



Alabama Broadband Accessibility Fund
Grant Request
for
The Spring Villa Community of Lee County
February 8, 2021



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2021 Grant Application

Applicant Information

Project Name: Spring Villa

Legal Name of Entity: Point Broadband Fiber Holding, LLC

Mailing Address: 1791 OG Skinner Drive West Point, GA 31833

Name and Title of CEO: Todd Holt, CEO

Name and Title of Contact: David Ficken, Vice President – Strategic Growth

Phone Number and Email of Contact: 678-463-7687 / David.Ficken@point-broadband.com

Note: All successful applicants will be required to complete and submit the Beason-Hammon Alabama Taxpayer and Citizen Protection Act Certification, submit a complete copy of their E-Verify Memorandum of Understanding (MOU), complete and submit the State of Alabama Disclosure Statement, complete and submit the Signatory Authority Form, and register in the State of Alabama Accounting and Resource System (STAARS).

A. Project Description

This section is worth up to 25 points. Up to an additional 10 bonus points may be available to applicants adequately demonstrating the criteria listed in number seven (7) below. Points will be awarded based on verifiable information only.

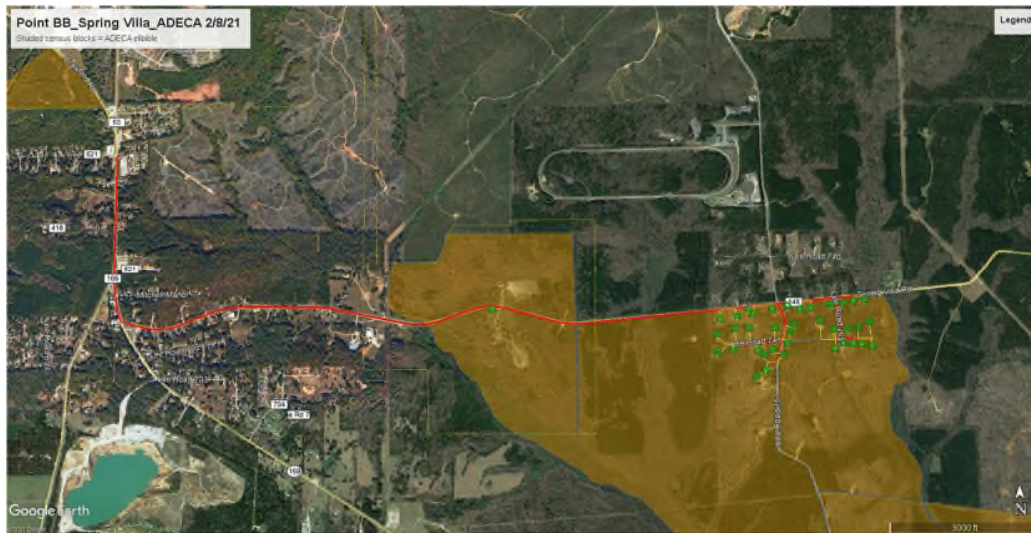
Please complete the project description sections below. Any additional documentation can be included in an attachment file titled Attachment A, Project Description.

- 1. A discussion of the area served including boundaries, number of households, businesses, and any community anchors (libraries, schools, police and fire stations, hospitals, etc.). This response shall also identify if the project area is located within an unincorporated area and provide information regarding how the area meets the definition of rural (US Census data). Please complete the following table.**

Point Broadband is seeking Alabama Broadband Accessibility funding to extend our network in east Alabama to reach unserved and underserved residents along Highway 148 and into the community of Spring Villa.

All locations targeted for this funding are in unincorporated areas of the county and are designated as rural according to the Alabama Broadband Eligibility Map.

| | |
|--|----|
| Number of Households to be Served | 38 |
| Number of Businesses / Industries to be served | 0 |
| Number of Community Anchors to be served | 0 |



2. **A discussion of the technology to be deployed (fiber, cable, DSL, etc.). Additionally, include a discussion of future usage projections and the ability to upgrade.**

Consistent with Point Broadband's existing network configuration in the area, the company will deploy a Fiber-to-the-Home architecture that will utilize a direct fiber connection to every home. The company will deploy electronics throughout the network to ensure maximum throughput as the subscriber count grows. This is the beauty of fiber technology. Once the fiber is deployed, network improvements are easily achieved by upgrading the equipment at either end. Simply stated, the use of fiber connectivity will enable maximum speeds today, and "future-proof" these subscribers for decades to come.

3. **A discussion of internet speeds, service tier and pricing levels, data caps, etc.**

Point Broadband's all-fiber network enables it to offer a variety of service offerings to all residential and commercial customers at speeds ranging from 10Mbps to 10Gbps. The company offers a competitive price schedule and achieves impressive penetration rates based on competitive pricing, local service, and outstanding reliability. Point Broadband does not impose data caps or require contracts for residential customers.

A sample rate card for residential services is provided below:

| | | |
|------------------|-----------|-----------|
| Performance | 100/100 | \$ 79.95 |
| Performance Plus | 200/200 | \$ 89.95 |
| Ultra | 500/500 | \$ 109.95 |
| Extreme | 1000/1000 | \$ 129.95 |
| | | |
| Whole Home WiFi | | \$ 11.99 |

4. **A preliminary technical evaluation of the project that is certified by an engineer. This evaluation should document the ability of the proposed infrastructure to provide the minimum speeds required to all potential customers in the project area. The evaluation shall also include a project cost estimate, project schedule and timeline to include a completion date of no more than two years, and maps showing the proposed project area. Furthermore, the evaluation should demonstrate how promised speeds will be delivered consistently to the project area, show how the network will work using the proposed equipment, and demonstrate how the backhaul will be provided. Maps shall be in .shp, .kml, or .kmz formats.**

Additionally, maps shall clearly show area eligibility (unserved areas and rural areas). Generally, applicants may establish that an area is unserved by using the ADECA Broadband map showing unserved areas (<http://adeca.alabama.gov/broadband>). However, applicants are strongly encouraged to conduct a field review. If an area shown as unserved on ADECA's map but becomes served prior to the execution of the grant agreement, the project may not be eligible for funding. An applicant will be required to receive approval from ADECA for methodology prior to submitting an application. Generally, the methodology will include testing or documentation at both ends of a street in question. A map showing all test sites must be included in the application.

4.1 Network Description

Point Broadband is seeking funding to extend its all-fiber network to unserved and underserved areas along Hwy 148 and into the community of Spring Villa. Fiber is the unquestionable "gold standard" of transport for digital connectivity world-wide, and Point Broadband is excited to bring this level of service to this area. Customers will not only see an immediate benefit in their daily lives, but also, ADECA, community leaders, economic development champions, and the entire customer base can have ultimate confidence that this investment in infrastructure will serve any application well into the future.

As an extension of its current network in Lee County, Point will design the proposed route in the same way. In all of its fiber designs, Point uses three basic network architecture

components: Backhaul or Interconnection, Distribution, and Last-Mile. These components all work seamlessly together to deliver world-class broadband speeds to each customer.

4.1.1. Backhaul Architecture

Point Broadband will build a fiber extension from its current network in Opelika, AL to Spring Villa. This fiber will connect new subscribers back to Point's operations center in Opelika, AL.

From the Opelika operations center, Point Broadband already has multiple 10Gbps fiber transports to major carrier hotels. Today, Point uses multiple carrier access points and peering centers including but not limited to Digital Realty-Atlanta(56 Marietta), Equinix CH1- Chicago, Switch - Grand Rapids, DET-IX - Detroit, CoLogix-Ohio, and Equinix-Ashburn. Within each data center, the company utilizes direct transit to Hurricane Electric, Cogent, XFERNet and others. In addition, they peer directly with the largest content providers and hundreds of others including Google, Facebook, NetFlix, Hulu, Amazon, Akamai and Apple.

To enable automatic redundancy and maximize network uptime, Point utilizes BGP routing connected to multiple carrier hotels. By maintaining these backhaul fiber circuits at less than 40% utilization, including caching servers, they routinely provide 100% N+1 backup without customer degradation. This will be the case in all new markets that receive ADECA support.

4.1.2 Distribution Fiber

Point uses high-count "distribution fiber" to reach neighborhood entrances, population centers, and downtown areas where customers reside. The distribution fiber terminates into electronic cabinets that serve nearby customer groups. One cabinet can typically serve 400 customers in an area.

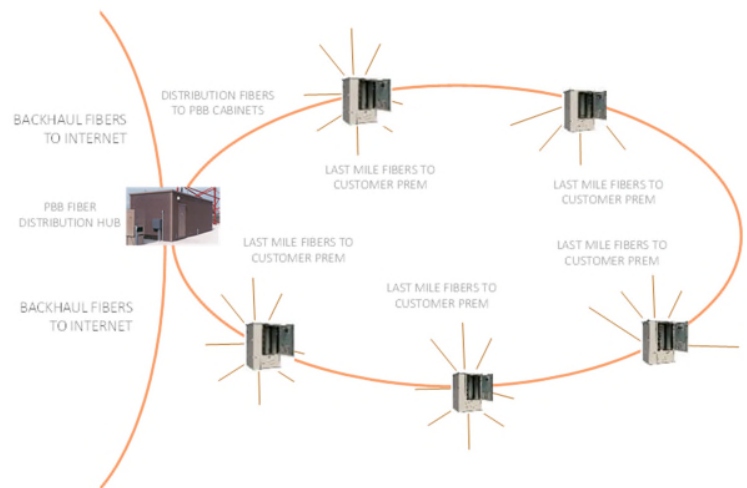
To ensure high reliability along the distribution routes, Point uses OSPF routing on VPLS (virtual private line service) with <50ms reroute on these fiber segments. The company will support all new network builds using carrier class equipment built for 5-9s (99.999%) uptime, as they do today. At their primary transition sites, Point will have redundant power systems with battery backup systems and automatic generators.

4.1.3 Last Mile Customer Connection

At the end of these distribution routes, Point will place cabinets that will transition the distribution fiber to "last mile" extensions. Here, the company will utilize its years of experience in engineering, installing and maintaining rural and very rural FTTH networks.

Point will design the physical fiber network for 100% take rate exceeding the required 70% take rate application assumption. Their GPON standards system has 2.488 Gbps downstream and 1.244Gbps upstream of capacity per single fiber strand, XGPON or 10G-PON has 10Gbps downstream and 2.5Gbps upstream per single strand, and XGS-PON can support 10Gbps x 10Gbps per single fiber strand. The fiber distance served depends on the fiber miles, number of splits and splitter loss, but can reach out to 20km. Point installs OLT (Optical Light Terminals) or transmitters at strategic places throughout the network including cabinets and at secure tower site locations. These locations typically do not exceed 6 miles of fiber to the customer. A single 1U transmitter box can handle up to 86 Gbps of switching with up to 16 GPON ports/strands, 16) 10G-GPON ports/strands and service up to 2048 homes and businesses. The company utilizes B+,C+ and C++ fiber-optics to handle shorter and longer runs without the need for pads to lower the signal. Typically, Point uses passive non-powered optical splitters in the field to drop strands to homes and can place up to 128 locations on a single fiber strand. Typically, the company does not place more than 32 customers on a single strand depending on distance and service levels required by the customer.

Point can utilize as many strands as needed from the OLT to expand the range before starting split runs or add capacity by having fewer customers per strand. Point also utilizes "Active-E" (also known as Metro or Carrier Ethernet) point-to-point FTTx solutions, including non-blocking, un-shared services up to 100Gbps with latency as low as 3 milliseconds.



4.1.4 System Deliverable

This system will easily meet the required application speed, latency and usage requirements, and handle any future demand by scaling exponentially with very little additional cost.

4.2 Timeline

The proposed project will be completed in a single phase beginning with the extension of Point's existing fiber on Hwy 169. From this point, the company will proceed south to Spring Villa Rd and into the Spring Villa community.

The entire project should be complete within 6 months.

4.3 Network Maps

A map of the proposed network is included in Point's response to Question 1: Project Description. In addition, electronic maps have been submitted along with this application.

Section 4 certified and submitted by  **P.E.**

5. **A discussion of the operator's technical and managerial capabilities to complete the project within two years of the effective date of the grant award. Please be aware that grants shall be conditioned on project completion within two years of awarding of the grant. If a recipient fails to complete a project within the two-year deadline due to reasons other than delay caused by a government entity, ADECA may revoke the grant in its entirety.**

Headquartered in rural Georgia, Point Broadband was created in 2017 to bring superior, fiber-based broadband services to unserved and underserved areas across America. With every connection, Point's vision is to improve the lives of those it serves through fiber technology. In a short time, this focus has propelled them to serve almost 50,000 fiber subscribers via 3500 miles of fiber in eleven states, including over 5,000 customers in Alabama.

In 2021, the company already has expansion projects funded and underway in each of market with a goal to serve almost 70,000 customers before year-end. Because Point serves almost all of these customers with a direct fiber connection, it is able to offer a range of high-speed, low latency products including direct Internet connections for residential and commercial customers, point-to-point data connections for enterprise customers, wholesale transport to carrier partners, extensive digital voice services, and traditional, IP, and streaming video services.

In addition to investing heavily in the network, Point Broadband also invests heavily in the health of the communities it serves by partnering with both customers and local leadership to make their communities great places to live, work, and play.

As a company, Point is fortunate to have a seasoned leadership team with decades of experience in various broadband, wireless, telco, and transport companies. In addition, the company is backed by capital partners with an equal level of experience in building and operating successful technology companies. Every day, Point focuses all of its capital and human resources on solving the problem of rural broadband.

In summary, Point is not only well-equipped to complete the requested build within the required two year period, they are in business to do just that.

6. **A discussion of the applicant's average pole attachment rates charged to an unaffiliated entity (does not apply to a utility as defined under Section 37-4-1 (7)a).**

As a fiber-based broadband provider, Point must secure pole attachment rights from investor-owned power companies, power cooperatives, and municipal power providers in the markets they serve. The company does not own any poles and therefore, does not charge others.

7. **A discussion of the applicant's plan to use vendors and subcontractors that have been certified as a Minority Business Enterprise by the Alabama Minority Business Enterprise program and/or certified by another government entity as being a Disadvantaged Business Enterprise. Please be advised if an applicant chooses to claim consideration under this criterion, a quarterly report documenting activities will be required.**

The company does not currently have a plan to prioritize use of MBE subcontractors. Each subcontractor is chosen based on an evaluation of experience, pricing, and expertise needed to perform the job.

8. **A discussion of Middle Mile Projects (if applicable). The applicant shall demonstrate that the project will connect other service providers eligible for grants under this section with broadband infrastructure further upstream in order to enable such providers to offer broadband service to end users; provided that eligible projects under this subdivision may include projects in (i) an unserved area or (ii) a rural area that does not meet the definition of an unserved area but otherwise meets the requirements of this section, for which the grant applicant demonstrates, by specific evidence, the need for greater broadband speeds, capacity, or service which is not being offered by an existing service provider. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.**

N/A

9. **A discussion of hospital, public school, public safety, or economic development projects that do not meet the definition of unserved area, but otherwise meets the requirements of the program (if applicable). The applicant must demonstrate by specific evidence, the need for greater broadband speeds, capacity, or service which is not being offered by an existing service provider. Specific evidence may include documentation such as letters from local hospitals, public schools, and public safety institutions. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.**

N/A

B. Application Budget

This section is worth up to 25 points. Points will be awarded based on verifiable information only.

For the table, please complete the shaded boxes. The unshaded boxes will populate automatically. If you are unable to use the formulas in the table, use the following formulas to calculate the percentages: i) 65 percent of total project cost is calculated by multiplying the total project cost by .65, ii) 35 percent of total project cost is calculated by multiplying the total project cost by .35. The total grant amount cannot exceed the lesser of 35 percent of total project costs, or \$1,500,000. If federal funds are involved in the project, please see number 4 below.

| | |
|---|--------------------|
| Total Project Cost | \$204,468.00 |
| 65% of Total Project Cost (minimum match) | \$132,904.20 |
| 35% of Total Project Cost (grant maximum) | \$71,563.80 |
| Total Grant Amount Requested (not to exceed \$1.5 million) | \$71,564.00 |

Please complete the project budget sections below. Any additional documentation can be included in an attachment file titled Attachment B, Project Budget.

- 1. Itemize eligible project expenses. Generally, eligible expenses will be limited to construction and construction related costs of broadband infrastructure. For the table below, please complete the shaded boxes. The unshaded boxes will populate automatically. Operating expenses will not be eligible expenses. Any additional expenses associated with the project, but not part of the grant budget, should be included in the narrative.**

| Budget Item | Total Cost | Grant | Match |
|--------------------------------|---------------------|--------------------|---------------------|
| Engineering/Design | \$6,255.00 | \$2,189.25 | \$4,065.75 |
| Materials | \$45,232.74 | \$15,831.46 | \$29,401.28 |
| Labor | \$128,057.26 | \$44,820.04 | \$83,237.22 |
| Construction/Installation | \$0.00 | \$0.00 | \$0.00 |
| Taxes, Shipping, & Contingency | \$24,923.00 | \$8,723.05 | \$16,199.95 |
| Total | \$204,468.00 | \$71,563.80 | \$132,904.20 |

2. A discussion of the applicant's necessary financial resources to:

- a. sustain service to the project area (business model); and**
- b. provide adequate project financing (additional documentation may be requested by ADECA).**

Point Broadband currently generates in excess of \$70M in annual revenue. The proposed project can be funded from cash proceeds generated from existing operations.

3. A discussion of any partners or subcontractors associated with the project's deliverables including but not limited to adoption, deployment, and service delivery. Please describe each party's role in the project.

Point Broadband will likely use a local subcontractor to place the fiber required to serve the target area. This subcontractor has not been named at the time of submission, but every effort will be made to identify capable vendors in the area.

All other sales, marketing, customer service, repair, technician, managerial, and support personnel will be full-time Point Broadband employees.

4. A discussion of any funds associated with the project. Please explain if the following provisions apply to your project:

- a. Projects to serve unserved areas in which the grant applicant is either or both: (i) an existing or future service provider which has or will receive support through federal universal service funding programs designed specifically to encourage broadband deployment in an area without broadband access; or (ii) an existing or future service provider which has or will receive other forms of federal or state financial support or assistance, such as a grant or loan from the United States Department of Agriculture.**
- b. Any award of state funds under this act, when combined with other forms of state or federal support or assistance dedicated to the project, other than interest—bearing loans, may not exceed 60 percent of the total project costs.**

At the time of this submission, Point Broadband has been unofficially awarded \$50,349 in federal RDOF support for 29 locations within the grant-submitted area. The combination of this allocation and the grant request of \$71,564 totals \$121,912 or 59.6% of the total build cost in the grant area.


C. Other Program Priorities

Please answer each of the following questions either “yes” or “no.” For each “yes” answer, please provide a brief narrative and any supporting documentation in an attachment labeled Attachment C, Other Program Priorities. Any claims that cannot be verified will receive zero points in our scoring system. “No” answers will receive zero points in our scoring system. “Yes” answers (that can be verified) will receive up to 10 points.

| | | | |
|---|--|---|--|
| Does this project seek to leverage grant funds through private investment? | YES <input checked="" type="checkbox"/> | NO <input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Will this project be an extension of existing infrastructure? | YES <input checked="" type="checkbox"/> | NO <input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Does this project serve locations with demonstrated community support? | YES <input checked="" type="checkbox"/> | NO <input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Will this project serve the highest number of unserved homes, businesses, and community anchor points for the least cost? | YES <input checked="" type="checkbox"/> | NO <input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Does this project emphasize the highest broadband speeds? | YES <input checked="" type="checkbox"/> | NO <input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Will this project provide material broadband enhancements to hospitals located in rural areas? | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Will this project support local libraries in this state for the purpose of assisting the libraries in offering digital literacy training pursuant to state library and archive guidelines? | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Is the applicant a certified Minority Business Enterprise under the Alabama Minority Business Enterprise Program? Or is it certified under another Disadvantaged Business Enterprise Program? | YES <input type="checkbox"/> | NO <input checked="" type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |

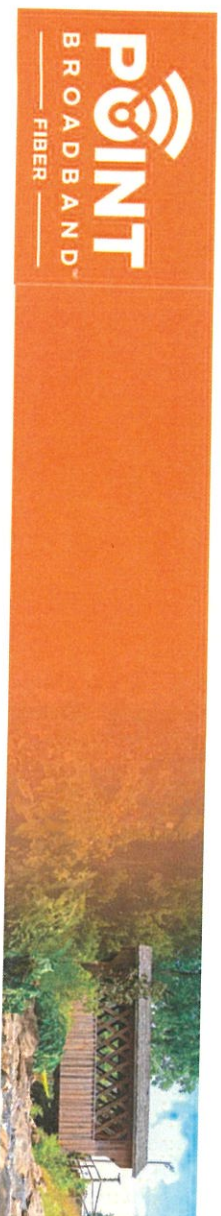
D. Certifications

1. The applicant certifies that it is a non-governmental entity. **Yes.**
2. The applicant certifies all new customers served as a result of this project will have access to an internet connection that provides a capacity for transmission at an average speed per customer of at least 25 Mbps download and at least 3 Mbps upload. **Yes.**
3. The applicant certifies that all new customers served as a result of this project are not located within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census. **Yes.**
4. The applicant certifies that it has the technical and managerial capabilities to complete the project within two years of the effective date of the grant agreement. **Yes.**
5. The applicant certifies that the area to be served does not have at least one provider of terrestrial broadband service that is either: (1) offering a connection to the Internet meeting the minimum service threshold; or (2) is required, under the terms of the Federal Universal Service Fund or other federal or state grant, to provide a connection to the Internet at speeds meeting the minimum service threshold by March 28, 2023. **Yes.**

| | |
|---|-----------------|
| Certification | |
| I the undersigned am authorized to obligate my entity and enter into agreements for my organization. I understand that the above certifications do not guarantee funding and a grant agreement will be executed prior to project funds being expended. I further understand that if the above statements cannot be verified, no grant funds will be awarded under this program. Finally, to the best of my knowledge the above certifications are true and correct. | |
| Signature of Applicant:  | Date: 2/05/2021 |
| Title of Applicant: Vice President – Strategic Growth | |

For more information regarding the Alabama Broadband Accessibility Fund, please send questions to Chris Murphy at broadband.fund@adeca.alabama.gov, or call (334) 242-5292 between the hours of 8:00 a.m. to 4:00 p.m., Monday through Friday.

Attachment A:
Speed Test Results



Point Broadband's mission is to deliver superior fiber-based broadband internet service to rural America. We are teaming up with the Alabama Department of Economic and Community Affairs (ADECA) to help do this.

We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: CHARLES WOOD

Address: 2404 LEE RD 151

Current Internet Provider: ATT

Actual Download Speed * DSL (MAYBE)

Actual Upload Speed * _____

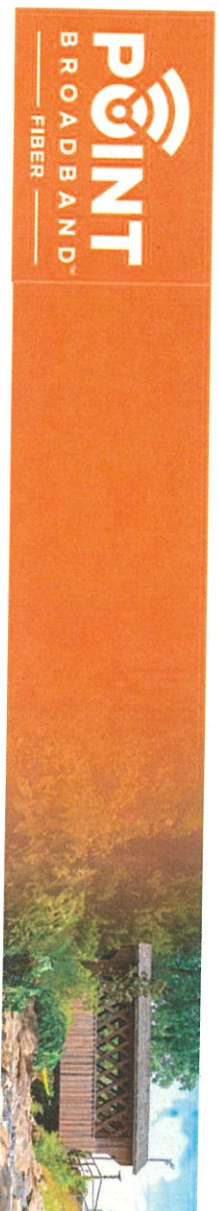
** You can test your speeds at <https://alabama.speedsurvey.org/>*

You can provide this information 2 different ways:

1. Fill out the info above and send a picture to (334) 559-1353
2. Email Darryl Mezick at darryl.mezick@point-broadband.com

This information will only be used to evaluate the feasibility of bringing Point Broadband's fiber internet service to your area.

Thank you for taking the time to help us deliver on our Mission!



Point Broadband's mission is to deliver superior fiber-based **broadband internet service** to rural America. We are teaming up with the Alabama Department of Economic and Community Affairs (ADECA) to help do this.

We are hoping you can assist us by answering a few questions. Please let us know the following:

Name:

RODNEY LANE

Address:

2465 LEE RD 151

Current Internet Provider:

T-MOBILE

Actual Download Speed *

DSC

Actual Upload Speed *

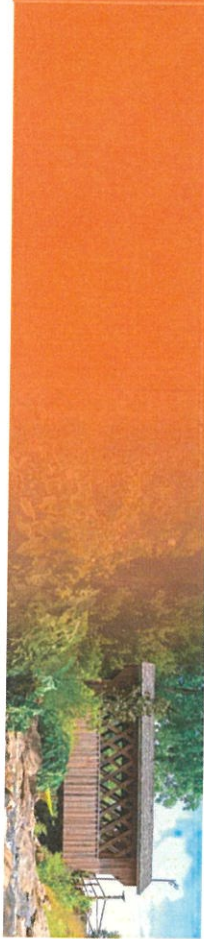
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: Phyllis Abbe Sr

Address: 2489 W. MD 151

Current Internet Provider: _____

Actual Download Speed *

Actual Upload Speed *

47.1
12.54 - 3MB

* You can test your speeds at <https://alabama.speedsurvey.org/>

You can provide this information 2 different ways:

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: SEBOR SMITH

Address: 33 LEE RD 741

Current Internet Provider: AT&T HOISPOY

Actual Download Speed * 12
Actual Upload Speed * 8

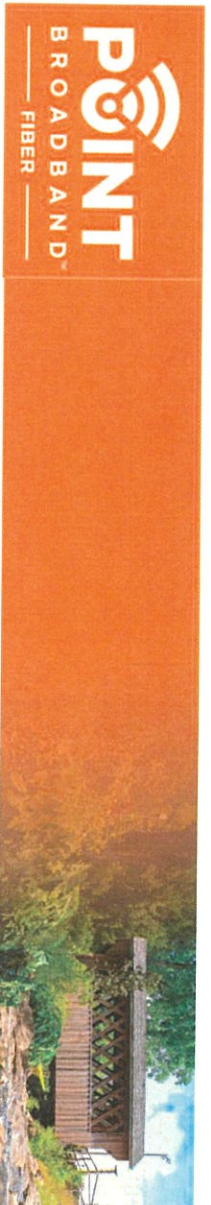
** You can test your speeds at <https://alabama.speedsurvey.org/>*

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: DAVE ANDERSON

Address: 130 LEE RD 741

Current Internet Provider: FLORIDA

Actual Download Speed * SAVES 25 BT 2023

Actual Upload Speed * _____

** You can test your speeds at <https://alabama.speedsurvey.org/>*

You can provide this information 2 different ways:

1. Fill out the info above and send a picture to (334) 559-1353
2. Email Darryl Mezick at darryl.mezick@point-broadband.com

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: BETTY MEISER

Address: 103 WILCOX RD 741

Current Internet Provider: NOTHING

Actual Download Speed *

Actual Upload Speed *

** You can test your speeds at <https://alabama.speedsurvey.org/>*

You can provide this information 2 different ways:

1. Fill out the info above and send a picture to (334) 559-1353
2. Email Darryl Mezick at darryl.mezick@point-broadband.com

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name:

Blue Allen

Address:

221 WEE RD 741

Current Internet Provider:

ATT DSL

Actual Download Speed *

7

Actual Upload Speed *

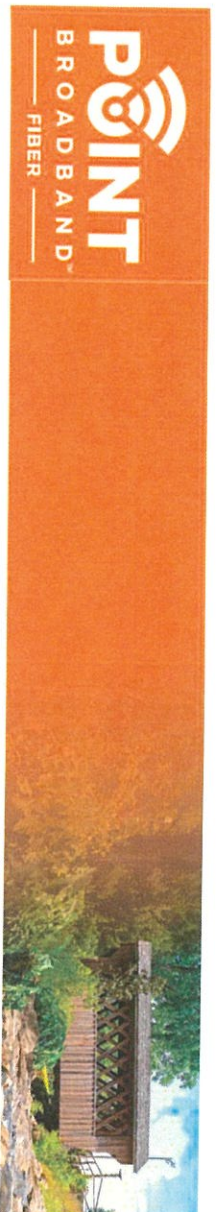
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: WARRICK COOK

Address: 210 LEE RD 2054

Current Internet Provider: _____

Actual Download Speed * VERIZON FIOS

Actual Upload Speed * _____

** You can test your speeds at <https://alabama.speedsurvey.org/>*

You can provide this information 2 different ways:

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: TOM CAVDLE

Address: 303 LEE RD 2054

Current Internet Provider: AT&T

Actual Download Speed * DSL

Actual Upload Speed *

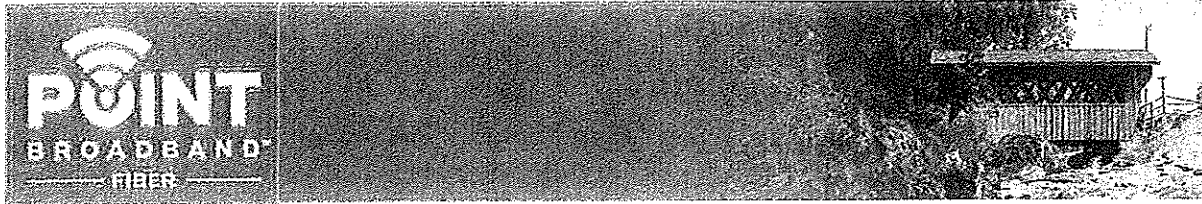
** You can test your speeds at <https://alabama.speedsurvey.org/>*

You can provide this information 2 different ways:

1. Fill out the info above and send a picture to (334) 559-1353
2. Email Darryl Mezick at darryl.mezick@point-broadband.com

This information will only be used to evaluate the feasibility of bringing Point Broadband's fiber internet service to your area.

Thank you for taking the time to help us deliver on our Mission!



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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: DUSTIN CARLISLE

Address: 222 LEE RD 741

Current Internet Provider: AT&T

Actual Download Speed * WIFI BOX

Actual Upload Speed *

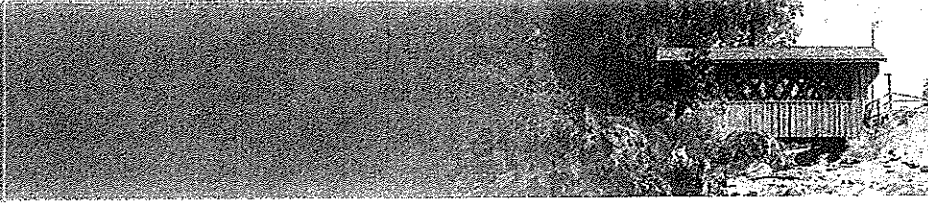
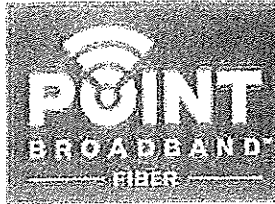
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TEXT

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: MELISSA WHITE 334-782-8005

Address: 2019 LEE RD 151

Current Internet Provider: VIASAT

Actual Download Speed * 22.6

Actual Upload Speed * 1.3

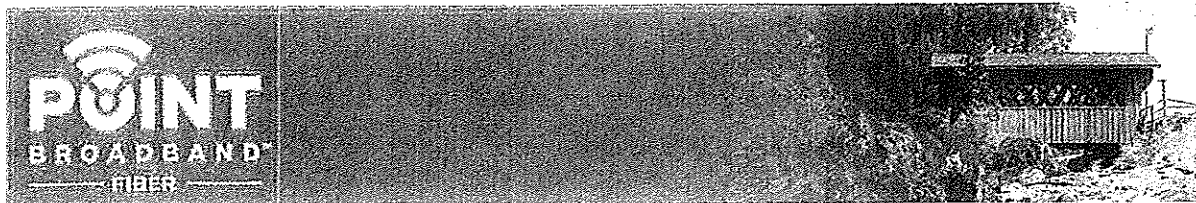
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: NICKY + JANET GOODEN

Address: 3001 LEE RD 148 334-740-4463

Current Internet Provider: AT+T DSL

Actual Download Speed * 2.0

Actual Upload Speed * 0.2

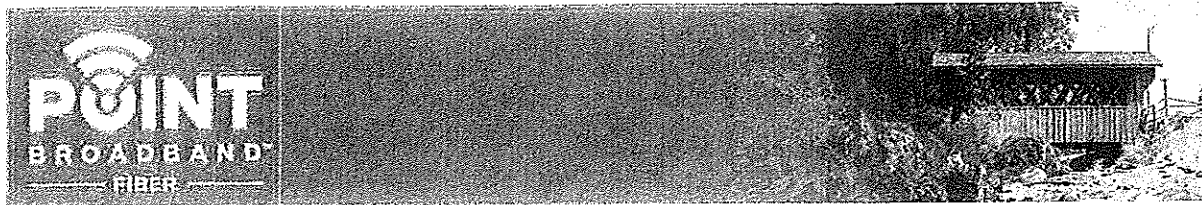
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: WADE THORN

Address: 168 LEE RD 2054

Current Internet Provider: CELL PHONE

Actual Download Speed * 2

Actual Upload Speed * 1

TEACHER
IT'S
A MUST!

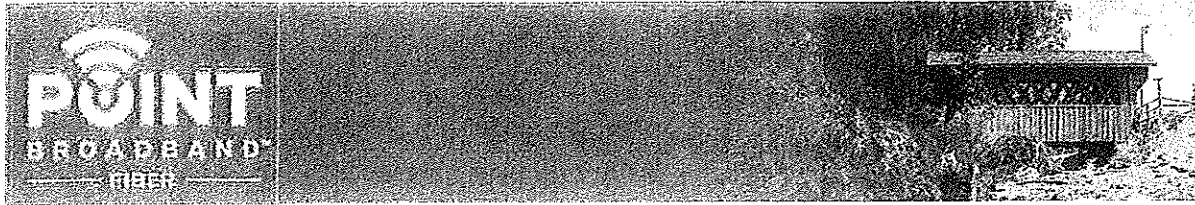
* You can test your speeds at <https://alabama.speedsurvey.org/>

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: BRIAN WEATHERLEY 334-728-7441

Address: 274 LEE RD 2054

Current Internet Provider: VERIZON HOTSPOT

Actual Download Speed * 4.0

Actual Upload Speed * 1.0

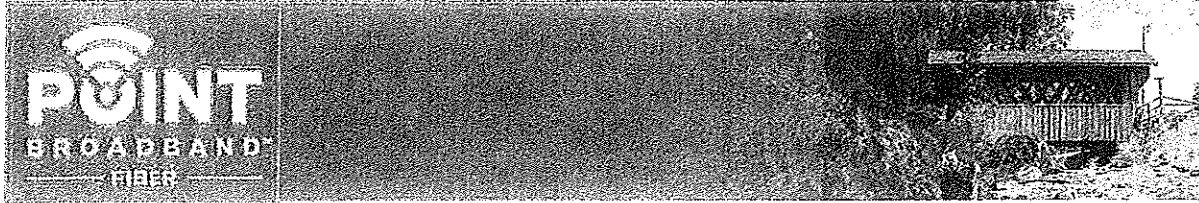
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: RANDALL + FELICIA HORNE

Address: 2230 LEE RD 151

Current Internet Provider: VERIZON

Actual Download Speed * HOT SPOT

Actual Upload Speed *

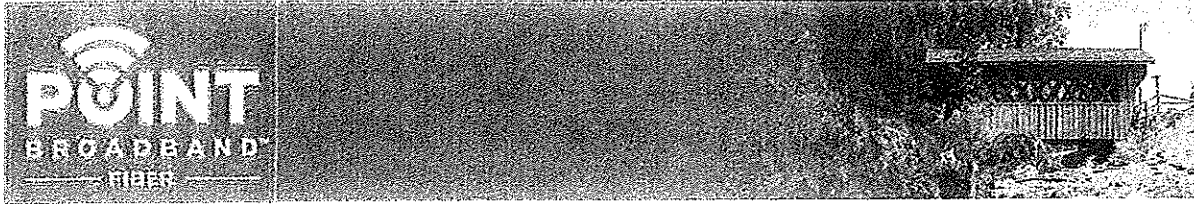
** You can test your speeds at <https://alabama.speedsurvey.org/>*

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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: ANTHONY DEAN 334-313-4778

Address: 281 LEE RD 2054

Current Internet Provider: VERIZON

Actual Download Speed * HOT SPOT 26.7

Actual Upload Speed * 2.2

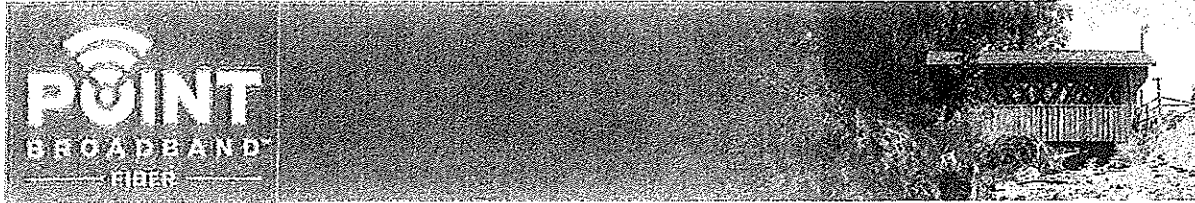
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We are hoping you can assist us by answering a few questions. Please let us know the following:

Name: CHUCK + TAMIA LONGFELLOW

Address: 242 LEE RD 2054 334-703-4466

Current Internet Provider: VERIZON

Actual Download Speed * 3.47

Actual Upload Speed * 0.26

* You can test your speeds at <https://alabama.speedsurvey.org/>

You can provide this information 2 different ways:

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Attachment B:
Project Budget



Point Broadband FTTH Project Estimate

Fiber to the Home - Network Design and Cost Estimate Prepared for:

ADECA Spring Villa

Regional Construction Rates:

Alabama

Network Design & Estimate:

Joe Persica

Version:

1.0

Date:

2/5/2021

Active-E

Active-E

| Project Estimate Totals | | | | Cost | | | | CPM | CPPP |
|--|------|--|------|--------------------------|-------|------------|-----------|----------|----------|
| 0 | | Empty Lots Passed | | Network Labor | \$ | 116,221 | \$ | 37,716 | \$ 1,211 |
| 90 | | Homes passed | | Network Materials | \$ | 37,081 | \$ | 12,033 | \$ 386 |
| 6 | | Commercial Bus Passed | | Sub-Total | \$ | 153,302 | \$ | 49,749 | \$ 1,597 |
| 96 | | Total Lots/Homes/Businesses Passed | | 10% Materials Tax & Ship | \$ | 3,708 | \$ | 1,203 | \$ 39 |
| 0 | 0 | Overlap on Existing Strand (Ft. & Miles) | | 10% Contingency | \$ | 15,330 | \$ | 4,975 | \$ 160 |
| 16270 | 3.08 | New Strand (Ft. & Miles) | | Network Total | \$ | 172,340 | \$ | 55,927 | \$ 1,795 |
| 16270 | 3.08 | Total Aerial - Distribution Only (Ft. & Miles) | | Cost per sheath mile | | | \$ | 40,672 | |
| 0 | 0.00 | Joint-trench (Ft. & Miles) | | Input Year 1 Subs(%) = | | 50% | | 48 | |
| 0 | 0.00 | New Underground (Ft. & Miles) | | Sub Install Labor | \$ | 14,809 | | | |
| 0 | 0.00 | Total Joint-Trench + Underground - Distribution Only (Ft. & Miles) | | Sub Install Materials | \$ | 13,196 | | | |
| 16270 | 3.08 | Total Project - Aerial + Underground Distribution Only (Ft. & Miles) | | Sub-Total | \$ | 28,006 | | | |
| 22373 | 4.24 | Total Project - Fiber Sheath (Ft. & Miles) | | 10% Materials Tax & Ship | \$ | 1,322 | | | |
| | | | | 10% Contingency | \$ | 2,801 | | | |
| | | | | Sub Connect Total | \$ | 32,128 | | | \$ 669 |
| | | | | TOTAL PROJECT COSTS | \$ | 204,468 | | | \$ 2,465 |
| 31 | | Total Lots/Homes/Businesses Passed Per Mile | | | | | | | |
| Labor | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| UG Distribution | | Micro-trench 3/4" wide x 4" to 6" Deep - Includes 1 to 3 micro ducts and In-fill | foot | \$ 6.75 | 0 | \$ - | \$ - | \$ - | \$ - |
| UG Distribution | | Conventional underground construction placing duct | foot | \$ 8.00 | 0 | \$ - | \$ - | \$ - | \$ - |
| UG Distribution | | Blow Micro-Fiber Cable into Micro-Duct (includes figure-8s where necessary) | foot | \$ 0.60 | 0 | \$ - | \$ - | \$ - | \$ - |
| UG Distribution | | Core Drill 12" Hole and install T/X junction box in asphalt | each | \$ 50.00 | 0 | \$ - | \$ - | \$ - | \$ - |
| UG Distribution | | Install small handhole or 10" pull box | each | \$ 45.00 | 0 | \$ - | \$ - | \$ - | \$ - |
| UG Distribution | | Install vault | each | \$ 175.00 | 1 | \$ 175 | | | |
| UG Distribution | | Install fiber into standard or pedestal enclosure (ring cut, buffer tube & bare fiber) | each | \$ 125.00 | 1 | \$ 125 | \$ 41 | \$ 1 | |
| Aerial Distribution | | Install first fiber on strand, any count | foot | \$ 0.60 | 16270 | \$ 9,762 | \$ 3,168 | \$ 102 | |
| Aerial Distribution | | Install second fiber on strand, any count | foot | \$ 0.35 | 4068 | \$ 1,424 | \$ 462 | \$ 15 | |
| Aerial Distribution | | Power Pole Make Ready (Place holder until field engineering completion) | each | \$ 23,500.00 | 3 | \$ 72,416 | \$ 23,500 | \$ 754 | |
| Aerial Distribution | | Install new Aerial construction hardware (Strand, grounding, etc.) | foot | \$ 0.60 | 16270 | \$ 9,762 | \$ 3,168 | \$ 102 | |
| Aerial Distribution | | Install Anchor | each | \$ 45.00 | 20 | \$ 900 | \$ 292 | \$ 9 | |
| Aerial Distribution | | Install access terminal | each | \$ 115.00 | 22 | \$ 2,530 | \$ 821 | \$ 26 | |
| Distribution Splicing | | OSP fiber splicing (per fusion splice) | each | \$ 22.00 | 376 | \$ 8,272 | \$ 2,684 | \$ 86 | |
| Hub | | Install cabinet/rack and electronic components (each cabinet) | each | \$ 1,200.00 | 1 | \$ 1,200 | \$ 389 | \$ 13 | |
| Hub | | Install splitter modules 1x32 or IGX Tails | each | \$ 80.00 | 0 | \$ - | \$ - | \$ - | |
| | | | | Subtotal | | \$ 106,566 | \$ 34,582 | \$ 1,110 | |
| Fiber Drop | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| Aerial Drop | | Install aerial drop | each | \$ 133.52 | 47 | \$ 6,338 | \$ 2,057 | \$ 66 | |
| UG Drop | | Install underground drop | each | \$ 133.52 | 1 | \$ 71 | \$ 23 | \$ 1 | |
| | | | | Sub total | | \$ 6,409 | \$ 2,080 | \$ 67 | |
| CPE NID Associated Labor | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| CPE | | Install OSP NID on side of house | each | \$ 75.00 | 48 | \$ 3,600 | \$ 1,168 | \$ 38 | |
| CPE | | Install WiFi Gateway and fiber inside of house | each | \$ 100.00 | 48 | \$ 4,800 | \$ 1,558 | \$ 50 | |
| | | | | Sub total | | \$ 8,400 | \$ 2,726 | \$ 88 | |
| Other Associated Labor - Engineering and Project Mgt | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| Technical | | Project Management (5000 Ft per day - complete) | Day | \$ 850.00 | 4 | \$ 3,400 | \$ 1,103 | \$ 35 | |
| Engineering | | Desktop Design Engineering (includes fiber assignments & splice matrix) | Mile | \$ 380.00 | 3 | \$ 1,171 | \$ 380 | \$ 12 | |
| Engineering | | Field Engineering | Mile | \$ 650.00 | 3 | \$ 2,003 | \$ 650 | \$ 21 | |
| Engineering | | Permitting | Mile | \$ 1,000.00 | 3 | \$ 3,082 | \$ 1,000 | \$ 32 | |
| | | | | Sub total | | \$ 9,655 | \$ 3,133 | \$ 101 | |
| Materials | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 12F | foot | \$ 0.25 | 1556 | \$ 389 | \$ 126 | \$ 4 | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 24F | foot | \$ 0.30 | 2274 | \$ 682 | \$ 221 | \$ 7 | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 48F | foot | \$ 0.39 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 72F | foot | \$ 0.52 | 18543 | \$ 9,642 | \$ 3,129 | \$ 100 | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 96F | foot | \$ 0.67 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 144F | foot | \$ 1.04 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming ALTOS LT/Aerial Cable 216F | foot | \$ 2.00 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 12F | foot | \$ 0.17 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 24F | foot | \$ 0.21 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 48F | foot | \$ 0.34 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 72F | foot | \$ 0.42 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 96F | foot | \$ 0.57 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 144F | foot | \$ 0.76 | 0 | \$ - | \$ - | \$ - | |
| Fiber Distribution | | Coming MiniXtend Cable 288F | foot | \$ 1.74 | 0 | \$ - | \$ - | \$ - | |
| | | | | Sub Total | | \$ 10,714 | \$ 3,477 | \$ 112 | |
| Polyethylene Duct, Connectors & MT Reinstatement | | | | UOM | Price | Quantity | Cost | CPM | CPHP |
| Reinstatement | | Resin based In-Fill Material for Micro-Trench | foot | \$ 2.03 | 0 | \$ - | \$ - | \$ - | |
| Duct | | 10/6 mm Micro-Duct Drop with locate wire (150 foot Average Length) | foot | \$ 0.17 | 0 | \$ - | \$ - | \$ - | |
| Duct | | 16/12 mm Micro-Duct (4-way) | foot | \$ 0.63 | 0 | \$ - | \$ - | \$ - | |
| Duct | | 16/12 mm Micro-Duct (3Way with locate wire) (Used in Joint Trench applications) | foot | \$ 0.80 | 0 | \$ - | \$ - | \$ - | |

| Duct | | 16/12 mm Micro-Duct (single) | foot | \$ 0.17 | 0 | \$ - | \$ - | \$ - |
|------------------|--|---|------|-------------|----------|-----------|----------|----------|
| Duct | | Push-on Connector Straight 10 mm Micro-Duct | each | \$ 3.00 | 0 | \$ - | \$ - | \$ - |
| Duct | | Push-on Connector Straight 16 mm Micro-Duct single | each | \$ 4.00 | 0 | \$ - | \$ - | \$ - |
| Duct | | Push-on Connector End Cap 10 mm Micro-Duct | each | \$ 2.00 | 0 | \$ - | \$ - | \$ - |
| Duct | | Push-on Connector End Cap 16 mm Micro-Duct | each | \$ 2.50 | 0 | \$ - | \$ - | \$ - |
| Duct | | Locate / Tracer Wire | each | \$ 0.08 | 0 | \$ - | \$ - | \$ - |
| Duct | | Stainless Steel Micro-trench duct hold down clips | each | \$ 0.65 | 0 | \$ - | \$ - | \$ - |
| Sub Total | | | | | | \$ - | \$ - | \$ - |
| Item | | Description - Underground or Aerial Construction Material | UOM | Price | Quantity | Cost | CPM | CPHP |
| Distribution | | PLP Coyote Grown Level Enclosure/Pedestal with splice tray (or equivalent) | each | \$ 325.00 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Martin 10"x15" Rectangular Handhole | each | \$ 25.30 | 0 | \$ - | \$ - | \$ - |
| Distribution | | 12" Round T or X in-street Junction Box | each | \$ 50.00 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Small 10" Round hand-hole for future drop conduit terminations | each | \$ 35.00 | 0 | \$ - | \$ - | \$ - |
| Distribution | | 17x30x24 HDPE vault | each | \$ 240.00 | 1 | \$ 240 | \$ 78 | \$ 3 |
| Distribution | | Aerial construction hardware (for new strand) | foot | \$ 0.36 | 16270 | \$ 5,857 | \$ 1,901 | \$ 61 |
| Distribution | | Aerial construction hardware (for overlash) | foot | \$ 0.03 | 0 | \$ - | \$ - | \$ - |
| Distribution | | PLP Coyote ATC aerial fiber terminal with 2 SCAPC Terminations | each | \$ 115.00 | 22 | \$ 2,530 | \$ 821 | \$ 26 |
| Distribution | | Corning Evolv 2-port terminal 125' - (2F) | each | \$ 65.86 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 2-port terminal 250' - (2F) | each | \$ 77.96 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 2-port terminal 375' - (2F) | each | \$ 90.05 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 2-port terminal 500' - (2F) | each | \$ 102.15 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 2-port terminal 750' - (2F) | each | \$ 134.01 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 2-port terminal 1000' - (2F) | each | \$ 160.18 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 125' - (4F) | each | \$ 108.83 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 250' - (4F) | each | \$ 121.28 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 375' - (4F) | each | \$ 134.54 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 500' - (4F) | each | \$ 147.90 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 750' - (4F) | each | \$ 181.62 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 4-port terminal 1000' - (4F) | each | \$ 214.86 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 125' - (6F) | each | \$ 134.42 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 250' - (6F) | each | \$ 149.44 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 375' - (6F) | each | \$ 161.94 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 500' - (6F) | each | \$ 174.44 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 750' - (6F) | each | \$ 214.46 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 6-port terminal 1000' - (6F) | each | \$ 251.41 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 125' - (8F) | each | \$ 150.91 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 250' - (8F) | each | \$ 169.39 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 375' - (8F) | each | \$ 187.87 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 500' - (8F) | each | \$ 204.74 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 750' - (8F) | each | \$ 234.01 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Corning Evolv 8-port terminal 1000' - (8F) | each | \$ 272.39 | 0 | \$ - | \$ - | \$ - |
| Sub Total | | | | | | \$ 8,627 | \$ 2,800 | \$ 90 |
| Item | | Description - Splicing Material | UOM | Price | Quantity | Cost | CPM | CPHP |
| Distribution | | COMMSCOPE FOSC 450-B Splice Closure | each | \$ 232.96 | 1 | \$ 233 | \$ 76 | \$ 2 |
| Distribution | | COMMSCOPE FOSC 450-D Splice Closure | each | \$ 371.43 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Taut-Sheath Closure SCA-9T34 | each | \$ 215.00 | 0 | \$ - | \$ - | \$ - |
| Distribution | | Strand mount bracket for closures | each | \$ 24.95 | 1 | \$ 25 | \$ 8 | \$ 0 |
| Distribution | | SC Fiber Jumpers | each | \$ 2.00 | 188 | \$ 376 | \$ 122 | \$ 4 |
| Distribution | | Splice Sleeves | each | \$ 0.50 | 376 | \$ 188 | \$ 61 | \$ 2 |
| Distribution | | Extra 24 fiber splice tray | each | \$ 24.00 | 2 | \$ 48 | \$ 16 | \$ 1 |
| Sub Total | | | | | | \$ 870 | \$ 282 | \$ 9 |
| Item | | Description - Hub & Cabinet Hardware/Electronics | UOM | Price | Quantity | Cost | CPM | CPHP |
| Electronics | | Backbone Router Cisco or Equivalent | each | \$ 4,000.00 | 1 | \$ 4,000 | \$ 1,298 | \$ 42 |
| Electronics | | DC Power Supply/battery backup/Rectifier Module for Switch/PON Electronics | each | \$ 4,000.00 | 1 | \$ 4,000 | \$ 1,298 | \$ 42 |
| Electronics | | Active Ethernet Access Switches + CSFPx24 + DAC SFP | each | \$ 930.00 | 1 | \$ 930 | \$ 302 | \$ 10 |
| Electronics | | Dual Channel BiDi 10km CSFP Transceivers for Access Switch (2 Subs each) | each | \$ 29.00 | 24 | \$ 696 | \$ 226 | \$ 7 |
| Cabinet Hardware | | Active Ethernet Cabinet for up to 576 HP Max | each | \$ 5,400.00 | 1 | \$ 5,400 | \$ 1,752 | \$ 56 |
| Cabinet Hardware | | Trip-lite LTE Out of Band Access Controller (Rural Markets Only) | each | \$ 925.00 | 0 | \$ - | \$ - | \$ - |
| Cabinet Hardware | | 576c Wall mount FOSC Trees, Splice Trays, LCUPC Pigtails, Fiber Parking Lots | each | \$ 1,844.00 | 1 | \$ 1,844 | \$ 598 | \$ 19 |
| Sub Total | | | | | | \$ 16,870 | \$ 5,475 | \$ 176 |
| Item | | Description - Customer Premise Equipment & Drop Material | UOM | Price | Quantity | Cost | CPM | CPHP |
| Fiber Drop | | Corning ROC Drop 1F | foot | \$ 0.10 | 33381 | \$ 3,338 | \$ 1,083 | \$ 35 |
| Fiber Drop | | PPC Pushable Drop Cable 1F (6500' Reel) | foot | \$ 0.12 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | PPC Pushable Drop 1F (100') w/1 connector | each | \$ 32.34 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | PPC Pushable Drop 1F (200') w/1 connector | each | \$ 41.84 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | PPC Pushable Drop 1F (300') w/1 connector | each | \$ 51.34 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | PPC Pushable Drop 1F (400') w/1 connector | each | \$ 62.42 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 1F | foot | \$ 0.09 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 2F | foot | \$ 0.10 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 4F | foot | \$ 0.13 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 6F | foot | \$ 0.15 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 8F | foot | \$ 0.18 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning SST Drop 12F | foot | \$ 0.23 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 100' with 1 pushlock connector | each | \$ 36.56 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 150' with 1 pushlock connector | each | \$ 41.40 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 200' with 1 pushlock connector | each | \$ 46.24 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 250' with 1 pushlock connector | each | \$ 51.08 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 300' with 1 pushlock connector | each | \$ 55.91 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 400' with 1 pushlock connector | each | \$ 65.59 | 0 | \$ - | \$ - | \$ - |
| Fiber Drop | | Corning OptiTap 500' with 1 pushlock connector | each | \$ 75.27 | 0 | \$ - | \$ - | \$ - |
| Drop | | Fuse-on SC Connector for Drops (1 termination point at customer premise) | each | \$ 8.00 | 48 | \$ 384 | \$ 125 | \$ 4 |
| CPE | | Optical Network Unit ONU (Home Gateway includes Tx/Rx & Wi-Fi/router function) | each | \$ 175.00 | 48 | \$ 8,400 | \$ 2,726 | \$ 87.50 |
| CPE | | Optical Network Interface Unit NID fiber drop termination box on outside of house | each | \$ 40.00 | 48 | \$ 1,920 | \$ 623 | \$ 20.00 |
| CPE | | Optical Network Interface Unit NID fiber drop termination (large commercial box) | each | \$ 150.00 | 0 | \$ - | \$ - | \$ - |
| CPE | | Outdoor Ruckus Commercial Outdoor/Indoor WiFi access point | each | \$ 900.00 | 0 | \$ - | \$ - | \$ - |
| Sub Total | | | | | | \$ 14,042 | \$ 4,557 | \$ 146 |

Attachment C: Other Priorities

Attachment C

Does this project seek to leverage grant funds through private investment?

Yes. Point Broadband will need to make a significant private investment to complete the proposed project, beyond the contribution of ADECA and RDOF funds.

Will this project be an extension of existing infrastructure?

Yes. The proposed project will connect to our existing network in Opelika, AL.

Does this project serve locations with demonstrated community support?

Yes. Point Broadband contacted local residents in the Spring Villa area in advance of this grant request (see Attachment A – Speed Test) and received enthusiastic feedback regarding the possibility of reliable, high-speed broadband service.

Will this project serve the highest number of unserved homes, businesses, and community anchor points for the least cost?

Yes. Point Broadband has a proven record of achieving the lowest cost per passing possible for an all-fiber build using a combination of high volume contractor relationships, expert project management, and partnerships with local communities, pole owners, and others who want to see these projects succeed and offer help in a variety of ways to offset costs.

Does this project emphasize the highest broadband speeds?

Yes. As noted in the network description, the proposed network utilizes 100% fiber transport supported by carrier class network equipment. As a result, residential and commercial customers alike can secure the highest connection speeds possible, and grow with confidence knowing that no application they need is going to outpace the ability of Point's network to perform. The combination of ADECA's and Point's investment is not only an investment in service now, but a guaranteed investment in the future for these customers.

Attachment D:
Letter of Support



ALABAMA HOUSE OF REPRESENTATIVES

11 SOUTH UNION STREET, MONTGOMERY, ALABAMA 36130

REP. DEBBIE WOOD
DISTRICT 38
3011 20TH AVE
VALLEY, ALABAMA 36854

STATE HOUSE: 334-261-0532
DISTRICT PHONE: 706-773-9404
EMAIL: debbie.wood@alhouse.gov

Director Boswell,

I am writing in support of Point Broadband in their effort to provide internet service for the Spring Villa Community in Opelika, Alabama. It is vitally important for families to have access to high speed internet. During the Corona Virus Pandemic we have watched employers send their employees home to work in a safer environment. Schools have closed and virtual learning is a reality for students across Alabama. Unfortunately not all of our residents have the ability to work or learn from home because internet is not available where they live. Thank you for providing grants to help equalize services for our constituents.

Thank you for your effort to connect all Alabamians,

A handwritten signature in blue ink that reads "Debbie Wood". The signature is stylized with a large, flowing "D" and "W".

Debbie Wood State Representative 38