



Alabama Broadband Accessibility Fund
Grant Request
for
The Waverly Community of Chambers County
February 8, 2021



TABLE OF CONTENTS

SECTION A – PROJECT DESCRIPTION

1. Service Area.....	3
2. Technology Description.....	4
3. Speeds and Pricing.....	4
4. Technical Evaluation.....	5
5. Operator Capabilities.....	8
6. Pole Attachment Rates.....	9
7. MBE Contractor Policy.....	9
8. Middle Mile Project Description.....	9
9. Non-eligible Key Account Needs.....	10

SECTION B – APPLICATION BUDGET

1. Itemized Expenses.....	11
2. Applicant’s Financial Resources.....	12
3. Partner/Subcontractor Relationships.....	12
4. Additional Funding.....	12

SECTION C – OTHER PROGRAM PRIORITIES.....13

SECTION D – CERTIFICATIONS & SIGNATURE.....14

ATTACHMENT A – LETTERS OF SUPPORT

ATTACHMENT B – PROJECT BUDGET

ATTACHMENT C – OTHER PROGRAM PRIORITY RESPONSES

2021 Grant Application

Applicant Information

Project Name: Waverly

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 and businesses along Highway 280 and into the community of Waverly. The project will bring over 47 miles of new fiber to the area.

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	316
Number of Businesses / Industries to be served	14
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-Premises architecture that will utilize a direct fiber connection to every home, business, or municipal/county location. 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 280 and into the community of Waverly. 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 neighboring Lee County, Point will design the proposed route into Chambers County 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 into Chambers County. 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.

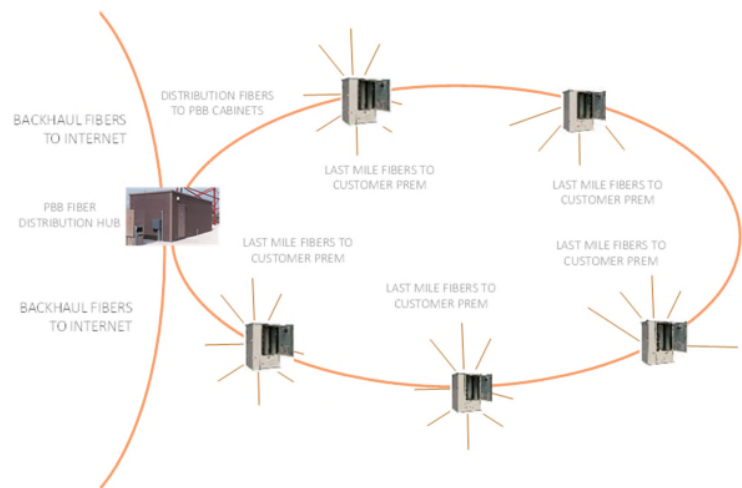
4.1.3 Last Mile Customer Connection

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.



4.1.5 Speed Test Results

Customers that sent their letters of support indicated that they were using mobile hotspots from cellular carriers or satellite. No terrestrial options are available that offer 23/3 service.

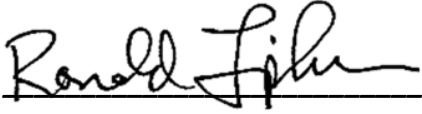
4.2 Timeline

The proposed project will be completed in a single phase beginning with the extension of Point's existing fiber on Hwy 280. From this point, the company will proceed northwest up Hwy 280 and into the Waverly 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	\$1,759,783.00
65% of Total Project Cost (minimum match)	\$1,143,858.95
35% of Total Project Cost (grant maximum)	\$615,924.05
Total Grant Amount Requested (not to exceed \$1.5 million)	\$587,000.00

At the time of this submission, Point Broadband has been unofficially awarded \$468,446 in federal RDOF support for 233 locations within the grant-submitted area. The ADECA Grant Amount Requested has been adjusted to \$587,000, below the 35% allowed, so that the combined amount of funding falls below the 60% allowance. If the federal RDOF award is officially awarded later this year, the combined total of the ADECA funding requested and the federal RDOF funds will be \$1,055,446. This equals 59.99% of the cost of the ADECA-area build.

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	\$82,878.00	\$29,007.30	\$53,870.70
Materials	\$301,290.00	\$105,451.50	\$195,838.50
Labor	\$1,186,721.00	\$415,352.35	\$771,368.65
Construction/Installation	\$0.00	\$0.00	\$0.00
Taxes, Shipping, & Contingency	\$188,894.00	\$66,112.90	\$122,781.10
Total	\$1,759,783.00	\$615,924.05	\$1,143,858.95

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 \$468,446 in federal RDOF support for 233 locations within the grant-submitted area. If the federal RDOF award is officially awarded later this year, the combined total of the ADECA funding requested and the federal RDOF funds will be \$1,055,446. This equals 59.99% of the cost of the ADECA-area build.


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 checked="" 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:
Letters 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 Waverly Community in 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 written in a cursive, flowing style.

Debbie Wood State Representative 38

TO WHOM IT CONCERN

FEB 1, 2021

I AM A SMALL BUSINESS OWNER IN
Waverly, AL. THE ABILITY TO ACCESS A FAST
SPEED INTERNET SERVICE IS GREATLY NEEDED FOR
BUSINESS, EDUCATION, AND EVERYDAY LIFE.

I FULLY SUPPORT ANY REPUTABLE COMPANY
PROVIDING THIS SERVICE AT A FAIR PRICE TO THE
TAX PAYER AND CONSUMER.

Michael SHARMAN
OWNER Auburn Cabinetry + Design
334 - 759 - 0298
M.SHARMAN.ACO2@gmail.com

Chambers County Commission



Sam Bradford, District 4
Chairman
Debra Riley, District 6
Vice Chairman



Charlie Williams, District 1
James Williams, District 3
David Eastridge, District 5
Doug Jones, District 2

Regina Chambers, County Manager

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

I serve as Chairman of the Chambers County Commission. On behalf of the Chambers County Commission, I am writing this letter to express the Commission's support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service area. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

Like many other rural counties in Alabama, Chambers County has a substantial geographical portion of our county that does not have broadband accessibility. The lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents in certain areas. The presence of reliable broadband accessibility would provide a significant economic benefit to Chambers County.

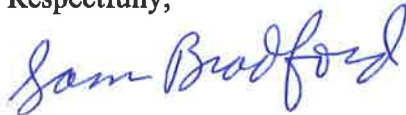
Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promote increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative. This is a large financial investment that will improve rural Chambers County residents' quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

2 South LaFayette Street ■ LaFayette, Alabama 36862
Telephone: (334) 864-4341 ■ Fax: (334) 864-4306

January 25, 2021
Page Two

The Chambers County Commission supports this effort and enthusiastically authorizes Point Broadband to include our feedback in any applications that they may file with state agencies administering these Broadband stimulus programs. The Commission further encourages those reviewing these applications to look favorably on a program that will have long-term positive benefits, not only for our County, but rural America as well.

Respectfully,

A handwritten signature in blue ink that reads "Sam Bradford". The signature is written in a cursive, flowing style.

Sam Bradford
Chairman of the Chambers County Commission

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

On behalf of Fig and Wasp, an antique shop in Waverly, Alabama, I am writing this letter to express the personal and professional support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

The Town of Waverly is a thriving community with a unique cultural appeal. However, the lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents. The presence of reliable broadband accessibility would provide a significant economic benefit to this community.

Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future

customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative that is a large financial investment, to improve rural Alabamian's quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I fully support this effort and I enthusiastically authorize Point Broadband to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community.

Sincerely,

A handwritten signature in black ink, appearing to read 'Meredith Frye', written in a cursive style.

Meredith Frye, Owner

1316 Patrick St

Waverly, AL 36879

(334)444-0241

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

On behalf of Scout's Market/ Scout Pottery, operating in Waverly, Alabama, I am writing this letter to express the personal and professional support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

The Town of Waverly is a thriving community with a unique cultural appeal. However, the lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents. The presence of reliable broadband accessibility would provide a significant economic benefit to this community.

Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative that is a large financial investment, to improve rural Alabamian's quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I fully support this effort and I enthusiastically authorize Point Broadband to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community.

Sincerely,



Tammy Nance, Owner
Scout's Market
Scout Pottery
1280 Patrick St
Waverly, AL 36879
(256)565-2458

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

On behalf of Standard Deluxe Inc., I am writing this letter to express the personal and professional support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

The Town of Waverly is a thriving community with a unique cultural appeal. However, the lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents. The presence of reliable broadband accessibility would provide a significant economic benefit to this community.

Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative that is a large financial investment, to improve rural Alabamians' quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I fully support this effort and I enthusiastically authorize Point Broadband to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community.

Sincerely,



owner/president

Standard Deluxe Inc.

Scott Peek, Owner
Standard Deluxe Inc.
1015 Mayberry Avenue, Waverly, AL 36879

334-524-5377

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

On behalf of Town of Waverly, I am writing this letter to express the personal and professional support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

The Town of Waverly is a thriving community with a unique cultural appeal. However, the lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents. The presence of reliable broadband accessibility would provide a significant economic benefit to this community.

Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative that is a large financial investment, to improve rural Alabamian's quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I fully support this effort and I enthusiastically authorize Point Broadband to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community.

Sincerely,



Taylor Melzer
Mayor
Town of Waverly

January 25, 2021

Broadband Grant and Program Manager
Alabama Department of Economic and Community Affairs

To Whom It May Concern:

On behalf of The Waverly Local, I am writing this letter to express the personal and professional support of Point Broadband's efforts to obtain State ADECA Grant Funding for their East Alabama Broadband initiative. Since its inception, Point Broadband has made customer and community service its primary objective. This has been evident through the jobs that have been created as well as the high quality of service and quick reaction in customer support. Point Broadband, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Point brings to advancing economic development and closing the digital divide in our region.

The Town of Waverly is a thriving community with a unique cultural appeal. However, the lack of available and reliable broadband has been a hindrance to both our existing businesses and our residents. It has also provided a barrier to attracting new business and residents. The presence of reliable broadband accessibility would provide a significant economic benefit to this community.

Point Broadband has always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value-added services. We are encouraged, and excited to hear of Point's East Alabama Rural Broadband initiative that is a large financial investment, to improve rural Alabamian's quality of life. Our experience with Point Broadband and the ITC family of companies proves that the company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, or in the construction process. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I fully support this effort and I enthusiastically authorize Point Broadband to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community.

Sincerely,



Andy Anderson, Owner
Tri-County Kitchen DBA The Waverly Local
1465 Patrick Street, Waverly, AL 36879

Attachment B:
Project Budget



Point Broadband FTTH Project Estimate

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

ADECA Hwy 280 including Waverly

Regional Construction Rates:

Alabama

Network Design & Estimate:

Joe Persica

Version:

2.1

Date:

3/29/2021

Active-E

Active-E

Project Estimate Totals					Cost	CPM	CPPP
0		Empty Lots Passed		Network Labor	\$ 1,202,272	\$ 45,299	\$ 3,643
316		Homes passed		Network Materials	\$ 272,849	\$ 10,280	\$ 827
14		Commercial Bus Passed		Sub-Total	\$ 1,475,121	\$ 55,579	\$ 4,470
330		Total Lots/Homes/Businesses Passed		Materials Tax & Ship	\$ 27,285	\$ 1,028	\$ 83
0	0	Overlap on Existing Strand (Ft. & Miles)		10% Contingency	\$ 147,512	\$ 5,558	\$ 447
140136	26.54	New Strand (Ft. & Miles)		Network Total	\$ 1,649,918	\$ 62,165	\$ 5,000
140136	26.54	Total Aerial - Distribution Only (Ft. & Miles)		Cost per sheath mile		\$ 44,709	
0	0.00	Joint-trench (Ft. & Miles)					
0	0.00	New Underground (Ft. & Miles)		Input Year 1 Subs(%) =	50%	165	
0	0.00	Total Joint-Trench + Underground - Distribution Only (Ft. & Miles)		Sub Install Labor	\$ 50,544		
140136	26.54	Total Project - Aerial + Underground Distribution Only (Ft. & Miles)		Sub Install Materials	\$ 45,222		
194851	36.90	Total Project - Fiber Sheath (Ft. & Miles)		Sub-Total	\$ 95,766		
				Materials Tax & Ship	\$ 4,522		
				10% Contingency	\$ 9,577		
				Sub Connect Total	\$ 109,865		\$ 666
				TOTAL PROJECT COSTS	\$ 1,759,783		\$ 5,666
12		Total Lots/Homes/Businesses Passed Per Mile					

Item	UID	Description - UG, Aerial, Micro-Duct, Fiber, Splicing, Hub Electronics Installation	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	2	\$ 350		
UG Distribution		Install fiber into standard or pedestal enclosure (ring cut, buffer tube & bare fiber)	each	\$ 125.00	2	\$ 250	\$ 9	\$ 1
Aerial Distribution		Install first fiber on strand, any count	foot	\$ 1.25	140136	\$ 175,170	\$ 6,600	\$ 531
Aerial Distribution		Install second fiber on strand, any count	foot	\$ 0.35	28027	\$ 9,810	\$ 370	\$ 30
Aerial Distribution		Power Pole Make Ready (Place holder until field engineering completion)	each	\$ 26,500.00	27	\$ 703,334	\$ 26,500	\$ 2,131
Aerial Distribution		Install new Aerial construction hardware (Strand, grounding, etc.)	foot	\$ 1.25	140136	\$ 175,170	\$ 6,600	\$ 531
Aerial Distribution		Install Anchor	each	\$ 45.00	167	\$ 7,515	\$ 283	\$ 23
Aerial Distribution		Install access terminal	each	\$ 115.00	113	\$ 12,995	\$ 490	\$ 39
Distribution Splicing		OSP fiber splicing (per fusion splice)	each	\$ 25.00	1296	\$ 32,400	\$ 1,221	\$ 98
Hub		Install cabinet/rack and electronic components (each cabinet)	each	\$ 1,200.00	2	\$ 2,400	\$ 90	\$ 7
Hub		Install splitter modules 1x32 or IGX Tails	each	\$ 80.00	0	\$ -	\$ -	\$ -
Subtotal						\$ 1,119,394	\$ 42,176	\$ 3,392

Item		Description - Fiber Drop Based on Penetration and Average Distance per HP	UOM	Price	Quantity	Cost	CPM	CPHP
Aerial Drop		Install aerial drop	each	\$ 131.33	165	\$ 21,603	\$ 814	\$ 65
UG Drop		Install underground drop	each	\$ 131.33	1	\$ 66	\$ 2	\$ 0
					Sub total	\$ 21,669	\$ 816	\$ 66

Item		Description - CPE NID Associated Labor	UOM	Price	Quantity	Cost	CPM	CPHP
CPE		Install OSP NID on side of house	each	\$ 75.00	165	\$ 12,375	\$ 466	\$ 38
CPE		Install WiFi Gateway and fiber inside of house	each	\$ 100.00	165	\$ 16,500	\$ 622	\$ 50
					Sub total	\$ 28,875	\$ 1,088	\$ 88

Item		Description - Other Associated Labor - Engineering and Project Mgt	UOM	Price	Quantity	Cost	CPM	CPHP
Technical		Project Management (5000 Ft per day - complete)	Day	\$ 1,000.00	29	\$ 29,000	\$ 1,093	\$ 88
Engineering		Desktop Design Engineering (includes fiber assignments & splice matrix)	Mile	\$ 380.00	27	\$ 10,086	\$ 380	\$ 31
Engineering		Field Engineering	Mile	\$ 650.00	27	\$ 17,252	\$ 650	\$ 52
Engineering		Permitting	Mile	\$ 1,000.00	27	\$ 26,541	\$ 1,000	\$ 80
					Sub total	\$ 82,878	\$ 3,123	\$ 251

Materials								
Item		Description - Fiber Cable and Fiber Drop	UOM	Price	Quantity	Cost	CPM	CPHP
Fiber Distribution		Corning ALTOS LT/Aerial Cable 12F	foot	\$ 0.40	52170	\$ 20,868	\$ 786	\$ 63
Fiber Distribution		Corning ALTOS LT/Aerial Cable 24F	foot	\$ 0.45	29428	\$ 13,243	\$ 499	\$ 40
Fiber Distribution		Corning ALTOS LT/Aerial Cable 48F	foot	\$ 0.50	16574	\$ 8,287	\$ 312	\$ 25
Fiber Distribution		Corning ALTOS LT/Aerial Cable 72F	foot	\$ 0.75	42135	\$ 31,601	\$ 1,191	\$ 96
Fiber Distribution		Corning ALTOS LT/Aerial Cable 96F	foot	\$ 0.75	31205	\$ 23,404	\$ 882	\$ 71
Fiber Distribution		Corning ALTOS LT/Aerial Cable 144F	foot	\$ 1.04	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning ALTOS LT/Aerial Cable 216F	foot	\$ 2.20	23339	\$ 51,346	\$ 1,935	\$ 156
Fiber Distribution		Corning MiniXtend Cable 12F	foot	\$ 0.17	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 24F	foot	\$ 0.21	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 48F	foot	\$ 0.34	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 72F	foot	\$ 0.42	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 96F	foot	\$ 0.57	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 144F	foot	\$ 0.76	0	\$ -	\$ -	\$ -
Fiber Distribution		Corning MiniXtend Cable 288F	foot	\$ 1.74	0	\$ -	\$ -	\$ -
					Sub Total	\$ 148,748	\$ 5,604	\$ 451

Item	Description - 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	2	\$ 480	\$ 18	\$ 1
Distribution		Aerial construction hardware (for new strand)	foot	\$ 0.50	140136	\$ 70,068	\$ 2,640	\$ 212
Distribution		Aerial construction hardware (for overlash)	foot	\$ 0.03	0	\$ -	\$ -	\$ -
Distribution		PLP Coyote ATC aerial fiber terminal with 2 SCAPC Terminations	each	\$ 120.00	113	\$ 13,560	\$ 511	\$ 41
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	\$ 84,108	\$ 3,169
Item		Description - Splicing Material	UOM	Price	Quantity	Cost	CPM	CPHP
Distribution		COMMSCOPE FOSC 450-B Splice Closure	each	\$ 232.96	2	\$ 466	\$ 18	\$ 1
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	2	\$ 50	\$ 2	\$ 0
Distribution		SC Fiber Jumpers	each	\$ 2.00	648	\$ 1,296	\$ 49	\$ 4
Distribution		Splice Sleeves	each	\$ 0.75	1296	\$ 972	\$ 37	\$ 3
Distribution		Extra 24 fiber splice tray	each	\$ 24.00	4	\$ 96	\$ 4	\$ 0
						Sub Total	\$ 2,880	\$ 109
Item		Description - Hub & Cabinet Hardware/Electronics	UOM	Price	Quantity	Cost	CPM	CPHP
Electronics		Backbone Router Cisco or Equivalent	each	\$ 4,000.00	2	\$ 8,000	\$ 301	\$ 24
Electronics		DC Power Supply/battery backup/Rectifier Module for Switch/PON Electronics	each	\$ 4,000.00	2	\$ 8,000	\$ 301	\$ 24
Electronics		Active Ethernet Access Switches + CSFPx24 + DAC SFP	each	\$ 930.00	4	\$ 3,720	\$ 140	\$ 11
Electronics		Dual Channel BiDi 10km CSFP Transceivers for Access Switch (2 Subs each)	each	\$ 35.00	83	\$ 2,905	\$ 109	\$ 9
Cabinet Hardware		Active Ethernet Cabinet for up to 576 HP Max	each	\$ 5,400.00	2	\$ 10,800	\$ 407	\$ 33
Cabinet Hardware		Trip-lite LTE Out of Band Access Controller (Rural Markets Only)	each	\$ 925.00	0	\$ -	\$ -	\$ -
Cabinet Hardware		576< Wall mount FOSC Trees, Splice Trays, LCUPC Pigtails, Fiber Parking Lots	each	\$ 1,844.00	2	\$ 3,688	\$ 139	\$ 11
						Sub Total	\$ 37,113	\$ 1,398
Item		Description - Customer Premise Equipment & Drop Material	UOM	Price	Quantity	Cost	CPM	CPHP
Fiber Drop		Corning ROC Drop 1F	foot	\$ 0.20	120384	\$ 24,077	\$ 907	\$ 73
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	165	\$ 1,320	\$ 50	\$ 4
CPE		Optical Network Unit ONU (Home Gateway includes Tx/Rx & WiFi/router function)	each	\$ 175.00	165	\$ 28,875	\$ 1,088	\$ 87.50
CPE		Optical Network Interface Unit NID fiber drop termination box on outside of house	each	\$ 40.00	165	\$ 6,600	\$ 249	\$ 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	\$ 60,872	\$ 2,294

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	3200	\$ 544	\$ 12	\$ 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	\$ 544	\$ 12	\$ 0
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	15	\$ 3,600	\$ 81	\$ 2
Distribution		Aerial construction hardware (for new strand)	foot	\$ 0.36	231915	\$ 83,489	\$ 1,875	\$ 56
Distribution		Aerial construction hardware (for overlash)	foot	\$ 0.03	0	\$ -	\$ -	\$ -
Distribution		PLP Coyote ATC aerial fiber terminal with 2 SCAPC Terminations	each	\$ 115.00	276	\$ 31,740	\$ 713	\$ 21
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	\$ 118,829	\$ 2,669	\$ 80
Item		Description - Splicing Material	UOM	Price	Quantity	Cost	CPM	CPHP
Distribution		COMMSCOPE FOSC 450-B Splice Closure	each	\$ 232.96	15	\$ 3,494	\$ 78	\$ 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	15	\$ 374	\$ 8	\$ 0
Distribution		SC Fiber Jumpers	each	\$ 2.00	3050	\$ 6,100	\$ 137	\$ 4
Distribution		Splice Sleeves	each	\$ 0.50	6100	\$ 3,050	\$ 68	\$ 2
Distribution		Extra 24 fiber splice tray	each	\$ 24.00	30	\$ 720	\$ 16	\$ 0
					Sub Total	\$ 13,739	\$ 309	\$ 9
Item		Description - Hub & Cabinet Hardware/Electronics	UOM	Price	Quantity	Cost	CPM	CPHP
Electronics		Backbone Router Cisco or Equivalent	each	\$ 4,000.00	8	\$ 32,000	\$ 719	\$ 21
Electronics		DC Power Supply/battery backup/Rectifier Module for Switch/PON Electronics	each	\$ 4,000.00	8	\$ 32,000	\$ 719	\$ 21
Electronics		Active Ethernet Access Switches + CSFPx24 + DAC SFP	each	\$ 930.00	16	\$ 14,880	\$ 334	\$ 10
Electronics		Dual Channel BiDi 10km CSFP Transceivers for Access Switch (2 Subs each)	each	\$ 29.00	374	\$ 10,846	\$ 244	\$ 7
Cabinet Hardware		Active Ethernet Cabinet for up to 576 HP Max	each	\$ 5,400.00	8	\$ 43,200	\$ 970	\$ 29
Cabinet Hardware		Trip-lite LTE Out of Band Access Controller (Rural Markets Only)	each	\$ 925.00	0	\$ -	\$ -	\$ -
Cabinet Hardware		576< Wall mount FOSC Trees, Splice Trays, LCUPig Tails, Fiber Parking Lots	each	\$ 1,844.00	8	\$ 14,752	\$ 331	\$ 10
					Sub Total	\$ 147,678	\$ 3,316	\$ 99
Item		Description - Customer Premise Equipment & Drop Material	UOM	Price	Quantity	Cost	CPM	CPHP
Fiber Drop		Corning ROC Drop 1F	foot	\$ 0.10	741772	\$ 74,177	\$ 1,666	\$ 50
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	747	\$ 5,976	\$ 134	\$ 4
CPE		Optical Network Unit ONU (Home Gateway includes Tx/Rx & Wi-Fi/router function)	each	\$ 175.00	747	\$ 130,725	\$ 2,936	\$ 87.56
CPE		Optical Network Interface Unit NID fiber drop termination box on outside of house	each	\$ 40.00	747	\$ 29,880	\$ 671	\$ 20.01
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	\$ 240,758	\$ 5,407	\$ 161

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 neighboring Lee County.

Does this project serve locations with demonstrated community support?

Yes. The project is enthusiastically supported by a variety of public and private entities, from residents and small businesses to community leaders and state legislators. Please see Attachment A for a compilation of support letters.

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.