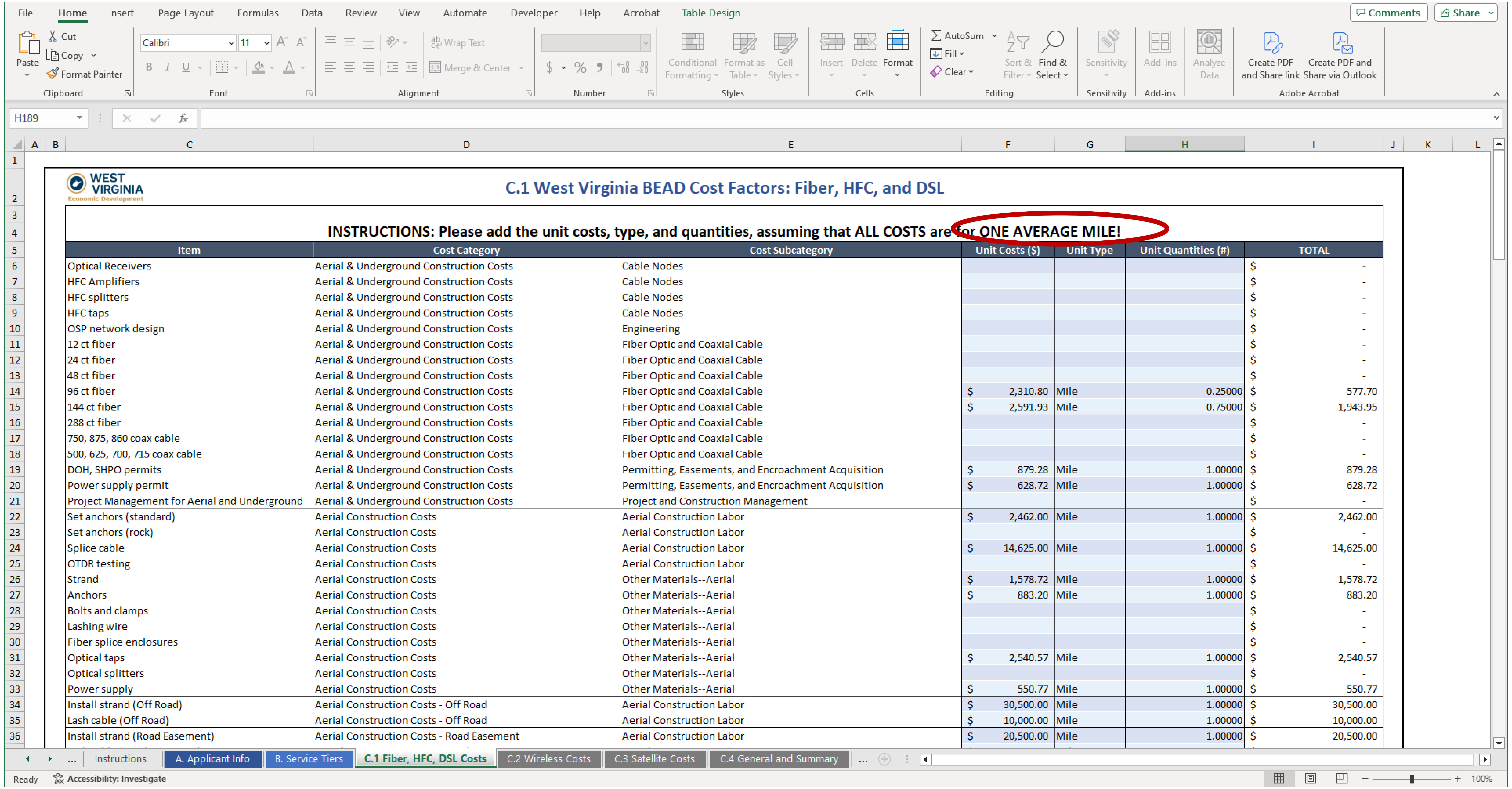
C.1 West Virginia BEAD Cost Factors: Fiber, HFC, and DSL

INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are for ONE AVERAGE MILE!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Optical Receivers	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC Amplifiers	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC splitters	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC taps	Aerial & Underground Construction Costs	Cable Nodes				$ -
OSP network design	Aerial & Underground Construction Costs	Engineering				$ -
12 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
24 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
48 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
96 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,310.80	Mile	0.25000	$ 577.70
144 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,591.93	Mile	0.75000	$ 1,943.95
288 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
750, 875, 860 coax cable	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
500, 625, 700, 715 coax cable	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
DOH, SHPO permits	Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 879.28	Mile	1.00000	$ 879.28
Power supply permit	Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 628.72	Mile	1.00000	$ 628.72
Project Management for Aerial and Underground	Aerial & Underground Construction Costs	Project and Construction Management				$ -
Set anchors (standard)	Aerial Construction Costs	Aerial Construction Labor	$ 2,462.00	Mile	1.00000	$ 2,462.00
Set anchors (rock)	Aerial Construction Costs	Aerial Construction Labor				$ -
Splice cable	Aerial Construction Costs	Aerial Construction Labor	$ 14,625.00	Mile	1.00000	$ 14,625.00
OTDR testing	Aerial Construction Costs	Aerial Construction Labor				$ -
Strand	Aerial Construction Costs	Other Materials--Aerial	$ 1,578.72	Mile	1.00000	$ 1,578.72
Anchors	Aerial Construction Costs	Other Materials--Aerial	$ 883.20	Mile	1.00000	$ 883.20
Bolts and clamps	Aerial Construction Costs	Other Materials--Aerial				$ -
Lashing wire	Aerial Construction Costs	Other Materials--Aerial				$ -
Fiber splice enclosures	Aerial Construction Costs	Other Materials--Aerial				$ -
Optical taps	Aerial Construction Costs	Other Materials--Aerial	$ 2,540.57	Mile	1.00000	$ 2,540.57
Optical splitters	Aerial Construction Costs	Other Materials--Aerial				$ -
Power supply	Aerial Construction Costs	Other Materials--Aerial	$ 550.77	Mile	1.00000	$ 550.77
Install strand (Off Road)	Aerial Construction Costs - Off Road	Aerial Construction Labor	$ 30,500.00	Mile	1.00000	$ 30,500.00
Lash cable (Off Road)	Aerial Construction Costs - Off Road	Aerial Construction Labor	$ 10,000.00	Mile	1.00000	$ 10,000.00
Install strand (Road Easement)	Aerial Construction Costs - Road Easement	Aerial Construction Labor	$ 20,500.00	Mile	1.00000	$ 20,500.00

WEST VIRGINIA
Economic Development

C.1 Fiber, DSL, HFC Costs

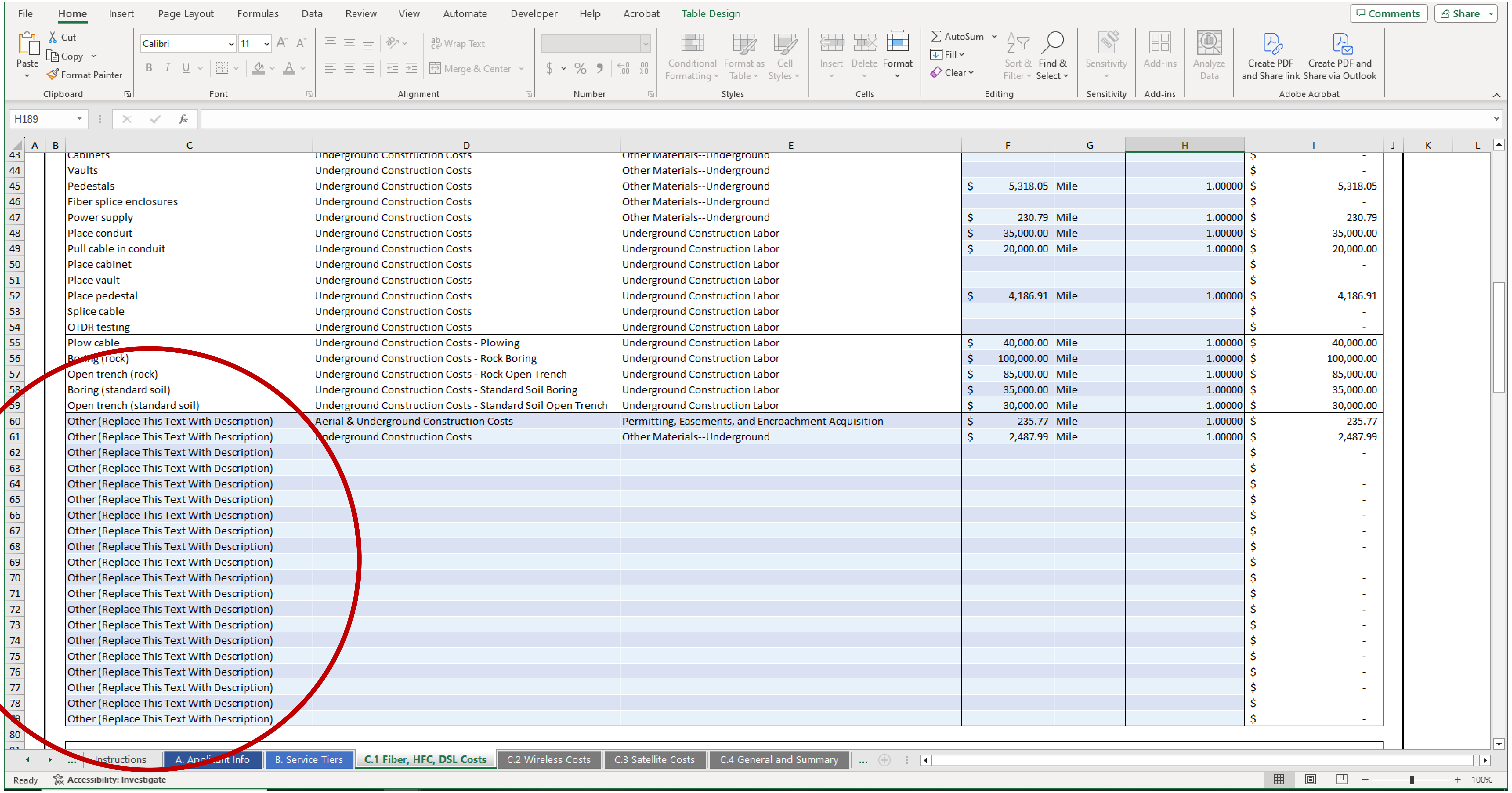


C.1 West Virginia BEAD Cost Factors: Fiber, HFC, and DSL

INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are for ONE AVERAGE MILE!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Optical Receivers	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC Amplifiers	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC splitters	Aerial & Underground Construction Costs	Cable Nodes				$ -
HFC taps	Aerial & Underground Construction Costs	Cable Nodes				$ -
OSP network design	Aerial & Underground Construction Costs	Engineering				$ -
12 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
24 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
48 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
96 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,310.80	Mile	0.25000	$ 577.70
144 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,591.93	Mile	0.75000	$ 1,943.95
288 ct fiber	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
750, 875, 860 coax cable	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
500, 625, 700, 715 coax cable	Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable				$ -
DOH, SHPO permits	Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 879.28	Mile	1.00000	$ 879.28
Power supply permit	Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 628.72	Mile	1.00000	$ 628.72
Project Management for Aerial and Underground	Aerial & Underground Construction Costs	Project and Construction Management				$ -
Set anchors (standard)	Aerial Construction Costs	Aerial Construction Labor	$ 2,462.00	Mile	1.00000	$ 2,462.00
Set anchors (rock)	Aerial Construction Costs	Aerial Construction Labor				$ -
Splice cable	Aerial Construction Costs	Aerial Construction Labor	$ 14,625.00	Mile	1.00000	$ 14,625.00
OTDR testing	Aerial Construction Costs	Aerial Construction Labor				$ -
Strand	Aerial Construction Costs	Other Materials--Aerial	$ 1,578.72	Mile	1.00000	$ 1,578.72
Anchors	Aerial Construction Costs	Other Materials--Aerial	$ 883.20	Mile	1.00000	$ 883.20
Bolts and clamps	Aerial Construction Costs	Other Materials--Aerial				$ -
Lashing wire	Aerial Construction Costs	Other Materials--Aerial				$ -
Fiber splice enclosures	Aerial Construction Costs	Other Materials--Aerial				$ -
Optical taps	Aerial Construction Costs	Other Materials--Aerial	$ 2,540.57	Mile	1.00000	$ 2,540.57
Optical splitters	Aerial Construction Costs	Other Materials--Aerial				$ -
Power supply	Aerial Construction Costs	Other Materials--Aerial	$ 550.77	Mile	1.00000	$ 550.77
Install strand (Off Road)	Aerial Construction Costs - Off Road	Aerial Construction Labor	$ 30,500.00	Mile	1.00000	$ 30,500.00
Lash cable (Off Road)	Aerial Construction Costs - Off Road	Aerial Construction Labor	$ 10,000.00	Mile	1.00000	$ 10,000.00
Install strand (Road Easement)	Aerial Construction Costs - Road Easement	Aerial Construction Labor	$ 20,500.00	Mile	1.00000	$ 20,500.00

C.1 Fiber & HFC Costs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11
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Wrap Text
Merge & Center
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Conditional Formatting
Format as Table
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AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
H189
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
100%

	C	D	E	F	G	H	I
43	Cabinets	Underground Construction Costs	Other Materials--Underground				$ -
44	Vaults	Underground Construction Costs	Other Materials--Underground				$ -
45	Pedestals	Underground Construction Costs	Other Materials--Underground	$ 5,318.05	Mile	1.00000	$ 5,318.05
46	Fiber splice enclosures	Underground Construction Costs	Other Materials--Underground				$ -
47	Power supply	Underground Construction Costs	Other Materials--Underground	$ 230.79	Mile	1.00000	$ 230.79
48	Place conduit	Underground Construction Costs	Underground Construction Labor	$ 35,000.00	Mile	1.00000	$ 35,000.00
49	Pull cable in conduit	Underground Construction Costs	Underground Construction Labor	$ 20,000.00	Mile	1.00000	$ 20,000.00
50	Place cabinet	Underground Construction Costs	Underground Construction Labor				$ -
51	Place vault	Underground Construction Costs	Underground Construction Labor				$ -
52	Place pedestal	Underground Construction Costs	Underground Construction Labor	$ 4,186.91	Mile	1.00000	$ 4,186.91
53	Splice cable	Underground Construction Costs	Underground Construction Labor				$ -
54	OTDR testing	Underground Construction Costs	Underground Construction Labor				$ -
55	Plow cable	Underground Construction Costs - Plowing	Underground Construction Labor	$ 40,000.00	Mile	1.00000	$ 40,000.00
56	Boring (rock)	Underground Construction Costs - Rock Boring	Underground Construction Labor	$ 100,000.00	Mile	1.00000	$ 100,000.00
57	Open trench (rock)	Underground Construction Costs - Rock Open Trench	Underground Construction Labor	$ 85,000.00	Mile	1.00000	$ 85,000.00
58	Boring (standard soil)	Underground Construction Costs - Standard Soil Boring	Underground Construction Labor	$ 35,000.00	Mile	1.00000	$ 35,000.00
59	Open trench (standard soil)	Underground Construction Costs - Standard Soil Open Trench	Underground Construction Labor	$ 30,000.00	Mile	1.00000	$ 30,000.00
60	Other (Replace This Text With Description)	Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 235.77	Mile	1.00000	$ 235.77
61	Other (Replace This Text With Description)	Underground Construction Costs	Other Materials--Underground	$ 2,487.99	Mile	1.00000	$ 2,487.99
62	Other (Replace This Text With Description)						$ -
63	Other (Replace This Text With Description)						$ -
64	Other (Replace This Text With Description)						$ -
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78	Other (Replace This Text With Description)						$ -
79	Other (Replace This Text With Description)						$ -
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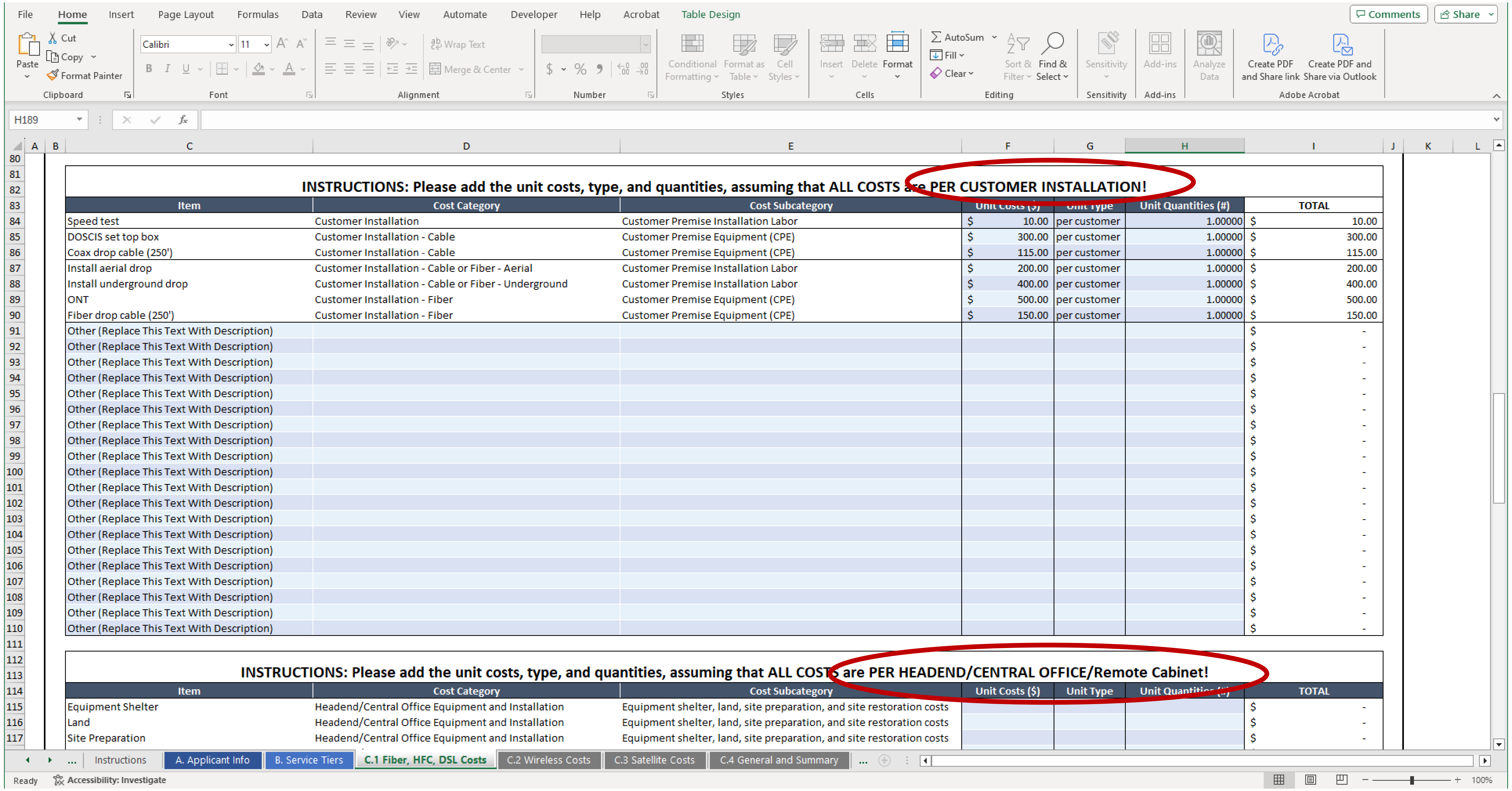
C.1 Fiber & HFC Costs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C.1 Fiber, HFC, DSL Costs
Instructions
A. Applicant Info
B. Service Tiers
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
100%

INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are PER CUSTOMER INSTALLATION!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Speed test	Customer Installation	Customer Premise Installation Labor	$ 10.00	per customer	1.00000	$ 10.00
DOSCIS set top box	Customer Installation - Cable	Customer Premise Equipment (CPE)	$ 300.00	per customer	1.00000	$ 300.00
Coax drop cable (250')	Customer Installation - Cable	Customer Premise Equipment (CPE)	$ 115.00	per customer	1.00000	$ 115.00
Install aerial drop	Customer Installation - Cable or Fiber - Aerial	Customer Premise Installation Labor	$ 200.00	per customer	1.00000	$ 200.00
Install underground drop	Customer Installation - Cable or Fiber - Underground	Customer Premise Installation Labor	$ 400.00	per customer	1.00000	$ 400.00
ONT	Customer Installation - Fiber	Customer Premise Equipment (CPE)	$ 500.00	per customer	1.00000	$ 500.00
Fiber drop cable (250')	Customer Installation - Fiber	Customer Premise Equipment (CPE)	$ 150.00	per customer	1.00000	$ 150.00
Other (Replace This Text With Description)						$ -
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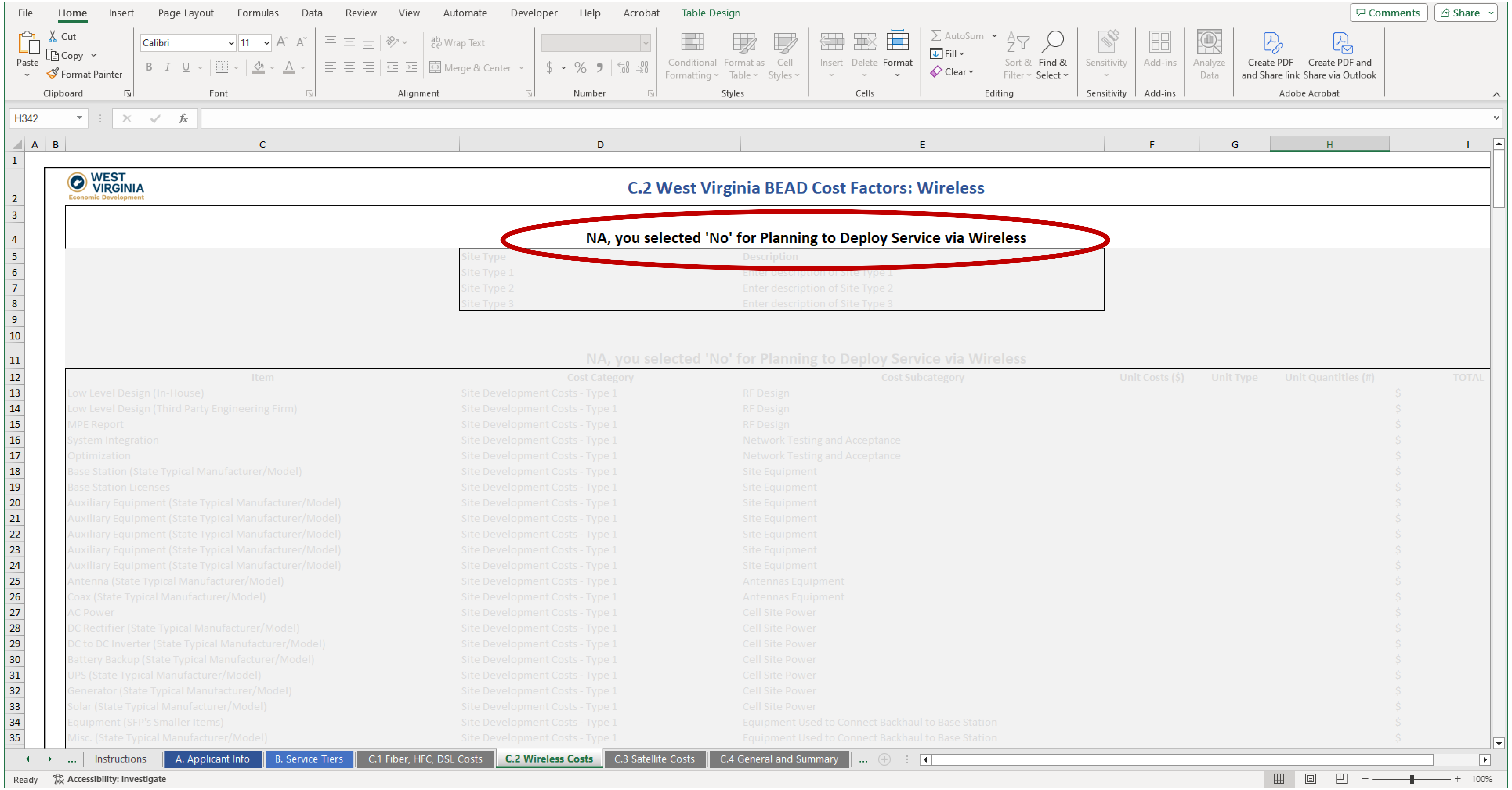
INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are PER HEADEND/CENTRAL OFFICE/Remote Cabinet!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Equipment Shelter	Headend/Central Office Equipment and Installation	Equipment shelter, land, site preparation, and site restoration costs				$ -
Land	Headend/Central Office Equipment and Installation	Equipment shelter, land, site preparation, and site restoration costs				$ -
Site Preparation	Headend/Central Office Equipment and Installation	Equipment shelter, land, site preparation, and site restoration costs				$ -

C.2 Wireless Costs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Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
H342
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
100%

WEST VIRGINIA Economic Development

C.2 West Virginia BEAD Cost Factors: Wireless

NA, you selected 'No' for Planning to Deploy Service via Wireless

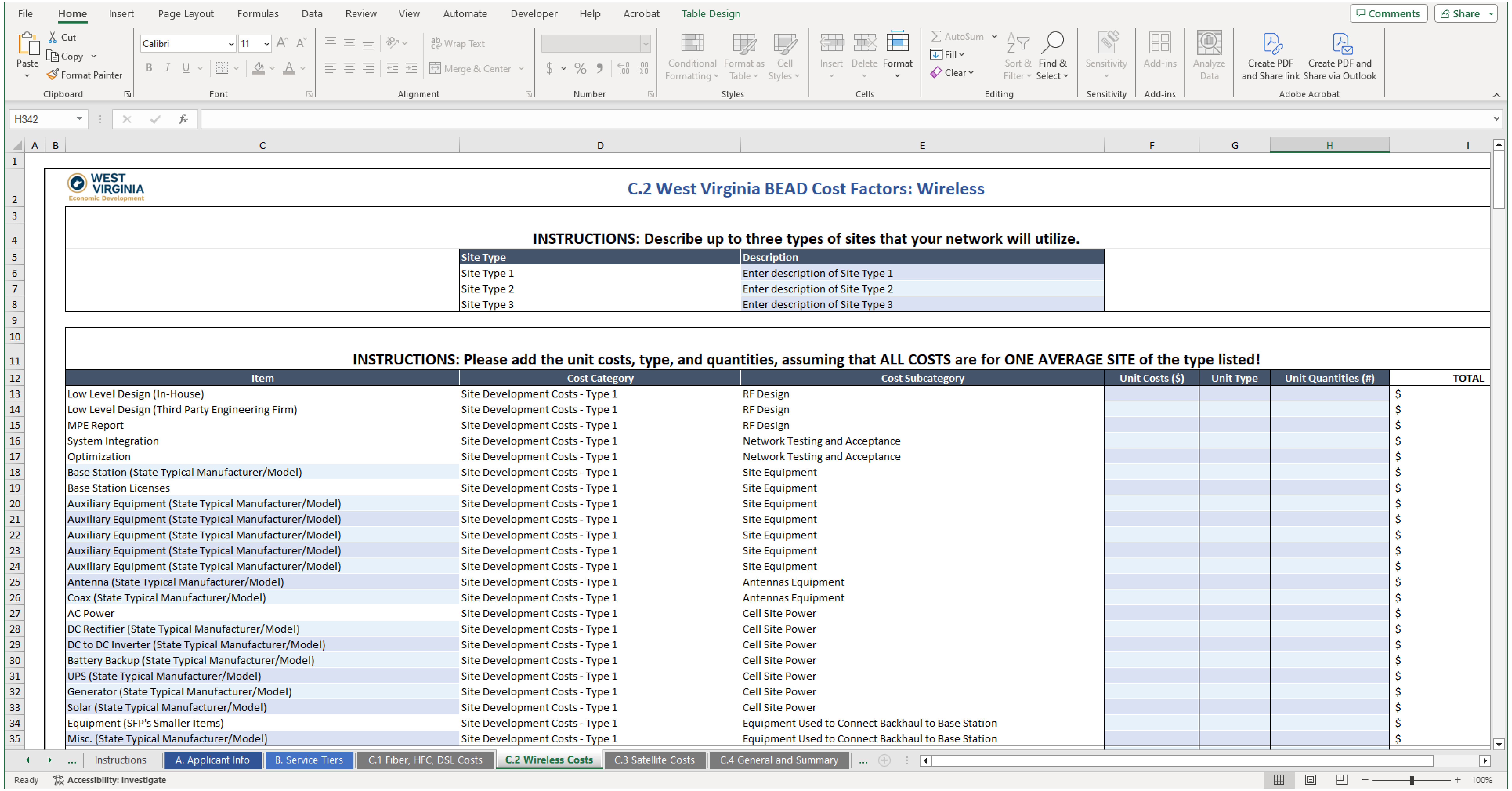
Site Type	Description
Site Type 1	Enter description of Site Type 1
Site Type 2	Enter description of Site Type 2
Site Type 3	Enter description of Site Type 3

NA, you selected 'No' for Planning to Deploy Service via Wireless

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Low Level Design (In-House)	Site Development Costs - Type 1	RF Design				$
Low Level Design (Third Party Engineering Firm)	Site Development Costs - Type 1	RF Design				$
MPE Report	Site Development Costs - Type 1	RF Design				$
System Integration	Site Development Costs - Type 1	Network Testing and Acceptance				$
Optimization	Site Development Costs - Type 1	Network Testing and Acceptance				$
Base Station (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Base Station Licenses	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Antenna (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Antennas Equipment				$
Coax (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Antennas Equipment				$
AC Power	Site Development Costs - Type 1	Cell Site Power				$
DC Rectifier (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
DC to DC Inverter (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Battery Backup (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
UPS (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Generator (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Solar (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Equipment (SFP's Smaller Items)	Site Development Costs - Type 1	Equipment Used to Connect Backhaul to Base Station				$
Misc. (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Equipment Used to Connect Backhaul to Base Station				$

WEST VIRGINIA
Economic Development

C.2 Wireless Costs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Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
H342
Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
100%

WEST VIRGINIA
Economic Development

C.2 West Virginia BEAD Cost Factors: Wireless

INSTRUCTIONS: Describe up to three types of sites that your network will utilize.

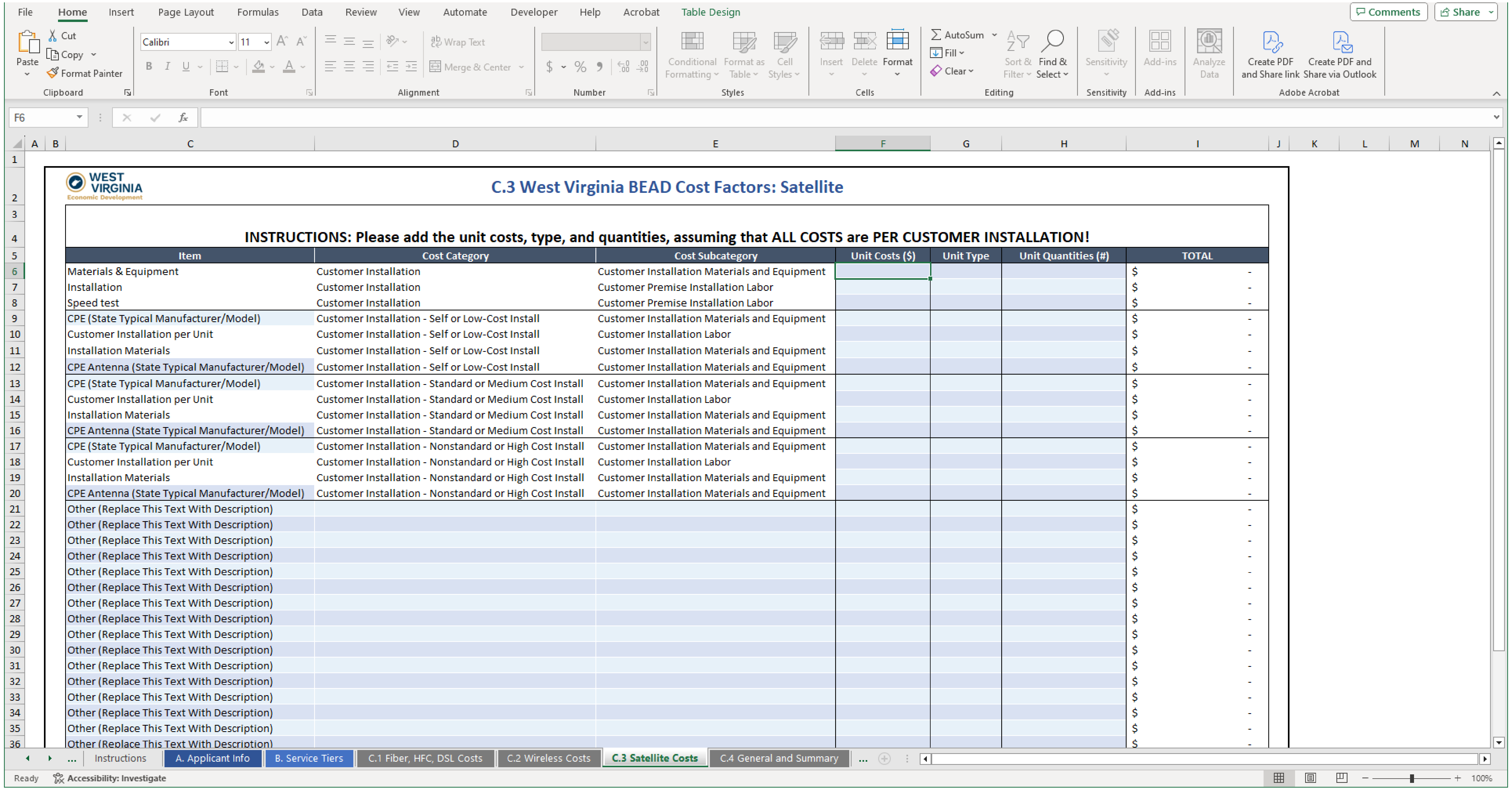
Site Type	Description
Site Type 1	Enter description of Site Type 1
Site Type 2	Enter description of Site Type 2
Site Type 3	Enter description of Site Type 3

INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are for ONE AVERAGE SITE of the type listed!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Low Level Design (In-House)	Site Development Costs - Type 1	RF Design				$
Low Level Design (Third Party Engineering Firm)	Site Development Costs - Type 1	RF Design				$
MPE Report	Site Development Costs - Type 1	RF Design				$
System Integration	Site Development Costs - Type 1	Network Testing and Acceptance				$
Optimization	Site Development Costs - Type 1	Network Testing and Acceptance				$
Base Station (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Base Station Licenses	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Auxiliary Equipment (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Site Equipment				$
Antenna (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Antennas Equipment				$
Coax (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Antennas Equipment				$
AC Power	Site Development Costs - Type 1	Cell Site Power				$
DC Rectifier (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
DC to DC Inverter (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Battery Backup (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
UPS (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Generator (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Solar (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Cell Site Power				$
Equipment (SFP's Smaller Items)	Site Development Costs - Type 1	Equipment Used to Connect Backhaul to Base Station				$
Misc. (State Typical Manufacturer/Model)	Site Development Costs - Type 1	Equipment Used to Connect Backhaul to Base Station				$

WEST VIRGINIA
Economic Development

C.3 Satellite Costs



WEST VIRGINIA Economic Development

C.3 West Virginia BEAD Cost Factors: Satellite

INSTRUCTIONS: Please add the unit costs, type, and quantities, assuming that ALL COSTS are PER CUSTOMER INSTALLATION!

Item	Cost Category	Cost Subcategory	Unit Costs ($)	Unit Type	Unit Quantities (#)	TOTAL
Materials & Equipment	Customer Installation	Customer Installation Materials and Equipment				$ -
Installation	Customer Installation	Customer Premise Installation Labor				$ -
Speed test	Customer Installation	Customer Premise Installation Labor				$ -
CPE (State Typical Manufacturer/Model)	Customer Installation - Self or Low-Cost Install	Customer Installation Materials and Equipment				$ -
Customer Installation per Unit	Customer Installation - Self or Low-Cost Install	Customer Installation Labor				$ -
Installation Materials	Customer Installation - Self or Low-Cost Install	Customer Installation Materials and Equipment				$ -
CPE Antenna (State Typical Manufacturer/Model)	Customer Installation - Self or Low-Cost Install	Customer Installation Materials and Equipment				$ -
CPE (State Typical Manufacturer/Model)	Customer Installation - Standard or Medium Cost Install	Customer Installation Materials and Equipment				$ -
Customer Installation per Unit	Customer Installation - Standard or Medium Cost Install	Customer Installation Labor				$ -
Installation Materials	Customer Installation - Standard or Medium Cost Install	Customer Installation Materials and Equipment				$ -
CPE Antenna (State Typical Manufacturer/Model)	Customer Installation - Standard or Medium Cost Install	Customer Installation Materials and Equipment				$ -
CPE (State Typical Manufacturer/Model)	Customer Installation - Nonstandard or High Cost Install	Customer Installation Materials and Equipment				$ -
Customer Installation per Unit	Customer Installation - Nonstandard or High Cost Install	Customer Installation Labor				$ -
Installation Materials	Customer Installation - Nonstandard or High Cost Install	Customer Installation Materials and Equipment				$ -
CPE Antenna (State Typical Manufacturer/Model)	Customer Installation - Nonstandard or High Cost Install	Customer Installation Materials and Equipment				$ -
Other (Replace This Text With Description)						$ -
Other (Replace This Text With Description)						$ -
Other (Replace This Text With Description)						$ -
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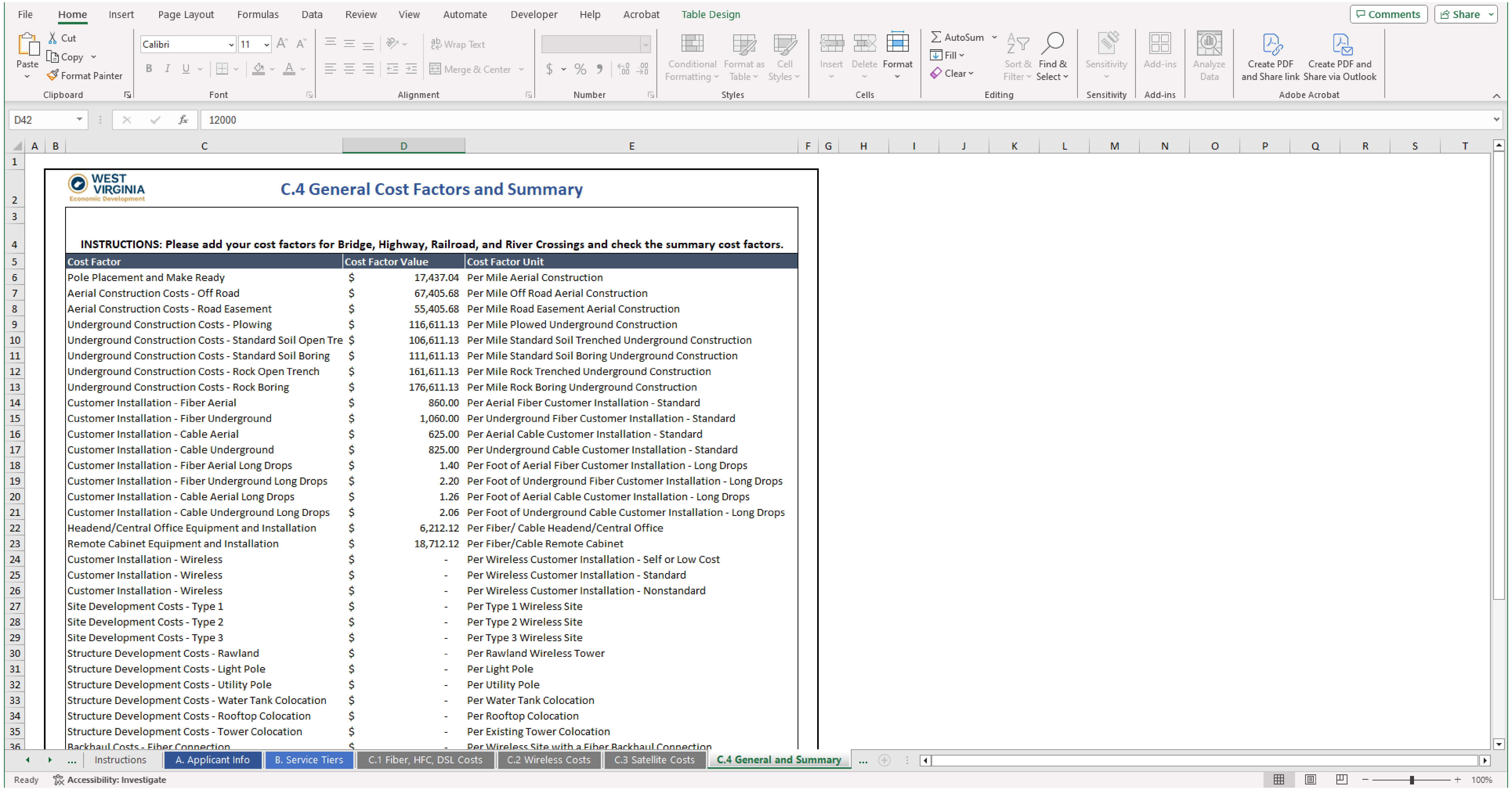
C.4 General and Summary



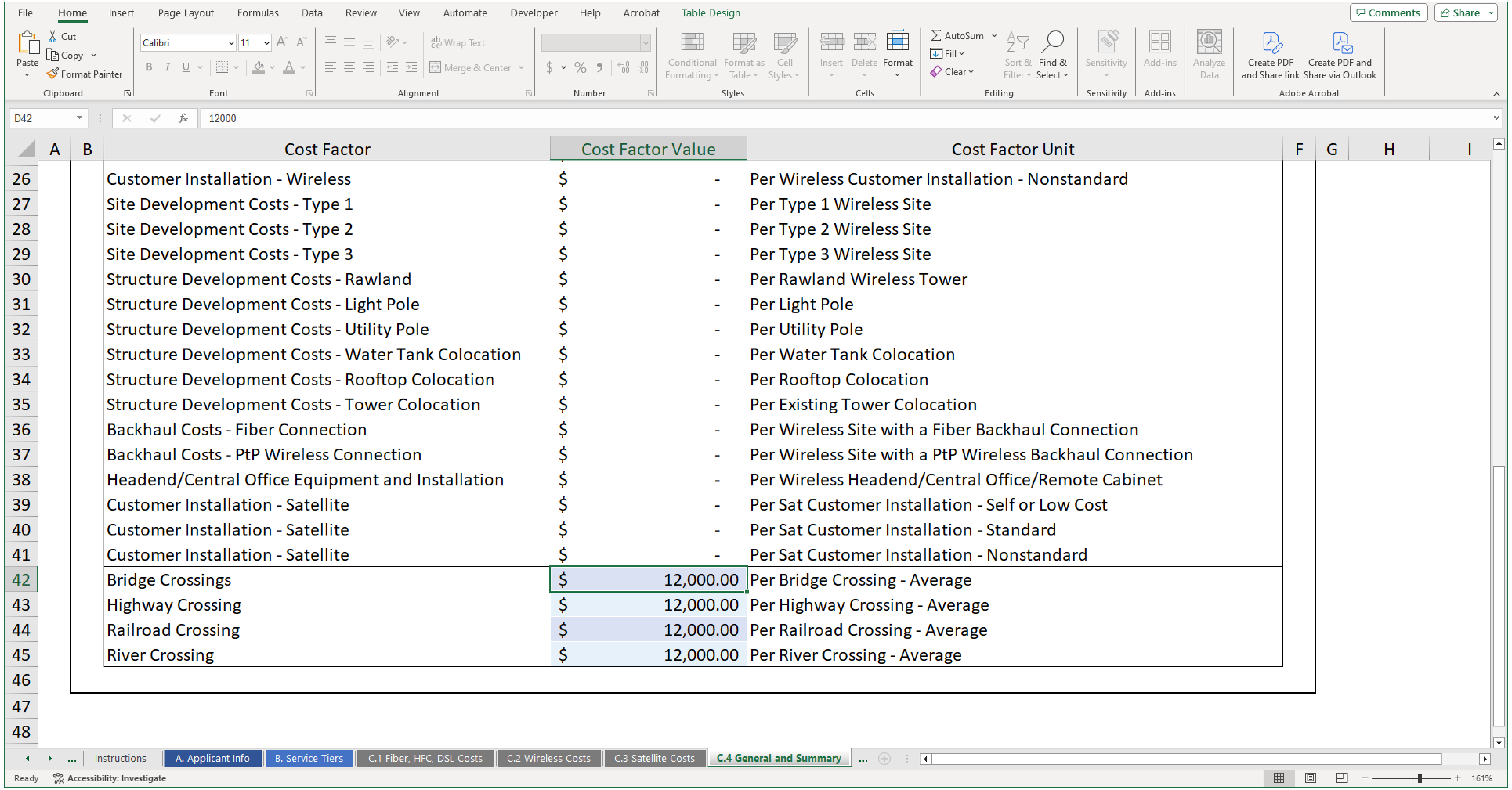
WEST VIRGINIA Economic Development

C.4 General Cost Factors and Summary

INSTRUCTIONS: Please add your cost factors for Bridge, Highway, Railroad, and River Crossings and check the summary cost factors.

Cost Factor	Cost Factor Value	Cost Factor Unit
Pole Placement and Make Ready	$ 17,437.04	Per Mile Aerial Construction
Aerial Construction Costs - Off Road	$ 67,405.68	Per Mile Off Road Aerial Construction
Aerial Construction Costs - Road Easement	$ 55,405.68	Per Mile Road Easement Aerial Construction
Underground Construction Costs - Plowing	$ 116,611.13	Per Mile Plowed Underground Construction
Underground Construction Costs - Standard Soil Open Tre	$ 106,611.13	Per Mile Standard Soil Trenched Underground Construction
Underground Construction Costs - Standard Soil Boring	$ 111,611.13	Per Mile Standard Soil Boring Underground Construction
Underground Construction Costs - Rock Open Trench	$ 161,611.13	Per Mile Rock Trenched Underground Construction
Underground Construction Costs - Rock Boring	$ 176,611.13	Per Mile Rock Boring Underground Construction
Customer Installation - Fiber Aerial	$ 860.00	Per Aerial Fiber Customer Installation - Standard
Customer Installation - Fiber Underground	$ 1,060.00	Per Underground Fiber Customer Installation - Standard
Customer Installation - Cable Aerial	$ 625.00	Per Aerial Cable Customer Installation - Standard
Customer Installation - Cable Underground	$ 825.00	Per Underground Cable Customer Installation - Standard
Customer Installation - Fiber Aerial Long Drops	$ 1.40	Per Foot of Aerial Fiber Customer Installation - Long Drops
Customer Installation - Fiber Underground Long Drops	$ 2.20	Per Foot of Underground Fiber Customer Installation - Long Drops
Customer Installation - Cable Aerial Long Drops	$ 1.26	Per Foot of Aerial Cable Customer Installation - Long Drops
Customer Installation - Cable Underground Long Drops	$ 2.06	Per Foot of Underground Cable Customer Installation - Long Drops
Headend/Central Office Equipment and Installation	$ 6,212.12	Per Fiber/ Cable Headend/Central Office
Remote Cabinet Equipment and Installation	$ 18,712.12	Per Fiber/Cable Remote Cabinet
Customer Installation - Wireless	$ -	Per Wireless Customer Installation - Self or Low Cost
Customer Installation - Wireless	$ -	Per Wireless Customer Installation - Standard
Customer Installation - Wireless	$ -	Per Wireless Customer Installation - Nonstandard
Site Development Costs - Type 1	$ -	Per Type 1 Wireless Site
Site Development Costs - Type 2	$ -	Per Type 2 Wireless Site
Site Development Costs - Type 3	$ -	Per Type 3 Wireless Site
Structure Development Costs - Rawland	$ -	Per Rawland Wireless Tower
Structure Development Costs - Light Pole	$ -	Per Light Pole
Structure Development Costs - Utility Pole	$ -	Per Utility Pole
Structure Development Costs - Water Tank Colocation	$ -	Per Water Tank Colocation
Structure Development Costs - Rooftop Colocation	$ -	Per Rooftop Colocation
Structure Development Costs - Tower Colocation	$ -	Per Existing Tower Colocation
Backhaul Costs - Fiber Connection	$	Per Wireless Site with a Fiber Backhaul Connection

C.4 General and Summary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Instructions
A. Applicant Info
B. Service Tiers
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
Ready
Accessibility: Investigate
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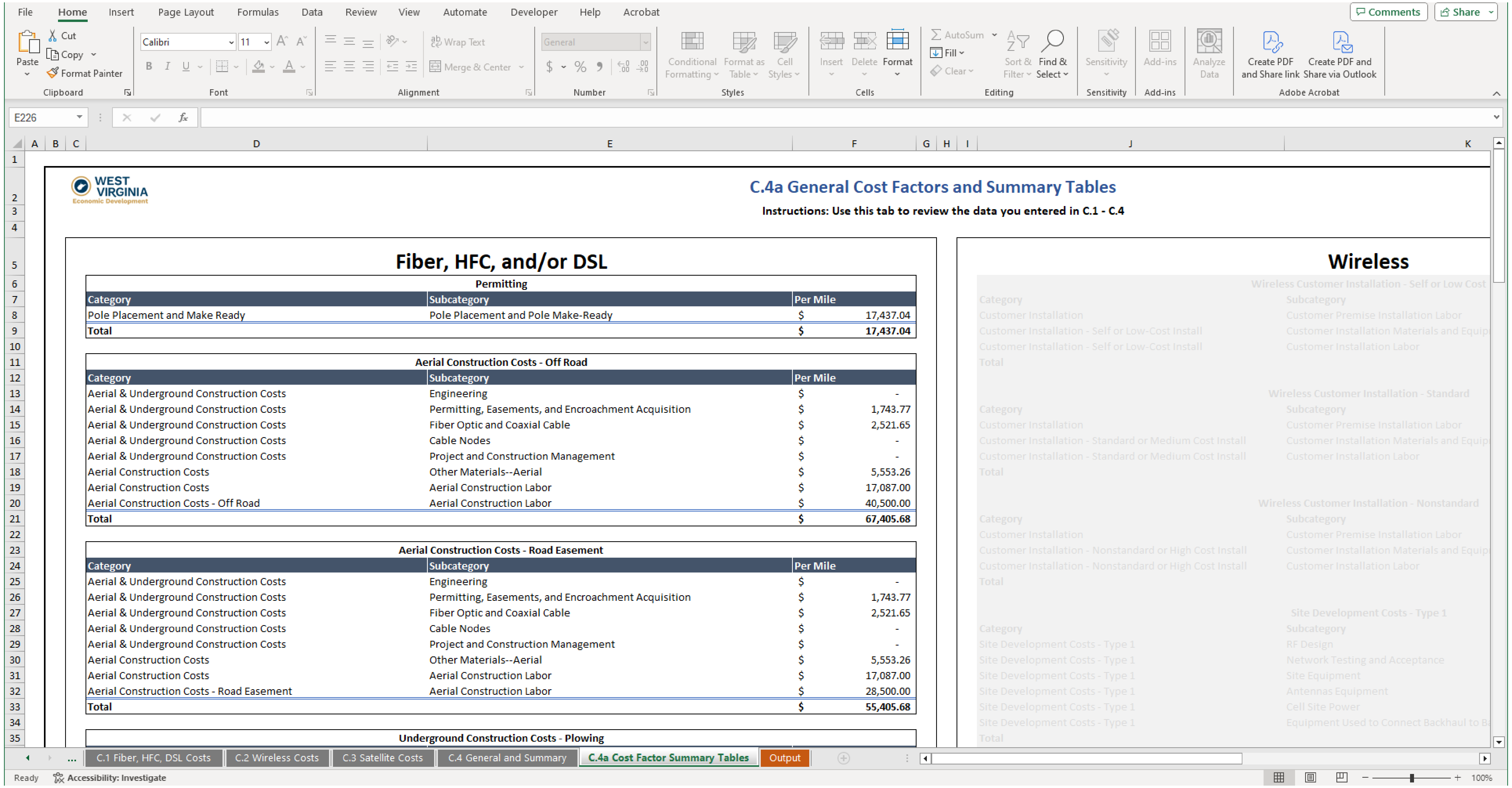
	Cost Factor	Cost Factor Value	Cost Factor Unit
26	Customer Installation - Wireless	$ -	Per Wireless Customer Installation - Nonstandard
27	Site Development Costs - Type 1	$ -	Per Type 1 Wireless Site
28	Site Development Costs - Type 2	$ -	Per Type 2 Wireless Site
29	Site Development Costs - Type 3	$ -	Per Type 3 Wireless Site
30	Structure Development Costs - Rawland	$ -	Per Rawland Wireless Tower
31	Structure Development Costs - Light Pole	$ -	Per Light Pole
32	Structure Development Costs - Utility Pole	$ -	Per Utility Pole
33	Structure Development Costs - Water Tank Colocation	$ -	Per Water Tank Colocation
34	Structure Development Costs - Rooftop Colocation	$ -	Per Rooftop Colocation
35	Structure Development Costs - Tower Colocation	$ -	Per Existing Tower Colocation
36	Backhaul Costs - Fiber Connection	$ -	Per Wireless Site with a Fiber Backhaul Connection
37	Backhaul Costs - PtP Wireless Connection	$ -	Per Wireless Site with a PtP Wireless Backhaul Connection
38	Headend/Central Office Equipment and Installation	$ -	Per Wireless Headend/Central Office/Remote Cabinet
39	Customer Installation - Satellite	$ -	Per Sat Customer Installation - Self or Low Cost
40	Customer Installation - Satellite	$ -	Per Sat Customer Installation - Standard
41	Customer Installation - Satellite	$ -	Per Sat Customer Installation - Nonstandard
42	Bridge Crossings	$ 12,000.00	Per Bridge Crossing - Average
43	Highway Crossing	$ 12,000.00	Per Highway Crossing - Average
44	Railroad Crossing	$ 12,000.00	Per Railroad Crossing - Average
45	River Crossing	$ 12,000.00	Per River Crossing - Average
46			
47			
48			

C.4a Cost Factor Summary Tables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Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
E226
C.1 Fiber, HFC, DSL Costs
C.2 Wireless Costs
C.3 Satellite Costs
C.4 General and Summary
C.4a Cost Factor Summary Tables
Output
Ready
Accessibility: Investigate
100%

WEST VIRGINIA Economic Development

C.4a General Cost Factors and Summary Tables

Instructions: Use this tab to review the data you entered in C.1 - C.4

Fiber, HFC, and/or DSL

Permitting

Category	Subcategory	Per Mile
Pole Placement and Make Ready	Pole Placement and Pole Make-Ready	$ 17,437.04
Total		**$ 17,437.04**

Aerial Construction Costs - Off Road

Category	Subcategory	Per Mile
Aerial & Underground Construction Costs	Engineering	$ -
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$ -
Aerial & Underground Construction Costs	Project and Construction Management	$ -
Aerial Construction Costs	Other Materials--Aerial	$ 5,553.26
Aerial Construction Costs	Aerial Construction Labor	$ 17,087.00
Aerial Construction Costs - Off Road	Aerial Construction Labor	$ 40,500.00
Total		**$ 67,405.68**

Aerial Construction Costs - Road Easement

Category	Subcategory	Per Mile
Aerial & Underground Construction Costs	Engineering	$ -
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$ 1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$ 2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$ -
Aerial & Underground Construction Costs	Project and Construction Management	$ -
Aerial Construction Costs	Other Materials--Aerial	$ 5,553.26
Aerial Construction Costs	Aerial Construction Labor	$ 17,087.00
Aerial Construction Costs - Road Easement	Aerial Construction Labor	$ 28,500.00
Total		**$ 55,405.68**

Underground Construction Costs - Plowing

Wireless

Wireless Customer Installation - Self or Low Cost

Category	Subcategory
Customer Installation	Customer Premise Installation Labor
Customer Installation - Self or Low-Cost Install	Customer Installation Materials and Equip
Customer Installation - Self or Low-Cost Install	Customer Installation Labor
Total	

Wireless Customer Installation - Standard

Category	Subcategory
Customer Installation	Customer Premise Installation Labor
Customer Installation - Standard or Medium Cost Install	Customer Installation Materials and Equip
Customer Installation - Standard or Medium Cost Install	Customer Installation Labor
Total	

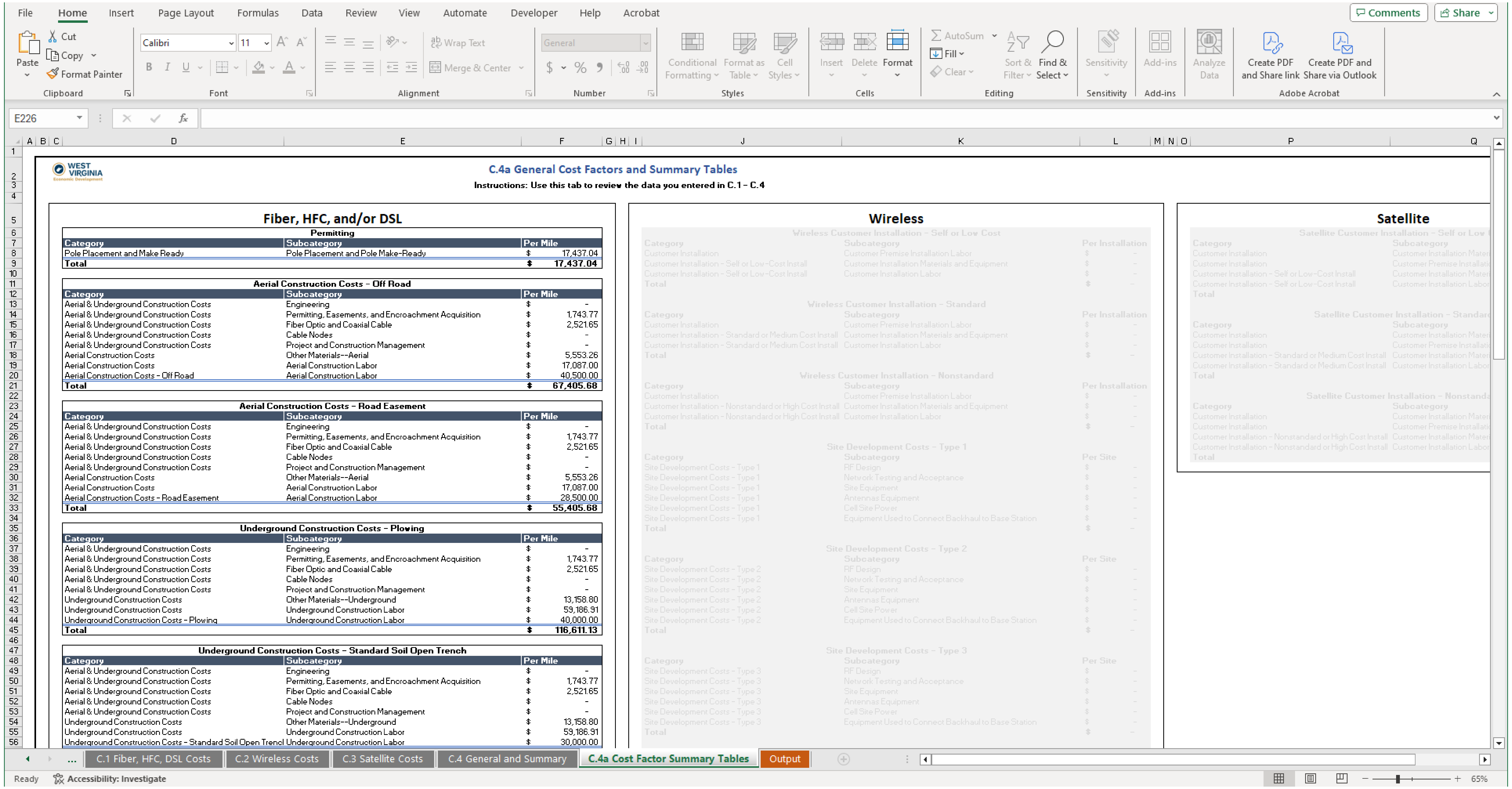
Wireless Customer Installation - Nonstandard

Category	Subcategory
Customer Installation	Customer Premise Installation Labor
Customer Installation - Nonstandard or High Cost Install	Customer Installation Materials and Equip
Customer Installation - Nonstandard or High Cost Install	Customer Installation Labor
Total	

Site Development Costs - Type 1

Category	Subcategory
Site Development Costs - Type 1	RF Design
Site Development Costs - Type 1	Network Testing and Acceptance
Site Development Costs - Type 1	Site Equipment
Site Development Costs - Type 1	Antennas Equipment
Site Development Costs - Type 1	Cell Site Power
Site Development Costs - Type 1	Equipment Used to Connect Backhaul to Ba
Total	

C.4a Cost Factor Summary Tables



WEST VIRGINIA Economic Development

C.4a General Cost Factors and Summary Tables

Instructions: Use this tab to review the data you entered in C.1 – C.4

Fiber, HFC, and/or DSL

Permitting

Category	Subcategory	Per Mile	
Pole Placement and Make Ready	Pole Placement and Pole Make-Ready	$	17,437.04
Total		**$**	**17,437.04**

Aerial Construction Costs – Off Road

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Aerial Construction Costs	Other Materials--Aerial	$	5,553.26
Aerial Construction Costs	Aerial Construction Labor	$	17,087.00
Aerial Construction Costs – Off Road	Aerial Construction Labor	$	40,500.00
Total		**$**	**67,405.68**

Aerial Construction Costs – Road Easement

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Aerial Construction Costs	Other Materials--Aerial	$	5,553.26
Aerial Construction Costs	Aerial Construction Labor	$	17,087.00
Aerial Construction Costs – Road Easement	Aerial Construction Labor	$	28,500.00
Total		**$**	**55,405.68**

Underground Construction Costs – Plowing

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Underground Construction Costs	Other Materials--Underground	$	13,158.80
Underground Construction Costs	Underground Construction Labor	$	59,186.91
Underground Construction Costs – Plowing	Underground Construction Labor	$	40,000.00
Total		**$**	**116,611.13**

Underground Construction Costs – Standard Soil Open Trench

Category	Subcategory	Per Mile	
Aerial & Underground Construction Costs	Engineering	$	-
Aerial & Underground Construction Costs	Permitting, Easements, and Encroachment Acquisition	$	1,743.77
Aerial & Underground Construction Costs	Fiber Optic and Coaxial Cable	$	2,521.65
Aerial & Underground Construction Costs	Cable Nodes	$	-
Aerial & Underground Construction Costs	Project and Construction Management	$	-
Underground Construction Costs	Other Materials--Underground	$	13,158.80
Underground Construction Costs	Underground Construction Labor	$	59,186.91
Underground Construction Costs – Standard Soil Open Trencl	Underground Construction Labor	$	30,000.00

Wireless

Wireless Customer Installation – Self or Low Cost

Category	Subcategory	Per Installation	
Customer Installation	Customer Premise Installation Labor	$	-
Customer Installation – Self or Low-Cost Install	Customer Installation Materials and Equipment	$	-
Customer Installation – Self or Low-Cost Install	Customer Installation Labor	$	-
Total		**$**	-

Wireless Customer Installation – Standard

Category	Subcategory	Per Installation	
Customer Installation	Customer Premise Installation Labor	$	-
Customer Installation – Standard or Medium Cost Install	Customer Installation Materials and Equipment	$	-
Customer Installation – Standard or Medium Cost Install	Customer Installation Labor	$	-
Total		**$**	-

Wireless Customer Installation – Nonstandard

Category	Subcategory	Per Installation	
Customer Installation	Customer Premise Installation Labor	$	-
Customer Installation – Nonstandard or High Cost Install	Customer Installation Materials and Equipment	$	-
Customer Installation – Nonstandard or High Cost Install	Customer Installation Labor	$	-
Total		**$**	-

Site Development Costs – Type 1

Category	Subcategory	Per Site	
Site Development Costs – Type 1	RF Design	$	-
Site Development Costs – Type 1	Network Testing and Acceptance	$	-
Site Development Costs – Type 1	Site Equipment	$	-
Site Development Costs – Type 1	Antennas Equipment	$	-
Site Development Costs – Type 1	Cell Site Power	$	-
Site Development Costs – Type 1	Equipment Used to Connect Backhaul to Base Station	$	-
Total		**$**	-

Site Development Costs – Type 2

Category	Subcategory	Per Site	
Site Development Costs – Type 2	RF Design	$	-
Site Development Costs – Type 2	Network Testing and Acceptance	$	-
Site Development Costs – Type 2	Site Equipment	$	-
Site Development Costs – Type 2	Antennas Equipment	$	-
Site Development Costs – Type 2	Cell Site Power	$	-
Site Development Costs – Type 2	Equipment Used to Connect Backhaul to Base Station	$	-
Total		**$**	-

Site Development Costs – Type 3

Category	Subcategory	Per Site	
Site Development Costs – Type 3	RF Design	$	-
Site Development Costs – Type 3	Network Testing and Acceptance	$	-
Site Development Costs – Type 3	Site Equipment	$	-
Site Development Costs – Type 3	Antennas Equipment	$	-
Site Development Costs – Type 3	Cell Site Power	$	-
Site Development Costs – Type 3	Equipment Used to Connect Backhaul to Base Station	$	-
Total		**$**	-

Satellite

Satellite Customer Installation – Self or Low

Category	Subcategory
Customer Installation	Customer Installation Materi
Customer Installation	Customer Premise Installatio
Customer Installation – Self or Low-Cost Install	Customer Installation Materi
Customer Installation – Self or Low-Cost Install	Customer Installation Labor
Total	

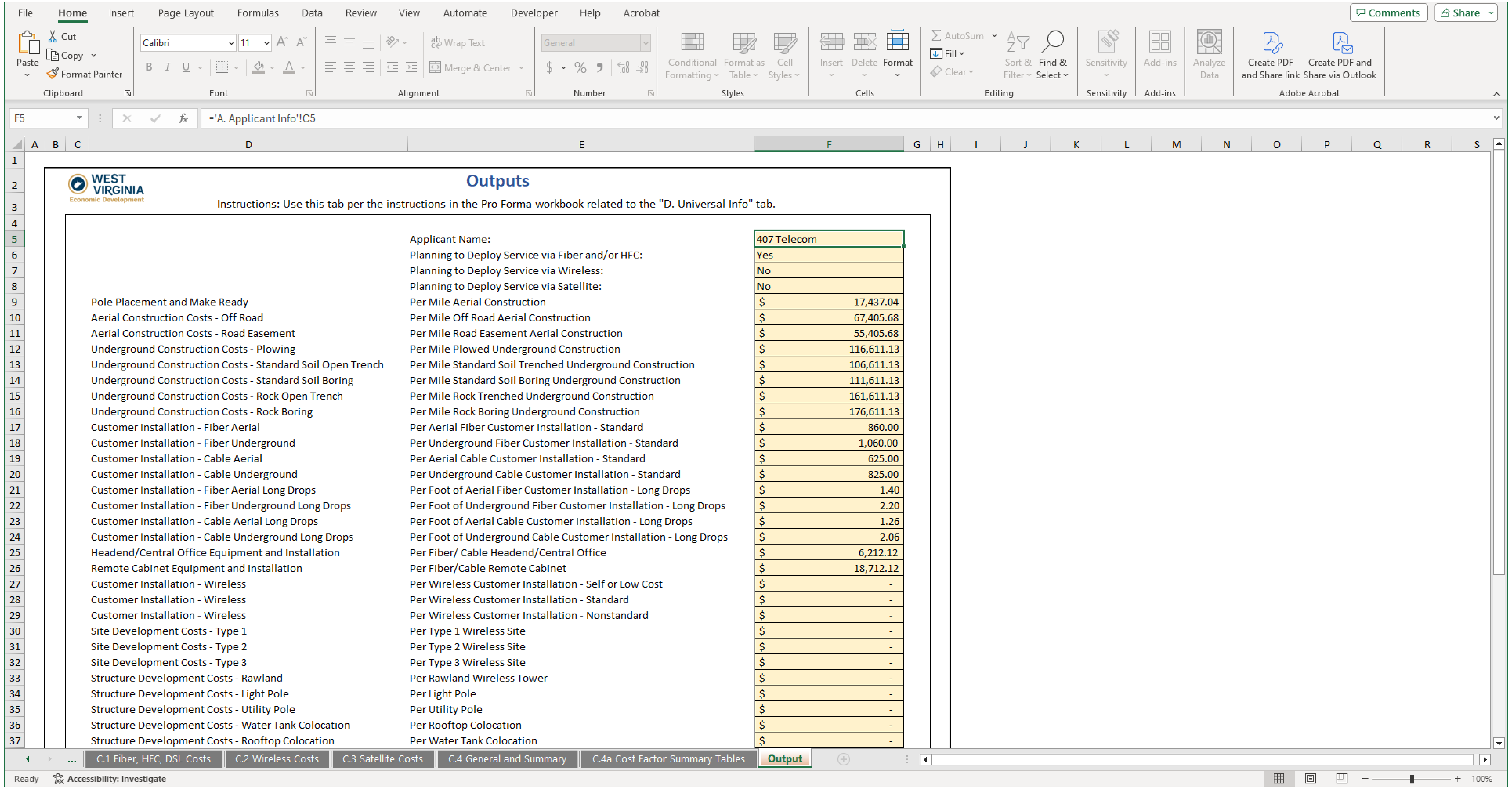
Satellite Customer Installation – Standard

Category	Subcategory
Customer Installation	Customer Installation Materi
Customer Installation	Customer Premise Installatio
Customer Installation – Standard or Medium Cost Install	Customer Installation Materi
Customer Installation – Standard or Medium Cost Install	Customer Installation Labor
Total	

Satellite Customer Installation – Nonstanda

Category	Subcategory
Customer Installation	Customer Installation Materi
Customer Installation	Customer Premise Installatio
Customer Installation – Nonstandard or High Cost Install	Customer Installation Materi
Customer Installation – Nonstandard or High Cost Install	Customer Installation Labor
Total	

Output



WEST VIRGINIA Economic Development

Outputs

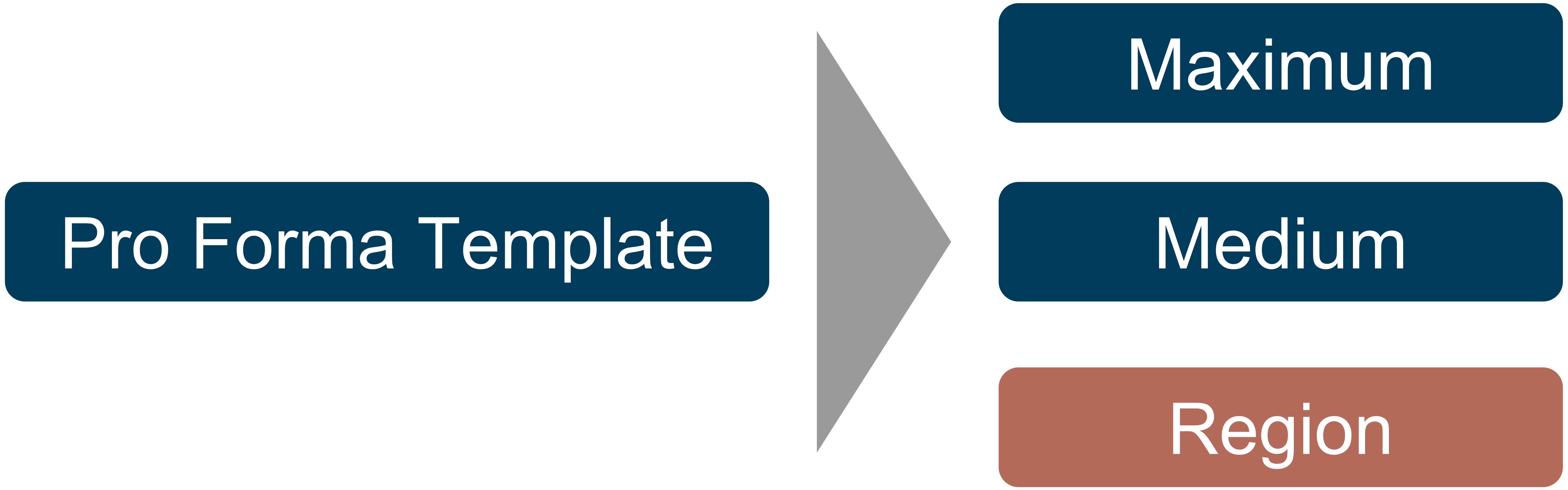
Instructions: Use this tab per the instructions in the Pro Forma workbook related to the "D. Universal Info" tab.

	Applicant Name:	407 Telecom
	Planning to Deploy Service via Fiber and/or HFC:	Yes
	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
Pole Placement and Make Ready	Per Mile Aerial Construction	$ 17,437.04
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	$ 67,405.68
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	$ 55,405.68
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	$ 116,611.13
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	$ 106,611.13
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	$ 111,611.13
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	$ 161,611.13
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	$ 176,611.13
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	$ 860.00
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	$ 1,060.00
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	$ 625.00
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	$ 825.00
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	$ 1.40
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	$ 2.20
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	$ 2.06
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	$ 6,212.12
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -
Structure Development Costs - Utility Pole	Per Utility Pole	$ -
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	$ -
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	$ -

Pro Forma Workbook

Pro Formas

Two-three hypothetical projects



Pro Forma Template

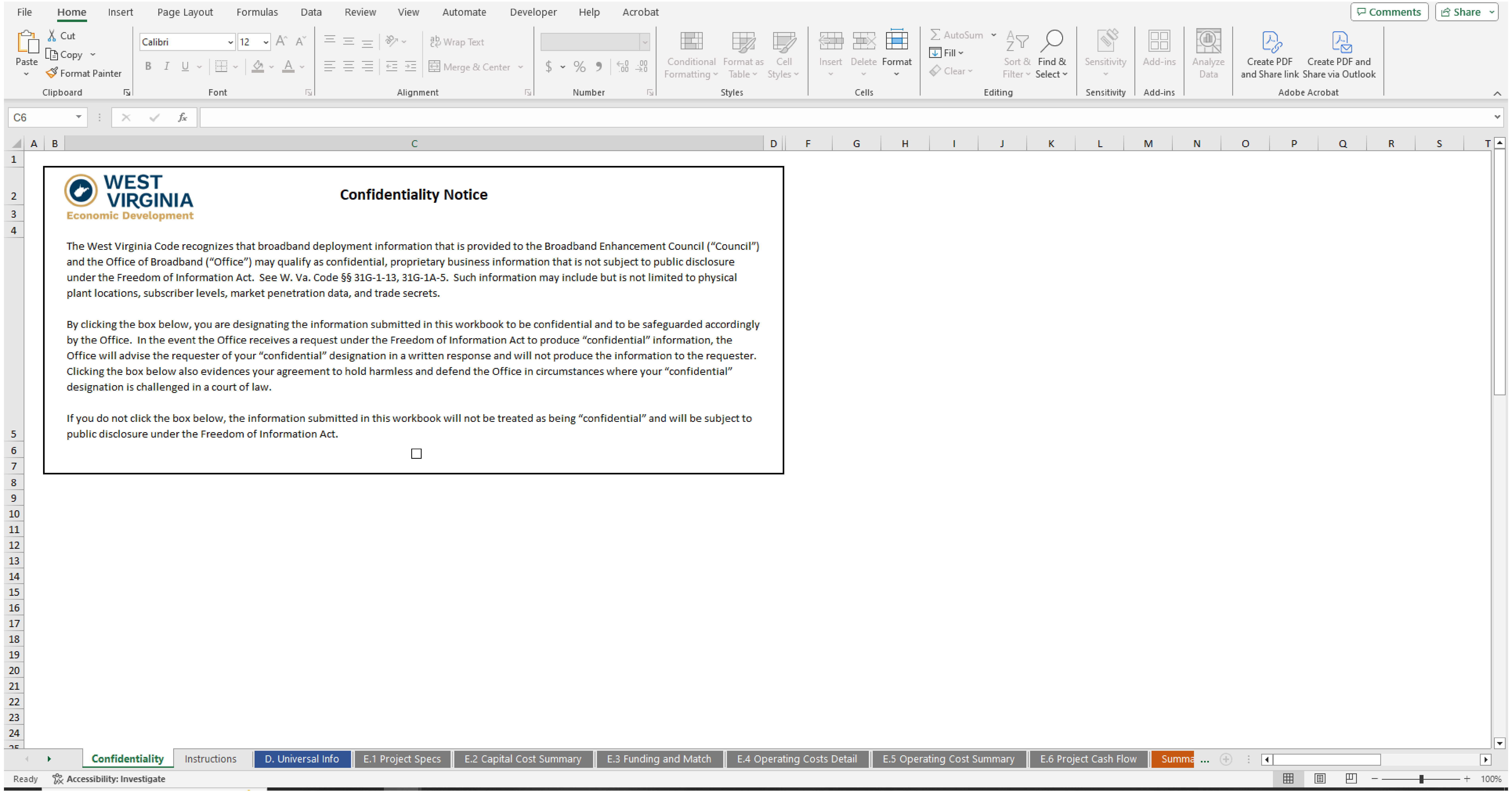
Maximum

Medium

Region

- Maximum and medium pro formas are required in all cases.
- Region pro forma is required if your maximum and medium-sized pro formas are larger than 3,000 covered locations

Confidentiality Notice


C6
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate

WEST VIRGINIA
Economic Development

Confidentiality Notice

The West Virginia Code recognizes that broadband deployment information that is provided to the Broadband Enhancement Council (“Council”) and the Office of Broadband (“Office”) may qualify as confidential, proprietary business information that is not subject to public disclosure under the Freedom of Information Act. See W. Va. Code §§ 31G-1-13, 31G-1A-5. Such information may include but is not limited to physical plant locations, subscriber levels, market penetration data, and trade secrets.

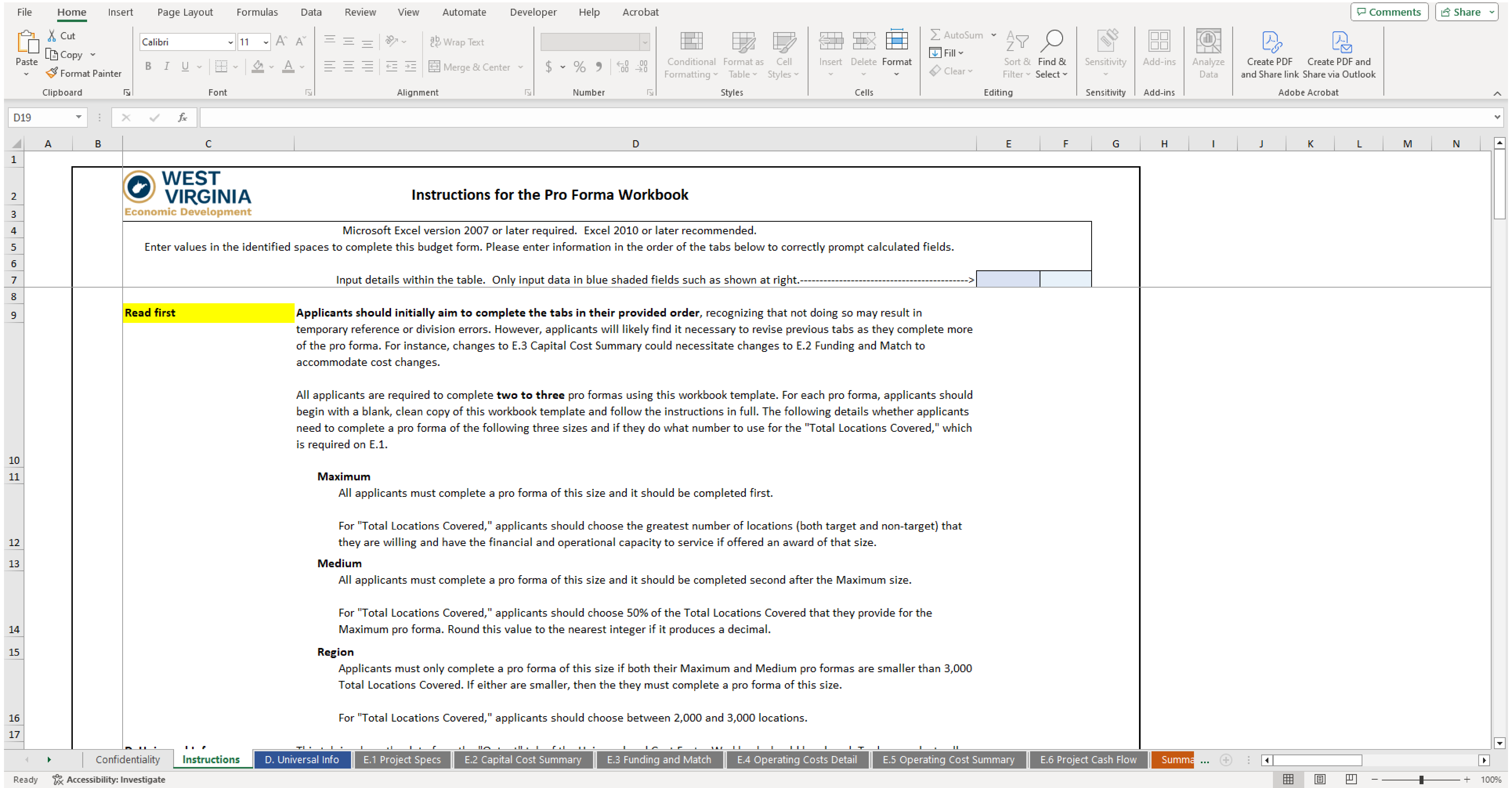
By clicking the box below, you are designating the information submitted in this workbook to be confidential and to be safeguarded accordingly by the Office. In the event the Office receives a request under the Freedom of Information Act to produce “confidential” information, the Office will advise the requester of your “confidential” designation in a written response and will not produce the information to the requester. Clicking the box below also evidences your agreement to hold harmless and defend the Office in circumstances where your “confidential” designation is challenged in a court of law.

If you do not click the box below, the information submitted in this workbook will not be treated as being “confidential” and will be subject to public disclosure under the Freedom of Information Act.

☐

WEST VIRGINIA
Economic Development

Instructions


File
Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
Paste
Cut
Copy
Format Painter
Clipboard
Calibri
11
Font
Wrap Text
Merge & Center
Alignment
Number
Conditional Formatting
Format as Table
Cell Styles
Styles
Insert
Delete
Format
Cells
AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
D19
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
100%

WEST VIRGINIA
Economic Development

Instructions for the Pro Forma Workbook

Microsoft Excel version 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.

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

Read first

Applicants should initially aim to complete the tabs in their provided order, recognizing that not doing so may result in temporary reference or division errors. However, applicants will likely find it necessary to revise previous tabs as they complete more of the pro forma. For instance, changes to E.3 Capital Cost Summary could necessitate changes to E.2 Funding and Match to accommodate cost changes.

All applicants are required to complete **two to three** pro formas using this workbook template. For each pro forma, applicants should begin with a blank, clean copy of this workbook template and follow the instructions in full. The following details whether applicants need to complete a pro forma of the following three sizes and if they do what number to use for the "Total Locations Covered," which is required on E.1.

Maximum

All applicants must complete a pro forma of this size and it should be completed first.

For "Total Locations Covered," applicants should choose the greatest number of locations (both target and non-target) that they are willing and have the financial and operational capacity to service if offered an award of that size.

Medium

All applicants must complete a pro forma of this size and it should be completed second after the Maximum size.

For "Total Locations Covered," applicants should choose 50% of the Total Locations Covered that they provide for the Maximum pro forma. Round this value to the nearest integer if it produces a decimal.

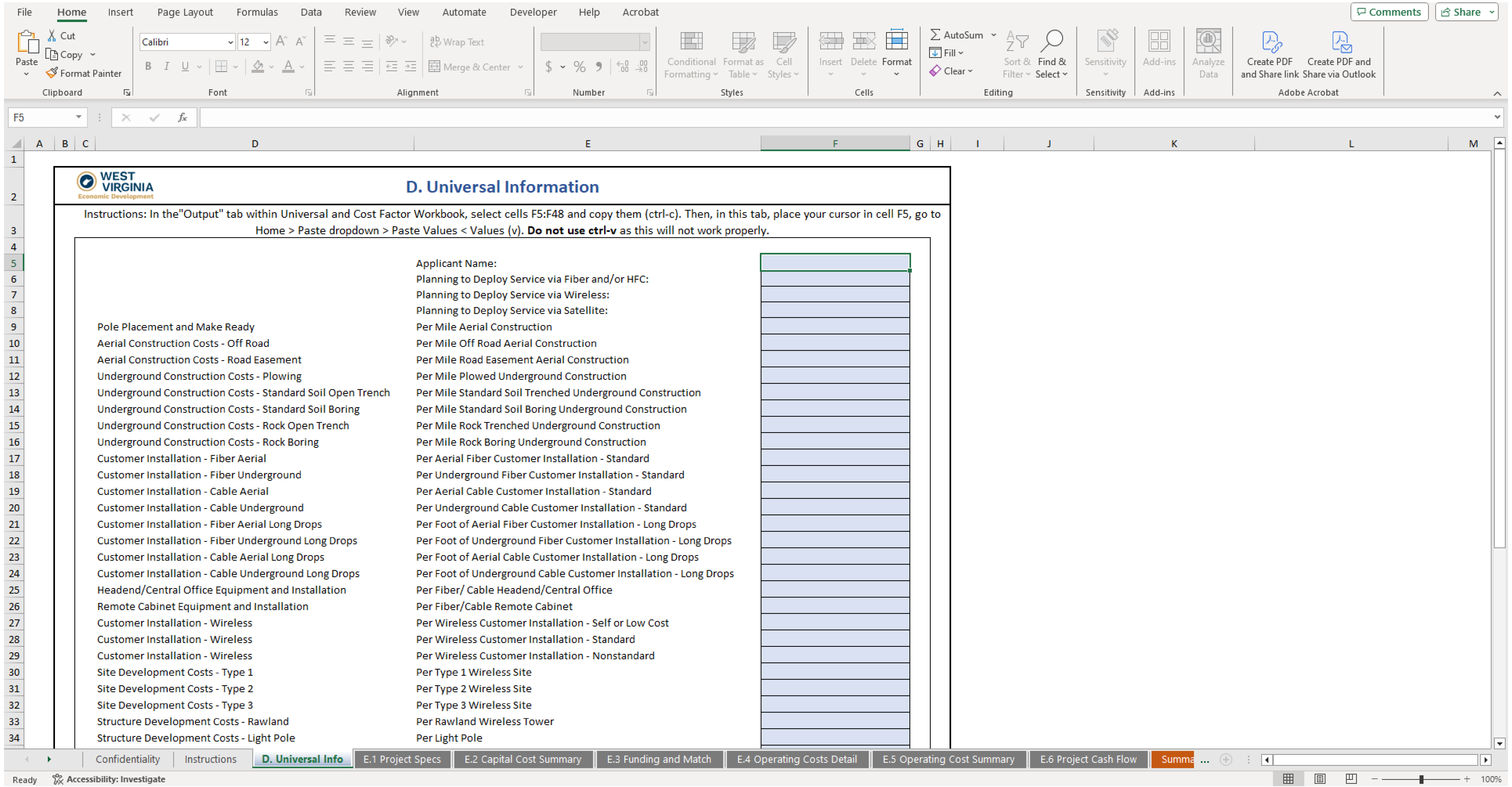
Region

Applicants must only complete a pro forma of this size if both their Maximum and Medium pro formas are smaller than 3,000 Total Locations Covered. If either are smaller, then the they must complete a pro forma of this size.

For "Total Locations Covered," applicants should choose between 2,000 and 3,000 locations.

WEST VIRGINIA
Economic Development

D. Universal Info


File
Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
Paste
Cut
Copy
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Clipboard
Calibri
12
Font
Wrap Text
Merge & Center
Alignment
Number
Conditional Formatting
Format as Table
Cell Styles
Styles
Insert
Delete
Format
Cells
AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F5
WEST VIRGINIA Economic Development
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
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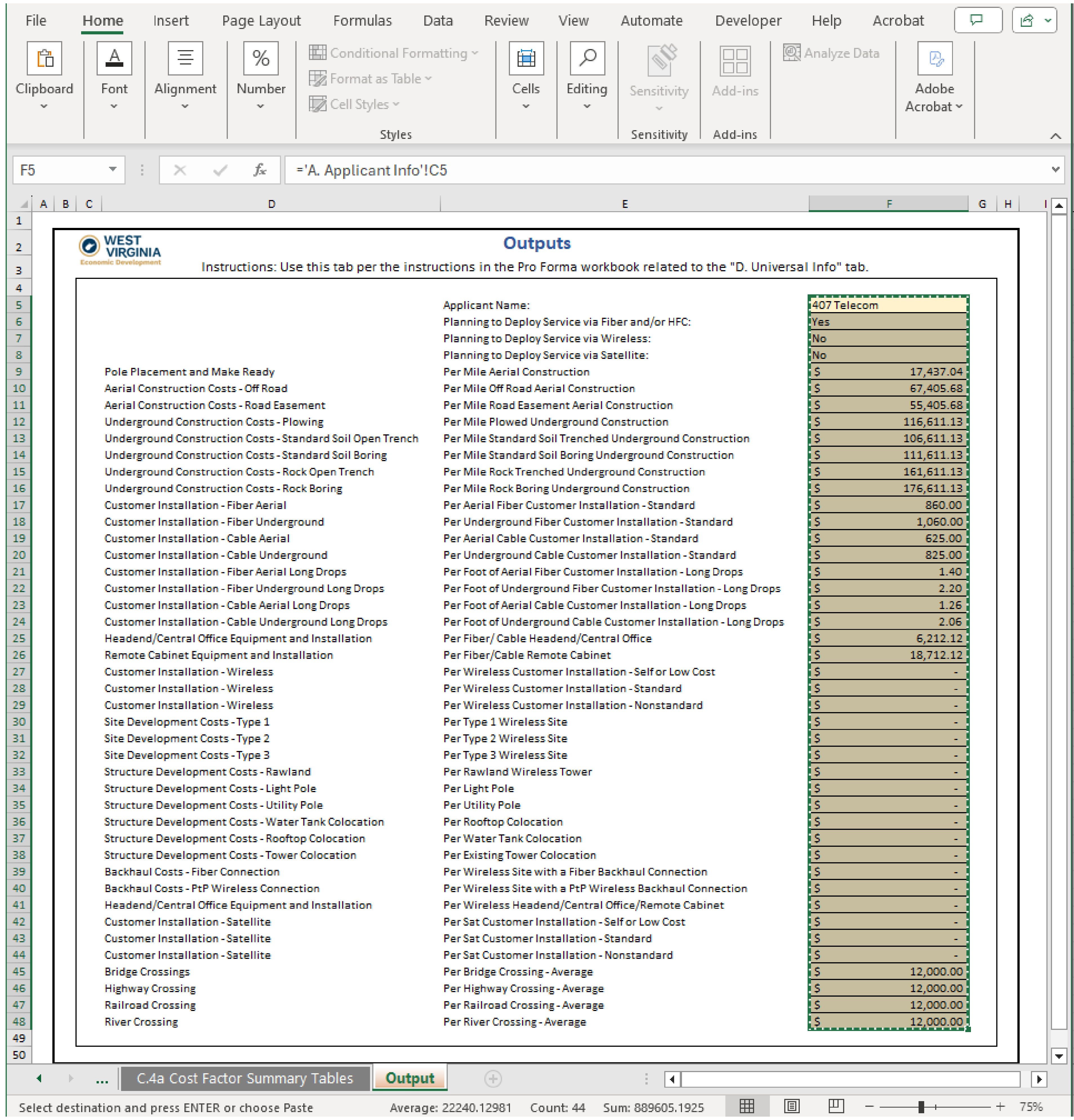
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
100%

D. Universal Information

Instructions: In the"Output" tab within Universal and Cost Factor Workbook, select cells F5:F48 and copy them (ctrl-c). Then, in this tab, place your cursor in cell F5, go to Home > Paste dropdown > Paste Values < Values (v). **Do not use ctrl-v** as this will not work properly.

	Applicant Name:
	Planning to Deploy Service via Fiber and/or HFC:
	Planning to Deploy Service via Wireless:
	Planning to Deploy Service via Satellite:
Pole Placement and Make Ready	Per Mile Aerial Construction
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost
Customer Installation - Wireless	Per Wireless Customer Installation - Standard
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard
Site Development Costs - Type 1	Per Type 1 Wireless Site
Site Development Costs - Type 2	Per Type 2 Wireless Site
Site Development Costs - Type 3	Per Type 3 Wireless Site
Structure Development Costs - Rawland	Per Rawland Wireless Tower
Structure Development Costs - Light Pole	Per Light Pole

D. Universal Info



='A. Applicant Info'!C5

Outputs

Instructions: Use this tab per the instructions in the Pro Forma workbook related to the "D. Universal Info" tab.

	Applicant Name:	407 Telecom
	Planning to Deploy Service via Fiber and/or HFC:	Yes
	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
Pole Placement and Make Ready	Per Mile Aerial Construction	$ 17,437.04
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	$ 67,405.68
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	$ 55,405.68
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	$ 116,611.13
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	$ 106,611.13
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	$ 111,611.13
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	$ 161,611.13
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	$ 176,611.13
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	$ 860.00
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	$ 1,060.00
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	$ 625.00
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	$ 825.00
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	$ 1.40
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	$ 2.20
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	$ 2.06
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	$ 6,212.12
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -
Structure Development Costs - Utility Pole	Per Utility Pole	$ -
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	$ -
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	$ -
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	$ -
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	$ -
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	$ -
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Standard	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	$ -
Bridge Crossings	Per Bridge Crossing - Average	$ 12,000.00
Highway Crossing	Per Highway Crossing - Average	$ 12,000.00
Railroad Crossing	Per Railroad Crossing - Average	$ 12,000.00
River Crossing	Per River Crossing - Average	$ 12,000.00

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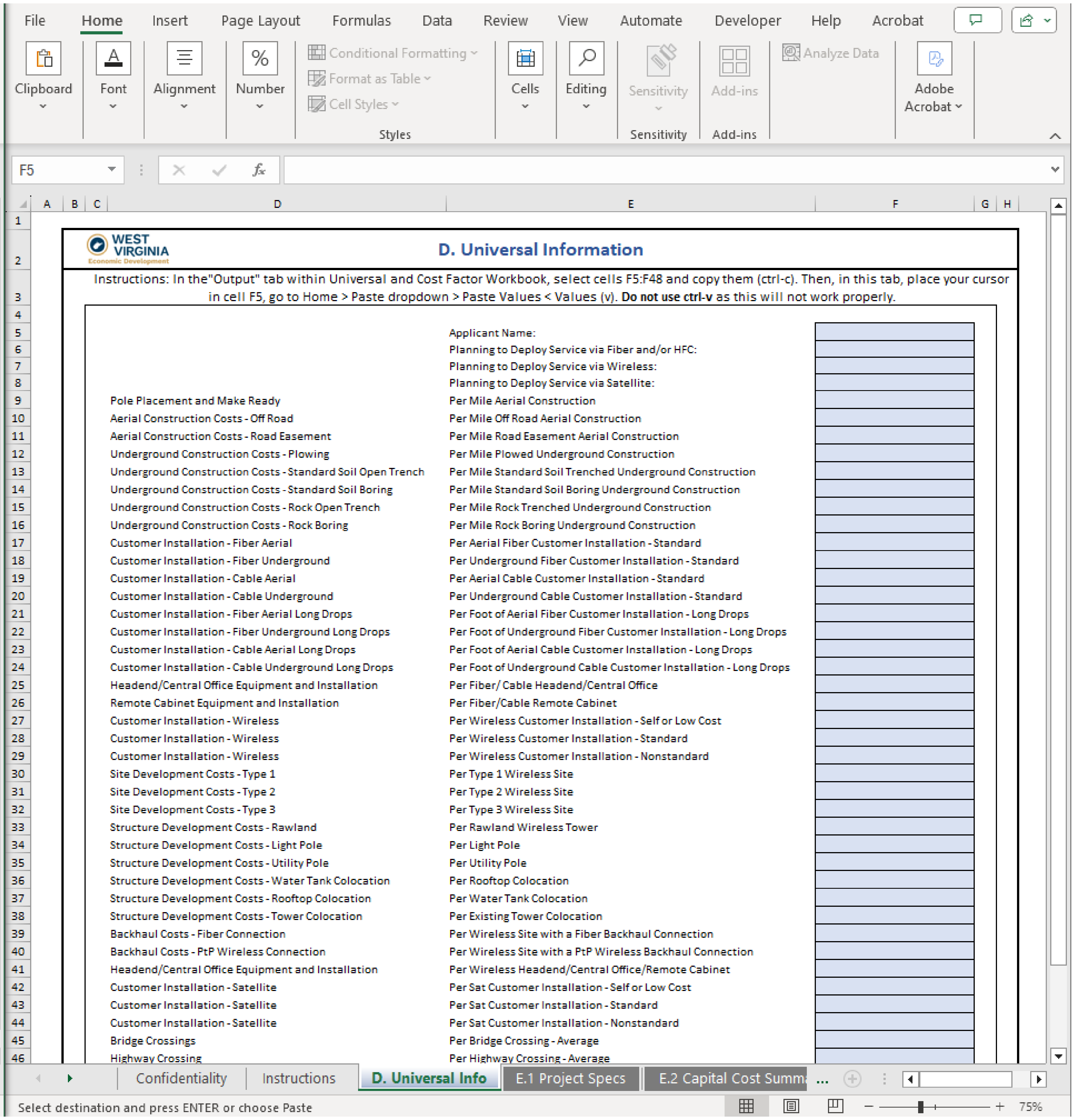


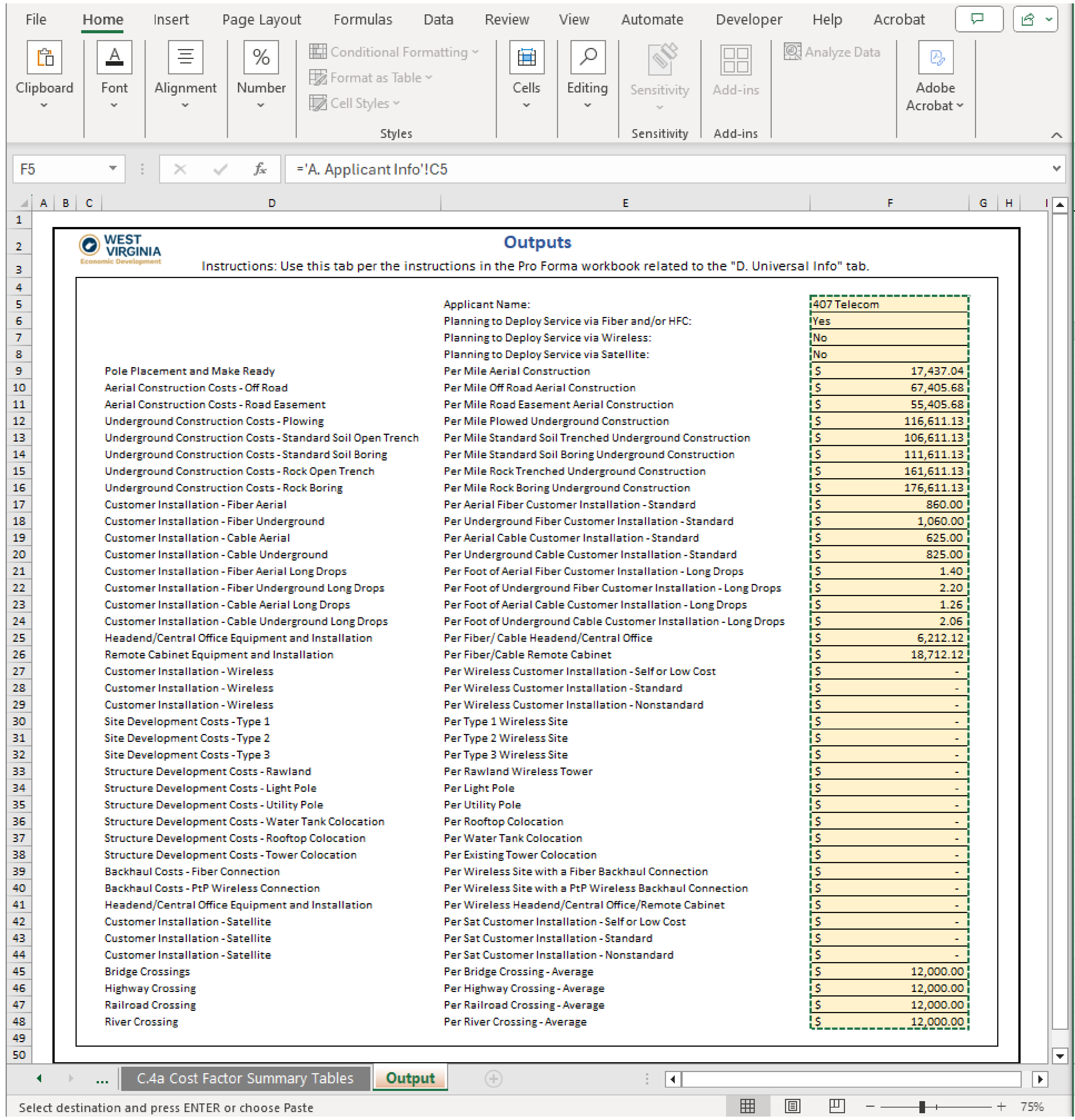
D. Universal Information

Instructions: In the"Output" tab within Universal and Cost Factor Workbook, select cells F5:F48 and copy them (ctrl-c). Then, in this tab, place your cursor in cell F5, go to Home > Paste dropdown > Paste Values < Values (v). **Do not use ctrl-v** as this will not work properly.

	Applicant Name:	
	Planning to Deploy Service via Fiber and/or HFC:	
	Planning to Deploy Service via Wireless:	
	Planning to Deploy Service via Satellite:	
Pole Placement and Make Ready	Per Mile Aerial Construction	
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	
Site Development Costs - Type 1	Per Type 1 Wireless Site	
Site Development Costs - Type 2	Per Type 2 Wireless Site	
Site Development Costs - Type 3	Per Type 3 Wireless Site	
Structure Development Costs - Rawland	Per Rawland Wireless Tower	
Structure Development Costs - Light Pole	Per Light Pole	
Structure Development Costs - Utility Pole	Per Utility Pole	
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	
Customer Installation - Satellite	Per Sat Customer Installation - Standard	
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	
Bridge Crossings	Per Bridge Crossing - Average	
Highway Crossing	Per Highway Crossing - Average	

Select destination and press ENTER or choose Paste

D. Universal Info



F5: ='A. Applicant Info'!C5

Outputs

Instructions: Use this tab per the instructions in the Pro Forma workbook related to the "D. Universal Info" tab.

	Applicant Name:	407 Telecom
	Planning to Deploy Service via Fiber and/or HFC:	Yes
	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
Pole Placement and Make Ready	Per Mile Aerial Construction	$ 17,437.04
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	$ 67,405.68
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	$ 55,405.68
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	$ 116,611.13
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	$ 106,611.13
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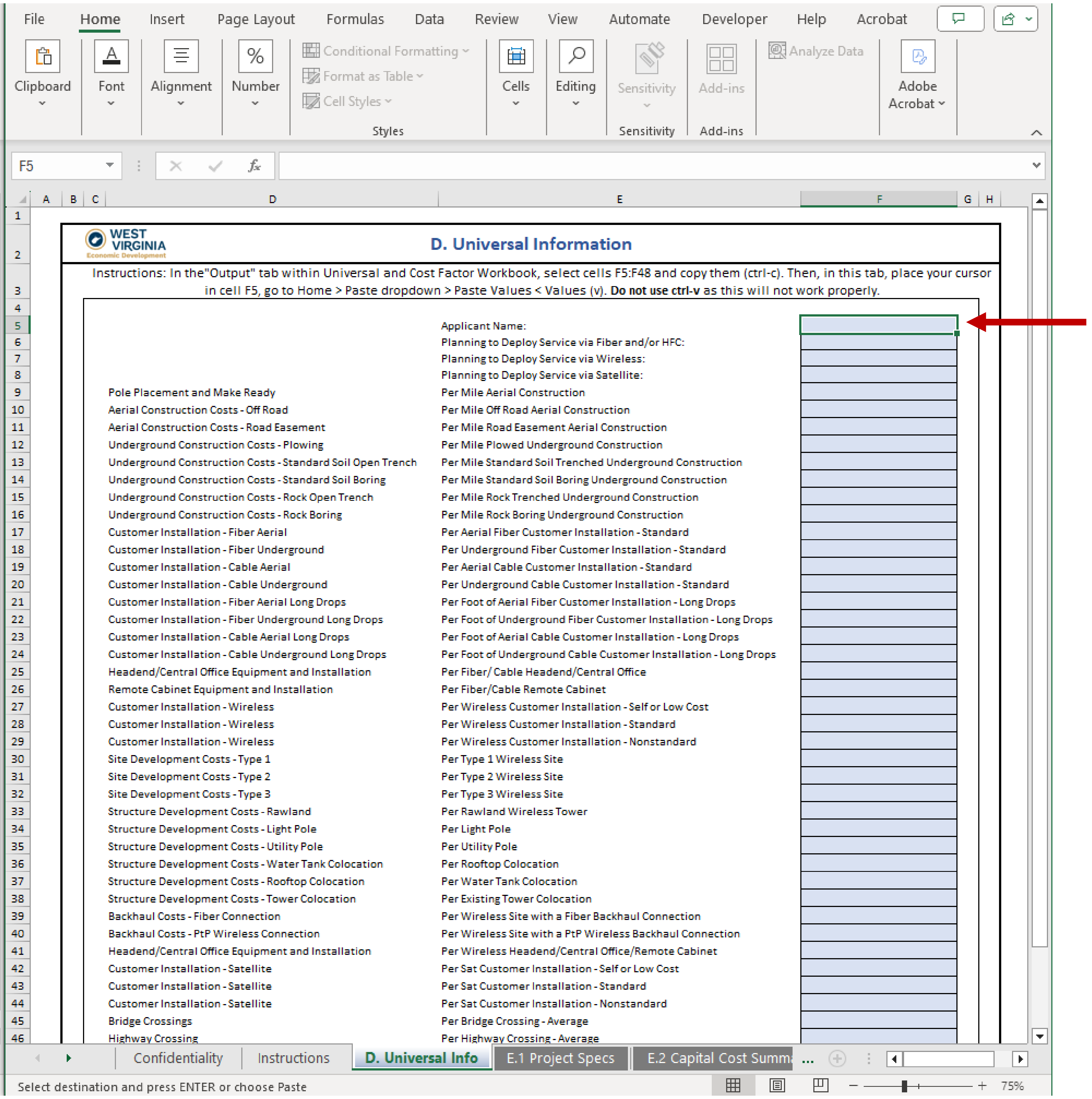
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	$ 625.00
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	$ 825.00
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	$ 1.40
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	$ 2.20
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	$ 2.06
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	$ 6,212.12
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -
Structure Development Costs - Utility Pole	Per Utility Pole	$ -
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	$ -
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	$ -
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	$ -
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	$ -
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	$ -
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Standard	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	$ -
Bridge Crossings	Per Bridge Crossing - Average	$ 12,000.00
Highway Crossing	Per Highway Crossing - Average	$ 12,000.00
Railroad Crossing	Per Railroad Crossing - Average	$ 12,000.00
River Crossing	Per River Crossing - Average	$ 12,000.00

Select destination and press ENTER or choose Paste



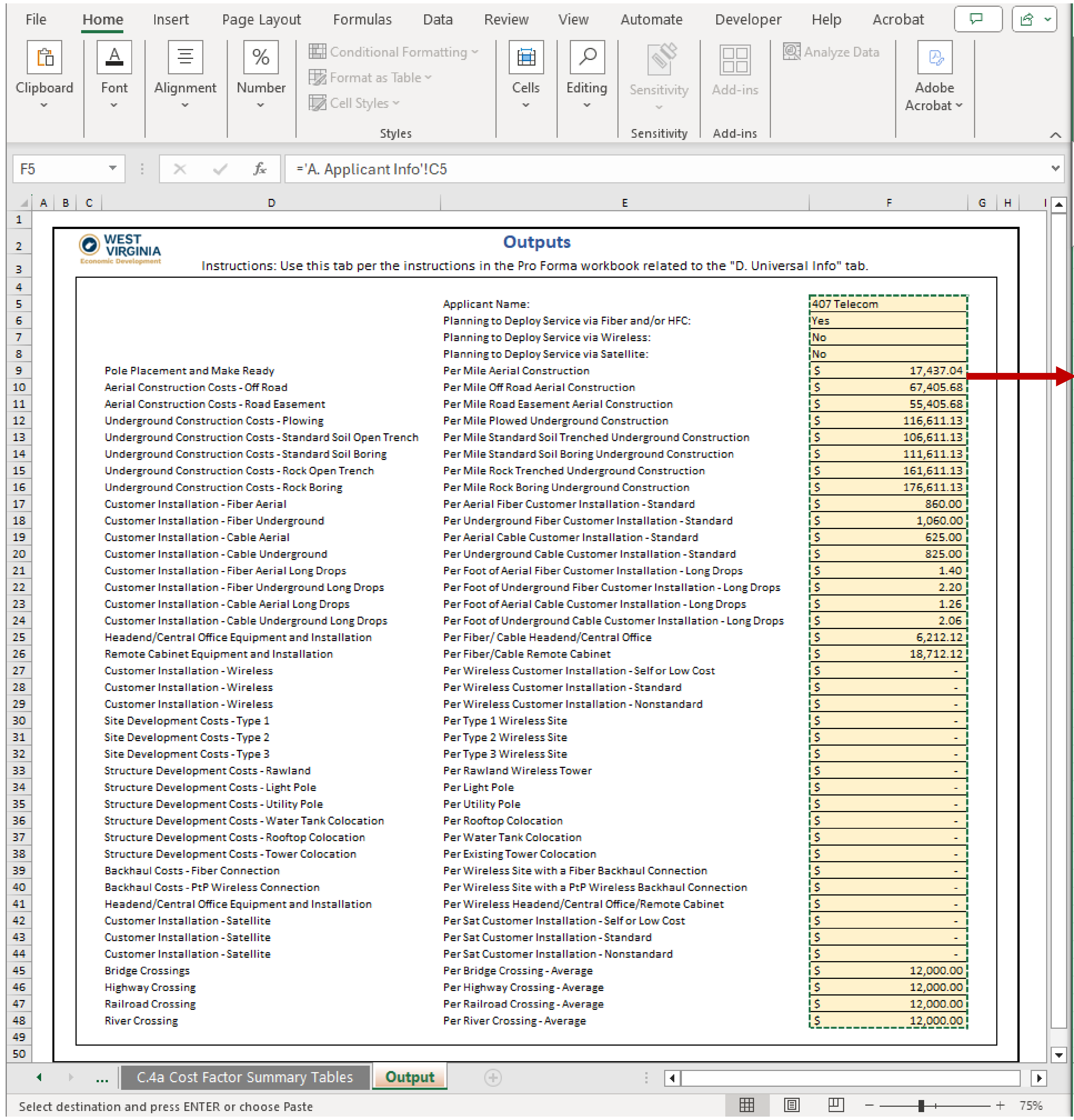
D. Universal Information

Instructions: In the"Output" tab within Universal and Cost Factor Workbook, select cells F5:F48 and copy them (ctrl-c). Then, in this tab, place your cursor in cell F5, go to Home > Paste dropdown > Paste Values < Values (v). **Do not use ctrl-v** as this will not work properly.

	Applicant Name:	
	Planning to Deploy Service via Fiber and/or HFC:	
	Planning to Deploy Service via Wireless:	
	Planning to Deploy Service via Satellite:	
Pole Placement and Make Ready	Per Mile Aerial Construction	
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	
Site Development Costs - Type 1	Per Type 1 Wireless Site	
Site Development Costs - Type 2	Per Type 2 Wireless Site	
Site Development Costs - Type 3	Per Type 3 Wireless Site	
Structure Development Costs - Rawland	Per Rawland Wireless Tower	
Structure Development Costs - Light Pole	Per Light Pole	
Structure Development Costs - Utility Pole	Per Utility Pole	
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	
Customer Installation - Satellite	Per Sat Customer Installation - Standard	
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	
Bridge Crossings	Per Bridge Crossing - Average	
Highway Crossing	Per Highway Crossing - Average	

Select destination and press ENTER or choose Paste

D. Universal Info



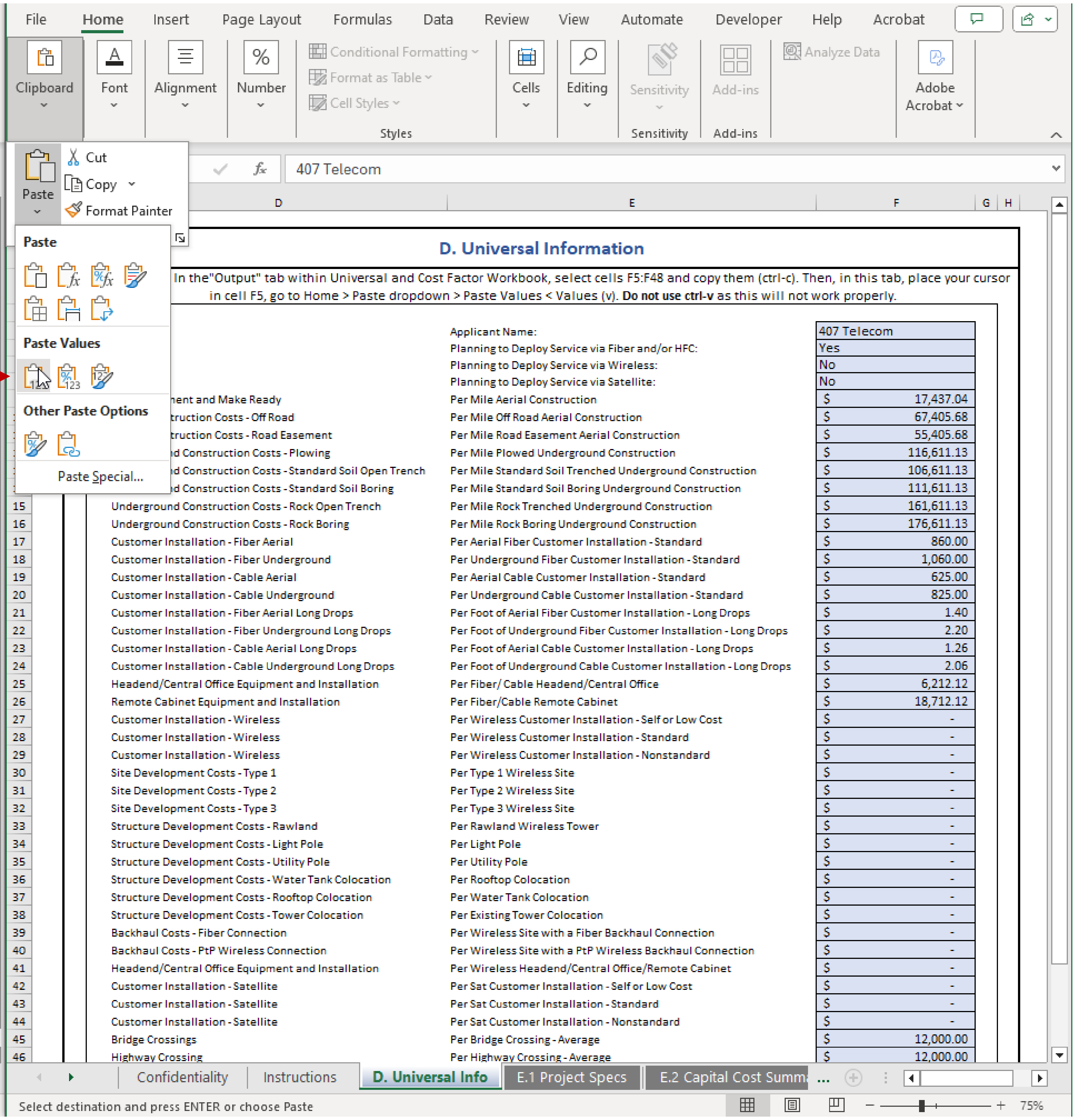
F5 ='A. Applicant Info'!C5

Outputs

Instructions: Use this tab per the instructions in the Pro Forma workbook related to the "D. Universal Info" tab.

	Applicant Name:	407 Telecom
	Planning to Deploy Service via Fiber and/or HFC:	Yes
	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
Pole Placement and Make Ready	Per Mile Aerial Construction	$ 17,437.04
Aerial Construction Costs - Off Road	Per Mile Off Road Aerial Construction	$ 67,405.68
Aerial Construction Costs - Road Easement	Per Mile Road Easement Aerial Construction	$ 55,405.68
Underground Construction Costs - Plowing	Per Mile Plowed Underground Construction	$ 116,611.13
Underground Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	$ 106,611.13
Underground Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	$ 111,611.13
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	$ 161,611.13
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	$ 176,611.13
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	$ 860.00
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	$ 1,060.00
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	$ 625.00
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	$ 825.00
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	$ 1.40
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	$ 2.20
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
Customer Installation - Cable Underground Long Drops	Per Foot of Underground Cable Customer Installation - Long Drops	$ 2.06
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	$ 6,212.12
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -
Structure Development Costs - Utility Pole	Per Utility Pole	$ -
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	$ -
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	$ -
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	$ -
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	$ -
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	$ -
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Standard	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	$ -
Bridge Crossings	Per Bridge Crossing - Average	$ 12,000.00
Highway Crossing	Per Highway Crossing - Average	$ 12,000.00
Railroad Crossing	Per Railroad Crossing - Average	$ 12,000.00
River Crossing	Per River Crossing - Average	$ 12,000.00

Select destination and press ENTER or choose Paste



407 Telecom

D. Universal Information

In the"Output" tab within Universal and Cost Factor Workbook, select cells F5:F48 and copy them (ctrl-c). Then, in this tab, place your cursor in cell F5, go to Home > Paste dropdown > Paste Values < Values (v). **Do not use ctrl-v** as this will not work properly.

	Applicant Name:	407 Telecom
	Planning to Deploy Service via Fiber and/or HFC:	Yes
	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
ent and Make Ready	Per Mile Aerial Construction	$ 17,437.04
truction Costs - Off Road	Per Mile Off Road Aerial Construction	$ 67,405.68
truction Costs - Road Easement	Per Mile Road Easement Aerial Construction	$ 55,405.68
d Construction Costs - Plowing	Per Mile Plowed Underground Construction	$ 116,611.13
d Construction Costs - Standard Soil Open Trench	Per Mile Standard Soil Trenched Underground Construction	$ 106,611.13
d Construction Costs - Standard Soil Boring	Per Mile Standard Soil Boring Underground Construction	$ 111,611.13
Underground Construction Costs - Rock Open Trench	Per Mile Rock Trenched Underground Construction	$ 161,611.13
Underground Construction Costs - Rock Boring	Per Mile Rock Boring Underground Construction	$ 176,611.13
Customer Installation - Fiber Aerial	Per Aerial Fiber Customer Installation - Standard	$ 860.00
Customer Installation - Fiber Underground	Per Underground Fiber Customer Installation - Standard	$ 1,060.00
Customer Installation - Cable Aerial	Per Aerial Cable Customer Installation - Standard	$ 625.00
Customer Installation - Cable Underground	Per Underground Cable Customer Installation - Standard	$ 825.00
Customer Installation - Fiber Aerial Long Drops	Per Foot of Aerial Fiber Customer Installation - Long Drops	$ 1.40
Customer Installation - Fiber Underground Long Drops	Per Foot of Underground Fiber Customer Installation - Long Drops	$ 2.20
Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
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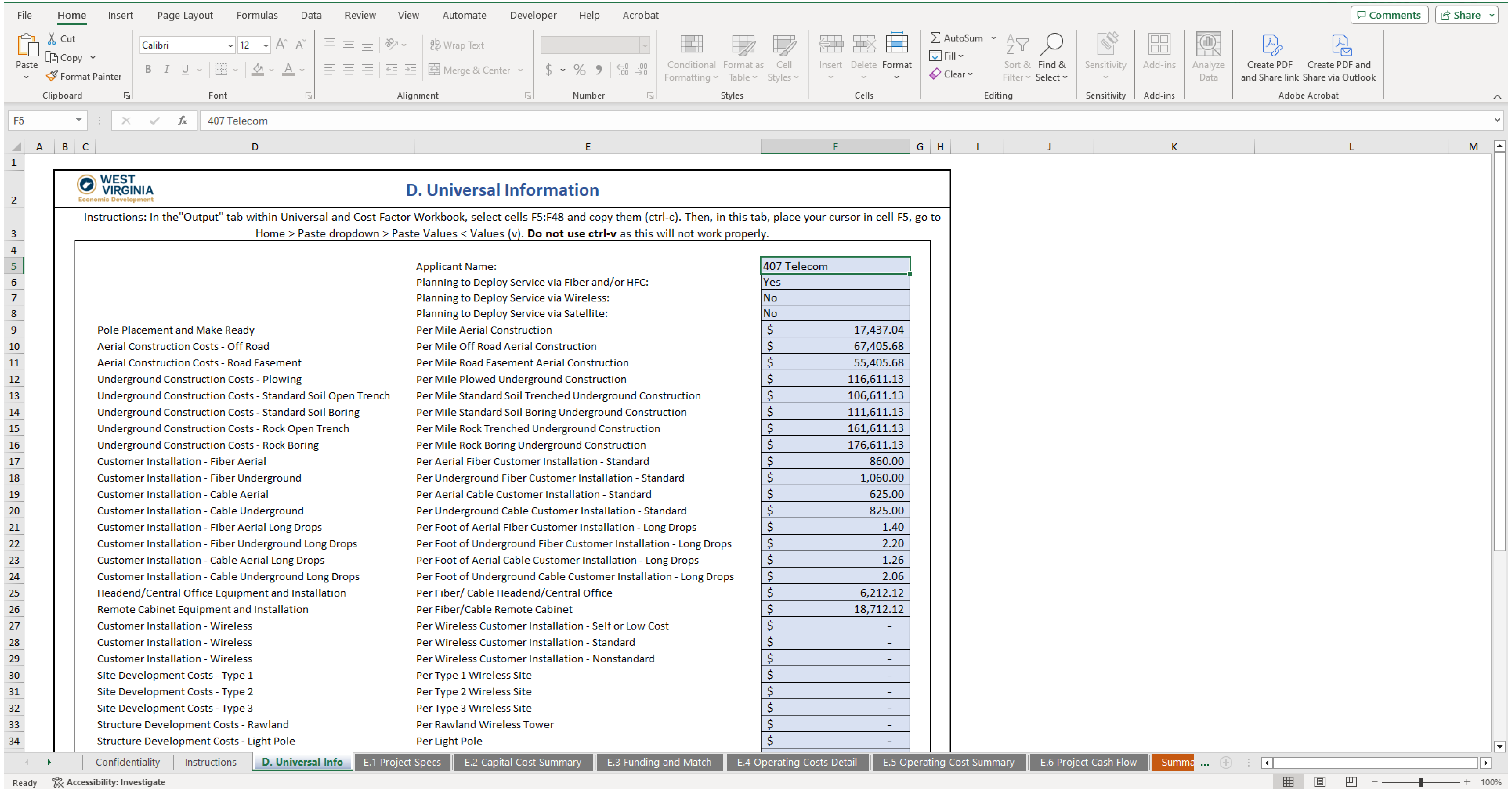
Headend/Central Office Equipment and Installation	Per Fiber/ Cable Headend/Central Office	$ 6,212.12
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -
Structure Development Costs - Utility Pole	Per Utility Pole	$ -
Structure Development Costs - Water Tank Colocation	Per Rooftop Colocation	$ -
Structure Development Costs - Rooftop Colocation	Per Water Tank Colocation	$ -
Structure Development Costs - Tower Colocation	Per Existing Tower Colocation	$ -
Backhaul Costs - Fiber Connection	Per Wireless Site with a Fiber Backhaul Connection	$ -
Backhaul Costs - PtP Wireless Connection	Per Wireless Site with a PtP Wireless Backhaul Connection	$ -
Headend/Central Office Equipment and Installation	Per Wireless Headend/Central Office/Remote Cabinet	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Self or Low Cost	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Standard	$ -
Customer Installation - Satellite	Per Sat Customer Installation - Nonstandard	$ -
Bridge Crossings	Per Bridge Crossing - Average	$ 12,000.00
Highway Crossing	Per Highway Crossing - Average	$ 12,000.00

Select destination and press ENTER or choose Paste

D. Universal Info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Add-ins
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Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F5
407 Telecom
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
100%

WEST VIRGINIA Economic Development

D. Universal Information

Instructions: In the"Output" tab within Universal and Cost Factor Workbook, select cells F5:F48 and copy them (ctrl-c). Then, in this tab, place your cursor in cell F5, go to Home > Paste dropdown > Paste Values < Values (v). **Do not use ctrl-v** as this will not work properly.

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	Planning to Deploy Service via Wireless:	No
	Planning to Deploy Service via Satellite:	No
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Customer Installation - Cable Aerial Long Drops	Per Foot of Aerial Cable Customer Installation - Long Drops	$ 1.26
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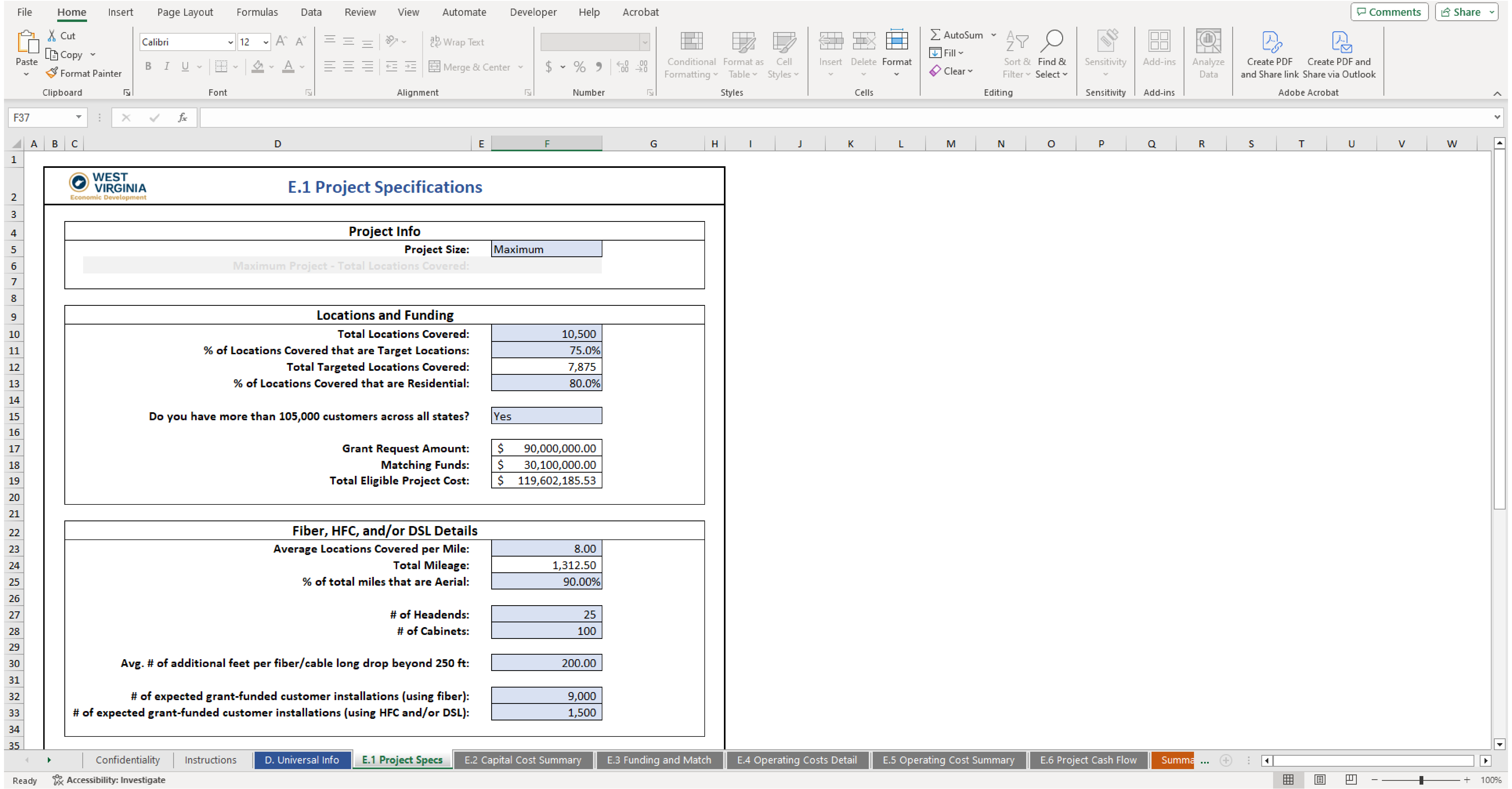
Remote Cabinet Equipment and Installation	Per Fiber/Cable Remote Cabinet	$ 18,712.12
Customer Installation - Wireless	Per Wireless Customer Installation - Self or Low Cost	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Standard	$ -
Customer Installation - Wireless	Per Wireless Customer Installation - Nonstandard	$ -
Site Development Costs - Type 1	Per Type 1 Wireless Site	$ -
Site Development Costs - Type 2	Per Type 2 Wireless Site	$ -
Site Development Costs - Type 3	Per Type 3 Wireless Site	$ -
Structure Development Costs - Rawland	Per Rawland Wireless Tower	$ -
Structure Development Costs - Light Pole	Per Light Pole	$ -

WEST VIRGINIA
Economic Development

E.1 Project Specs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D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Ready
Accessibility: Investigate
100%

WEST VIRGINIA Economic Development

E.1 Project Specifications

Project Info

Project Size:	Maximum
Maximum Project - Total Locations Covered:	

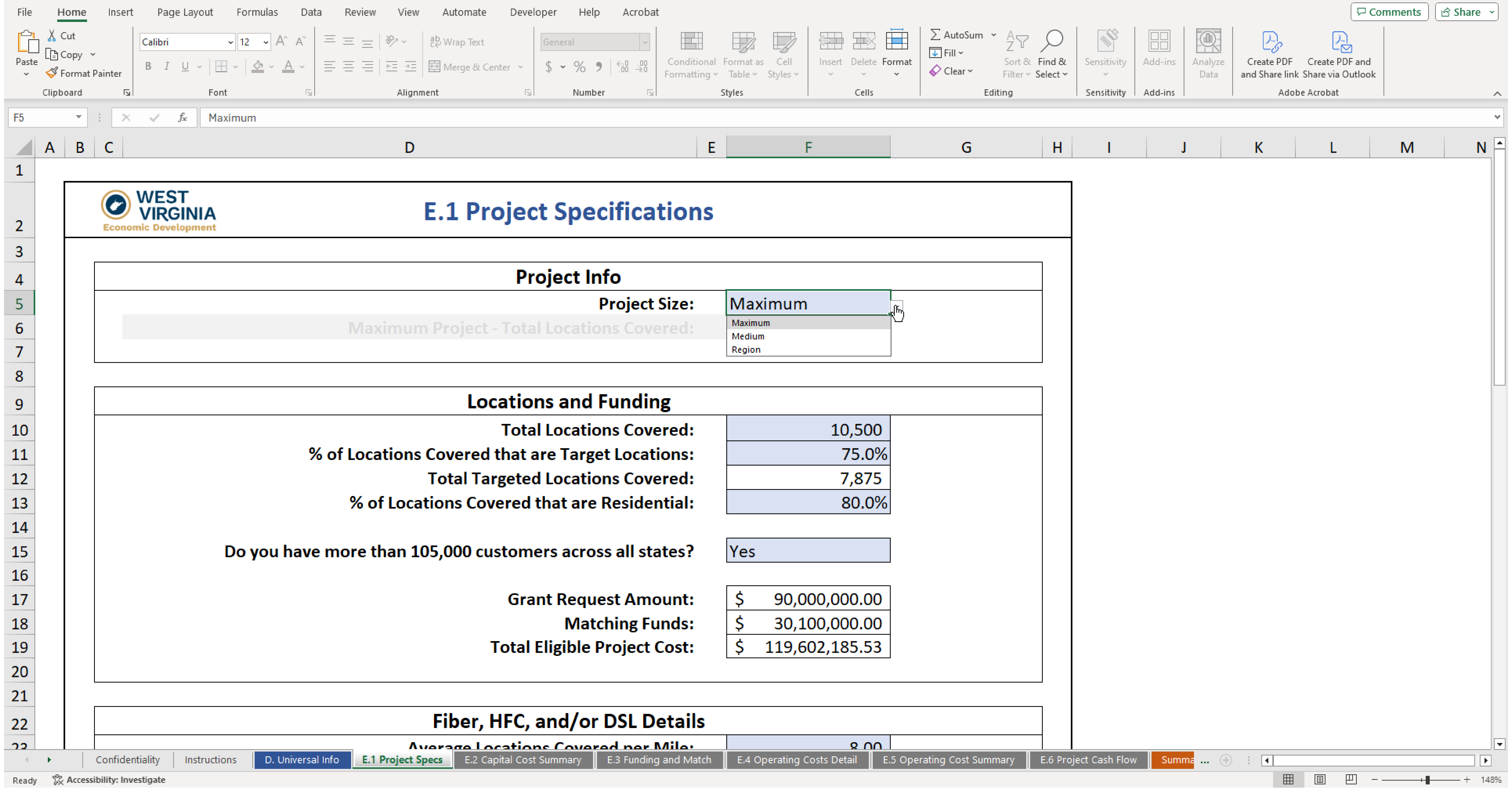
Locations and Funding

Total Locations Covered:	10,500
% of Locations Covered that are Target Locations:	75.0%
Total Targeted Locations Covered:	7,875
% of Locations Covered that are Residential:	80.0%
Do you have more than 105,000 customers across all states?	Yes
Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile:	8.00
Total Mileage:	1,312.50
% of total miles that are Aerial:	90.00%
# of Headends:	25
# of Cabinets:	100
Avg. # of additional feet per fiber/cable long drop beyond 250 ft:	200.00
# of expected grant-funded customer installations (using fiber):	9,000
# of expected grant-funded customer installations (using HFC and/or DSL):	1,500

E.1 Project Specs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Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F5
Maximum
WEST VIRGINIA Economic Development
Maximum
Medium
Region
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

E.1 Project Specifications

Project Info

Project Size: Maximum

Maximum Project - Total Locations Covered:

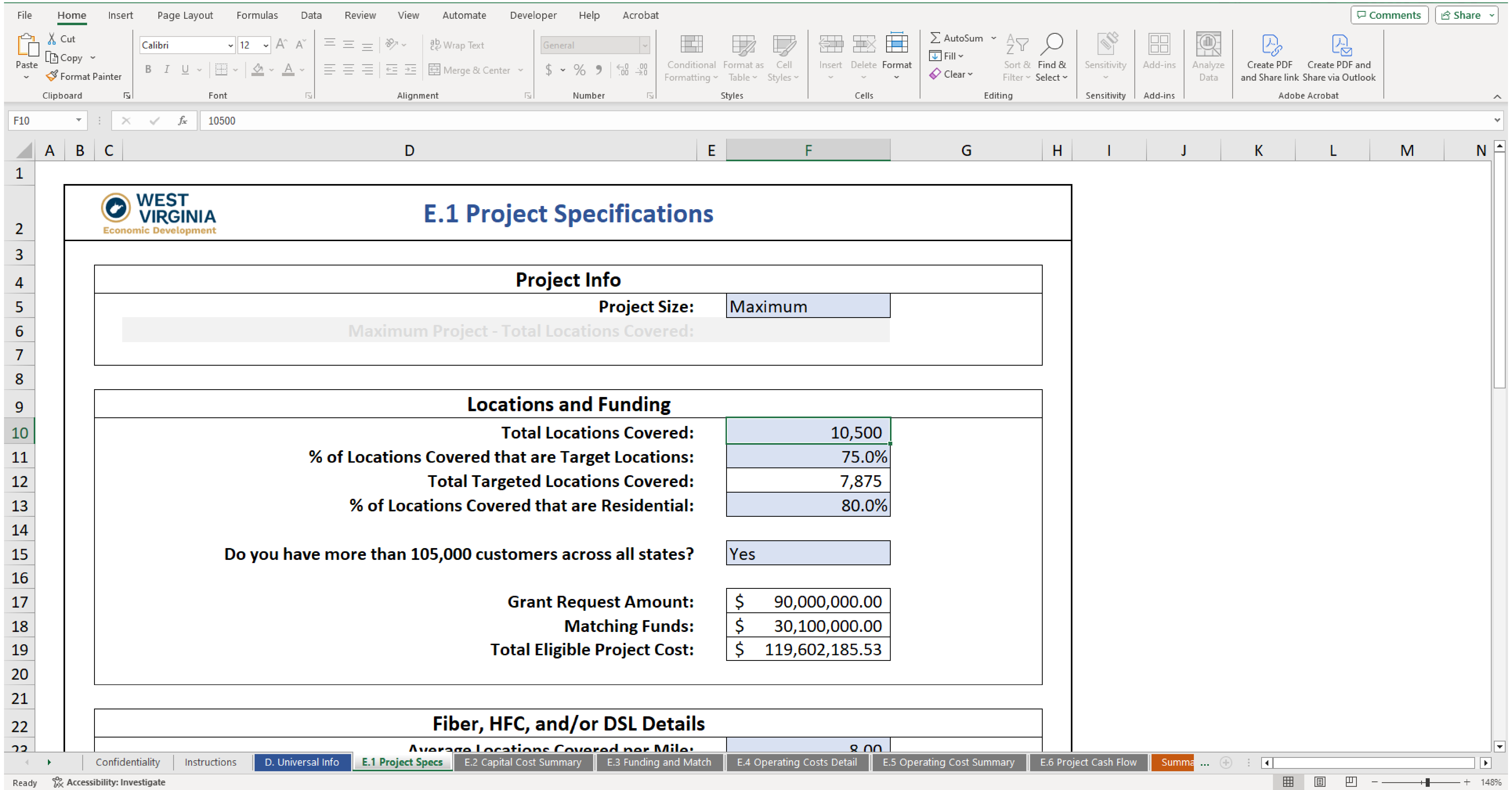
Locations and Funding

Total Locations Covered:	10,500
% of Locations Covered that are Target Locations:	75.0%
Total Targeted Locations Covered:	7,875
% of Locations Covered that are Residential:	80.0%
Do you have more than 105,000 customers across all states?	Yes
Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile: 8.00

E.1 Project Specs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Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F10
10500
WEST VIRGINIA Economic Development
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

E.1 Project Specifications

Project Info

Project Size:	Maximum
Maximum Project - Total Locations Covered:	

Locations and Funding

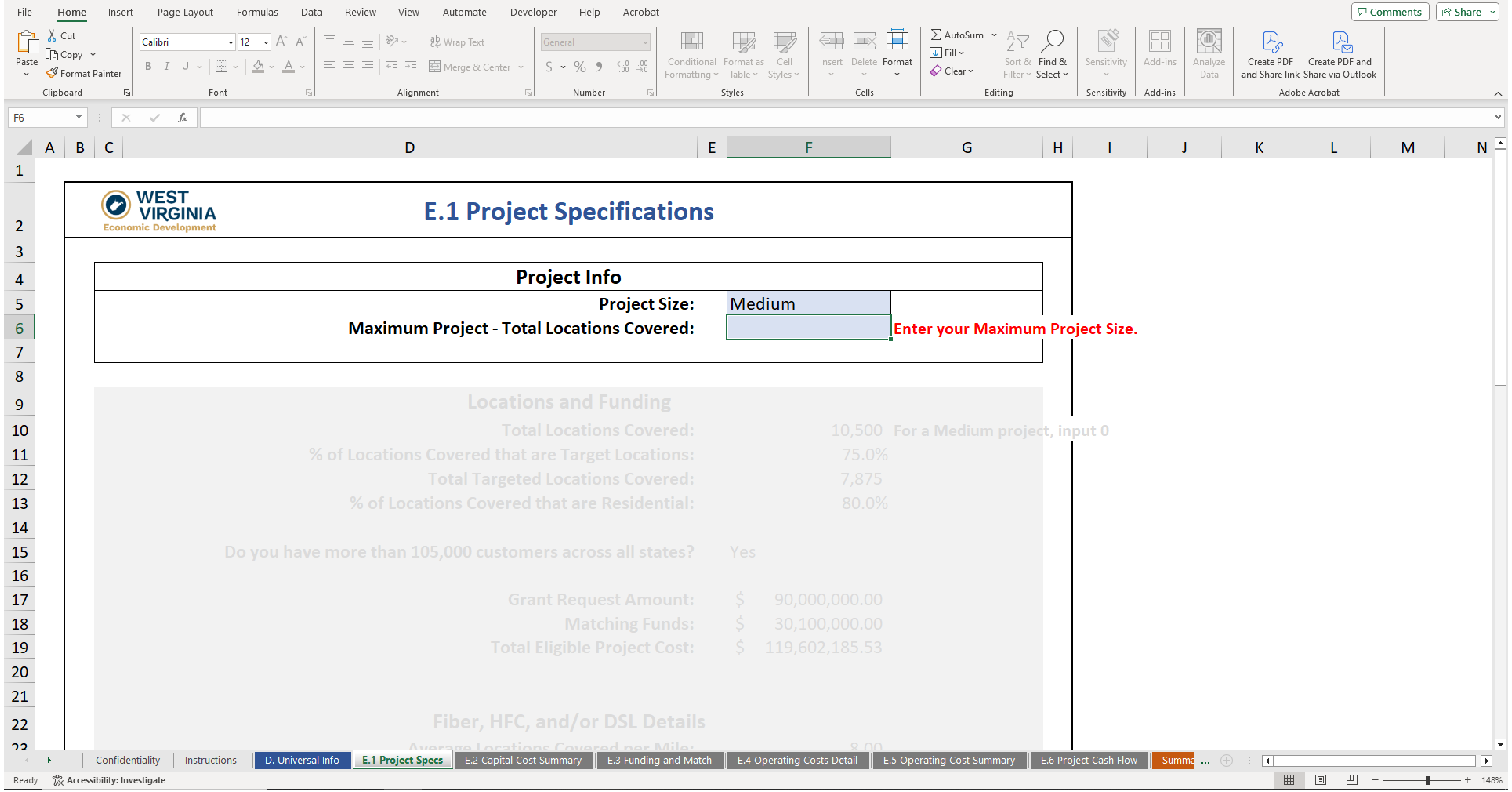
Total Locations Covered:	10,500
% of Locations Covered that are Target Locations:	75.0%
Total Targeted Locations Covered:	7,875
% of Locations Covered that are Residential:	80.0%
Do you have more than 105,000 customers across all states?	Yes
Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile:	8.00

WEST VIRGINIA
Economic Development

E.1 Project Specs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Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F6
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

WEST VIRGINIA Economic Development

E.1 Project Specifications

Project Info

Project Size: Medium

Maximum Project - Total Locations Covered:

Enter your Maximum Project Size.

Locations and Funding

Total Locations Covered: 10,500 For a Medium project, input 0

% of Locations Covered that are Target Locations: 75.0%

Total Targeted Locations Covered: 7,875

% of Locations Covered that are Residential: 80.0%

Do you have more than 105,000 customers across all states? Yes

Grant Request Amount: $ 90,000,000.00

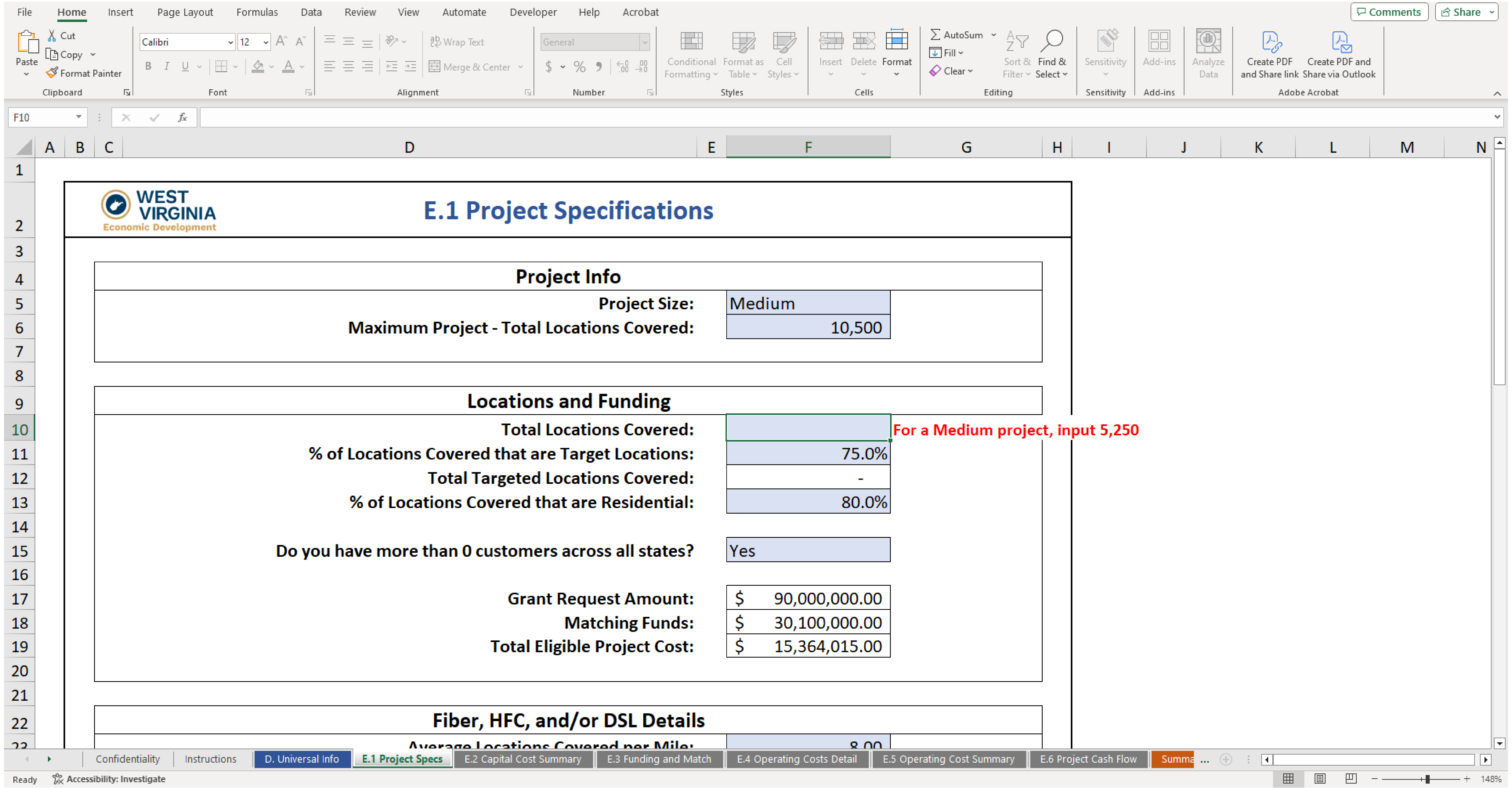
Matching Funds: $ 30,100,000.00

Total Eligible Project Cost: $ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile: 8.00

E.1 Project Specs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Page Layout
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Automate
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Acrobat
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Share
F10
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

WEST VIRGINIA Economic Development

E.1 Project Specifications

Project Info

Project Size:	Medium
Maximum Project - Total Locations Covered:	10,500

Locations and Funding

Total Locations Covered:	
% of Locations Covered that are Target Locations:	75.0%
Total Targeted Locations Covered:	-
% of Locations Covered that are Residential:	80.0%
Do you have more than 0 customers across all states?	Yes
Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 15,364,015.00

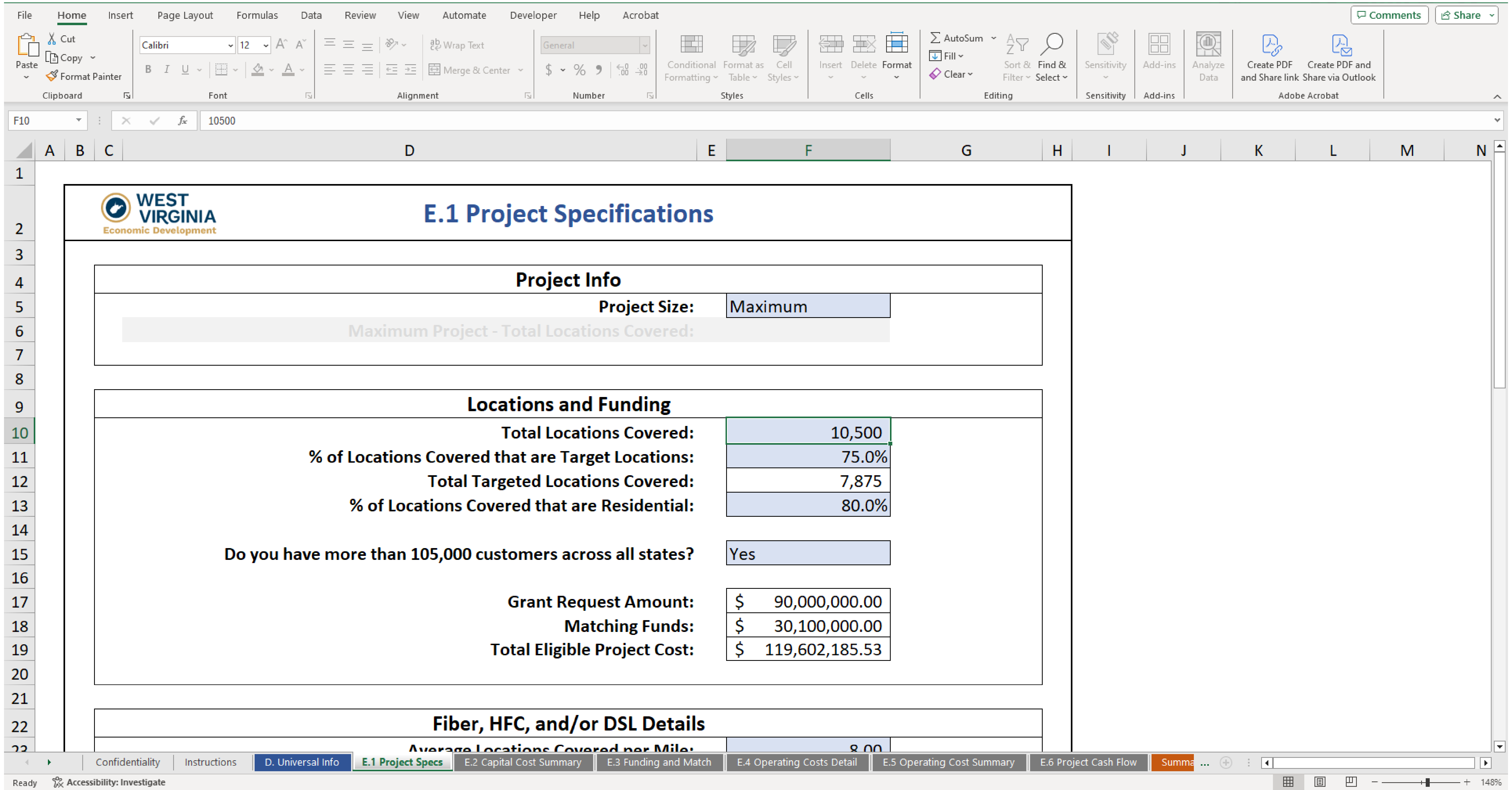
For a Medium project, input 5,250

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile:	8.00

WEST VIRGINIA
Economic Development

E.1 Project Specs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Find & Select
Editing
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Add-ins
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Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
F10
10500
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

WEST VIRGINIA Economic Development

E.1 Project Specifications

Project Info

Project Size:	Maximum
Maximum Project - Total Locations Covered:	

Locations and Funding

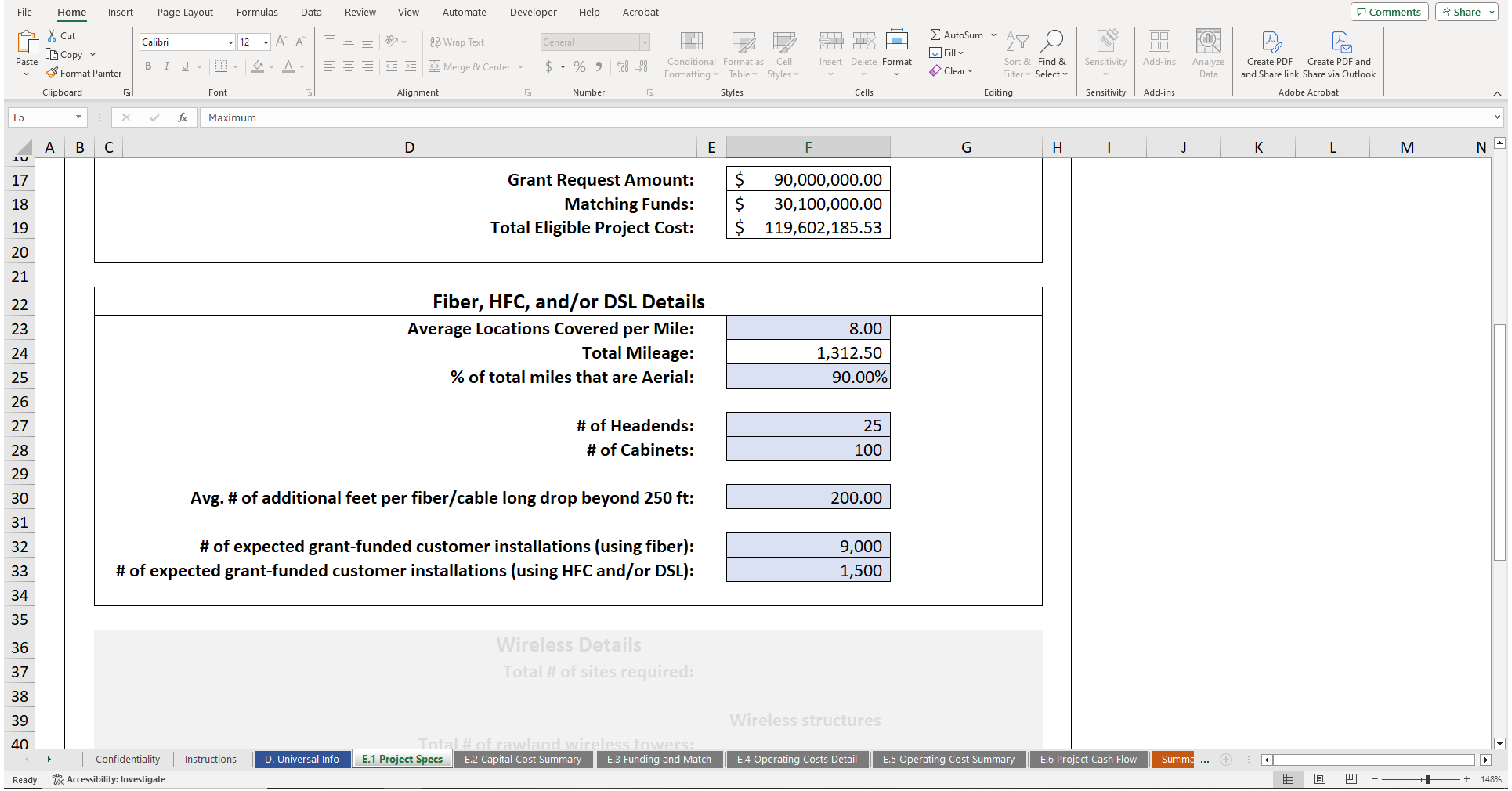
Total Locations Covered:	10,500
% of Locations Covered that are Target Locations:	75.0%
Total Targeted Locations Covered:	7,875
% of Locations Covered that are Residential:	80.0%
Do you have more than 105,000 customers across all states?	Yes
Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile:	8.00

WEST VIRGINIA Economic Development

E.1 Project Specs



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Automate
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Acrobat
Comments
Share
F5
Maximum
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Ready
Accessibility: Investigate
148%

Grant Request Amount:	$ 90,000,000.00
Matching Funds:	$ 30,100,000.00
Total Eligible Project Cost:	$ 119,602,185.53

Fiber, HFC, and/or DSL Details

Average Locations Covered per Mile:	8.00
Total Mileage:	1,312.50
% of total miles that are Aerial:	90.00%
# of Headends:	25
# of Cabinets:	100
Avg. # of additional feet per fiber/cable long drop beyond 250 ft:	200.00
# of expected grant-funded customer installations (using fiber):	9,000
# of expected grant-funded customer installations (using HFC and/or DSL):	1,500

Wireless Details

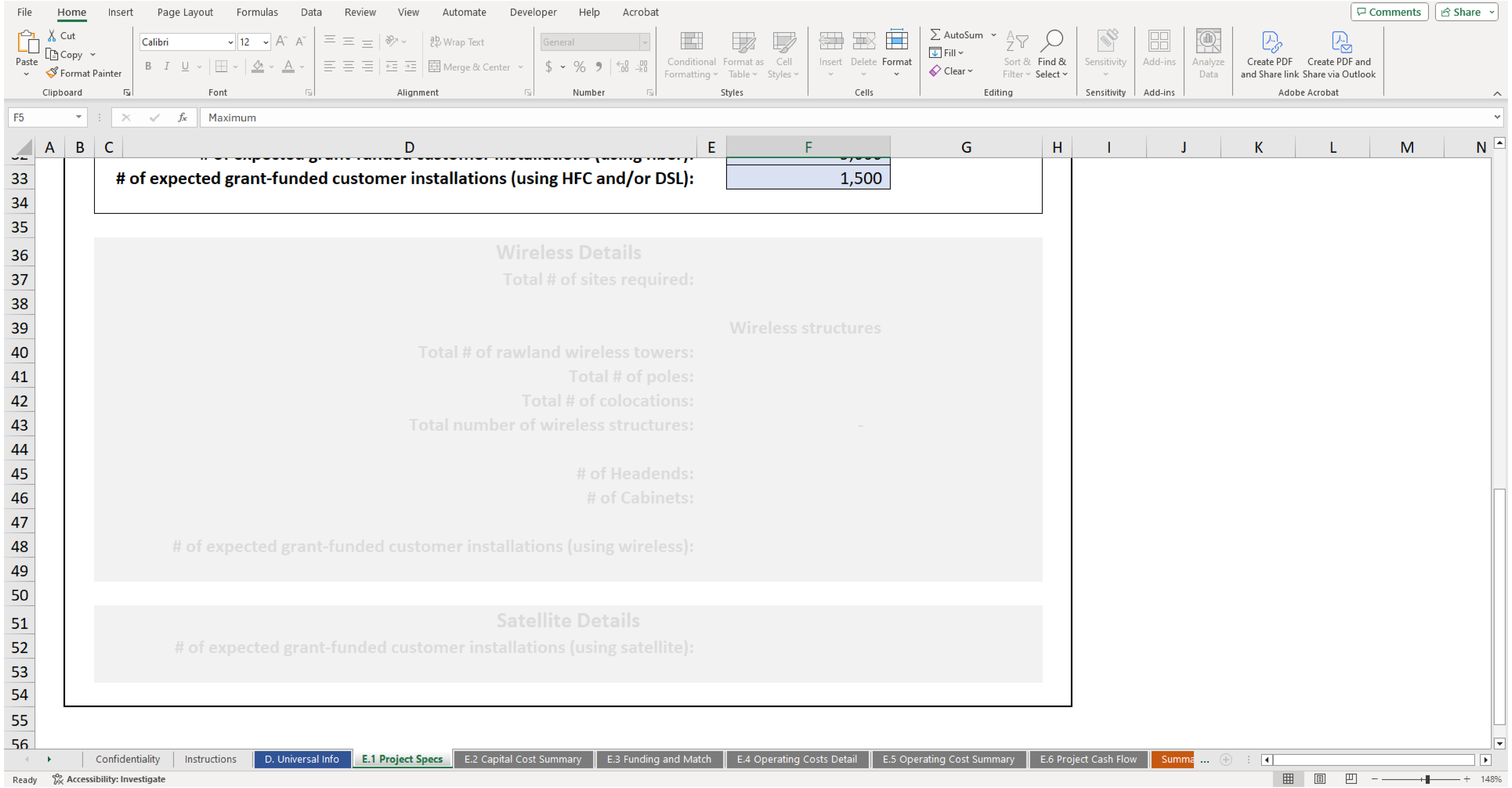
Total # of sites required:

Wireless structures

Total # of rawland wireless towers:

WEST VIRGINIA
Economic Development

E.1 Project Specs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Maximum
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
148%

# of expected grant-funded customer installations (using HFC and/or DSL):	1,500

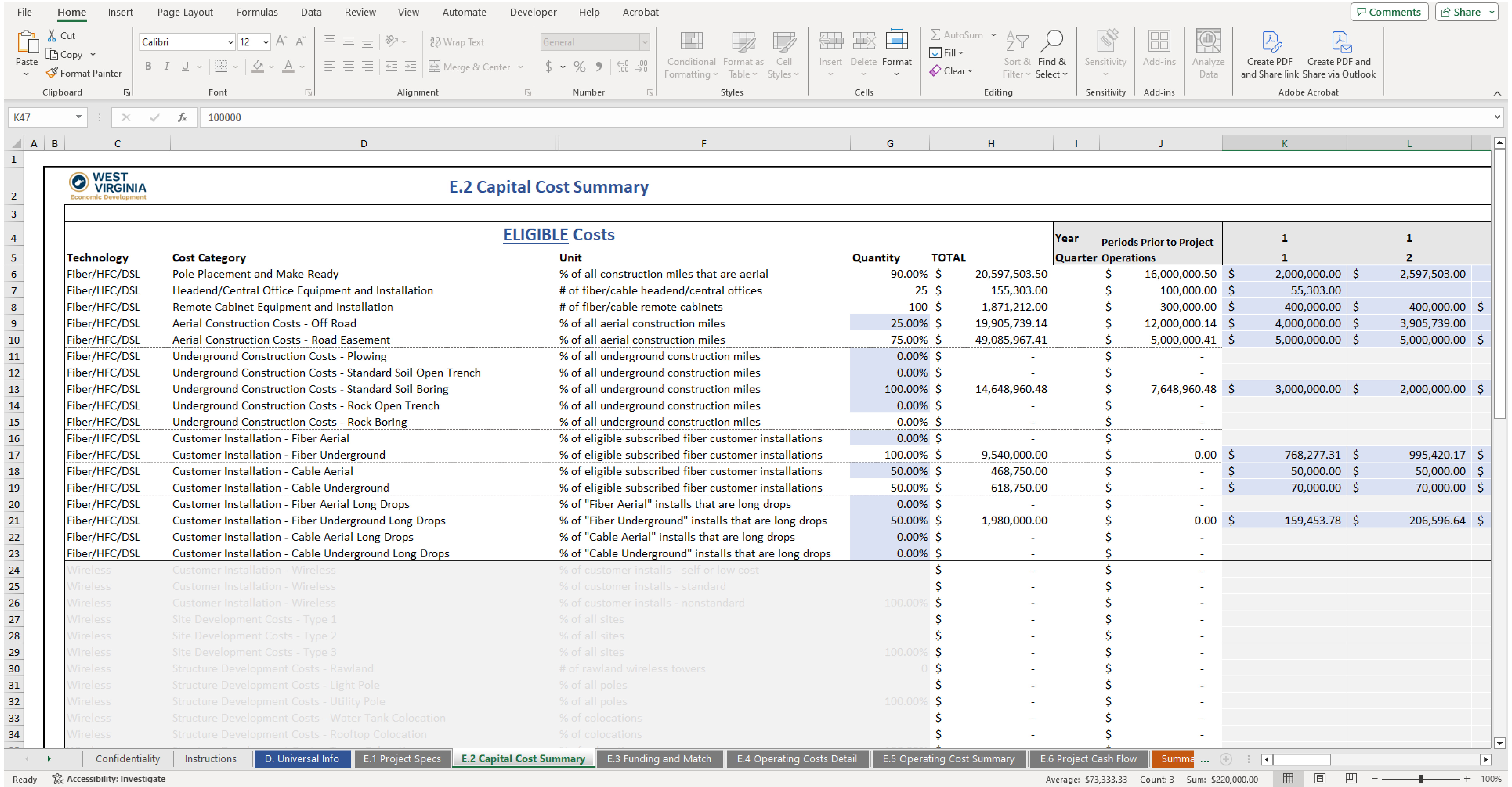
Wireless Details

Total # of sites required:	
	Wireless structures
Total # of rawland wireless towers:	
Total # of poles:	
Total # of colocations:	
Total number of wireless structures:	-
# of Headends:	
# of Cabinets:	
# of expected grant-funded customer installations (using wireless):	

Satellite Details

# of expected grant-funded customer installations (using satellite):	

E.2 Capital Cost Summary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Add-ins
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Create PDF and Share link
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Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
100%

K47 100000

WEST VIRGINIA Economic Development

E.2 Capital Cost Summary

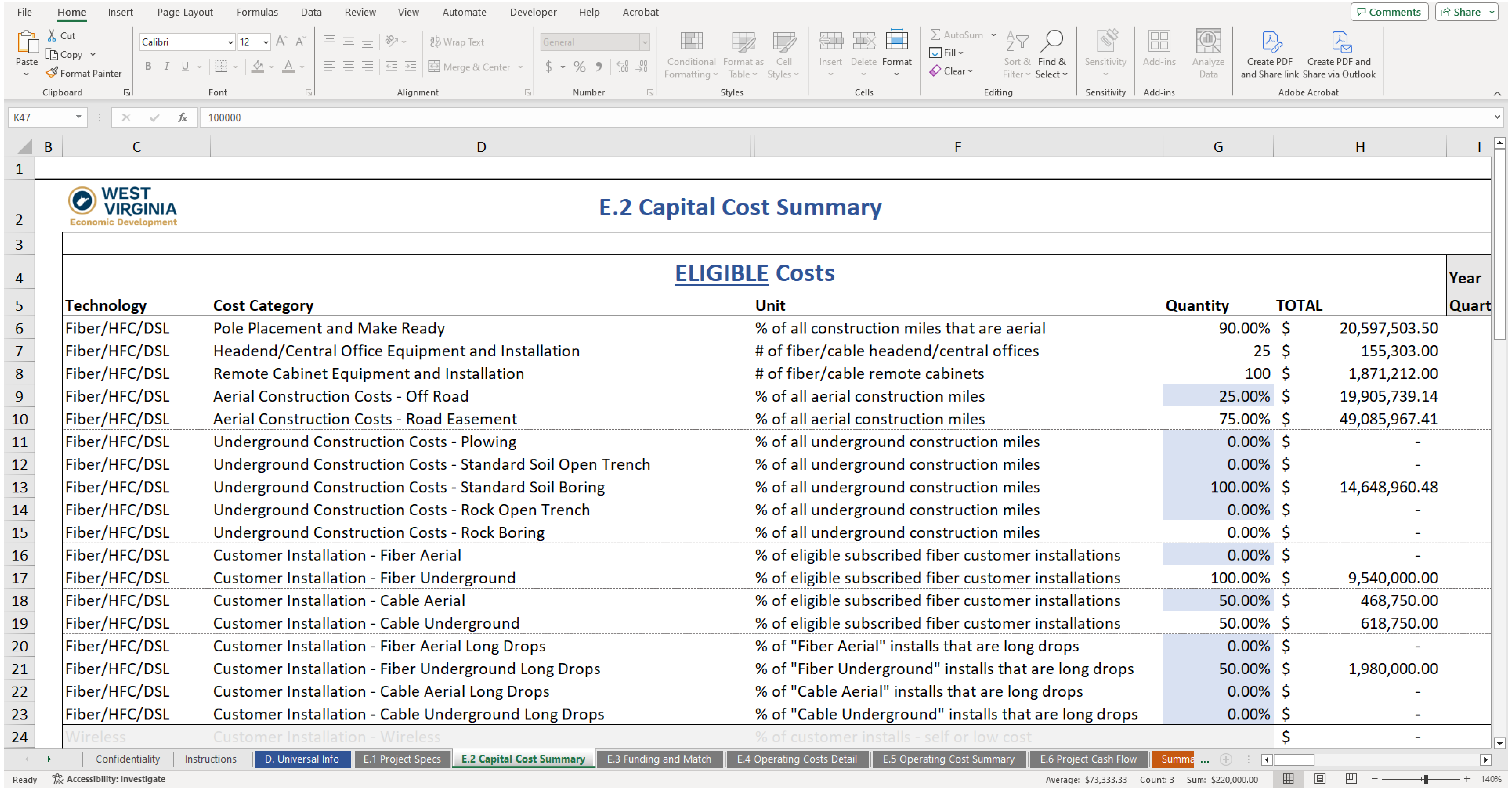
ELIGIBLE Costs

Technology	Cost Category	Unit	Quantity	TOTAL	Year Quarter	Periods Prior to Project Operations	1 1	1 2	
Fiber/HFC/DSL	Pole Placement and Make Ready	% of all construction miles that are aerial	90.00%	$ 20,597,503.50	$	16,000,000.50	$ 2,000,000.00	$ 2,597,503.00	
Fiber/HFC/DSL	Headend/Central Office Equipment and Installation	# of fiber/cable headend/central offices	25	$ 155,303.00	$	100,000.00	$ 55,303.00		
Fiber/HFC/DSL	Remote Cabinet Equipment and Installation	# of fiber/cable remote cabinets	100	$ 1,871,212.00	$	300,000.00	$ 400,000.00	$ 400,000.00	$
Fiber/HFC/DSL	Aerial Construction Costs - Off Road	% of all aerial construction miles	25.00%	$ 19,905,739.14	$	12,000,000.14	$ 4,000,000.00	$ 3,905,739.00	
Fiber/HFC/DSL	Aerial Construction Costs - Road Easement	% of all aerial construction miles	75.00%	$ 49,085,967.41	$	5,000,000.41	$ 5,000,000.00	$ 5,000,000.00	$
Fiber/HFC/DSL	Underground Construction Costs - Plowing	% of all underground construction miles	0.00%	$ -	$	-			
Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Open Trench	% of all underground construction miles	0.00%	$ -	$	-			
Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Boring	% of all underground construction miles	100.00%	$ 14,648,960.48	$	7,648,960.48	$ 3,000,000.00	$ 2,000,000.00	$
Fiber/HFC/DSL	Underground Construction Costs - Rock Open Trench	% of all underground construction miles	0.00%	$ -	$	-			
Fiber/HFC/DSL	Underground Construction Costs - Rock Boring	% of all underground construction miles	0.00%	$ -	$	-			
Fiber/HFC/DSL	Customer Installation - Fiber Aerial	% of eligible subscribed fiber customer installations	0.00%	$ -	$	-			
Fiber/HFC/DSL	Customer Installation - Fiber Underground	% of eligible subscribed fiber customer installations	100.00%	$ 9,540,000.00	$	0.00	$ 768,277.31	$ 995,420.17	$
Fiber/HFC/DSL	Customer Installation - Cable Aerial	% of eligible subscribed fiber customer installations	50.00%	$ 468,750.00	$	-	$ 50,000.00	$ 50,000.00	$
Fiber/HFC/DSL	Customer Installation - Cable Underground	% of eligible subscribed fiber customer installations	50.00%	$ 618,750.00	$	-	$ 70,000.00	$ 70,000.00	$
Fiber/HFC/DSL	Customer Installation - Fiber Aerial Long Drops	% of "Fiber Aerial" installs that are long drops	0.00%	$ -	$	-			
Fiber/HFC/DSL	Customer Installation - Fiber Underground Long Drops	% of "Fiber Underground" installs that are long drops	50.00%	$ 1,980,000.00	$	0.00	$ 159,453.78	$ 206,596.64	$
Fiber/HFC/DSL	Customer Installation - Cable Aerial Long Drops	% of "Cable Aerial" installs that are long drops	0.00%	$ -	$	-			
Fiber/HFC/DSL	Customer Installation - Cable Underground Long Drops	% of "Cable Underground" installs that are long drops	0.00%	$ -	$	-			
Wireless	Customer Installation - Wireless	% of customer installs - self or low cost		$ -	$	-			
Wireless	Customer Installation - Wireless	% of customer installs - standard		$ -	$	-			
Wireless	Customer Installation - Wireless	% of customer installs - nonstandard	100.00%	$ -	$	-			
Wireless	Site Development Costs - Type 1	% of all sites		$ -	$	-			
Wireless	Site Development Costs - Type 2	% of all sites		$ -	$	-			
Wireless	Site Development Costs - Type 3	% of all sites	100.00%	$ -	$	-			
Wireless	Structure Development Costs - Rawland	# of rawland wireless towers	0	$ -	$	-			
Wireless	Structure Development Costs - Light Pole	% of all poles		$ -	$	-			
Wireless	Structure Development Costs - Utility Pole	% of all poles	100.00%	$ -	$	-			
Wireless	Structure Development Costs - Water Tank Colocation	% of colocations		$ -	$	-			
Wireless	Structure Development Costs - Rooftop Colocation	% of colocations		$ -	$	-			

Average: $73,333.33 Count: 3 Sum: $220,000.00

WEST VIRGINIA
Economic Development

E.2 Capital Cost Summary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Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
Average: $73,333.33
Count: 3
Sum: $220,000.00
140%

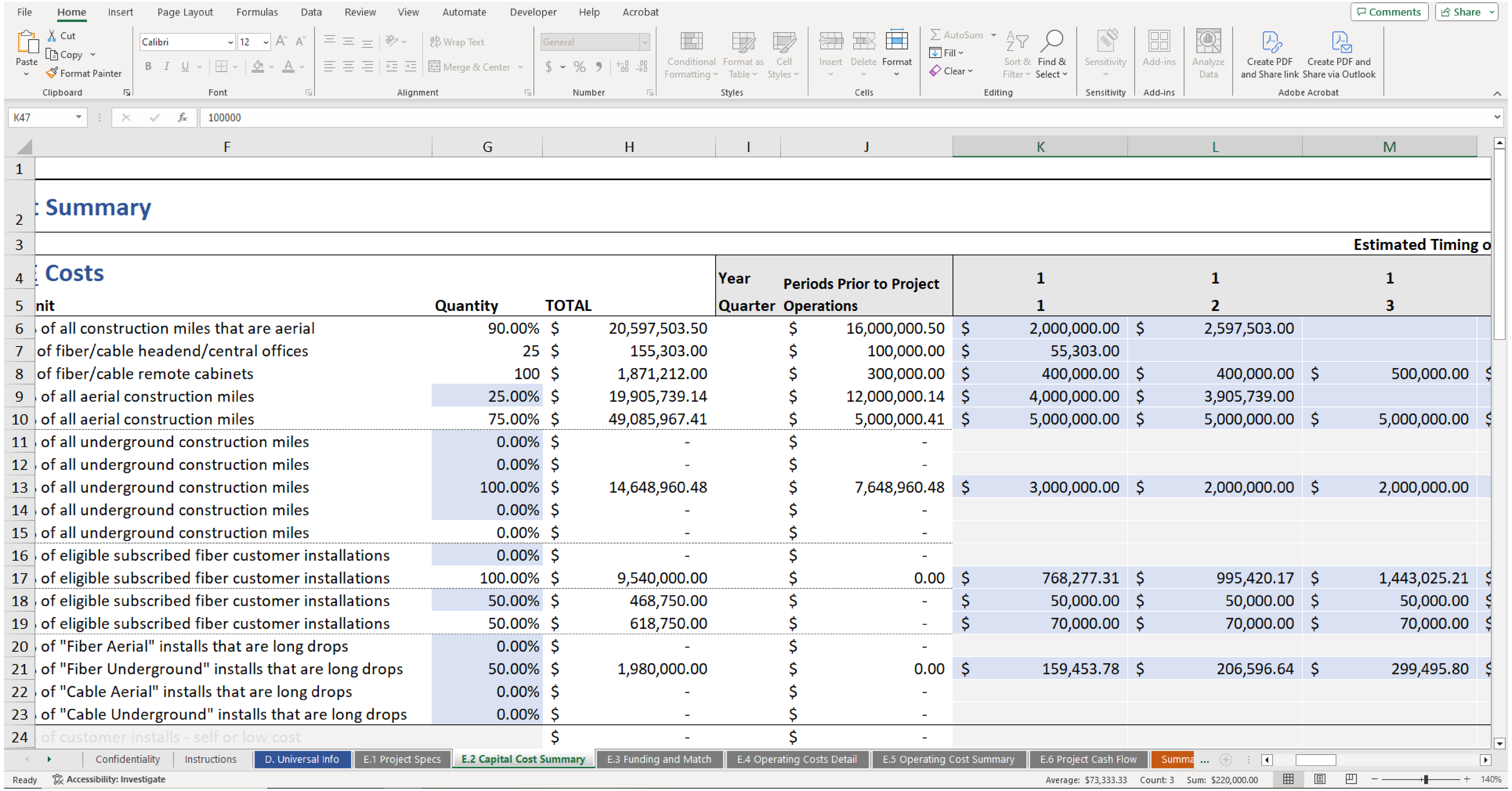
WEST VIRGINIA Economic Development

E.2 Capital Cost Summary

ELIGIBLE Costs

	Technology	Cost Category	Unit	Quantity	TOTAL	Year Quart
6	Fiber/HFC/DSL	Pole Placement and Make Ready	% of all construction miles that are aerial	90.00%	$ 20,597,503.50	
7	Fiber/HFC/DSL	Headend/Central Office Equipment and Installation	# of fiber/cable headend/central offices	25	$ 155,303.00	
8	Fiber/HFC/DSL	Remote Cabinet Equipment and Installation	# of fiber/cable remote cabinets	100	$ 1,871,212.00	
9	Fiber/HFC/DSL	Aerial Construction Costs - Off Road	% of all aerial construction miles	25.00%	$ 19,905,739.14	
10	Fiber/HFC/DSL	Aerial Construction Costs - Road Easement	% of all aerial construction miles	75.00%	$ 49,085,967.41	
11	Fiber/HFC/DSL	Underground Construction Costs - Plowing	% of all underground construction miles	0.00%	$ -	
12	Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Open Trench	% of all underground construction miles	0.00%	$ -	
13	Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Boring	% of all underground construction miles	100.00%	$ 14,648,960.48	
14	Fiber/HFC/DSL	Underground Construction Costs - Rock Open Trench	% of all underground construction miles	0.00%	$ -	
15	Fiber/HFC/DSL	Underground Construction Costs - Rock Boring	% of all underground construction miles	0.00%	$ -	
16	Fiber/HFC/DSL	Customer Installation - Fiber Aerial	% of eligible subscribed fiber customer installations	0.00%	$ -	
17	Fiber/HFC/DSL	Customer Installation - Fiber Underground	% of eligible subscribed fiber customer installations	100.00%	$ 9,540,000.00	
18	Fiber/HFC/DSL	Customer Installation - Cable Aerial	% of eligible subscribed fiber customer installations	50.00%	$ 468,750.00	
19	Fiber/HFC/DSL	Customer Installation - Cable Underground	% of eligible subscribed fiber customer installations	50.00%	$ 618,750.00	
20	Fiber/HFC/DSL	Customer Installation - Fiber Aerial Long Drops	% of "Fiber Aerial" installs that are long drops	0.00%	$ -	
21	Fiber/HFC/DSL	Customer Installation - Fiber Underground Long Drops	% of "Fiber Underground" installs that are long drops	50.00%	$ 1,980,000.00	
22	Fiber/HFC/DSL	Customer Installation - Cable Aerial Long Drops	% of "Cable Aerial" installs that are long drops	0.00%	$ -	
23	Fiber/HFC/DSL	Customer Installation - Cable Underground Long Drops	% of "Cable Underground" installs that are long drops	0.00%	$ -	
24	Wireless	Customer Installation - Wireless	% of customer installs - self or low cost		$ -	

E.2 Capital Cost Summary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Analyze Data
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Adobe Acrobat

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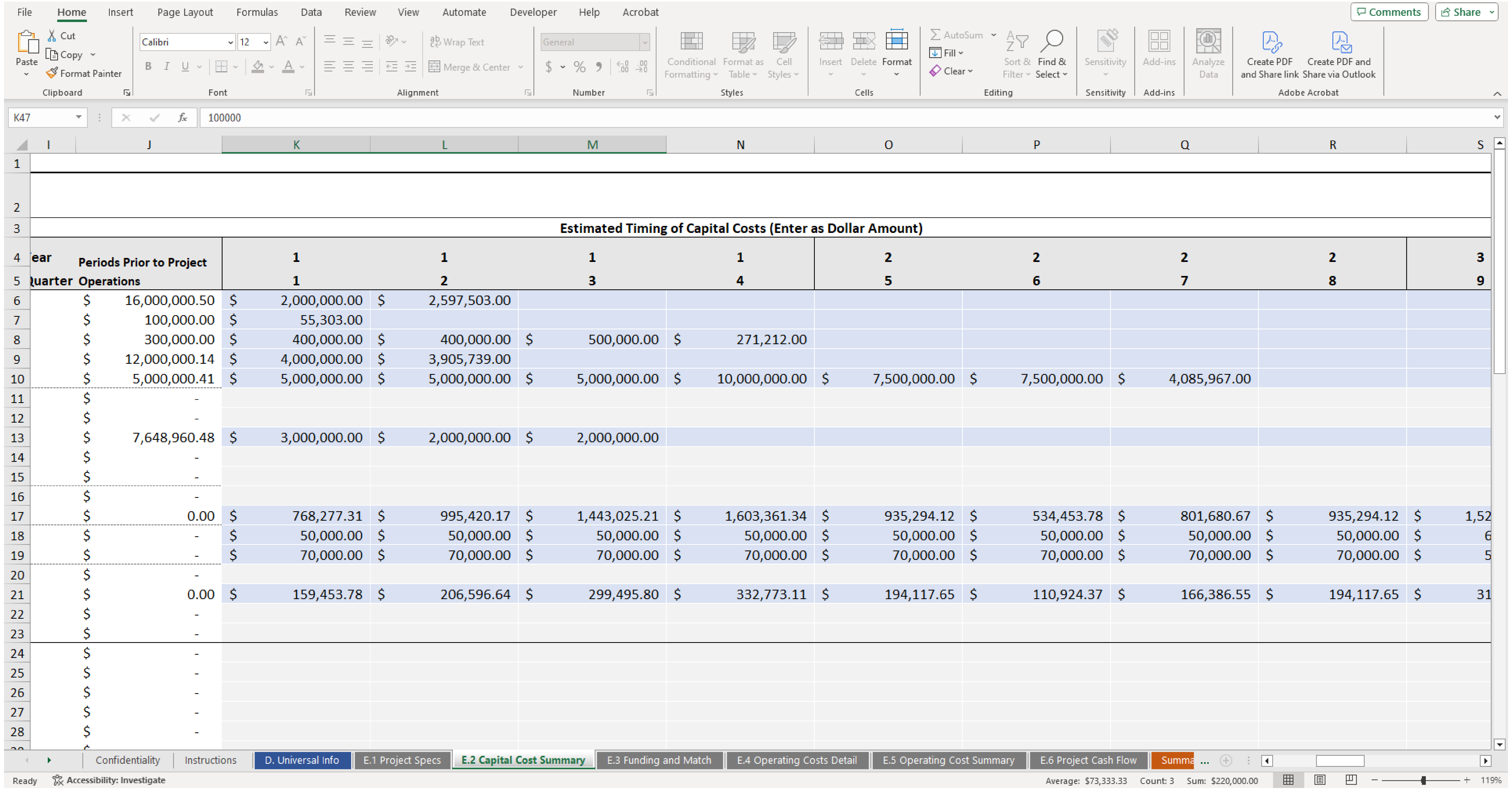
	F	G	H	I	J	K	L	M	
1									
2	: Summary								
3								Estimated Timing o	
4	: Costs			Year	Periods Prior to Project Operations	1	1	1	
5	nit	Quantity	TOTAL	Quarter		1	2	3	
6	of all construction miles that are aerial	90.00%	$ 20,597,503.50		$ 16,000,000.50	$ 2,000,000.00	$ 2,597,503.00		
7	of fiber/cable headend/central offices	25	$ 155,303.00		$ 100,000.00	$ 55,303.00			
8	of fiber/cable remote cabinets	100	$ 1,871,212.00		$ 300,000.00	$ 400,000.00	$ 400,000.00	$ 500,000.00	$
9	of all aerial construction miles	25.00%	$ 19,905,739.14		$ 12,000,000.14	$ 4,000,000.00	$ 3,905,739.00		
10	of all aerial construction miles	75.00%	$ 49,085,967.41		$ 5,000,000.41	$ 5,000,000.00	$ 5,000,000.00	$ 5,000,000.00	$
11	of all underground construction miles	0.00%	$ -		$ -				
12	of all underground construction miles	0.00%	$ -		$ -				
13	of all underground construction miles	100.00%	$ 14,648,960.48		$ 7,648,960.48	$ 3,000,000.00	$ 2,000,000.00	$ 2,000,000.00	
14	of all underground construction miles	0.00%	$ -		$ -				
15	of all underground construction miles	0.00%	$ -		$ -				
16	of eligible subscribed fiber customer installations	0.00%	$ -		$ -				
17	of eligible subscribed fiber customer installations	100.00%	$ 9,540,000.00		$ 0.00	$ 768,277.31	$ 995,420.17	$ 1,443,025.21	$
18	of eligible subscribed fiber customer installations	50.00%	$ 468,750.00		$ -	$ 50,000.00	$ 50,000.00	$ 50,000.00	$
19	of eligible subscribed fiber customer installations	50.00%	$ 618,750.00		$ -	$ 70,000.00	$ 70,000.00	$ 70,000.00	$
20	of "Fiber Aerial" installs that are long drops	0.00%	$ -		$ -				
21	of "Fiber Underground" installs that are long drops	50.00%	$ 1,980,000.00		$ 0.00	$ 159,453.78	$ 206,596.64	$ 299,495.80	$
22	of "Cable Aerial" installs that are long drops	0.00%	$ -		$ -				
23	of "Cable Underground" installs that are long drops	0.00%	$ -		$ -				
24	of customer installs - self or low cost		$ -		$ -				

Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
Average: $73,333.33
Count: 3
Sum: $220,000.00
140%

E.2 Capital Cost Summary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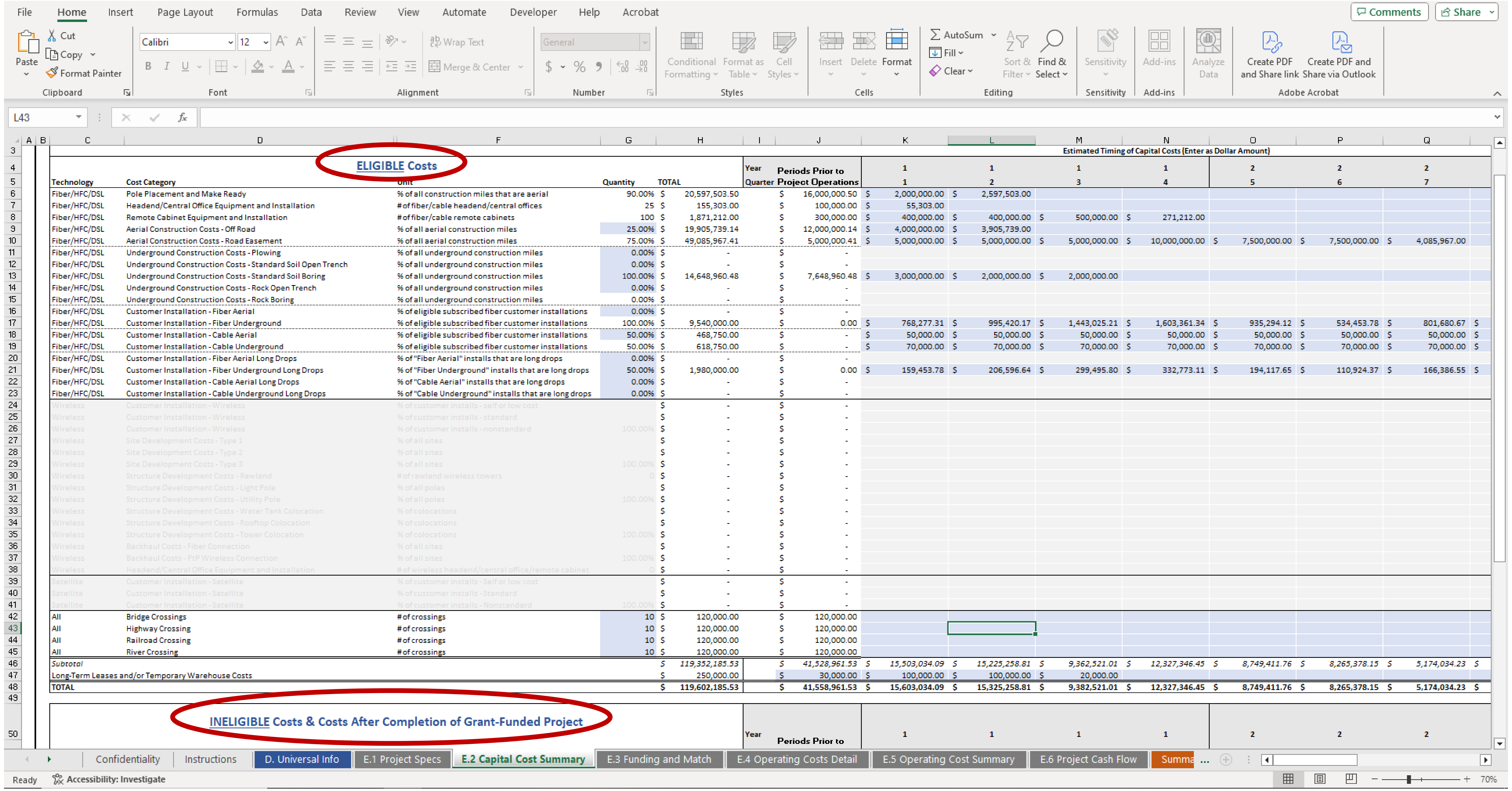
Summa
Ready
Accessibility: Investigate
Average: $73,333.33
Count: 3
Sum: $220,000.00
119%

	I	J	K	L	M	N	O	P	Q	R	S
1											
2											
3			Estimated Timing of Capital Costs (Enter as Dollar Amount)								
4	ear	Periods Prior to Project Operations	1	1	1	1	2	2	2	2	3
5	uarter		1	2	3	4	5	6	7	8	9
6		$ 16,000,000.50	$ 2,000,000.00	$ 2,597,503.00							
7		$ 100,000.00	$ 55,303.00								
8		$ 300,000.00	$ 400,000.00	$ 400,000.00	$ 500,000.00	$ 271,212.00					
9		$ 12,000,000.14	$ 4,000,000.00	$ 3,905,739.00							
10		$ 5,000,000.41	$ 5,000,000.00	$ 5,000,000.00	$ 5,000,000.00	$ 10,000,000.00	$ 7,500,000.00	$ 7,500,000.00	$ 4,085,967.00		
11		$ -									
12		$ -									
13		$ 7,648,960.48	$ 3,000,000.00	$ 2,000,000.00	$ 2,000,000.00						
14		$ -									
15		$ -									
16		$ -									
17		$ 0.00	$ 768,277.31	$ 995,420.17	$ 1,443,025.21	$ 1,603,361.34	$ 935,294.12	$ 534,453.78	$ 801,680.67	$ 935,294.12	$ 1,52
18		$ -	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 6
19		$ -	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 5
20		$ -									
21		$ 0.00	$ 159,453.78	$ 206,596.64	$ 299,495.80	$ 332,773.11	$ 194,117.65	$ 110,924.37	$ 166,386.55	$ 194,117.65	$ 31
22		$ -									
23		$ -									
24		$ -									
25		$ -									
26		$ -									
27		$ -									
28		$ -									

E.2 Capital Cost Summary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Adobe Acrobat
L43
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
70%

ELIGIBLE Costs

Estimated Timing of Capital Costs (Enter as Dollar Amount)

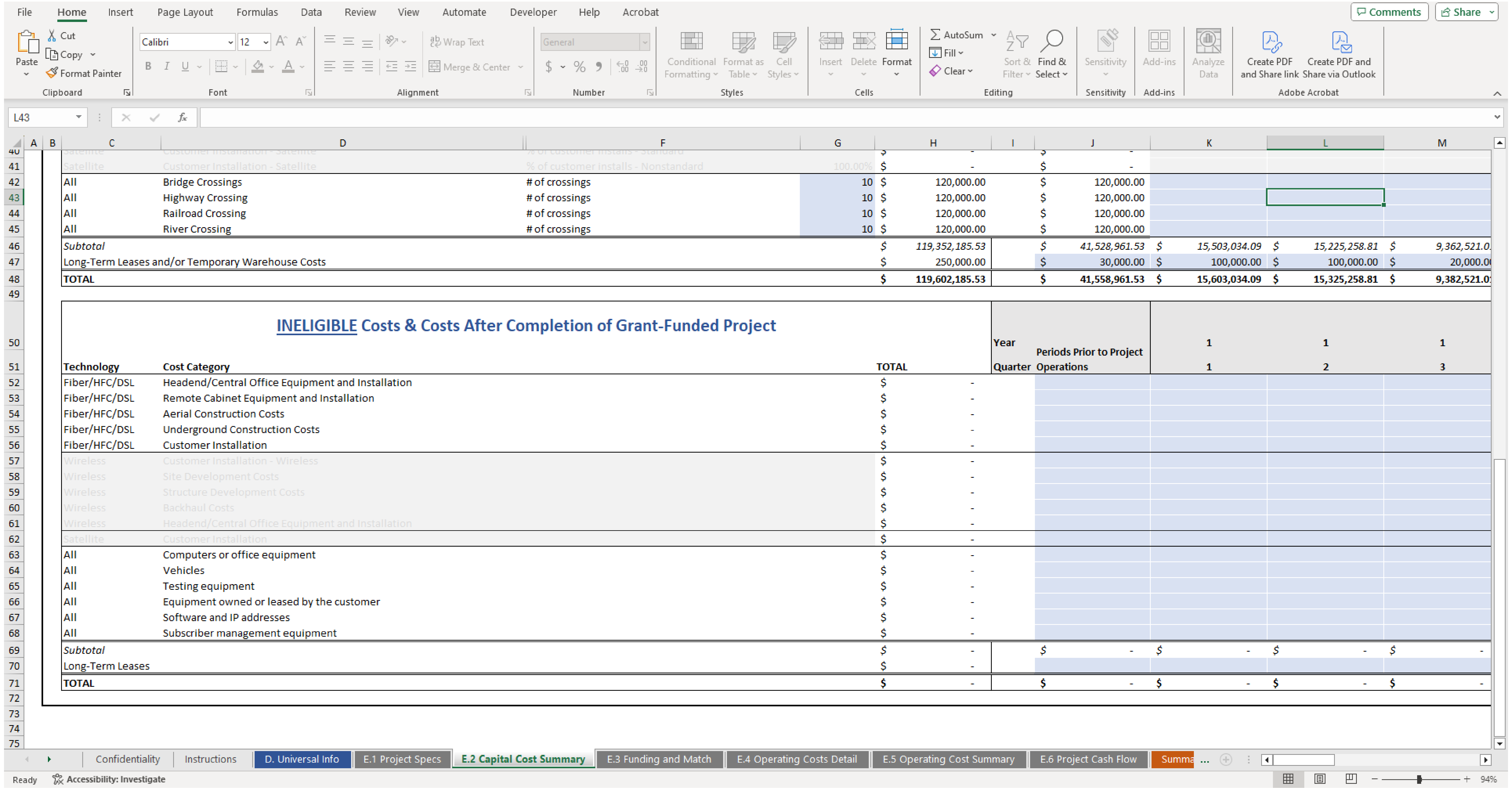
Technology	Cost Category	Unit	Quantity	TOTAL	Year / Quarter: Periods Prior to Project Operations	1 1	1 2	1 3	1 4	2 5	2 6	2 7
Fiber/HFC/DSL	Pole Placement and Make Ready	% of all construction miles that are aerial	90.00%	$ 20,597,503.50	$ 16,000,000.50	$ 2,000,000.00	$ 2,597,503.00					
Fiber/HFC/DSL	Headend/Central Office Equipment and Installation	# of fiber/cable headend/central offices	25	$ 155,303.00	$ 100,000.00	$ 55,303.00						
Fiber/HFC/DSL	Remote Cabinet Equipment and Installation	# of fiber/cable remote cabinets	100	$ 1,871,212.00	$ 300,000.00	$ 400,000.00	$ 400,000.00	$ 500,000.00	$ 271,212.00			
Fiber/HFC/DSL	Aerial Construction Costs - Off Road	% of all aerial construction miles	25.00%	$ 19,905,739.14	$ 12,000,000.14	$ 4,000,000.00	$ 3,905,739.00					
Fiber/HFC/DSL	Aerial Construction Costs - Road Easement	% of all aerial construction miles	75.00%	$ 49,085,967.41	$ 5,000,000.41	$ 5,000,000.00	$ 5,000,000.00	$ 5,000,000.00	$ 10,000,000.00	$ 7,500,000.00	$ 7,500,000.00	$ 4,085,967.00
Fiber/HFC/DSL	Underground Construction Costs - Plowing	% of all underground construction miles	0.00%	$ -	$ -							
Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Open Trench	% of all underground construction miles	0.00%	$ -	$ -							
Fiber/HFC/DSL	Underground Construction Costs - Standard Soil Boring	% of all underground construction miles	100.00%	$ 14,648,960.48	$ 7,648,960.48	$ 3,000,000.00	$ 2,000,000.00	$ 2,000,000.00				
Fiber/HFC/DSL	Underground Construction Costs - Rock Open Trench	% of all underground construction miles	0.00%	$ -	$ -							
Fiber/HFC/DSL	Underground Construction Costs - Rock Boring	% of all underground construction miles	0.00%	$ -	$ -							
Fiber/HFC/DSL	Customer Installation - Fiber Aerial	% of eligible subscribed fiber customer installations	0.00%	$ -	$ -							
Fiber/HFC/DSL	Customer Installation - Fiber Underground	% of eligible subscribed fiber customer installations	100.00%	$ 9,540,000.00	$ 0.00	$ 768,277.31	$ 995,420.17	$ 1,443,025.21	$ 1,603,361.34	$ 935,294.12	$ 534,453.78	$ 801,680.67
Fiber/HFC/DSL	Customer Installation - Cable Aerial	% of eligible subscribed fiber customer installations	50.00%	$ 468,750.00	$ -	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00	$ 50,000.00
Fiber/HFC/DSL	Customer Installation - Cable Underground	% of eligible subscribed fiber customer installations	50.00%	$ 618,750.00	$ -	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00	$ 70,000.00
Fiber/HFC/DSL	Customer Installation - Fiber Aerial Long Drops	% of "Fiber Aerial" installs that are long drops	0.00%	$ -	$ -							
Fiber/HFC/DSL	Customer Installation - Fiber Underground Long Drops	% of "Fiber Underground" installs that are long drops	50.00%	$ 1,980,000.00	$ 0.00	$ 159,453.78	$ 206,596.64	$ 299,495.80	$ 332,773.11	$ 194,117.65	$ 110,924.37	$ 166,386.55
Fiber/HFC/DSL	Customer Installation - Cable Aerial Long Drops	% of "Cable Aerial" installs that are long drops	0.00%	$ -	$ -							
Fiber/HFC/DSL	Customer Installation - Cable Underground Long Drops	% of "Cable Underground" installs that are long drops	0.00%	$ -	$ -							
Wireless	Customer Installation - Wireless	% of customer installs - self or low cost		$ -	$ -							
Wireless	Customer Installation - Wireless	% of customer installs - standard		$ -	$ -							
Wireless	Customer Installation - Wireless	% of customer installs - nonstandard	100.00%	$ -	$ -							
Wireless	Site Development Costs - Type 1	% of all sites		$ -	$ -							
Wireless	Site Development Costs - Type 2	% of all sites		$ -	$ -							
Wireless	Site Development Costs - Type 3	% of all sites	100.00%	$ -	$ -							
Wireless	Structure Development Costs - Rawland	# of rawland wireless towers	0	$ -	$ -							
Wireless	Structure Development Costs - Light Pole	% of all poles		$ -	$ -							
Wireless	Structure Development Costs - Utility Pole	% of all poles	100.00%	$ -	$ -							
Wireless	Structure Development Costs - Water Tank Colocation	% of colocations		$ -	$ -							
Wireless	Structure Development Costs - Rooftop Colocation	% of colocations		$ -	$ -							
Wireless	Structure Development Costs - Tower Colocation	% of colocations	100.00%	$ -	$ -							
Wireless	Backhaul Costs - Fiber Connection	% of all sites		$ -	$ -							
Wireless	Backhaul Costs - PtP Wireless Connection	% of all sites	100.00%	$ -	$ -							
Wireless	Headend/Central Office Equipment and Installation	# of wireless headend/central office/remote cabinet	0	$ -	$ -							
Satellite	Customer Installation - Satellite	% of customer installs - Self or low cost		$ -	$ -							
Satellite	Customer Installation - Satellite	% of customer installs - Standard		$ -	$ -							
Satellite	Customer Installation - Satellite	% of customer installs - Nonstandard	100.00%	$ -	$ -							
All	Bridge Crossings	# of crossings	10	$ 120,000.00	$ 120,000.00							
All	Highway Crossing	# of crossings	10	$ 120,000.00	$ 120,000.00							
All	Railroad Crossing	# of crossings	10	$ 120,000.00	$ 120,000.00							
All	River Crossing	# of crossings	10	$ 120,000.00	$ 120,000.00							
Subtotal				*$ 119,352,185.53*	*$ 41,528,961.53*	*$ 15,503,034.09*	*$ 15,225,258.81*	*$ 9,362,521.01*	*$ 12,327,346.45*	*$ 8,749,411.76*	*$ 8,265,378.15*	*$ 5,174,034.23*
Long-Term Leases and/or Temporary Warehouse Costs				$ 250,000.00	$ 30,000.00	$ 100,000.00	$ 100,000.00	$ 20,000.00				
TOTAL				**$ 119,602,185.53**	**$ 41,558,961.53**	**$ 15,603,034.09**	**$ 15,325,258.81**	**$ 9,382,521.01**	**$ 12,327,346.45**	**$ 8,749,411.76**	**$ 8,265,378.15**	**$ 5,174,034.23**

INELIGIBLE Costs & Costs After Completion of Grant-Funded Project

Year: Periods Prior to	1	1	1	1	2	2	2

WEST VIRGINIA
Economic Development

E.2 Capital Cost Summary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Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
L43
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
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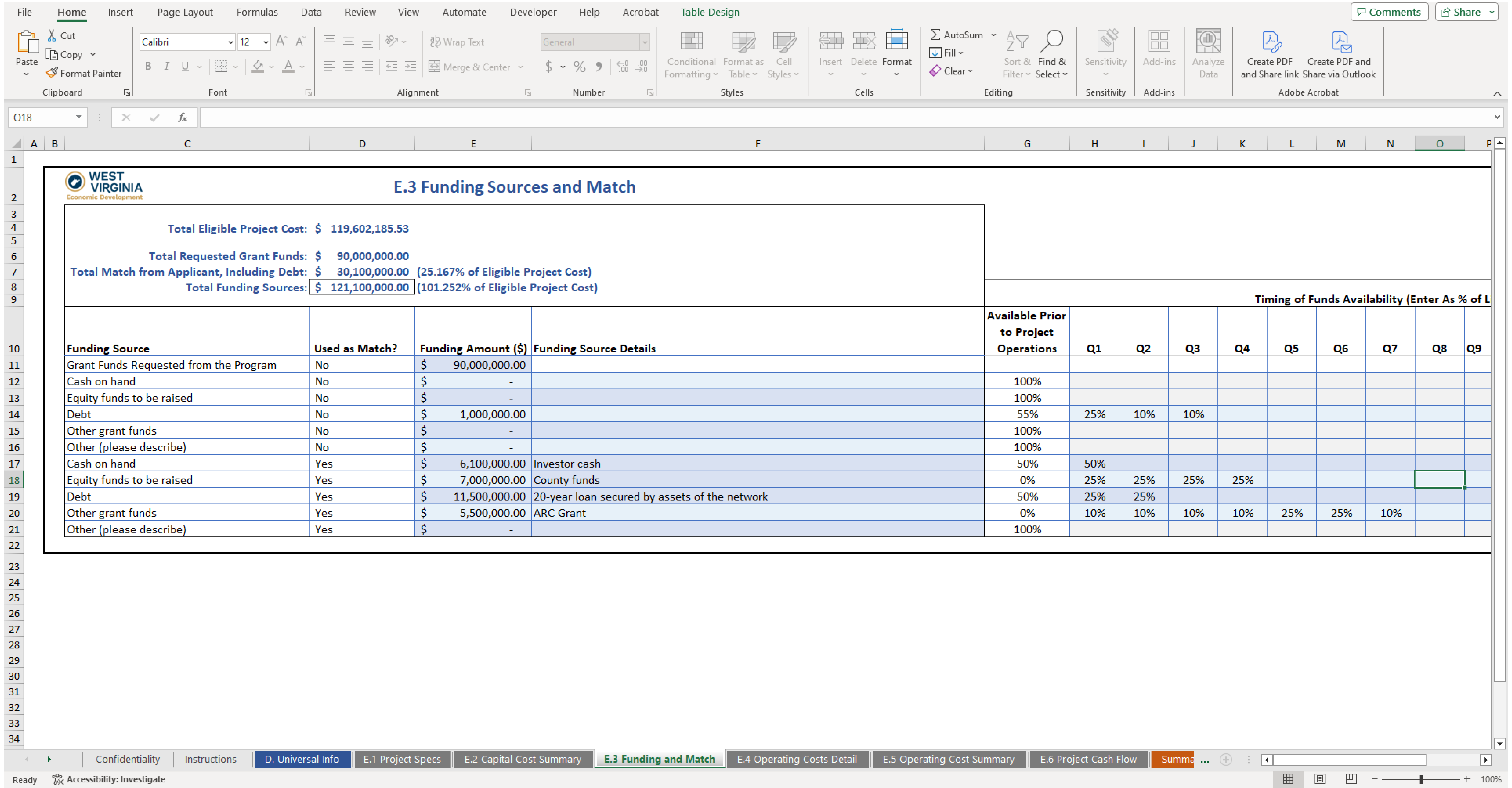
	C	D	F	G	H	I	J	K	L	M
41	Satellite	Customer Installation - Satellite	% of customer installs - Nonstandard	100.00%	$ -		$ -			
42	All	Bridge Crossings	# of crossings	10	$ 120,000.00		$ 120,000.00			
43	All	Highway Crossing	# of crossings	10	$ 120,000.00		$ 120,000.00			
44	All	Railroad Crossing	# of crossings	10	$ 120,000.00		$ 120,000.00			
45	All	River Crossing	# of crossings	10	$ 120,000.00		$ 120,000.00			
46	*Subtotal*				*$ 119,352,185.53*		*$ 41,528,961.53*	*$ 15,503,034.09*	*$ 15,225,258.81*	*$ 9,362,521.0*
47	Long-Term Leases and/or Temporary Warehouse Costs				$ 250,000.00		$ 30,000.00	$ 100,000.00	$ 100,000.00	$ 20,000.0
48	**TOTAL**				**$ 119,602,185.53**		**$ 41,558,961.53**	**$ 15,603,034.09**	**$ 15,325,258.81**	**$ 9,382,521.0**

INELIGIBLE Costs & Costs After Completion of Grant-Funded Project

				Year		1	1	1
51	**Technology**	**Cost Category**	**TOTAL**	**Quarter**	**Periods Prior to Project Operations**	**1**	**2**	**3**
52	Fiber/HFC/DSL	Headend/Central Office Equipment and Installation	$ -					
53	Fiber/HFC/DSL	Remote Cabinet Equipment and Installation	$ -					
54	Fiber/HFC/DSL	Aerial Construction Costs	$ -					
55	Fiber/HFC/DSL	Underground Construction Costs	$ -					
56	Fiber/HFC/DSL	Customer Installation	$ -					
57	Wireless	Customer Installation - Wireless	$ -					
58	Wireless	Site Development Costs	$ -					
59	Wireless	Structure Development Costs	$ -					
60	Wireless	Backhaul Costs	$ -					
61	Wireless	Headend/Central Office Equipment and Installation	$ -					
62	Satellite	Customer Installation	$ -					
63	All	Computers or office equipment	$ -					
64	All	Vehicles	$ -					
65	All	Testing equipment	$ -					
66	All	Equipment owned or leased by the customer	$ -					
67	All	Software and IP addresses	$ -					
68	All	Subscriber management equipment	$ -					
69	*Subtotal*		$ -		$ -	$ -	$ -	$ -
70	Long-Term Leases		$ -					
71	**TOTAL**		$ -		$ -	$ -	$ -	$ -

WEST VIRGINIA
Economic Development

E.3 Funding Sources and Match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Sensitivity
Sensitivity
Add-ins
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
O18
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
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WEST VIRGINIA Economic Development

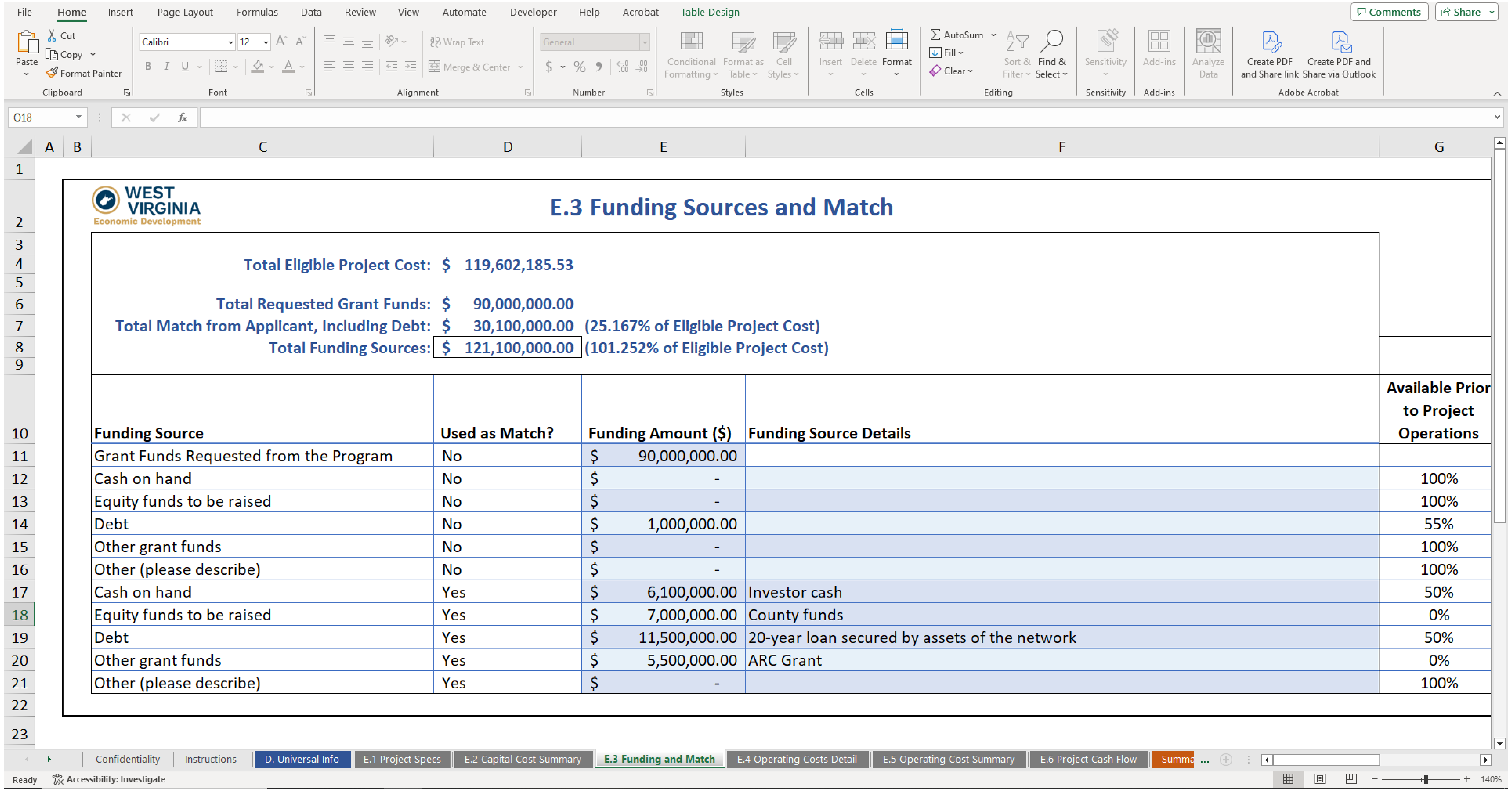
E.3 Funding Sources and Match

Total Eligible Project Cost: $ 119,602,185.53

Total Requested Grant Funds: $ 90,000,000.00
Total Match from Applicant, Including Debt: $ 30,100,000.00 (25.167% of Eligible Project Cost)
Total Funding Sources: $ 121,100,000.00 (101.252% of Eligible Project Cost)

				Timing of Funds Availability (Enter As % of L									
Funding Source	Used as Match?	Funding Amount ($)	Funding Source Details	Available Prior to Project Operations	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9
Grant Funds Requested from the Program	No	$ 90,000,000.00											
Cash on hand	No	$ -		100%									
Equity funds to be raised	No	$ -		100%									
Debt	No	$ 1,000,000.00		55%	25%	10%	10%						
Other grant funds	No	$ -		100%									
Other (please describe)	No	$ -		100%									
Cash on hand	Yes	$ 6,100,000.00	Investor cash	50%	50%								
Equity funds to be raised	Yes	$ 7,000,000.00	County funds	0%	25%	25%	25%	25%					
Debt	Yes	$ 11,500,000.00	20-year loan secured by assets of the network	50%	25%	25%							
Other grant funds	Yes	$ 5,500,000.00	ARC Grant	0%	10%	10%	10%	10%	25%	25%	10%		
Other (please describe)	Yes	$ -		100%									

E.3 Funding Sources and Match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Page Layout
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Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
O18
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
140%

WEST VIRGINIA Economic Development

E.3 Funding Sources and Match

Total Eligible Project Cost: $ 119,602,185.53

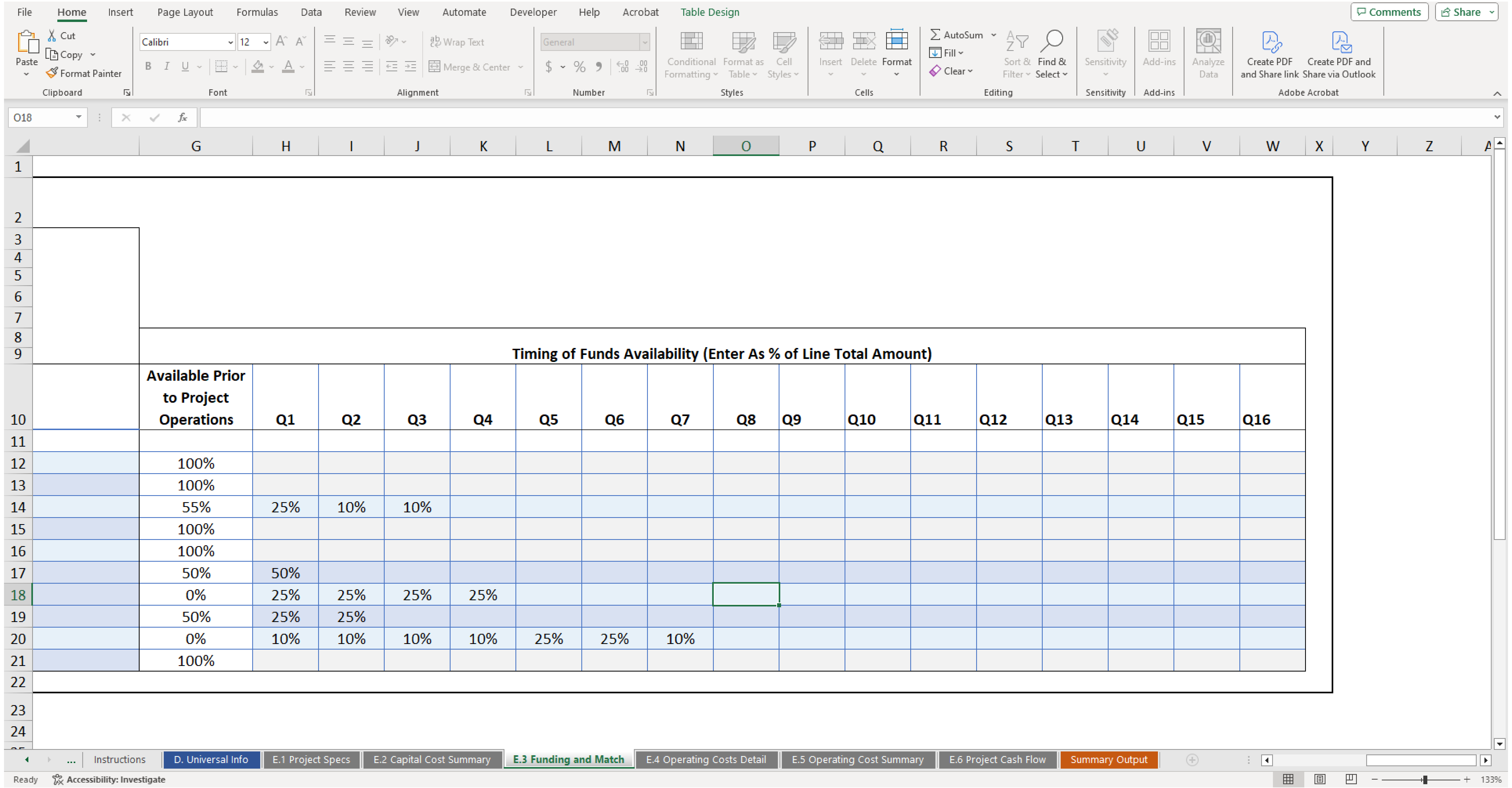
Total Requested Grant Funds: $ 90,000,000.00

Total Match from Applicant, Including Debt: $ 30,100,000.00 (25.167% of Eligible Project Cost)

Total Funding Sources: $ 121,100,000.00 (101.252% of Eligible Project Cost)

Funding Source	Used as Match?	Funding Amount ($)	Funding Source Details	Available Prior to Project Operations
Grant Funds Requested from the Program	No	$ 90,000,000.00		
Cash on hand	No	$ -		100%
Equity funds to be raised	No	$ -		100%
Debt	No	$ 1,000,000.00		55%
Other grant funds	No	$ -		100%
Other (please describe)	No	$ -		100%
Cash on hand	Yes	$ 6,100,000.00	Investor cash	50%
Equity funds to be raised	Yes	$ 7,000,000.00	County funds	0%
Debt	Yes	$ 11,500,000.00	20-year loan secured by assets of the network	50%
Other grant funds	Yes	$ 5,500,000.00	ARC Grant	0%
Other (please describe)	Yes	$ -		100%

E.3 Funding Sources and Match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Help
Acrobat
Table Design
Comments
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O18
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summary Output
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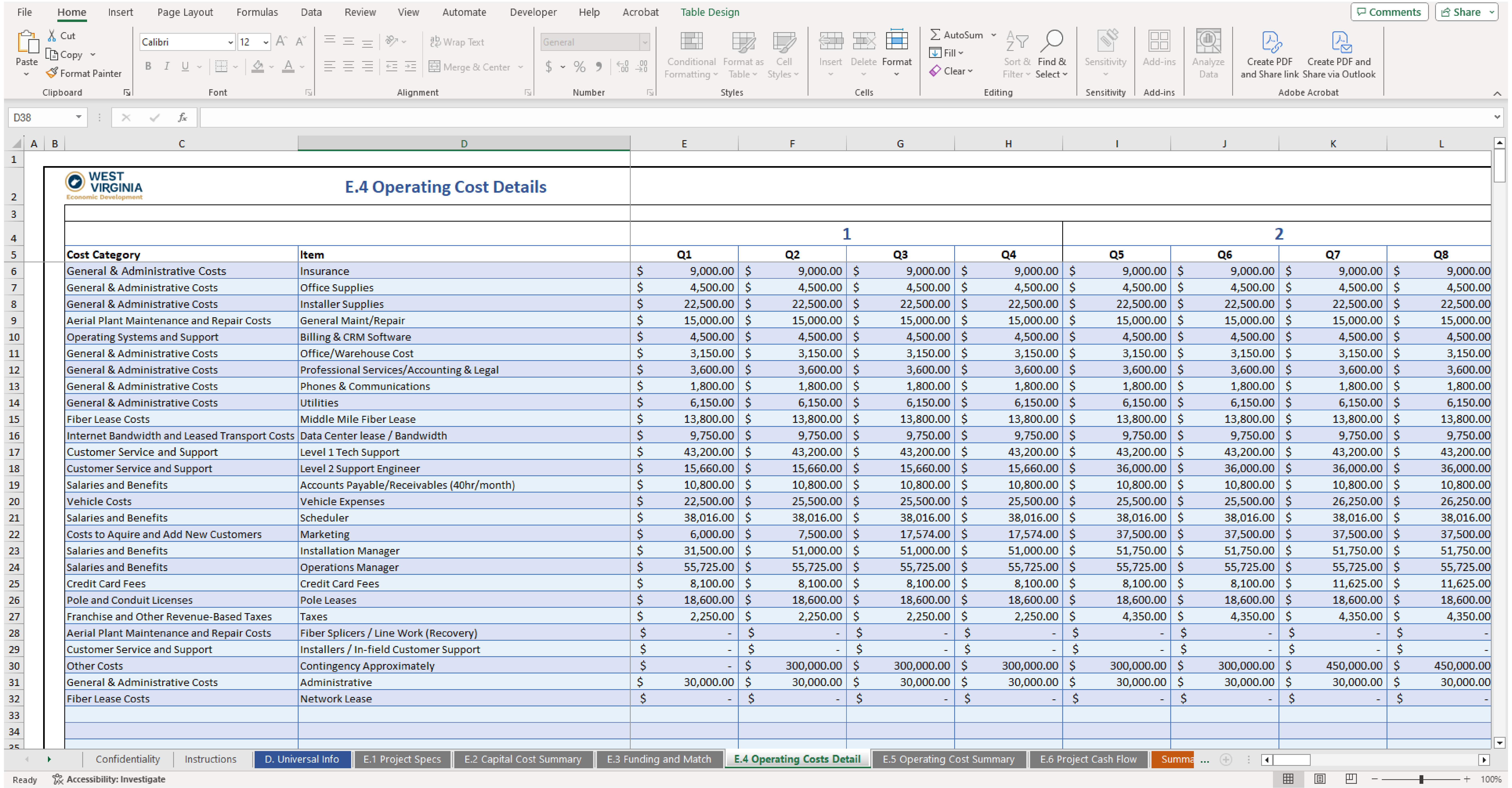
		Timing of Funds Availability (Enter As % of Line Total Amount)															
	Available Prior to Project Operations	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q8	Q9	Q10	Q11	Q12	Q13	Q14	Q15	Q16
	100%																
	100%																
	55%	25%	10%	10%													
	100%																
	100%																
	50%	50%															
	0%	25%	25%	25%	25%												
	50%	25%	25%														
	0%	10%	10%	10%	10%	25%	25%	10%									
	100%																

WEST VIRGINIA
Economic Development

E.4 Operating Cost Details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Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
D38
WEST VIRGINIA
Economic Development
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
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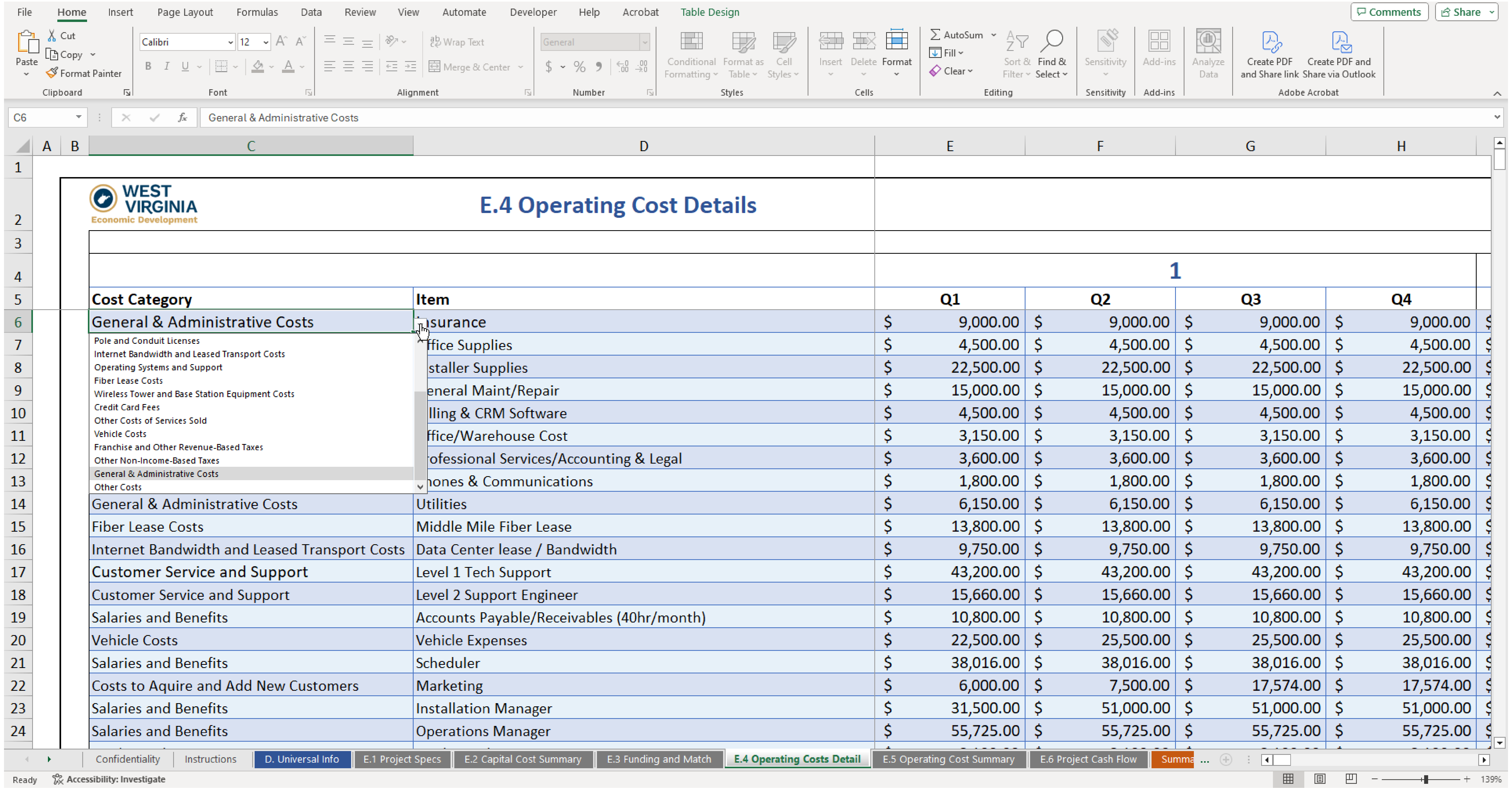
E.4 Operating Cost Details

		1				2			
Cost Category	**Item**	**Q1**	**Q2**	**Q3**	**Q4**	**Q5**	**Q6**	**Q7**	**Q8**
General & Administrative Costs	Insurance	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00
General & Administrative Costs	Office Supplies	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
General & Administrative Costs	Installer Supplies	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00
Aerial Plant Maintenance and Repair Costs	General Maint/Repair	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00
Operating Systems and Support	Billing & CRM Software	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
General & Administrative Costs	Office/Warehouse Cost	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00
General & Administrative Costs	Professional Services/Accounting & Legal	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00
General & Administrative Costs	Phones & Communications	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00
General & Administrative Costs	Utilities	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00
Fiber Lease Costs	Middle Mile Fiber Lease	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00
Internet Bandwidth and Leased Transport Costs	Data Center lease / Bandwidth	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00
Customer Service and Support	Level 1 Tech Support	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00
Customer Service and Support	Level 2 Support Engineer	$ 15,660.00	$ 15,660.00	$ 15,660.00	$ 15,660.00	$ 36,000.00	$ 36,000.00	$ 36,000.00	$ 36,000.00
Salaries and Benefits	Accounts Payable/Receivables (40hr/month)	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00
Vehicle Costs	Vehicle Expenses	$ 22,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 26,250.00	$ 26,250.00
Salaries and Benefits	Scheduler	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00
Costs to Aquire and Add New Customers	Marketing	$ 6,000.00	$ 7,500.00	$ 17,574.00	$ 17,574.00	$ 37,500.00	$ 37,500.00	$ 37,500.00	$ 37,500.00
Salaries and Benefits	Installation Manager	$ 31,500.00	$ 51,000.00	$ 51,000.00	$ 51,000.00	$ 51,750.00	$ 51,750.00	$ 51,750.00	$ 51,750.00
Salaries and Benefits	Operations Manager	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00
Credit Card Fees	Credit Card Fees	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 11,625.00	$ 11,625.00
Pole and Conduit Licenses	Pole Leases	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00
Franchise and Other Revenue-Based Taxes	Taxes	$ 2,250.00	$ 2,250.00	$ 2,250.00	$ 2,250.00	$ 4,350.00	$ 4,350.00	$ 4,350.00	$ 4,350.00
Aerial Plant Maintenance and Repair Costs	Fiber Splicers / Line Work (Recovery)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Customer Service and Support	Installers / In-field Customer Support	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Costs	Contingency Approximately	$ -	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 450,000.00	$ 450,000.00
General & Administrative Costs	Administrative	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00
Fiber Lease Costs	Network Lease	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

E.4 Operating Cost Details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Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
C6
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
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General & Administrative Costs

WEST VIRGINIA
Economic Development

E.4 Operating Cost Details

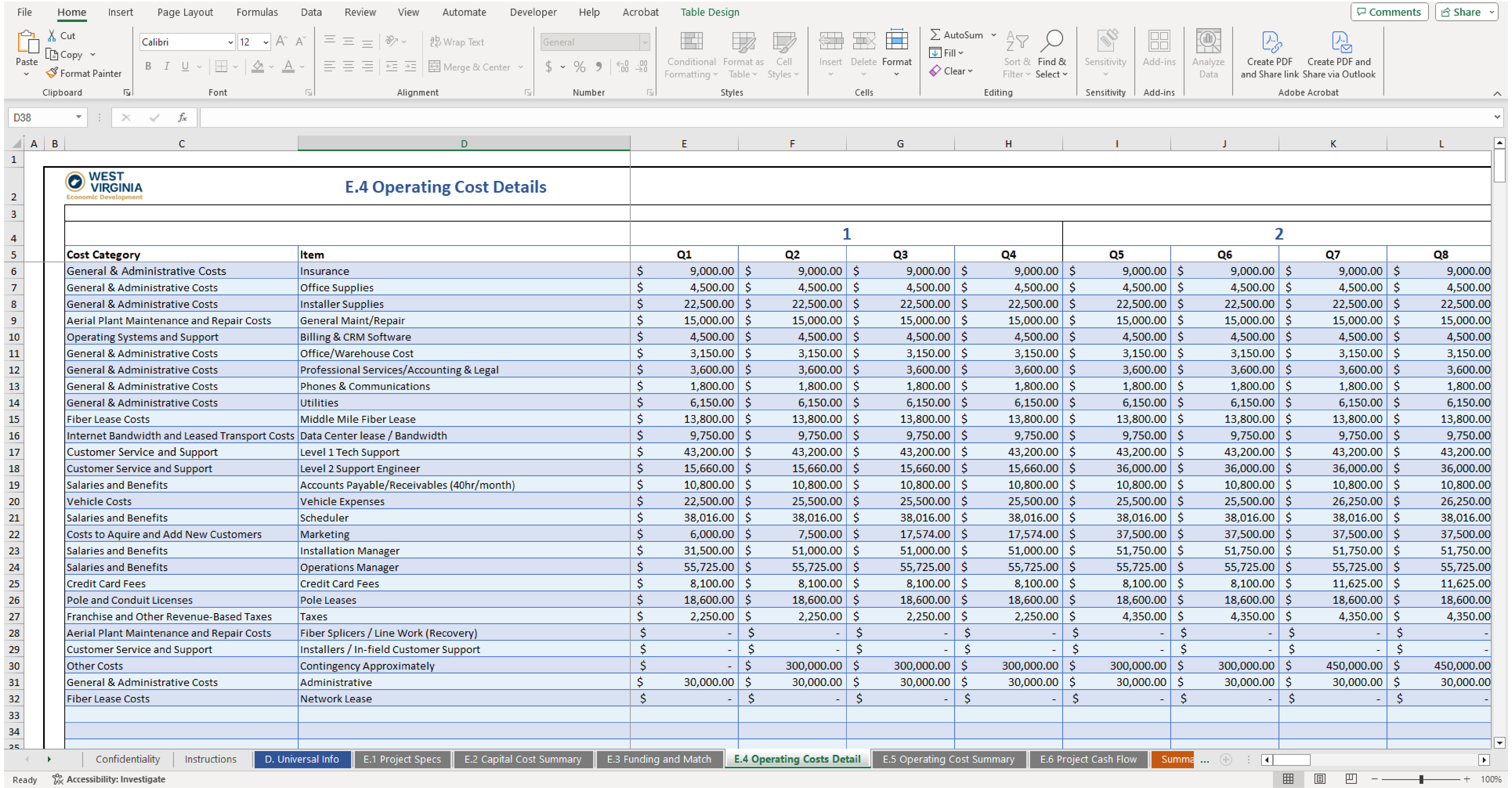
1

	Cost Category	Item	Q1	Q2	Q3	Q4
6	General & Administrative Costs	surance	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00
7		ffice Supplies	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
8		staller Supplies	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00
9		eneral Maint/Repair	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00
10		lling & CRM Software	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
11		ffice/Warehouse Cost	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00
12		ofessional Services/Accounting & Legal	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00
13		nones & Communications	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00
14	General & Administrative Costs	Utilities	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00
15	Fiber Lease Costs	Middle Mile Fiber Lease	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00
16	Internet Bandwidth and Leased Transport Costs	Data Center lease / Bandwidth	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00
17	Customer Service and Support	Level 1 Tech Support	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00
18	Customer Service and Support	Level 2 Support Engineer	$ 15,660.00	$ 15,660.00	$ 15,660.00	$ 15,660.00
19	Salaries and Benefits	Accounts Payable/Receivables (40hr/month)	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00
20	Vehicle Costs	Vehicle Expenses	$ 22,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00
21	Salaries and Benefits	Scheduler	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00
22	Costs to Aquire and Add New Customers	Marketing	$ 6,000.00	$ 7,500.00	$ 17,574.00	$ 17,574.00
23	Salaries and Benefits	Installation Manager	$ 31,500.00	$ 51,000.00	$ 51,000.00	$ 51,000.00
24	Salaries and Benefits	Operations Manager	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00

- Pole and Conduit Licenses
- Internet Bandwidth and Leased Transport Costs
- Operating Systems and Support
- Fiber Lease Costs
- Wireless Tower and Base Station Equipment Costs
- Credit Card Fees
- Other Costs of Services Sold
- Vehicle Costs
- Franchise and Other Revenue-Based Taxes
- Other Non-Income-Based Taxes
- General & Administrative Costs
- Other Costs

WEST VIRGINIA
Economic Development

E.4 Operating Cost Details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Editing
Sensitivity
Sensitivity
Add-ins
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
D38
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
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Accessibility: Investigate
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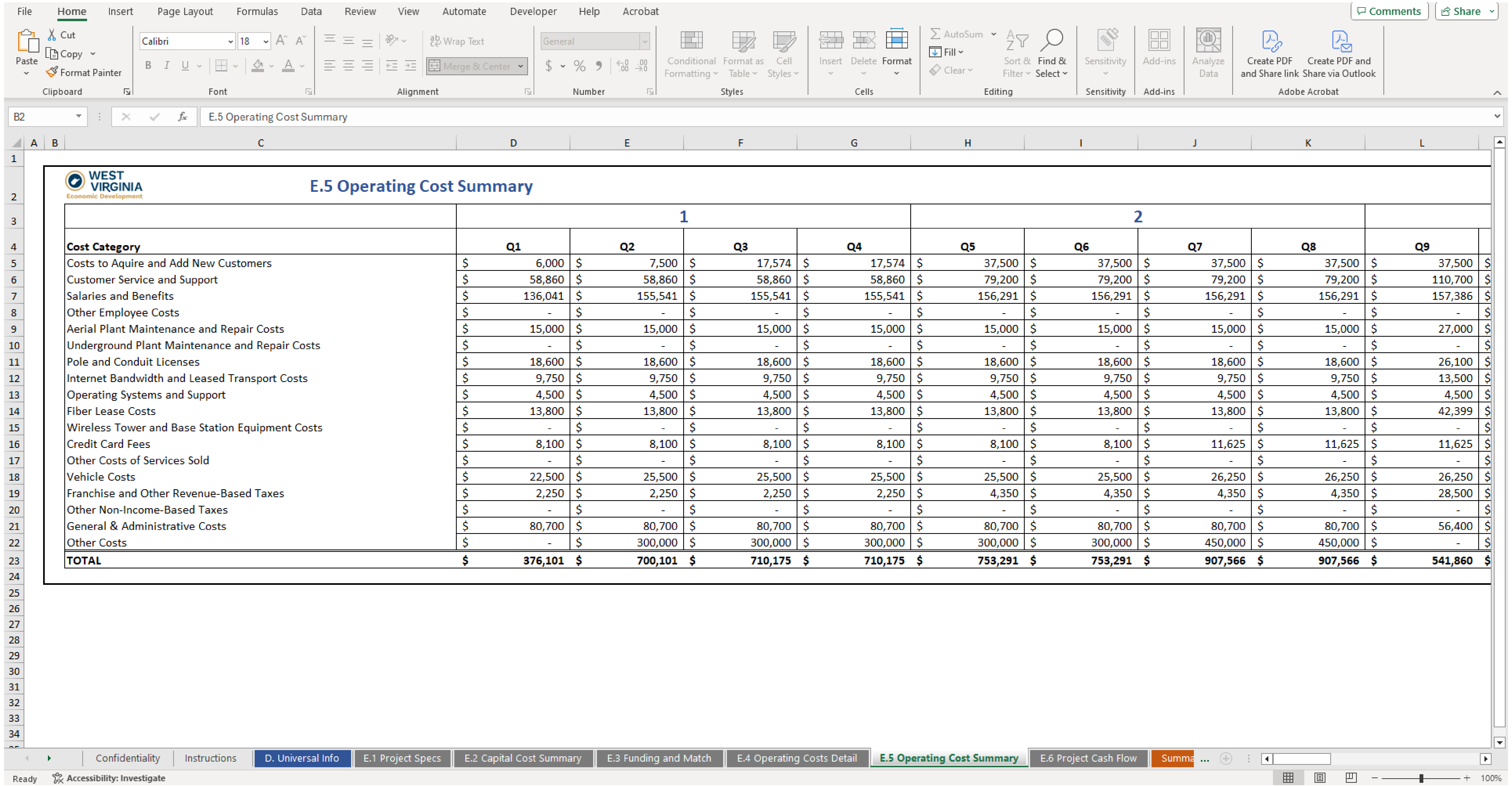
WEST VIRGINIA Economic Development

E.4 Operating Cost Details

		1				2			
Cost Category	**Item**	**Q1**	**Q2**	**Q3**	**Q4**	**Q5**	**Q6**	**Q7**	**Q8**
General & Administrative Costs	Insurance	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00	$ 9,000.00
General & Administrative Costs	Office Supplies	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
General & Administrative Costs	Installer Supplies	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00	$ 22,500.00
Aerial Plant Maintenance and Repair Costs	General Maint/Repair	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00	$ 15,000.00
Operating Systems and Support	Billing & CRM Software	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00	$ 4,500.00
General & Administrative Costs	Office/Warehouse Cost	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00	$ 3,150.00
General & Administrative Costs	Professional Services/Accounting & Legal	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00	$ 3,600.00
General & Administrative Costs	Phones & Communications	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00
General & Administrative Costs	Utilities	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00	$ 6,150.00
Fiber Lease Costs	Middle Mile Fiber Lease	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00	$ 13,800.00
Internet Bandwidth and Leased Transport Costs	Data Center lease / Bandwidth	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00	$ 9,750.00
Customer Service and Support	Level 1 Tech Support	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00	$ 43,200.00
Customer Service and Support	Level 2 Support Engineer	$ 15,660.00	$ 15,660.00	$ 15,660.00	$ 15,660.00	$ 36,000.00	$ 36,000.00	$ 36,000.00	$ 36,000.00
Salaries and Benefits	Accounts Payable/Receivables (40hr/month)	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00	$ 10,800.00
Vehicle Costs	Vehicle Expenses	$ 22,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 25,500.00	$ 26,250.00	$ 26,250.00
Salaries and Benefits	Scheduler	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00	$ 38,016.00
Costs to Aquire and Add New Customers	Marketing	$ 6,000.00	$ 7,500.00	$ 17,574.00	$ 17,574.00	$ 37,500.00	$ 37,500.00	$ 37,500.00	$ 37,500.00
Salaries and Benefits	Installation Manager	$ 31,500.00	$ 51,000.00	$ 51,000.00	$ 51,000.00	$ 51,750.00	$ 51,750.00	$ 51,750.00	$ 51,750.00
Salaries and Benefits	Operations Manager	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00	$ 55,725.00
Credit Card Fees	Credit Card Fees	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 8,100.00	$ 11,625.00	$ 11,625.00
Pole and Conduit Licenses	Pole Leases	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00	$ 18,600.00
Franchise and Other Revenue-Based Taxes	Taxes	$ 2,250.00	$ 2,250.00	$ 2,250.00	$ 2,250.00	$ 4,350.00	$ 4,350.00	$ 4,350.00	$ 4,350.00
Aerial Plant Maintenance and Repair Costs	Fiber Splicers / Line Work (Recovery)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Customer Service and Support	Installers / In-field Customer Support	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Other Costs	Contingency Approximately	$ -	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 300,000.00	$ 450,000.00	$ 450,000.00
General & Administrative Costs	Administrative	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00	$ 30,000.00
Fiber Lease Costs	Network Lease	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -

E.5 Operating Cost Summary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Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
B2
E.5 Operating Cost Summary
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summa
Ready
Accessibility: Investigate
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E.5 Operating Cost Summary

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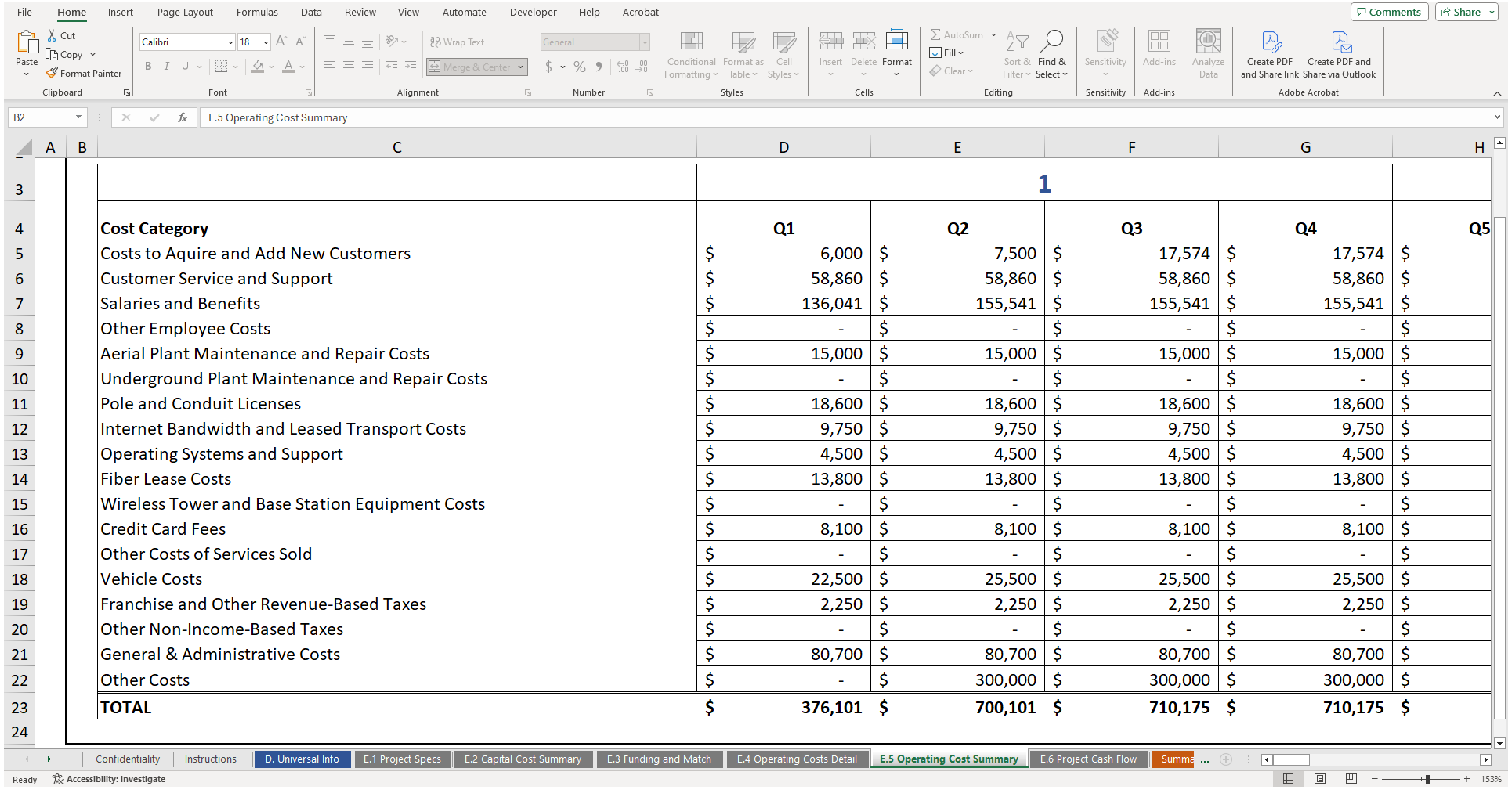
Cost Category	**Q1**	**Q2**	**Q3**	**Q4**	**Q5**	**Q6**	**Q7**	**Q8**	**Q9**
Costs to Aquire and Add New Customers	$ 6,000	$ 7,500	$ 17,574	$ 17,574	$ 37,500	$ 37,500	$ 37,500	$ 37,500	$ 37,500
Customer Service and Support	$ 58,860	$ 58,860	$ 58,860	$ 58,860	$ 79,200	$ 79,200	$ 79,200	$ 79,200	$ 110,700
Salaries and Benefits	$ 136,041	$ 155,541	$ 155,541	$ 155,541	$ 156,291	$ 156,291	$ 156,291	$ 156,291	$ 157,386
Other Employee Costs	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Aerial Plant Maintenance and Repair Costs	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$ 27,000
Underground Plant Maintenance and Repair Costs	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Pole and Conduit Licenses	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$ 26,100
Internet Bandwidth and Leased Transport Costs	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$ 13,500
Operating Systems and Support	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$ 4,500
Fiber Lease Costs	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$ 42,399
Wireless Tower and Base Station Equipment Costs	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Credit Card Fees	$ 8,100	$ 8,100	$ 8,100	$ 8,100	$ 8,100	$ 8,100	$ 11,625	$ 11,625	$ 11,625
Other Costs of Services Sold	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Vehicle Costs	$ 22,500	$ 25,500	$ 25,500	$ 25,500	$ 25,500	$ 25,500	$ 26,250	$ 26,250	$ 26,250
Franchise and Other Revenue-Based Taxes	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 4,350	$ 4,350	$ 4,350	$ 4,350	$ 28,500
Other Non-Income-Based Taxes	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
General & Administrative Costs	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$ 56,400
Other Costs	$ -	$ 300,000	$ 300,000	$ 300,000	$ 300,000	$ 300,000	$ 450,000	$ 450,000	$ -
TOTAL	**$ 376,101**	**$ 700,101**	**$ 710,175**	**$ 710,175**	**$ 753,291**	**$ 753,291**	**$ 907,566**	**$ 907,566**	**$ 541,860**

E.5 Operating Cost Summary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Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
B2
E.5 Operating Cost Summary
Confidentiality
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Ready
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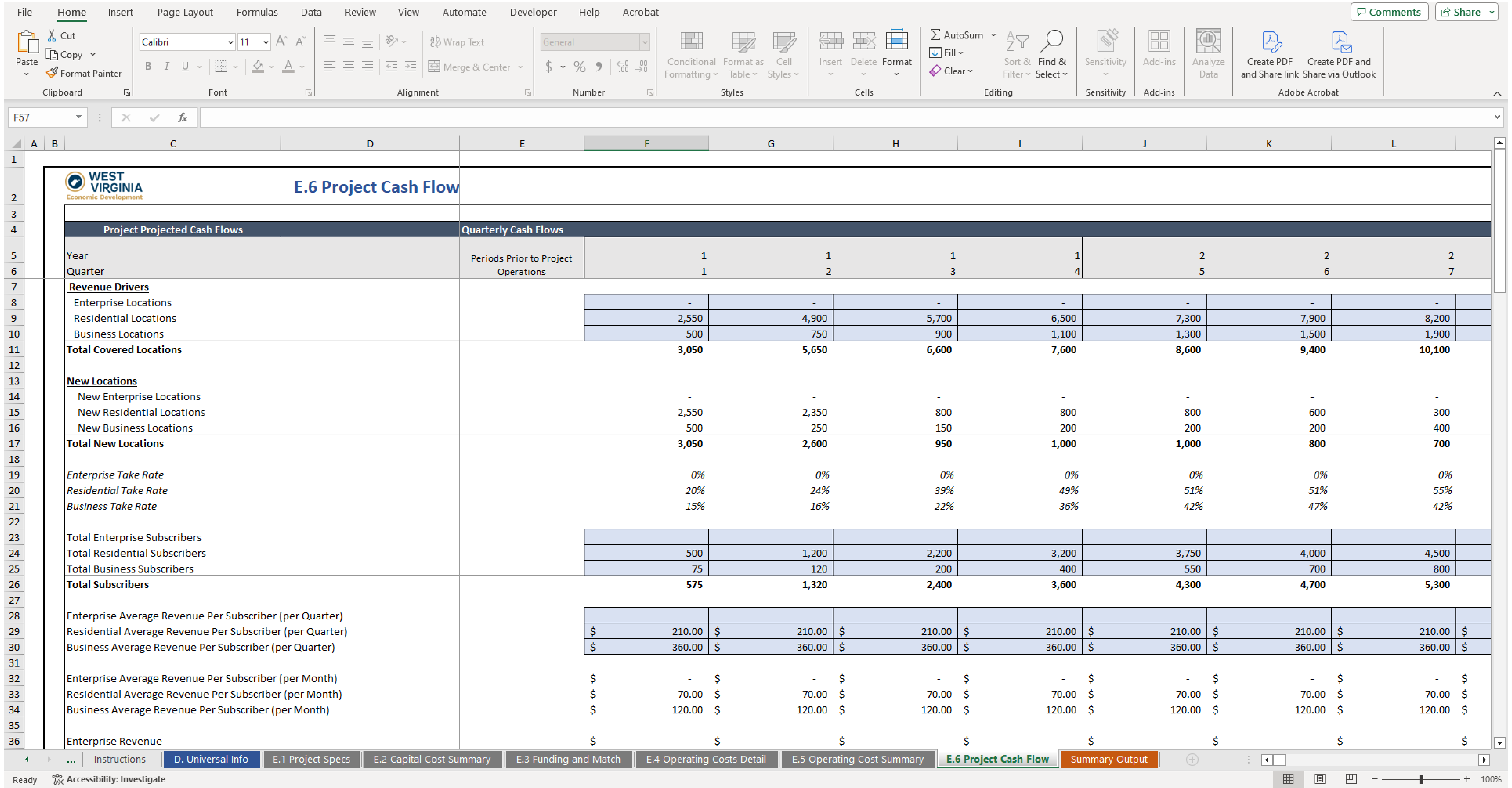
	1				
Cost Category	**Q1**	**Q2**	**Q3**	**Q4**	**Q5**
Costs to Aquire and Add New Customers	$ 6,000	$ 7,500	$ 17,574	$ 17,574	$
Customer Service and Support	$ 58,860	$ 58,860	$ 58,860	$ 58,860	$
Salaries and Benefits	$ 136,041	$ 155,541	$ 155,541	$ 155,541	$
Other Employee Costs	$ -	$ -	$ -	$ -	$
Aerial Plant Maintenance and Repair Costs	$ 15,000	$ 15,000	$ 15,000	$ 15,000	$
Underground Plant Maintenance and Repair Costs	$ -	$ -	$ -	$ -	$
Pole and Conduit Licenses	$ 18,600	$ 18,600	$ 18,600	$ 18,600	$
Internet Bandwidth and Leased Transport Costs	$ 9,750	$ 9,750	$ 9,750	$ 9,750	$
Operating Systems and Support	$ 4,500	$ 4,500	$ 4,500	$ 4,500	$
Fiber Lease Costs	$ 13,800	$ 13,800	$ 13,800	$ 13,800	$
Wireless Tower and Base Station Equipment Costs	$ -	$ -	$ -	$ -	$
Credit Card Fees	$ 8,100	$ 8,100	$ 8,100	$ 8,100	$
Other Costs of Services Sold	$ -	$ -	$ -	$ -	$
Vehicle Costs	$ 22,500	$ 25,500	$ 25,500	$ 25,500	$
Franchise and Other Revenue-Based Taxes	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$
Other Non-Income-Based Taxes	$ -	$ -	$ -	$ -	$
General & Administrative Costs	$ 80,700	$ 80,700	$ 80,700	$ 80,700	$
Other Costs	$ -	$ 300,000	$ 300,000	$ 300,000	$
TOTAL	**$ 376,101**	**$ 700,101**	**$ 710,175**	**$ 710,175**	**$**

WEST VIRGINIA
Economic Development

E.6 Project Cash Flow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Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summary Output
Ready
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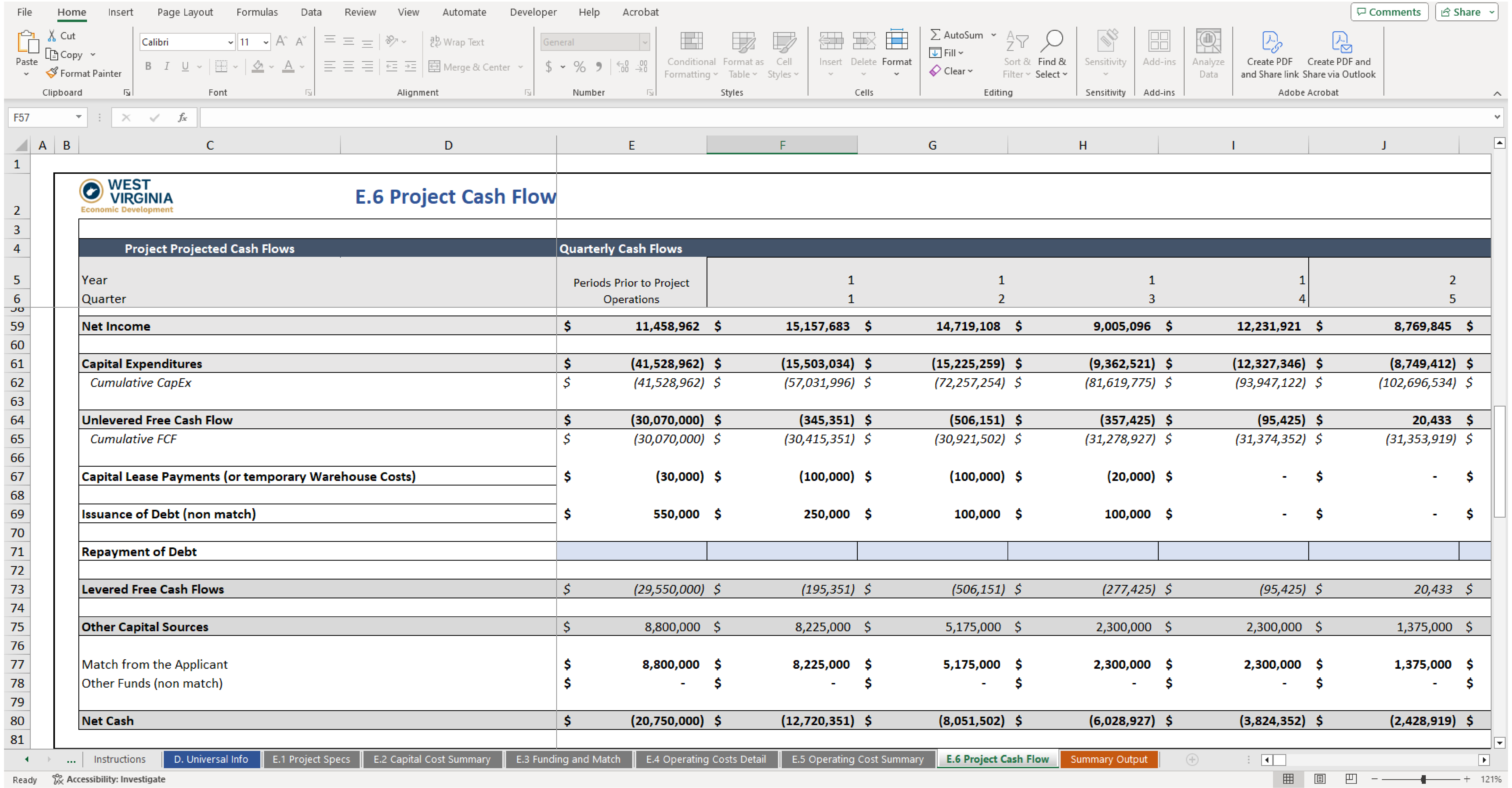
E.6 Project Cash Flow

Project Projected Cash Flows	Quarterly Cash Flows						
Year	Periods Prior to Project Operations	1	1	1	1	2	2	2
Quarter		1	2	3	4	5	6	7
Revenue Drivers								
Enterprise Locations		-	-	-	-	-	-	-
Residential Locations		2,550	4,900	5,700	6,500	7,300	7,900	8,200
Business Locations		500	750	900	1,100	1,300	1,500	1,900
Total Covered Locations		**3,050**	**5,650**	**6,600**	**7,600**	**8,600**	**9,400**	**10,100**
New Locations								
New Enterprise Locations		-	-	-	-	-	-	-
New Residential Locations		2,550	2,350	800	800	800	600	300
New Business Locations		500	250	150	200	200	200	400
Total New Locations		**3,050**	**2,600**	**950**	**1,000**	**1,000**	**800**	**700**
Enterprise Take Rate		*0%*	*0%*	*0%*	*0%*	*0%*	*0%*	*0%*
Residential Take Rate		*20%*	*24%*	*39%*	*49%*	*51%*	*51%*	*55%*
Business Take Rate		*15%*	*16%*	*22%*	*36%*	*42%*	*47%*	*42%*
Total Enterprise Subscribers								
Total Residential Subscribers		500	1,200	2,200	3,200	3,750	4,000	4,500
Total Business Subscribers		75	120	200	400	550	700	800
Total Subscribers		**575**	**1,320**	**2,400**	**3,600**	**4,300**	**4,700**	**5,300**
Enterprise Average Revenue Per Subscriber (per Quarter)								
Residential Average Revenue Per Subscriber (per Quarter)		$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00	$ 210.00
Business Average Revenue Per Subscriber (per Quarter)		$ 360.00	$ 360.00	$ 360.00	$ 360.00	$ 360.00	$ 360.00	$ 360.00
Enterprise Average Revenue Per Subscriber (per Month)		$ -	$ -	$ -	$ -	$ -	$ -	$ -
Residential Average Revenue Per Subscriber (per Month)		$ 70.00	$ 70.00	$ 70.00	$ 70.00	$ 70.00	$ 70.00	$ 70.00
Business Average Revenue Per Subscriber (per Month)		$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00
Enterprise Revenue		$ -	$ -	$ -	$ -	$ -	$ -	$ -

WEST VIRGINIA Economic Development

E.6 Project Cash Flow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Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
F57
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summary Output
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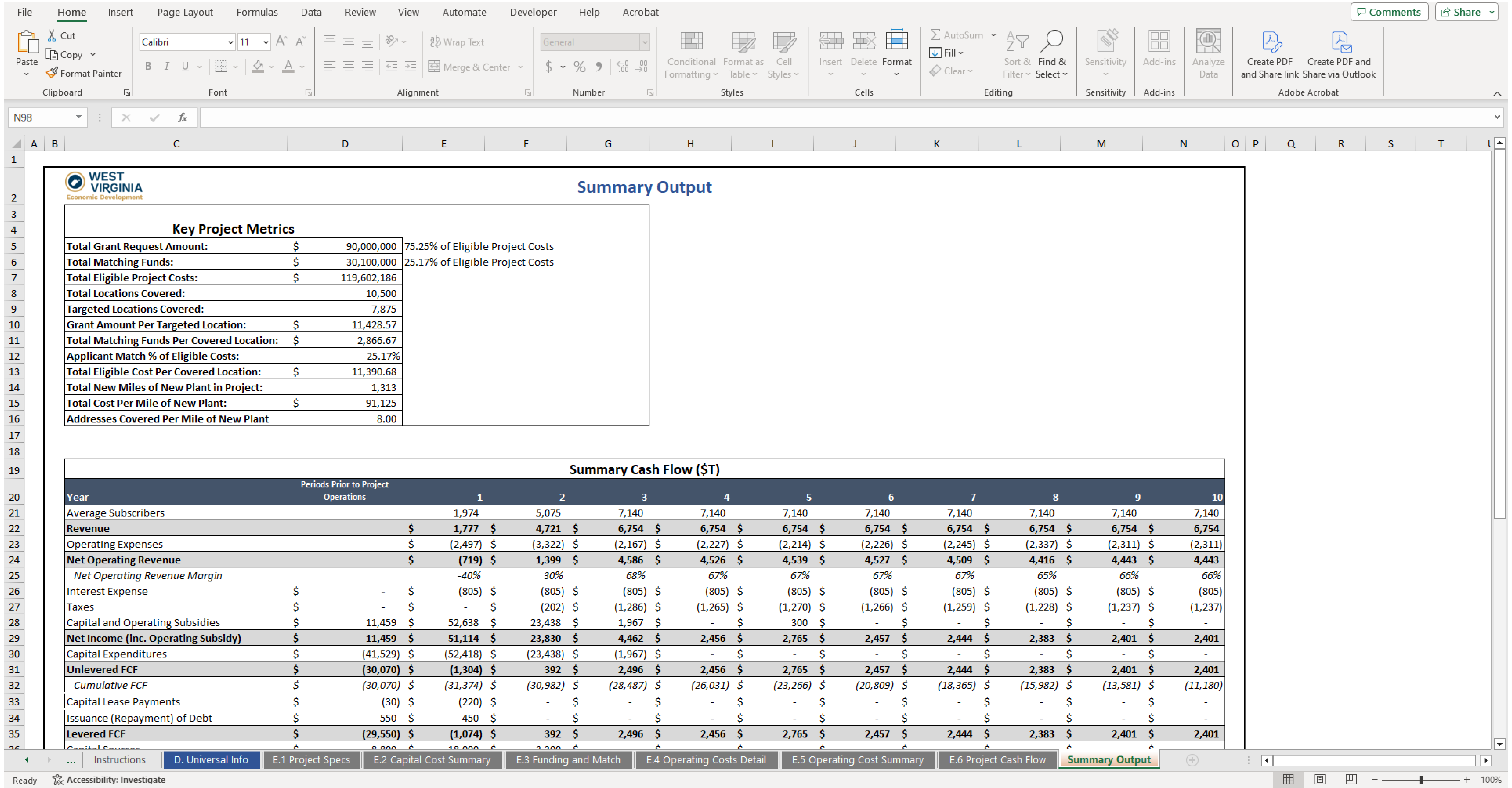
WEST VIRGINIA Economic Development

E.6 Project Cash Flow

Project Projected Cash Flows	Quarterly Cash Flows					
Year	Periods Prior to Project Operations	1	1	1	1	2
Quarter		1	2	3	4	5
Net Income	**$ 11,458,962**	**$ 15,157,683**	**$ 14,719,108**	**$ 9,005,096**	**$ 12,231,921**	**$ 8,769,845**
Capital Expenditures	**$ (41,528,962)**	**$ (15,503,034)**	**$ (15,225,259)**	**$ (9,362,521)**	**$ (12,327,346)**	**$ (8,749,412)**
Cumulative CapEx	*$ (41,528,962)*	*$ (57,031,996)*	*$ (72,257,254)*	*$ (81,619,775)*	*$ (93,947,122)*	*$ (102,696,534)*
Unlevered Free Cash Flow	**$ (30,070,000)**	**$ (345,351)**	**$ (506,151)**	**$ (357,425)**	**$ (95,425)**	**$ 20,433**
Cumulative FCF	*$ (30,070,000)*	*$ (30,415,351)*	*$ (30,921,502)*	*$ (31,278,927)*	*$ (31,374,352)*	*$ (31,353,919)*
Capital Lease Payments (or temporary Warehouse Costs)	**$ (30,000)**	**$ (100,000)**	**$ (100,000)**	**$ (20,000)**	**$ -**	**$ -**
Issuance of Debt (non match)	**$ 550,000**	**$ 250,000**	**$ 100,000**	**$ 100,000**	**$ -**	**$ -**
Repayment of Debt						
Levered Free Cash Flows	*$ (29,550,000)*	*$ (195,351)*	*$ (506,151)*	*$ (277,425)*	*$ (95,425)*	*$ 20,433*
Other Capital Sources	$ 8,800,000	$ 8,225,000	$ 5,175,000	$ 2,300,000	$ 2,300,000	$ 1,375,000
Match from the Applicant	**$ 8,800,000**	**$ 8,225,000**	**$ 5,175,000**	**$ 2,300,000**	**$ 2,300,000**	**$ 1,375,000**
Other Funds (non match)	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**
Net Cash	**$ (20,750,000)**	**$ (12,720,351)**	**$ (8,051,502)**	**$ (6,028,927)**	**$ (3,824,352)**	**$ (2,428,919)**

WEST VIRGINIA
Economic Development

Summary Output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Calibri
11
Font
Wrap Text
Merge & Center
Alignment
General
Number
Conditional Formatting
Format as Table
Cell Styles
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Format
Cells
AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
N98
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summary Output
Ready
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Economic Development

Summary Output

Key Project Metrics

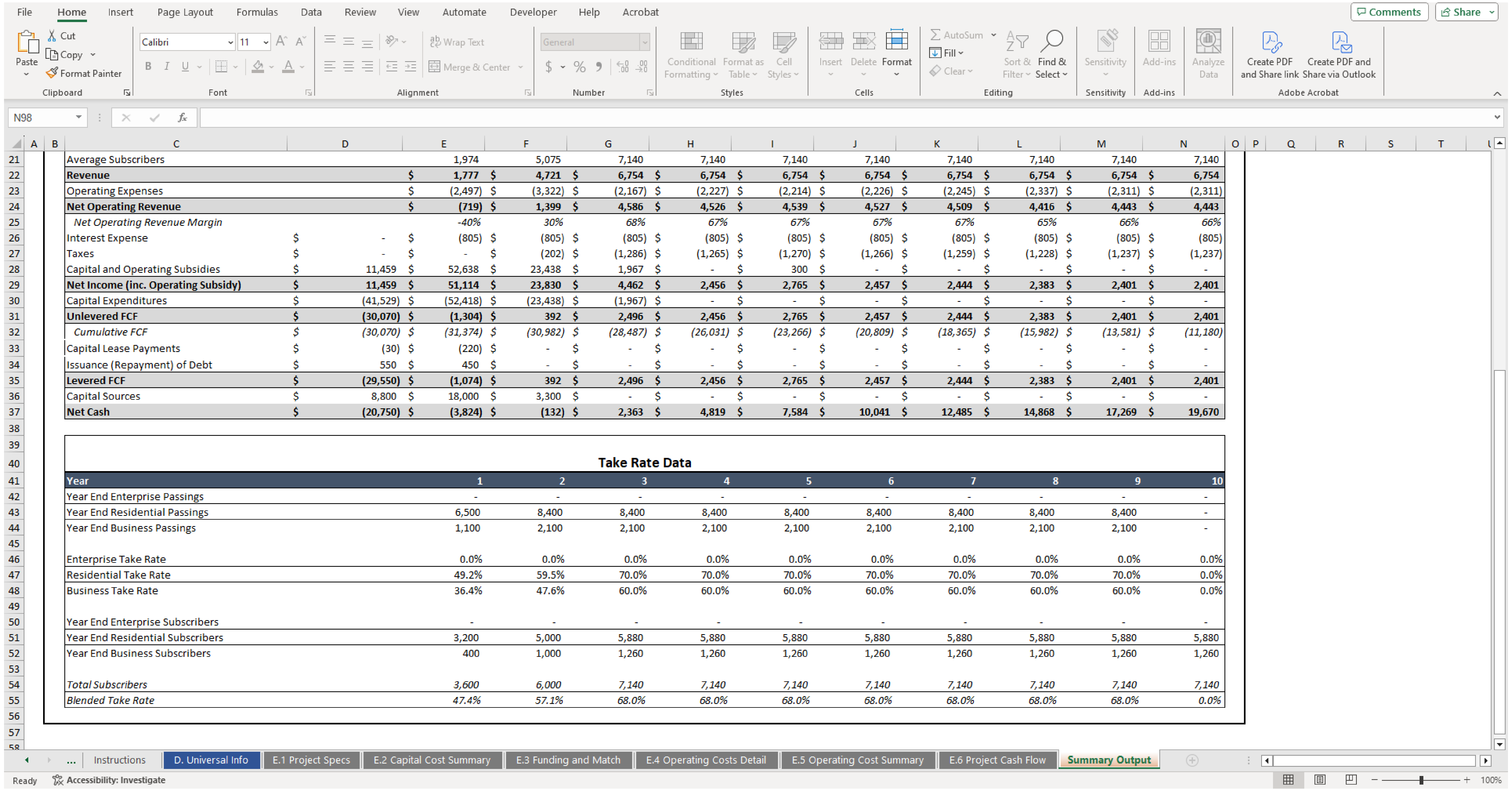
Total Grant Request Amount:	$	90,000,000	75.25% of Eligible Project Costs
Total Matching Funds:	$	30,100,000	25.17% of Eligible Project Costs
Total Eligible Project Costs:	$	119,602,186	
Total Locations Covered:		10,500	
Targeted Locations Covered:		7,875	
Grant Amount Per Targeted Location:	$	11,428.57	
Total Matching Funds Per Covered Location:	$	2,866.67	
Applicant Match % of Eligible Costs:		25.17%	
Total Eligible Cost Per Covered Location:	$	11,390.68	
Total New Miles of New Plant in Project:		1,313	
Total Cost Per Mile of New Plant:	$	91,125	
Addresses Covered Per Mile of New Plant		8.00	

Summary Cash Flow ($T)

Year	Periods Prior to Project Operations	1	2	3	4	5	6	7	8	9	10
Average Subscribers		1,974	5,075	7,140	7,140	7,140	7,140	7,140	7,140	7,140	7,140
Revenue		**$ 1,777**	**$ 4,721**	**$ 6,754**	**$ 6,754**	**$ 6,754**	**$ 6,754**	**$ 6,754**	**$ 6,754**	**$ 6,754**	**$ 6,754**
Operating Expenses		$ (2,497)	$ (3,322)	$ (2,167)	$ (2,227)	$ (2,214)	$ (2,226)	$ (2,245)	$ (2,337)	$ (2,311)	$ (2,311)
Net Operating Revenue		**$ (719)**	**$ 1,399**	**$ 4,586**	**$ 4,526**	**$ 4,539**	**$ 4,527**	**$ 4,509**	**$ 4,416**	**$ 4,443**	**$ 4,443**
Net Operating Revenue Margin		*-40%*	*30%*	*68%*	*67%*	*67%*	*67%*	*67%*	*65%*	*66%*	*66%*
Interest Expense	$ -	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)
Taxes	$ -	$ -	$ (202)	$ (1,286)	$ (1,265)	$ (1,270)	$ (1,266)	$ (1,259)	$ (1,228)	$ (1,237)	$ (1,237)
Capital and Operating Subsidies	$ 11,459	$ 52,638	$ 23,438	$ 1,967	$ -	$ 300	$ -	$ -	$ -	$ -	$ -
Net Income (inc. Operating Subsidy)	**$ 11,459**	**$ 51,114**	**$ 23,830**	**$ 4,462**	**$ 2,456**	**$ 2,765**	**$ 2,457**	**$ 2,444**	**$ 2,383**	**$ 2,401**	**$ 2,401**
Capital Expenditures	$ (41,529)	$ (52,418)	$ (23,438)	$ (1,967)	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Unlevered FCF	**$ (30,070)**	**$ (1,304)**	**$ 392**	**$ 2,496**	**$ 2,456**	**$ 2,765**	**$ 2,457**	**$ 2,444**	**$ 2,383**	**$ 2,401**	**$ 2,401**
Cumulative FCF	*$ (30,070)*	*$ (31,374)*	*$ (30,982)*	*$ (28,487)*	*$ (26,031)*	*$ (23,266)*	*$ (20,809)*	*$ (18,365)*	*$ (15,982)*	*$ (13,581)*	*$ (11,180)*
Capital Lease Payments	$ (30)	$ (220)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Issuance (Repayment) of Debt	$ 550	$ 450	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Levered FCF	**$ (29,550)**	**$ (1,074)**	**$ 392**	**$ 2,496**	**$ 2,456**	**$ 2,765**	**$ 2,457**	**$ 2,444**	**$ 2,383**	**$ 2,401**	**$ 2,401**

WEST VIRGINIA
Economic Development

Summary Output


File
Home
Insert
Page Layout
Formulas
Data
Review
View
Automate
Developer
Help
Acrobat
Comments
Share
Paste
Cut
Copy
Format Painter
Clipboard
Calibri
11
Font
Wrap Text
Merge & Center
Alignment
General
Number
Conditional Formatting
Format as Table
Cell Styles
Styles
Insert
Delete
Format
Cells
AutoSum
Fill
Clear
Sort & Filter
Find & Select
Editing
Sensitivity
Add-ins
Analyze Data
Create PDF and Share link
Create PDF and Share via Outlook
Adobe Acrobat
N98
Instructions
D. Universal Info
E.1 Project Specs
E.2 Capital Cost Summary
E.3 Funding and Match
E.4 Operating Costs Detail
E.5 Operating Cost Summary
E.6 Project Cash Flow
Summary Output
Ready
Accessibility: Investigate
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Row	C	D	E	F	G	H	I	J	K	L	M	N
21	Average Subscribers		1,974	5,075	7,140	7,140	7,140	7,140	7,140	7,140	7,140	7,140
22	**Revenue**		$ 1,777	$ 4,721	$ 6,754	$ 6,754	$ 6,754	$ 6,754	$ 6,754	$ 6,754	$ 6,754	$ 6,754
23	Operating Expenses		$ (2,497)	$ (3,322)	$ (2,167)	$ (2,227)	$ (2,214)	$ (2,226)	$ (2,245)	$ (2,337)	$ (2,311)	$ (2,311)
24	**Net Operating Revenue**		$ (719)	$ 1,399	$ 4,586	$ 4,526	$ 4,539	$ 4,527	$ 4,509	$ 4,416	$ 4,443	$ 4,443
25	*Net Operating Revenue Margin*		*-40%*	*30%*	*68%*	*67%*	*67%*	*67%*	*67%*	*65%*	*66%*	*66%*
26	Interest Expense	$ -	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)	$ (805)
27	Taxes	$ -	$ -	$ (202)	$ (1,286)	$ (1,265)	$ (1,270)	$ (1,266)	$ (1,259)	$ (1,228)	$ (1,237)	$ (1,237)
28	Capital and Operating Subsidies	$ 11,459	$ 52,638	$ 23,438	$ 1,967	$ -	$ 300	$ -	$ -	$ -	$ -	$ -
29	**Net Income (inc. Operating Subsidy)**	$ 11,459	$ 51,114	$ 23,830	$ 4,462	$ 2,456	$ 2,765	$ 2,457	$ 2,444	$ 2,383	$ 2,401	$ 2,401
30	Capital Expenditures	$ (41,529)	$ (52,418)	$ (23,438)	$ (1,967)	$ -	$ -	$ -	$ -	$ -	$ -	$ -
31	**Unlevered FCF**	$ (30,070)	$ (1,304)	$ 392	$ 2,496	$ 2,456	$ 2,765	$ 2,457	$ 2,444	$ 2,383	$ 2,401	$ 2,401
32	*Cumulative FCF*	$ *(30,070)*	$ *(31,374)*	$ *(30,982)*	$ *(28,487)*	$ *(26,031)*	$ *(23,266)*	$ *(20,809)*	$ *(18,365)*	$ *(15,982)*	$ *(13,581)*	$ *(11,180)*
33	Capital Lease Payments	$ (30)	$ (220)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
34	Issuance (Repayment) of Debt	$ 550	$ 450	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
35	**Levered FCF**	$ (29,550)	$ (1,074)	$ 392	$ 2,496	$ 2,456	$ 2,765	$ 2,457	$ 2,444	$ 2,383	$ 2,401	$ 2,401
36	Capital Sources	$ 8,800	$ 18,000	$ 3,300	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
37	**Net Cash**	$ (20,750)	$ (3,824)	$ (132)	$ 2,363	$ 4,819	$ 7,584	$ 10,041	$ 12,485	$ 14,868	$ 17,269	$ 19,670

Take Rate Data

Row	Year	1	2	3	4	5	6	7	8	9	10
42	Year End Enterprise Passings	-	-	-	-	-	-	-	-	-	-
43	Year End Residential Passings	6,500	8,400	8,400	8,400	8,400	8,400	8,400	8,400	8,400	-
44	Year End Business Passings	1,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	-
45											
46	Enterprise Take Rate	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
47	Residential Take Rate	49.2%	59.5%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	70.0%	0.0%
48	Business Take Rate	36.4%	47.6%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	0.0%
49											
50	Year End Enterprise Subscribers	-	-	-	-	-	-	-	-	-	-
51	Year End Residential Subscribers	3,200	5,000	5,880	5,880	5,880	5,880	5,880	5,880	5,880	5,880
52	Year End Business Subscribers	400	1,000	1,260	1,260	1,260	1,260	1,260	1,260	1,260	1,260
53											
54	*Total Subscribers*	*3,600*	*6,000*	*7,140*	*7,140*	*7,140*	*7,140*	*7,140*	*7,140*	*7,140*	*7,140*
55	*Blended Take Rate*	*47.4%*	*57.1%*	*68.0%*	*68.0%*	*68.0%*	*68.0%*	*68.0%*	*68.0%*	*68.0%*	*0.0%*

WEST VIRGINIA
Economic Development

Five-minute Break

Agenda

① **Program Overview**

- Fundamentals & Key Requirements
- Project Creation
- Project Prioritization and Selection

② **Pre-Application Walkthrough**

- Short and Narrative Responses
- Documents and Supporting Material
- Workbooks

③ **Regulatory, Legal, and Program Compliance**

④ **Next Steps**

3. Legal, Regulatory, and Program Compliance

Post-award Reporting and Monitoring

Project Oversight – Grantee Monitoring

- 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

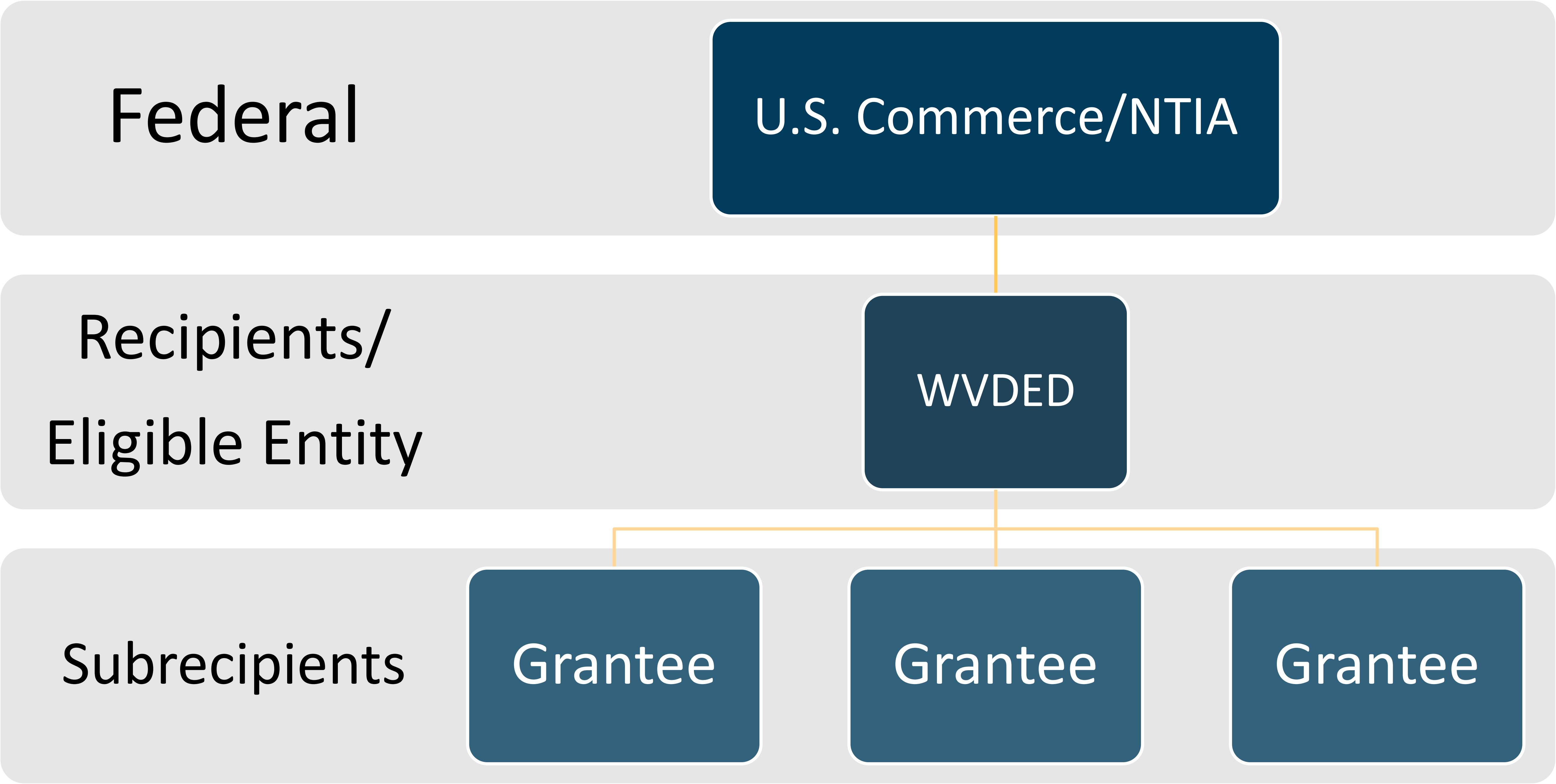
Note: The requirements in this compliance section follow the NTIA's BEAD NOFO: https://broadbandusa.ntia.doc.gov/sites/default/files/2022-05/BEAD%20NOFO.pdf

WEST VIRGINIA
Economic Development

Compliance with Relevant Laws and Regulations

Subrecipients/grantees must:

- Comply with
  - terms and conditions of award
  - statutory/regulatory requirements, *and*
  - NTIA's requirements for subrecipients
- Provide the WVDED with any and all information requested, so that it may report to the NTIA


Federal
U.S. Commerce/NTIA
Recipients/
Eligible Entity
WVDED
Subrecipients
Grantee
Grantee
Grantee

Note: In the event of any discrepancy between the contents of this presentation and statutory/regulatory/NTIA requirements, those statutory/NTIA requirements will prevail.

Certification of Compliance with Relevant Laws and Regs

Among the compliance requirements required of Grantees:

- Annual State Broadband Reporting (W.Va. Code §31G-1A-3)
- Recordkeeping Obligations
- Submission of project data to WVDED for semiannual and annual reporting
- Audit Requirements (WV Grant Transparency and Accountability Act – W.Va. Code §12-4-14; 2 CFR 200 Subpart F)
- Strong Labor Practices, compliance w/ all applicable federal laws/regulations
  - -Payment of prevailing wages and benefits to workers,
  - -Commitments to union neutrality
  - -Use of an appropriately skilled/credentialed workforce
  - -Taking steps to prevent misclassification of workers in accordance with West Virginia Employment Law Worker Classification Act (standards for proper classification of contractors and employees)

Certification of Compliance with Relevant Laws and Regs

- **Federal Labor Law compliance** of subgrantee and contractors/subcontractors
- **Civil Rights Compliance** with all Federal and State laws prohibiting unlawful discrimination/violations of civil rights, for example:
  - Title VI of Civil Rights Act of 1964
  - Rehabilitation Act of 1973
  - Age Discrimination Act of 1975
  - Title VII of the Civil Rights Act;
  - Any other applicable nondiscrimination laws

- Build America, Buy America Act (U.S. Produced Materials)
- Secure and Trusted Communications Networks Act (Equipment and services/FCC list)
- Prohibition on purchasing Fiber Optic Cable/Optical Transmission Equip. from China
- Contracting with Small and Minority Businesses, Women’s Business enterprises, labor surplus area firms
- Procurement of Recovered Materials (Solid Waste Disposal Act/Resource Conservation and Recovery Act)

State Audit Requirements – All Grantees

Both private, for-profit Grantees, as well as public non-profit Grantees, must comply with the WV State Grant Transparency and Accountability Act (WV Code §12-4-14).

Audit Report Requirement: Any grantee receiving one or more State grants (defined as funding provided by a State spending unit regardless of the original source) in the amount of $50,000 or more in the aggregate in a State's fiscal year shall file with the grantor and the State Auditor a report of the disbursement of the State grant funds.

If an EXCEPTION Applies → Sworn Statement of Expenditures: If Grantees receive a State grant in an amount less than $50,000, or if no report is required due to an exception, then Grantees must file with the grantor and State Auditor a **sworn statement of expenditures** made under the grant.

Federal Single Audit Requirements – Public/Non-profit Entities

If a public, non-profit subrecipient expends $750,000 or more in Federal award funds (in the aggregate across all subawards in their fiscal year), then they are subject to the 2 CFR 200 Subpart F audit requirements.

They must submit single audits or program-specific audits in accordance with 2 CFR 200 Subpart F to the Federal Audit Clearinghouse.

Audit Requirements – For-Profit Grantees

Commercial entities are not subject to Subpart F (single/program specific audit requirements)

Are subject to requirements as agreed to in the award or subaward between a Federal awarding agency and a recipient.

Also, under 2 CFR 200.501(h), Eligible Entities (i.e. WVDED) have an obligation to ensure compliance by commercial entity subrecipients.

Methods to ensure compliance: May include pre-award audits, monitoring during the agreement, and post-award audits.

NOTE: NTIA, the Dept. of Commerce Office of Inspector General, or other authorized Federal agencies may conduct an audit of an award at any time.

Labor Standards and Protection

Labor Reporting

Labor Reporting for Projects receiving $5M or more:

A. Certification regarding payment of **prevailing wages** (as determined by Dept. of Labor) for laborers and mechanics employed by contractors/subcontractors; OR

Provide **project employment/local impact reports, detailing:**

1.) Number of contractors and subcontractors working on the project;
2.) Direct hires or hired through 3rd party;
3.) Wages and benefits of project workers by classification; and
4.) Whether wages are less than prevailing

B. Certification that Project will use unionized labor or includes **project labor agreement**; OR

- **Project Workforce Continuity Plan:** Details steps taken/to be taken to: (i) ensure sufficient/appropriately skilled/unskilled labor; (ii) minimize risk of labor disputes/disruptions; (iii) ensure safe/healthy workplace; (iv) name of any subcontracted entity/total number of workers employed by entity; (v) ensure workers on Project receive wages and benefits sufficient to secure appropriately skilled workforce

Labor Standards and Protection

Fair Labor Practices and Workforce Requirements

In order to be awarded or selected for BEAD subawards, subgrantees must demonstrate:

Record of Compliance: As part of application, subgrantees 1.) certify their (as well as their contractors/subcontractors) record of compliance with federal labor and employment laws on broadband deployment projects in the last 3 years;

2) Disclose any instances in which it or its contractors/subcontractors have been found to have violated laws such as Occupational Safety and Health Act, Fair Labor Standards Act, or any other applicable labor and employment laws for preceding 3 years.

Forward Looking Commitments – If subgrantee does not have a 3 year record of compliance, it shall make specific, forward-looking commitments to strong labor and employment standards.

Labor Standards and Protection

Fair Labor Practices and Workforce Requirements

In order to be awarded or selected for BEAD subawards, subgrantees must demonstrate **at a minimum**:

Plan for ensuring compliance: Prospective subgrantees must submit a plan for how it will ensure compliance in its own practices as well as by their contractors and subcontractors, including:

1.) Information on applicable wage scales and wage and overtime practices for each employee involved in broadband project construction;

2.) Description of how subgrantee will ensure implementation of workplace safety committees

- Certification that management level staff (directly employed by Applicant or contractors/subcontractors), will allow creation of worker-led health and safety committees

- Certification that management will meet with committees and address concerns in good faith

Labor Standards and Protection

Fair Labor Practices and Workforce Requirements

Plan for Appropriately Skilled Workforce: Prospective subgrantees must have a plan for ensuring project workforce will be an appropriately skilled workforce (subgrantee as well as contractors/subcontractors):

- Safety Training
- Certifications
- Licensure requirements
- Whether in-house training with established requirements is provided for each job title for any non-union labor

Description of Appropriately Credentialed Workforce:

- Roles filled by directly employed staff or by contracted workforce
- How are appropriate credentials verified in each context

Environmental and Historic Preservation

Federal Environmental Law Compliance

Awardees must comply with all applicable federal environmental laws. Applicants shall certify that they will complete WVDED's environmental applicability checklist/questionnaire (part of Grant Agreement) prior to receiving funds and before pre-construction activities may begin.

Potentially applicable laws include but are not limited to:

- The Endangered Species Act
- Clean Water Act
- Clean Air Act
- National Historic Preservation Act (NHPA)
- Resource Conservation and Recovery Act (RCRA)
- National Environmental Policy Act (NEPA)

Environmental and Historic Preservation

State Historic Preservation Consultation

Grantees must:

1.) Confer with the West Virginia State Historic Preservation Office (SHPO) regarding the applicability of Section 106 of the National Historic Preservation Act to the Project;

2.) Submit any information required by SHPO; and

3.) Receive a communication from SHPO that no further action is required related to a Project before the Department will issue a notice to proceed for the Project.

4.) Grantees should also submit documentation of their SHPO compliance to the WVDOH.

Post-Award Requirements

Grantees will be required to comply with the following State and Federal requirements, as applicable:

Audit Requirements (State and Federal)
Procurement Requirements
Federal Property Requirements
Regular Reporting Requirements
Record Retention
Transparency and Accountability

These post-award requirements will be covered in Grantee’s grant agreement with WVDED, as well as a series of webinars and post award compliance guidance to be provided by WVDED and partners.

Network Capabilities

Speed and Latency: NTIA has adopted the compliance standards and testing protocols for speed and latency established and used by the FCC in other programs such as Connect America Fund (CAF) and Rural Digital Opportunity Fund (RDOF)

Network Outages: Each funded network's outages shall not exceed 48 hours per year (exceptions: natural disasters, other force majeure occurrences)

Deployment Benchmarks

Compliance with Industry Standards and Guidelines

Applicants must demonstrate a plan for network resiliency, network hardening and risk mitigation addressing at a minimum:

- flood-prone areas;
- landslide mitigation; and
- snowstorm and ice mitigation.

To address these, applicants will be required to meet, at a minimum, the following standards, as applicable:

- Telcordia Blue Book – Manual of Construction Procedures – SR-1421
- FEMA Building Resource Library
  - FEMA P-348 – Protecting Building Utility Systems from Flood Damage
  - FEMA P-2181 – Flood Mitigation Handbook for Public Facilities
  - FEMA 182, Landslide Loss Reduction: A Guide for State and Local Government Planning
- West Virginia State and Regional Planning & Development Council Hazard Mitigation Plans.

Prior to operating their networks built as a part of the Program, applicants must produce and receive WVDED approval on a **disaster recovery plan** and **preventative maintenance plan.**

Subgrantee Service Obligations

Affordability and Low Cost Plans

- Affordable Connectivity Program – Subgrantees must allow subscribers to utilize ACP subsidy or any successor program
- Each Subgrantee must offer at least one low-cost broadband service option

Consumer Protections

- Subgrantees must not impose data usage caps on any plans offered over a Funded Network
- Subgrantees must also not impose unjust or unreasonable network management practices (Subgrantee shall certify through semiannual reporting requirements)

Access to Service

- Operators of funded networks shall provide access to broadband service to each customer served by the Project on reasonable and non-discriminatory terms.

Public Notice

- Subgrantees will carry out public awareness campaigns of the value/benefits of broadband in their service areas in order to increase awareness and adoption of broadband service

Cybersecurity

Prior to allocating grant funds, WVDED will require the prospective subgrantee to attest that:

1.) Subgrantee has a cybersecurity risk management plan in place that is EITHER:
  a.) **Operational** (if subgrantee is providing service prior to the grant award); or
  b.) **Ready to be operationalized** upon providing service (if subgrantee is not yet providing service);

2.) Subgrantee's plan reflects the latest National Institute of Standards and Technology (NIST) Framework for Improving Critical Infrastructure Cybersecurity and Executive Order 14028 and specifies the security and privacy controls being implemented;

3.) Subgrantee's plan will be reevaluated and updated on a periodic basis and as events warrant; and

4.) Subgrantee's plan will be submitted to WVDED prior to allocation of funds. Any changes to the plan must be submitted to WVDED within 30 days.

Supply Chain Risk Management (SCRM)

Prior to allocating grant funds, WVDED will require the prospective subgrantee to attest that:

1.) Subgrantee has a SCRM plan in place that is EITHER:

- a.) **Operational** (if subgrantee is already providing service at the time of the grant award);

- b.) **Ready to be operationalized** upon providing service (if subgrantee is not yet providing service);

2.) Subgrantee's plan is based upon the key practices discussed in the National Institute of Standards and Technology (NIST) publication NISTIR 8276, Key Practices in Cyber Supply Chain Risk Management: Observations from Industry and related SCRM guidance from NIST, including NIST 800-161, Cybersecurity Supply Chain Risk Management Practices for Systems and Organizations and specifies the supply chain risk management controls being implemented;

NOTE: The same periodic reevaluation, update, and submittal/timing and changes requirements apply to SCRM plans as apply to Cybersecurity plans.

Cybersecurity and SCRM (Cont’d)

Third-Party Facilities

To the extent a BEAD subgrantee relies in whole or in part on network facilities owned or operated by a third party (e.g., purchases wholesale carriage on such facilities), such subgrantees will be required to obtain the above attestations from its network provider with respect to cybersecurity practices and supply chain risk management practices.

Record Retention/Closeout

Subgrantees must:

- **Retain** records (financials, supporting docs.) related to grant agreement for **five years** from payment of final invoice/final expenditure report; and
- **Allow Access** to records and personnel to WVDED, Office of Inspector General, State Auditors

Closeout of Award: WVDED may condition closeout on receipt of final reports, confirmation that any monitoring/audit findings have been resolved. All outstanding reports due to WVDED within 90 days after end of period of performance.

Clawback/Recoupment of Funds

If subgrantees fail to comply with Grant Agreement requirements, WVDED may:

- Deduct or withhold payments invoiced by subgrantees.
- WVDED may also disallow costs and recover funds disbursed on the basis of audit/review following closeout.
- Failure of subgrantee to substantially meet performance measures may result in suspension of reimbursement payments, termination of Grant Agreement, and or prohibition from future allocations until failures are resolved.
- WVDED further retains right to recapture funds due to cost underruns.

End of legal, regulatory, and compliance requirements

Agenda

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④ **Next Steps**

4. Next Steps

Important Dates – Pre-Application

Item	Location	Date
Webinar	Online	Today
Portal Opens		March 2024
Deadline for Questions ahead of Onsite Workshop – North		March 21, 2024
Onsite Workshop – North	Fairmont, WV – WV High Technology Foundation	March 28, 2024
Deadline for Questions ahead of Online Workshop		April 3, 2024
Online Workshop	Online Workshop	April 10, 2024
Portal Closes		May 2024

*Final dates dependent upon NTIA's approval of IPv2

Submitting Questions

Info Required:

- **Name** & **email** of submitter
- **Company or Organization Name**
- **Question category**: timeline, applicant match, project design, challenge process, clarification of program language, fabric and mapping, access to forms and materials, other
- **Question**

https://tinyurl.com/bd6uj58m

Important Dates – Pre-Application Questions

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