APPLICATION
South Carolina Broadband Infrastructure Project

Applicant Information
Applicant Name/Organization  Newberry Electric Cooperative Inc
Applicant FCC Registration Number (FRN)  0029742277
Primary Contact Name Keith Avery  Title President and CEO
Mailing Address 882 Wilson Road  Phone Number 803-276-1121
City, State, Zip Newberry, SC 29108  Email kavery@nec.coop

Broadband Service Provider Experience
Date of Applicant's Initial FCC Form 477 Submission 7/31/18
Date of Applicant's Most Recent FCC Form 477 Submission 7/20/20

✓ Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
✓ Applicant and/or project Partner has experience building and operating broadband networks in rural areas
✓ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information
County Newberry  Rural or Urban Rural
Nearest City/Town Newberry  Project Area Map Code Newberry 9 (Target code)

1047 Number of Households in Project Area
41 Number of Businesses in Project Area
0 Number of Health Care Facilities in Project Area
4 Number of Community Anchor Points in Project Area
1 Number of Educational Institutions in Project Area

Broadband Infrastructure Information
Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

✓ Fiber to the Premises  Minimum Sustainable Download/Upload Speeds 100/100
☐ Hybrid fiber-coax (symmetrical upload/download speeds)
☐ Hybrid fiber-coax (non-symmetrical upload/download speeds)
☐ Fixed wireless  Minimum Sustainable Download/Upload Speeds
☐ VDSL (25/3 Mbps or faster)  Minimum Sustainable Download/Upload Speeds
Broadband Pricing Schedules or Tiers
Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area.

☐ Rates less than $10/month
☐ Rates between $10 - $14.99/month
☐ Rates between $15 - $19.99/month
☐ Rates between $20 - $24.99/month
✓ Rates between $25 - $34.99/month

Project Timeline and Milestones
Project Start Date 8/27/20
Project Construction Activity Begins 9/1/20
Project Construction Activity Complete 12/18/20
Customer Premises Installations Complete 12/18/20
Project Completion Date 12/18/20

Project Cost Information
Total Project Cost $1,496,653.02
Upfront Cost Requirements $639,747.38
Cost of Building and/or Extending Infrastructure to Customer Premises $827,161.55
Average Cost per Location Served (all locations or structures) $3,434.84

Average Cost per Housing Unit $1896.00
Average Cost per Business $1896.00

Project Funding Information
South Carolina CARES Act Funding Requested $748,326.50

Applicant-Provided Funding $748,326.50

Third-Party Funding

Amount

Source(s) South Carolina Broadband Infrastructure Program
Additional information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

Carolina Connect was formed to bridge the high-speed Internet service gap that affect many electric co-op members today. Newberry Electric Cooperative has established an agreement with Carolina Connect to install, operate and maintain the FTTH broadband network. Carolina Connect is based in Columbia, SC, and provides FTTH broadband services to include installation, service activation, network management, and maintenance. Mr. Glenn Martin serves as the Chief Executive Officer and Mr. Al Harmon serves as Chief Operating Officer. Mr. Martin worked for Compurion, a telecommunications company based in Rock Hill, SC, for 25 plus years with his most recent position being the General Manager of the Compurion of the Midlands remote office located in Gilbert, SC. Compurion provides broadband FTTH service to customers in the Rock Hill, Fort Mill, Gilbert and Lancaster, SC, and Charlotte, NC areas. Mr. Al Harmon worked for Compurion of the Midlands in Gilbert, SC, for 25 plus years with his most recent position being the Plant Manager. Mr. Harmon was responsible for the installation and maintenance of the FTTH broadband network deployed in the area.

McCall Thomas Engineering, Incorporated in 1947, is a multi-discipline firm capable of providing communications engineering as well as technical services. They focus on the unique requirements of NEC taking into consideration the newest technology, budget restraints and future growth of our network.

Southeast Utilities was developed in 1997 with a combined management experience of over 100 years. They have a highly skilled team that provides high quality construction services for NEC.

*Additional affiliate and contractor experience attached.

Describe how your proposal meets CARES objectives as described in the “Guidelines.” Use additional pages if necessary.

Due to Community Need and the help of our experienced Affiliate and Contractors, NEC has chosen to deploy a GPON network to deliver broadband services via a fiber-to-the-home network. GPON delivers these broadband services through a series of fiber fed Optical Line Terminals (OLT) placed throughout the network that provide a path to the internet and/or voice and video delivery systems over interconnected fiber routes. The system will utilize a series of splitters in a distributed configuration placed in splice enclosures that maximize the number of members that can be served by each PON card.

Newberry Electric Cooperative is a member-owner of CarolinaConnect Cooperative. CarolinaConnect Cooperative provides fiber based high-speed Internet services to NEC members in select areas. The areas currently being served by CarolinaConnect Cooperative are in five NEC substation areas, Hollands, Fairview, and Stony Hill, Prosperity, and Newhope. CarolinaConnect provides speeds of 100Mbps x 100Mbps, 500Mbps x 500Mbps, 1Gbps x 1 Gbps. The services are provisioned over PONs (Passive Optical Network connections) from a Calix E8 OLT to various types of premise ONTs (but primarily the Calix Gigacenters). Both residential and commercial customers are served. At present CarolinaConnect is serving a total of 2,407 Newberry Electric Cooperative members with one of the high-speed services above.
Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

The deployment of our FTTP network will allow us to provide high-speed broadband internet access to all of Newberry Electric Cooperative's members, who are predominantly rural families, farms, businesses, and industry.

Providing our members this access will alleviate some of the issues associated with the COVID-19 pandemic, create future opportunities for our community to thrive, and address an overarching need for an already underserved community.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal. Use additional pages if necessary.

Initially, letters and emails are sent to upcoming, eligible circuit members to announce their ability to receive CarolinaConnect internet service. This interest creates registrations that capture their up to date contact information.

Once a circuit is ready for internet service, we immediately email eligible members who have previously created an interest registration or that we already have email addresses for.

Email reminders/notifications continue to be sent to eligible members and are supplemented with direct market mailers. During the first eight weeks, emails and mailers rotate every other week so newly eligible members see and hear from us every week.

Once the initial roll out period concludes, eligible members receive seasonal, quarterly mailers and emails. We have a consistent presence in front of eligible members.
Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

Please see attached CFC Owner Activity Profile.

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Not Applicable
Attachments and Exhibits

Please attach the following items to Application:
1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.

☐ Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: [Signature]
Print Name of Signature: [Print Name]
Title of Signatory: [Title]
Date: [Date]

Renewal Terms. Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.
August 13, 2020

To Whom it May Concern,

The School District of Newberry County is seeking assistance in providing internet to the homes of our students. As shown in the attached maps, a large portion of Newberry County does not have adequate broadband service available. Our district is very rural with a high percentage of lower income families.

Our academic plan for the 2020-21 school term in the School District of Newberry County is to offer either a hybrid schedule with students working in the classroom two days a week and from home three days a week or a five day virtual schedule for our students. For either of these two options, our students will need dependable internet access. Unfortunately, we have discovered that our county does not have the infrastructure in place to provide this option for a large percentage of our families. The lack of access to high speed internet creates a major disadvantage as we attempt to prepare our students to be college and career ready. We endeavor for ALL of our students to graduate with the knowledge and skills to successfully compete in the global economy. If we are to educate a skilled workforce who will have a positive impact on our county and state, it is imperative that we provide access to broadband regardless of your zip code.

While the Office of Regulatory Staff has provided hotspots to our low income students, that service ends in December 2020. After that, the students that do not have broadband available to their homes will lose access to the internet.

As part of the solution, low income families may require financial assistance in obtaining the service. Lower pricing, grants, etc. would be beneficial to our families. By helping us reach our students, families, and other stakeholders in the community, you are assisting your community and workforce. Please consider expanding the internet service throughout our county to build a better future for South Carolina.

Respectfully,

Jim C. Suber, Jr.
Superintendent
School District of Newberry County
Rural access to broadband is a critical issue, now more than ever. Like many other counties, Newberry is struggling because many of the rural areas do not have access. With the pandemic, and schools struggling to come up with a plan for the new school year, we hear from people every day who are begging for access to affordable internet service.

More importantly, during these unprecedented times, I consider internet access just as essential as water and electricity. It can determine the success or failure of a student. It can provide a business the ability to compete and survive during tough economic times, when many small businesses are suffering. It can help someone pay a bill on time and avoid more charges. It can also provide a virtual doctor’s visit for someone with critical health issues.

It is what connects smaller towns to the rest of the world. It is critical that we get the needed funding, as soon as possible, to ensure that ALL citizens, especially those residing in rural areas, have the same opportunities during this critical time.

Rep. RickMartini
District 40
Friday, August 14, 2020

South Carolina Office of Regulatory Staff
1401 Main St #900
Columbia, SC 29201

To Whom It May Concern,

Newberry County is fortunate to be home to businesses both large and small, including world-known manufacturers, multi-generation businesses, entrepreneurs, and home-based businesses. Those businesses have been increasingly dependent upon reliable access to internet for success. The same is true for our students, from kindergarten to college and beyond. In this current world, complete and reliable access is tantamount for our community to continue to grow and prosper.

A complete fiber network has been a goal of ours for several years, and a grant awarded to Newberry Electric Cooperative, Inc. to increase the fiber footprint throughout our rural areas would be instrumental in meeting that goal.

Sincerely,

Michelle B. Long
Michelle B. Long
Executive Director
Avery Leads Newberry Co-op

Keith Avery is the new president and CEO of Newberry Electric Cooperative. Highly experienced in the co-op profession, Avery directed the ProTec Services division of Laurens Electric Cooperative (LEC) from its inception in 1994 until he assumed his new job. In that time, Avery and his team built ProTec’s service offerings to include everything from home and commercial security systems to an underground locating service. As part of LEC, ProTec provides these services to over 10,000 customers.

Prior to ProTec, Avery worked in engineering and operations for LEC. He is a magna cum laude graduate in business management from Limestone College and a graduate of the engineering technologies program at Piedmont Technical College. He is a member of the Newberry Chamber of Commerce and the Rotary Club of Newberry.

Attraction and retention of industrial members for Newberry Co-op is a focus for Avery. “It was my pleasure to meet with the South Carolina Power Team in mid-summer and learn of their capabilities,” he said. “I look forward to working with them, and our local allies, to support economic development in our service territory.”
No matter where you live, you deserve high-speed internet access. It's why CarolinaConnect is developing partnerships with electric cooperatives in South Carolina. Just as the electric co-ops brought power where it was needed in the 1930s, CarolinaConnect was formed to bridge the high-speed internet service gap that affects many electric co-op members today.

We’re already at work in the Midlands of South Carolina bringing faster, dependable and more affordable internet service to electric co-op members. Best of all, it comes with the service reliability you expect from your electric cooperative.

We know connected communities are more educated and more prosperous communities. As an affiliate company of the electric co-op system, we’re proud to be part of connecting members to internet service that can impact their quality of life, in the same way electricity did all those years ago.
August 13, 2020

Southeast Utilities was spun off of CCU in 1997 as the two sons of the founder started to expand in the Florida and Georgia and South Carolina markets. They offer full service in CATV, Telephone and Power construction including underground trenching, plowing, missile and directional boring, aerial construction for CATV consisting of maintenance, new build, fiber, and 24 hour call out on master contracts, pre-wire and post wire on commercial and MDU buildings as well as sweepand certification of the cable facilities. Southeast Utilities presently has preferred contracts with Comcast nationally, Carolina Power, Uniti Fiber, Unity Fiber Leasing, CenturyLink, MediaCom, Newberry Electric, Parrish Construction, Level 3 Communications, AT&T, Arris, Jefferson Energy, Northland Cable, as well as most counties and municipalities surrounding office locations. We currently have offices in Miami, Ft. Lauderdale, West Palm, Augusta, Savannah, Charleston, Newberry, Jacksonville, Tallahassee, Panama City, Chattanooga, Memphis, Fayetteville, Huntsville, Columbia, and Greenville.

Last year, Southeast Utilities did more than $45 million in sales, completed over 1000 miles of retrofit, 300 miles of new build underground and aerial construction, and 200 miles of fiberoptic construction (splicing and certification).

Over the last 23 years, SEU’s charter to provide high quality construction services and customer satisfaction has never wavered. We have grown to a company of over 200 employees with offices in 5 states.

Southeast Utilities is the client’s best choice for construction support in constructing, implementing and operating network facilities for connection to the world of communication, information, and entertainment. We have a team of highly skilled and qualified experts who coordinate all new account startups. SEU’s senior management team - Chris Walker, George Stickler, Mark Bennett, and Grace Williamson have over 100 years combined experience in the Telecom and Utility construction industry.
McCall-Thomas Engineering

McCall-Thomas Engineering Company, Inc. began in 1945 by our founders Arthur E. McCall and Henry C. Thomas and was incorporated in 1947. Our founders envisioned a company of character, service and value. We continue to hold true to these core traits, while being fully dedicated to providing the innovative technological services solutions of today’s times.

McCall-Thomas Engineering is a multi-discipline firm capable of providing a variety of electrical and communications engineering as well as technical services to our clients. We have five major operating divisions which are: Communications Engineering Division, Electrical Engineering Division, Electrical Utility Service Division, Electrical Field Operations/UAS Division and McCall-Thomas Learning Center. Our staff consists of six professional engineers, sixty plus field technicians and support personnel includes several CAD operators, printing and office assistants.

Communications Engineering Division
The Communications Engineering Division provides engineering and design services to the communications industry throughout the Southeast. McCall-Thomas Engineering has designed, staked and inspected thousands of miles of FTTH. We take the time to work with our clients and determine their needs to provide a quick and precise solution to meet those needs. We focus on the unique requirements of each client, while taking into consideration the newest technology, budget restraints and future growth of their network.

Electrical Engineering Division
McCall-Thomas Engineering’s Electrical Engineering Division has experienced engineers that have managed thousands of Electrical Engineering projects across the Southeast. One of our areas of expertise is our attention to detail. We excel in our profession by listening to our clients and working closely with them to bring them innovative and efficient solutions in a cost-effective manner.

Mission Statement
“Providing the highest quality engineering and technical services in an efficient and cost justifiable manner while maintaining the utmost ethical and moral standards”
Marianna B. Ray
Please come to the Jollystreet Rd area soon! We currently have HughesNet and pay extra for ‘high-speed’ internet, but it’s definitely not!

Beth Nolan Gordon
Please come to Silverstreet with Carolina Connect. Husband is a school teacher and cannot do anything from home.

Jamie Bouknight
New Hope Rd, Griffin Rd, Graham Rd, Pomaria. We need it bad

We need your help! If you live in Newberry County PLEASE take a moment to answer our poll regarding high speed internet service in your area. If you currently have high speed internet available to you (NOT including cellular internet service) please select option 1. If you DO NOT, please select option 2.

If you do have high speed internet, please go to www.speedtest.net on your computer (not on a cellphone) and let us know your download and upload speeds in the comments below... See More

Ashley Copeland
We have AT&T and I wouldn’t call it high speed internet but supposedly it is, we can’t wait till newberry electric gets internet out our way!!!! 😊

Jane F. Gallman
We need your internet service at 5052 Jollystreet Rd 29108. We have AT&T DSL internet that is over an old telephone line. Our internet speed is very slow. Our download speed is 0.9mb and upload speed is 0.21. We have tried for years to no avail to get faster internet but AT&T will not give us higher speed. We need Carolina Connect really bad! Help!!!!

Patti Stroup
Out near Gallman Elementary and have Hughesnet but data cap that happens 3 days into each month. Told not annexed into City so no high speed internet can be provided except by Satellite. I’d pay 10x more to not buffer anymore!!

Tina Alevine
AT&T DSL not truly high speed- 3.74Mbps down; 0.27Mbps up- anxiously awaiting Carolina Connect!
APPLICATION
South Carolina Broadband Infrastructure Project

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Applicant FCC Registration Number (FRN)  0029742277

Primary Contact Name  Keith Avery  Title  President and CEO
Mailing Address  882 Wilson Road  Phone Number
City, State, Zip  Newberry, SC  29108  Email  kavery@nec.coop

Broadband Service Provider Experience
Date of Applicant’s Initial FCC Form 477 Submission  7/31/18
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- Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
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- Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information
County  Newberry  Rural or Urban  Rural
Nearest City/Town  Newberry  Project Area Map Code  Newberry (Target code)

4820  Number of Households in Project Area
225  Number of Businesses in Project Area
2  Number of Health Care Facilities in Project Area
34  Number of Community Anchor Points in Project Area
4  Number of Educational Institutions in Project Area

Broadband Infrastructure Information
Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- Fiber to the Premises  Minimum Sustainable Download/Upload Speeds  100/100
- Hybrid fiber-coax (symmetrical upload/download speeds)
- Hybrid fiber-coax (non-symmetrical upload/download speeds)
- Fixed wireless  Minimum Sustainable Download/Upload Speeds
- VDSL (25/3 Mbps or faster)  Minimum Sustainable Download/Upload Speeds
Broadband Pricing Schedules or Tiers
Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:

☐ Rates less than $10/month  ☐ Rates between $20 - $24.99/month  
☐ Rates between $10 - $14.99/month  ✓ Rates between $25 - $34.99/month
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Project Timeline and Milestones
Project Start Date 8/27/20  Customer Premises Installations Complete 12/18/20
Project Construction Activity Begins 9/1/20  Project Completion Date 12/18/20
Project Construction Activity Complete 12/18/20

Project Cost Information
Total Project Cost $1,836,000.00  Average Cost per Housing Unit $1896.00
Upfront Cost Requirements $400,000.00
Cost of Building and/or Extending Infrastructure to Customer Premises $1,436,000.00  Average Cost per Business $1896.00
Average Cost per Location Served (all locations or structures) $1896.00

Project Funding Information
South Carolina CARES Act Funding Requested $918,000.00

Applicant-Provided Funding $918,000.00

Third-Party Funding Amount
Source(s) South Carolina Broadband Infrastructure Program
Additional Information

Describe Applicant’s and/or project Partner’s experience building and/or operating broadband networks.

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*Additional affiliate and contractor experience attached.

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Please see attached CFC Owner Activity Profile.

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Not Applicable
Attachments and Exhibits

Please attach the following items to Application:
1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.

☑ Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: [Signature]
Print Name of Signatory: Keith [Last Name]
Title of Signatory: President & CFO
Date: 5/19/20

Renewal Terms. Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.

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August 13, 2020

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Respectfully,

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Superintendent
School District of Newberry County
Friday, August 14, 2020

South Carolina Office of Regulatory Staff
1401 Main St #900
Columbia, SC 29201

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Sincerely,

Michelle B. Long
Michelle B. Long
Executive Director
Rural access to broadband is a critical issue, now more than ever. Like many other counties, Newberry is struggling because many of the rural areas do not have access. With the pandemic, and schools struggling to come up with a plan for the new school year, we hear from people every day who are begging for access to affordable internet service.

More importantly, during these unprecedented times, I consider internet access just as essential as water and electricity. It can determine the success or failure of a student. It can provide a business the ability to compete and survive during tough economic times, when many small businesses are suffering. It can help someone pay a bill on time and avoid more charges. It can also provide a virtual doctor’s visit for someone with critical health issues.

It is what connects smaller towns to the rest of the world. It is critical that we get the needed funding, as soon as possible, to ensure that ALL citizens, especially those residing in rural areas, have the same opportunities during this critical time.

Rep. Rick Martin
District 40
Avery Leads Newberry Co-op

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We know connected communities are more educated and more prosperous communities. As an affiliate company of the electric co-op system, we're proud to be part of connecting members to internet service that can impact their quality of life, in the same way electricity did all those years ago.
August 13, 2020

Southeast Utilities was spun off of CCU in 1997 as the two sons of the founder started to expand in the Florida and Georgia and South Carolina markets. They offer full service in CATV, Telephone and Power construction including underground trenching, plowing, missile and directional boring, aerial construction for CATV consisting of maintenance, new build, fiber, and 24 hour call out on master contracts, pre-wire and post wire on commercial and MDU buildings as well as sweepend certification of the cable facilities. Southeast Utilities presently has preferred contracts with Comcast nationally, Carolina Power, Uniti Fiber, Unity Fiber Leasing, CenturyLink, MediaCom, Newberry Electric, Parrish Construction, Level 3 Communications, AT&T, Arris, Jefferson Energy, Northland Cable, as well as most counties and municipalities surrounding office locations. We currently have offices in Miami, Ft. Lauderdale, West Palm, Augusta, Savannah, Charleston, Newberry, Jacksonville, Tallahassee, Panama City, Chattanooga, Memphis, Fayetteville, Huntsville, Columbia, and Greenville.

Last year, Southeast Utilities did more than $45 million in sales, completed over 1000 miles of retrofit, 300 miles of new build underground and aerial construction, and 200 miles of fiberoptic construction (splicing and certification).

Over the last 23 years, SEU’s charter to provide high quality construction services and customer satisfaction has never wavered. We have grown to a company of over 200 employees with offices in 5 states.

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McCall-Thomas Engineering

McCall-Thomas Engineering Company, Inc. began in 1945 by our founders Arthur E. McCall and Henry C. Thomas and was incorporated in 1947. Our founders envisioned a company of character, service and value. We continue to hold true to these core traits, while being fully dedicated to providing the innovative technological services solutions of today’s times.

McCall-Thomas Engineering is a multi-discipline firm capable of providing a variety of electrical and communications engineering as well as technical services to our clients. We have five major operating divisions which are: Communications Engineering Division, Electrical Engineering Division, Electrical Utility Service Division, Electrical Field Operations/UAS Division and McCall-Thomas Learning Center. Our staff consists of six professional engineers, sixty plus field technicians and support personnel includes several CAD operators, printing and office assistants.

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Electrical Engineering Division
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Mission Statement
“Providing the highest quality engineering and technical services in an efficient and cost justifiable manner while maintaining the utmost ethical and moral standards”
Internet Service Survey

Fairview and Hollands Substation = 2500 Meters
Survey Responses = 503

Would take advantage of higher fiber optic speed

- In Favor: 95%
- Not in Favor: 3%
- No Response: 2%

Rate of Current Internet Speed

- Slow: 33%
- Very Slow: 13%
- Fast: 23%
- Very Fast: 6%

Summary

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<td>No Response</td>
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<table>
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<td>Fast</td>
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<td>Very Fast</td>
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</tbody>
</table>
10,000 connections and counting

High-speed internet reaching rural South Carolinians

JOSH P. CROTZER

ON APRIL 27, CarolinaConnect reached a milestone. The high-speed internet provider launched by Newberry Electric in 2017 has surpassed 10,000 customers, becoming just the sixth cooperative-based internet service provider in the nation to reach that mark.

Having quality internet, especially during the last few months, is critical. Homes from Prosperity to Little Mountain became places of work and education because of the COVID-19 crisis. No longer do parents in those areas have to drive their kids to the parking lot of a Wi-Fi-connected fire station or public library so they can do their homework.

“If you don’t have good internet how do you work from home, how do your kids participate in a virtual classroom?” CarolinaConnect CEO Glenn Martin asks. “These were folks that were either underserved, under-served or unhappy served in our territories. Now, they can do everything that everyone else can.”

That’s been the experience for the Davenport family in Little Mountain. Gwen Davenport works for South Carolina State Parks and her husband Chris is employed by Palmetto State Armory. Their son Brady is in middle school. They are all working from home during the pandemic.

“Before getting CarolinaConnect, we were using the hotspot on our cell phones to connect to the internet,” says Gwen. “We were always worried about having enough data and slow download speeds. Now we don’t have to worry.

“I’ve been able to do Zoom meetings. We’ve installed a security system. I feel like CarolinaConnect brought us into the 21st century.”

CarolinaConnect serves members of Newberry Electric and Mid-Carolina Electric, operating an all fiber-optic data network for rural South Carolina. They offer no-contract monthly service at speeds ranging from 100 megabits to a gigabit per second. Martin says that the network is built to deliver even higher speeds in the future.

CarolinaConnect residential service starts at $49.95 per month; business service is $79.95 each month. There are no contracts, hidden costs or data limits. Installers will even make sure all devices in your home are connected to the network before they leave.

Providing the service also has residual economic benefits.

“Having high-speed internet access enhances the desirability and salability of real estate in our area,” says Linda Renwick, broker at Linda Renwick Realty in Newberry. “For some buyers it is essential to have the ability to work from home.”

The impact of the rural broadband service harks back to when electric cooperatives began serving unserved territories 80 years ago.

“The same way the cooperatives brought power to members that couldn’t be served or wouldn’t be served by the for-profits, they have the same need for really good internet, now,” explains Martin, who was an executive for an investor-owned telecommunications company prior to heading up CarolinaConnect. “I’m ecstatic to be a part of this. Now I only think about providing a good product for our cooperative customers. That’s satisfying.”

But neither Martin nor the electric cooperatives he works for are satisfied with 10,000 customers. Their vision is for every South Carolinian to have access to quality internet services. They know the need and the demand is there. More than 6,000 Newberry members have registered that they are interested in receiving internet service from CarolinaConnect.

“Everybody wants internet now,” he explains. “We’ve increased our installations per day and the number of installers.”

Newberry Electric and Mid-Carolina Electric aren’t the only cooperatives with this vision. Several electric cooperatives across the state have committed to build high-speed fiber internet networks.

With a quarter of the homes and businesses in rural South Carolina lacking adequate internet connections, perhaps soon, 10,000 customers won’t seem like that big of a milestone.

Want to get connected? Fiber optic broadband is headed your way. Contact CarolinaConnect at (803) 785-3455 or visit carolinacconnect.com to join the list of members registering for better internet service.
A SMALL SAMPLE OF MEMBER COMMENTS ON OUR FACEBOOK PAGE:

Marianna B. Ray
Please come to the Jollystreet Rd area soon! We currently have HughesNet and pay extra for 'high-speed' internet, but it's definitely not!

Beth Nolan Gordon
Please come to Silverstreet with Carolina Connect. Husband is a school teacher and cannot do anything from home.

Jamie Bouknight
New Hope Rd, Griffin Rd, Graham Rd, Pomaria. We need it bad.

Ashley Copeland
We have AT&T and I wouldn't call it high speed internet but supposedly it is, we can't wait till Newberry electric gets internet out our way!!! 😊

Jane F Gallman
We need your internet service at 5052 Jollystreet Rd 29108. We have AT&T DSL internet that is over an old telephone line. Our internet speed is very slow. Our download speed is 0.9mb and upload speed is 0.21. We have tried for years to no avail to get faster internet but AT&T will not give us higher speed. We need Carolina Connect really bad! Help!!!!

Patti Stroup
Out near Gallman Elementary and have Hughesnet but data cap that happens 3 days into each month. Told not annexed into City so nc high speed internet can be provided except by Satellite. I'd pay 10x more to not buffer anymore!!

Tina Alewine
AT&T DSL not truly high speed- 3.74Mbps down; 0.27Mbps up- anxiously awaiting Carolina Connect!
APPLICATION
South Carolina Broadband Infrastructure Project

Applicant Information
Applicant Name/Organization  Newberry Electric Cooperative Inc
Applicant FCC Registration Number (FRN) 0029742277
Primary Contact Name  Keith Avery  Title  President and CEO
Mailing Address  882 Wilson Road  Phone Number
City, State, Zip  Newberry, SC 29108  Email  kavery@nec.coop

Broadband Service Provider Experience
Date of Applicant’s Initial FCC Form 477 Submission 7/31/18
Date of Applicant’s Most Recent FCC Form 477 Submission 7/20/20

- Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
- Applicant and/or project Partner has experience building and operating broadband networks in rural areas
- Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information
County  Newberry  Rural or Urban  Rural
Nearest City/Town  Newberry  Project Area Map Code  Newberry 5 (Target code)

1428  Number of Households in Project Area
75  Number of Businesses in Project Area
2  Number of Health Care Facilities in Project Area
7  Number of Community Anchor Points in Project Area
0  Number of Educational Institutions in Project Area

Broadband Infrastructure Information
Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.

- Fiber to the Premises  Minimum Sustainable Download/Upload Speeds  100/100
- Hybrid fiber-coax (symmetrical upload/download speeds)
- Hybrid fiber-coax (non-symmetrical upload/download speeds)
- Fixed wireless  Minimum Sustainable Download/Upload Speeds
- VDSL  Minimum Sustainable Download/Upload Speeds
**Broadband Pricing Schedules or Tiers**

Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:

- [ ] Rates less than $10/month
- [ ] Rates between $10 - $14.99/month
- [✓] Rates between $25 - $34.99/month
- [ ] Rates between $20 - $24.99/month

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**Project Timeline and Milestones**

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<tr>
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<tbody>
<tr>
<td>Project Start Date</td>
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<tr>
<td>Customer Premises Installations Complete</td>
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<td>Project Completion Date</td>
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**Project Cost Information**

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<td>Average Cost per Housing Unit</td>
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<td>Average Cost per Business</td>
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**Project Funding Information**

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<tr>
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Additional Information

Describe Applicant’s and/or project Partner’s experience building and/or operating broadband networks.

Carolina Connect was formed to bridge the high-speed Internet service gap that affect many electric co-op members today. Newberry Electric Cooperative has established an agreement with Carolina Connect to install, operate and maintain the FTTH broadband network. Carolina Connect is based in Columbia, SC, and provides FTTH broadband services to include installation, service activation, network management, and maintenance. Mr. Glenn Martin serves as the Chief Executive Officer and Mr. Al Harmon serves as Chief Operating Officer. Mr. Martin worked for Comporium, a telecommunications company based in Rock Hill, SC, for 25 plus years with his most recent position being the General Manager of the Comporium of the Midlands remote office located in Gilbert, SC. Comporium provides broadband FTTH service to customers in the Rock Hill, Fort Mill, Gilbert and Lancaster, SC, and Charlotte, NC areas. Mr. Al Harmon worked for Comporium of the Midlands in Gilbert, SC, for 25 plus years with his most recent position being the Plant Manager. Mr. Harmon was responsible for the installation and maintenance of the FTTH broadband network deployed in the area.

McCall Thomas Engineering, Incorporated in 1947, is multi-discipline firm capable of providing communications engineering as well as technical services. They focus on the unique requirements of NEC taking into consideration the newest technology, budget restraints and future growth of our network.

Southeast Utilities was developed in 1997 with a combined management experience of over 100 years. They have a highly skilled team that provides high quality construction services for NEC.

*Additional affiliate and contractor experience attached.

Describe how your proposal meets CARES objectives as described in the “Guidelines.” Use additional pages if necessary.

Due to Community Need and the help of our experienced Affiliate and Contractors, NEC has chosen to deploy a GPON network to deliver broadband services via a fiber-to-the-home network. GPON delivers these broadband services through a series of fiber fed Optical Line Terminals (OLT) placed throughout the network that provide a path to the Internet and/or voice and video delivery systems over interconnected fiber routes. The system will utilize a series of splitters in a distributed configuration placed in splice enclosures that maximize the number of members that can be served by each PON card. Newberry Electric Cooperative is a member-owner of CarolinaConnect Cooperative. CarolinaConnect Cooperative provides fiber based high-speed Internet services to NEC members in select areas. The areas currently being served by CarolinaConnect Cooperative are in five NEC substation areas, Hollands, Fairview, and Stony Hill, Prosperity, and Newhope. CarolinaConnect provides speeds of 100Mbps x 100Mbps, 500Mbps x 500Mbps, 1Gbps x 1 Gbps. The services are provisioned over PONs (Passive Optical Network connections) from a Calix E7 OLT to various types of premise ONTs (but primarily the Calix Gigacenter). Both residential and commercial customers are served. At present CarolinaConnect is serving a total of 2,407 Newberry Electric Cooperative members with one of the high-speed services above.
Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

The deployment of our FTTP network will allow us to provide high-speed broadband internet access to all of Newberry Electric Cooperative's members, who are predominantly rural families, farms, businesses, and industry.

Providing our members this access will alleviate some of the issues associated with the COVID-19 pandemic, create future opportunities for our community to thrive, and address an overarching need for an already underserved community.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal. Use additional pages if necessary.

Initially, letters and emails are sent to upcoming, eligible circuit members to announce their ability to receive CarolinaConnect internet service. This interest creates registrations that capture their up to date contact information.

Once a circuit is ready for internet service, we immediately email eligible members who have previously created an interest registration or that we already have email addresses for.

Email reminders/notifications continue to be sent to eligible members and are supplemented with direct market mailers. During the first eight weeks, emails and mailers rotate every other week so newly eligible members see and hear from us every week.

Once the initial roll out period concludes, eligible members receive seasonal, quarterly mailers and emails. We have a consistent presence in front of eligible members.
Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

Please see attached CFC Owner Activity Profile.

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Not Applicable
Attachments and Exhibits

Please attach the following items to Application:

1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.

☑ Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: [Signature]

Print Name of Signature: [Print Name]  
Title of Signatory: [Title]  
Date: [Date]

Renewal Terms. Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.
August 13, 2020

To Whom It May Concern,

The School District of Newberry County is seeking assistance in providing internet to the homes of our students. As shown in the attached maps, a large portion of Newberry County does not have adequate broadband service available. Our district is very rural with a high percentage of lower income families.

Our academic plan for the 2020-21 school term in the School District of Newberry County is to offer either a hybrid schedule with students working in the classroom two days a week and from home three days a week or a five day virtual schedule for our students. For either of these two options, our students will need dependable internet access. Unfortunately, we have discovered that our county does not have the infrastructure in place to provide this option for a large percentage of our families. The lack of access to high speed internet creates a major disadvantage as we attempt to prepare our students to be college and career ready. We endeavor for ALL of our students to graduate with the knowledge and skills to successfully compete in the global economy. If we are to educate a skilled workforce who will have a positive impact on our county and state, it is imperative that we provide access to broadband regardless of your zip code.

While the Office of Regulatory Staff has provided hotspots to our low income students, that service ends in December 2020. After that, the students that do not have broadband available to their homes will lose access to the internet.

As part of the solution, low income families may require financial assistance in obtaining the service. Lower pricing, grants, etc. would be beneficial to our families. By helping us reach our students, families, and other stakeholders in the community, you are assisting your community and workforce. Please consider expanding the internet service throughout our county to build a better future for South Carolina.

Respectfully,

Jim C. Suber, Jr.
Superintendent
School District of Newberry County
South Carolina Broadband Maps

Getting Started
To work with the broadband maps, simply select the county of interest and you'll see a map that indicates whether Internet service is available. The map shows the best available technology for delivering high-speed Internet (broadband) to residential and business addresses. The other represents Areas of Need. These maps show the availability of local service and do not include business service. Satellite service is not included in the analysis. The maps are available as a vector format in PDF format, so that you can easily use them in presentations.

Best Available Technology
The maps are constructed using a sophisticated data model which tracks the most recent information from the Federal Communications Commission (FCC) Form 477, and with a rich collection of actual speed information that is collected by Ookla’s Speed Test app.

Areas of Need
As you visit the website, you can choose from the best available technology map and see the best available service across all Internet Service Providers. As an example, if you see “DSL” as your service, you should use the next-best service available for your area. The technology that you bring into your home determines the quality of service (speed) that you will receive.

The legend is presented in priority order of best available technology. Fixed and cable have the capability to deliver the fastest speeds and DSL-based services offer the widest service but they are usually cheaper.

Newberry County
South Carolina

Areas of Need
July 31, 2019

Speed Tier (download / upload):
3 Mbps / 768 Kbps
7 Mbps / 2 Mbps
15 Mbps / 3 Mbps
30 Mbps / 5 Mbps
Density of Unserved Households (per sq. mi):
20 or more
11 – 20
7 – 10
4 – 5
2 – 3
1
Areas of Opportunity
Opportunity Zone

For more information, visit the website at: [Website URL].
Friday, August 14, 2020

South Carolina Office of Regulatory Staff
1401 Main St #900
Columbia, SC 29201

To Whom It May Concern,

Newberry County is fortunate to be home to businesses both large and small, including world-known manufacturers, multi-generation businesses, entrepreneurs, and home-based businesses. Those businesses have been increasingly dependent upon reliable access to internet for success. The same is true for our students, from kindergarten to college and beyond. In this current world, complete and reliable access is tantamount for our community to continue to grow and prosper.

A complete fiber network has been a goal of ours for several years, and a grant awarded to Newberry Electric Cooperative, Inc. to increase the fiber footprint throughout our rural areas would be instrumental in meeting that goal.

Sincerely,

Michelle B. Long
Michelle B. Long
Executive Director
Office of Regulatory Staff  
1401 Main St. #900  
Columbia, SC  29201

Rural access to broadband is a critical issue, now more than ever. Like many other counties, Newberry is struggling because many of the rural areas do not have access. With the pandemic, and schools struggling to come up with a plan for the new school year, we hear from people every day who are begging for access to affordable internet service.

More importantly, during these unprecedented times, I consider internet access just as essential as water and electricity. It can determine the success or failure of a student. It can provide a business the ability to compete and survive during tough economic times, when many small businesses are suffering. It can help someone pay a bill on time and avoid more charges. It can also provide a virtual doctor’s visit for someone with critical health issues.

It is what connects smaller towns to the rest of the world. It is critical that we get the needed funding, as soon as possible, to ensure that ALL citizens, especially those residing in rural areas, have the same opportunities during this critical time.

Rep. Rick Martin  
District 40
Avery Leads Newberry Co-op

Keith Avery is the new president and CEO of Newberry Electric Cooperative. Highly experienced in the co-op profession, Avery directed the ProTec Services division of Laurens Electric Cooperative (LEC) from its inception in 1994 until he assumed his new job. In that time, Avery and his team built ProTec's service offerings to include everything from home and commercial security systems to an underground locating service. As part of LEC, ProTec provides these services to over 10,000 customers.

Prior to ProTec, Avery worked in engineering and operations for LEC. He is a magna cum laude graduate in business management from Limestone College and a graduate of the engineering technologies program at Piedmont Technical College. He is a member of the Newberry Chamber of Commerce and the Rotary Club of Newberry.

Attraction and retention of industrial members for Newberry Co-op is a focus for Avery. "It was my pleasure to meet with the South Carolina Power Team in mid-summer and learn of their capabilities," he said. "I look forward to working with them, and our local allies, to support economic development in our service territory."
No matter where you live, you deserve high-speed internet access. It's why CarolinaConnect is developing partnerships with electric cooperatives in South Carolina. Just as the electric co-ops brought power where it was needed in the 1930s, CarolinaConnect was formed to bridge the high-speed internet service gap that affects many electric co-op members today.

We're already at work in the midlands of South Carolina bringing faster, dependable and more affordable internet service to electric co-op members. Best of all, it comes with the service reliability you expect from your electric cooperative.

We know connected communities are more educated and more prosperous communities. As an affiliate company of the electric co-op system, we're proud to be part of connecting members to internet service that can impact their quality of life, in the same way electricity did all those years ago.
August 13, 2020

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But neither Martin nor the electric cooperatives he works for are satisfied with 10,000 customers. Their vision is for every South Carolinian to have access to quality internet services. They know the need and the demand is there. More than 6,000 Newberry members have registered that they are interested in receiving internet service from CarolinaConnect.

"Everybody wants internet now," he explains. "We've increased our installations per day and the number of installers."

Newberry Electric and Mid-Carolina Electric aren't the only cooperatives with this vision. Several electric cooperatives across the state have committed to build high-speed fiber internet networks.

With a quarter of the homes and businesses in rural South Carolina lacking adequate internet connections, perhaps soon, 10,000 customers won't seem like that big of a milestone.

Want to get connected! Fiber optic broadband is headed your way. Contact CarolinaConnect at (803) 785-3455 or visit carolinacconnect.com to join the list of members registering for better internet service.
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Please come to the Jollystreet Rd area soon! We currently have HughesNet and pay extra for 'high-speed' internet, but it's definitely not!

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Please come to Silverstreet with Carolina Connect. Husband is a school teacher and cannot do anything from home.

Jamie Bouknight
New Hope Rd, Griffin Rd, Graham Rd, Pomeria. We need it bad

Ashley Copeland
We have at&t and I wouldn't call it high speed internet but supposedly it is, we can't wait till newberry electric gets internet out our way!!!! 😞

Jane F Gallman
We need your internet service at 5052 Jollystreet Rd 29108. We have AT&T DSL internet that is over an old telephone line. Our internet speed is very slow. Our download speed is 0.9mb and upload speed is 0.21. We have tried for years to no avail to get faster internet but AT&T will not give us higher speed. We need Carolina Connect really bad! Help!!!!

Tina Alewine
AT&T DSL not truly high speed- 3.74Mbps down:
0.27Mbps up- anxiously awaiting Carolina Connect!
APPLICATION
South Carolina Broadband Infrastructure Project

Applicant Information
Applicant Name/Organization   Newberry Electric Cooperative Inc
Applicant FCC Registration Number (FRN) 0029742277
Primary Contact Name   Keith Avery   Title President and CEO
Mailing Address   882 Wilson Road   Phone Number
City, State, Zip   Newberry, SC 29108   Email kavery@nec.coop

Broadband Service Provider Experience
Date of Applicant's Initial FCC Form 477 Submission   7/31/18
Date of Applicant's Most Recent FCC Form 477 Submission   7/20/20
✓ Applicant and/or project Partner has experience delivering broadband service over fiber or hybrid fiber-coax infrastructure
✓ Applicant and/or project Partner has experience building and operating broadband networks in rural areas
✓ Applicant and/or project Partner has experience building and operating broadband networks in low-moderate income areas

Project Area Information
County Newberry   Rural or Urban Rural
Nearest City/Town Newberry   Project Area Map Code Newberry 10 & 13 (Target code)
621 Number of Households in Project Area
32 Number of Businesses in Project Area
0 Number of Health Care Facilities in Project Area
7 Number of Community Anchor Points in Project Area
1 Number of Educational Institutions in Project Area

Broadband Infrastructure Information
Indicate the type(s) of broadband infrastructure technology to be deployed in the project area.
✓ Fiber to the Premises   Minimum Sustainable Download/Upload Speeds 100/100
☐ Hybrid fiber-coax (symmetrical upload/download speeds)
☐ Hybrid fiber-coax (non-symmetrical upload/download speeds)
☐ Fixed wireless   Minimum Sustainable Download/Upload Speeds
☐ VDSL (25/3 Mbps or faster)   Minimum Sustainable Download/Upload Speeds
Broadband Pricing Schedules or Tiers
Indicate all rate tiers for broadband at speeds of 25/3 Mbps or faster will be offered to customers in the project area:

☐ Rates less than $10/month  ☐ Rates between $20 - $24.99/month
☐ Rates between $10 - $14.99/month  ☑ Rates between $25 - $34.99/month
☐ Rates between $15 - $19.99/month

Project Timeline and Milestones
Project Start Date 8/27/20  Customer Premises Installations Complete 12/18/20
Project Construction Activity Begins 9/1/20  Project Completion Date 12/18/20
Project Construction Activity Complete 12/18/20

Project Cost Information
Total Project Cost $999,774.47  Average Cost per Housing Unit $1,896.00
Upfront Cost Requirements $500,070.47
Cost of Building and/or Extending Infrastructure to Customer Premises $499,704.00  Average Cost per Business $1,896.00
Average Cost per Location Served (all locations or structures) $3,787.02

Project Funding Information
South Carolina CARES Act Funding Requested $499,887.23

Applicant-Provided Funding $499,887.23

Third-Party Funding
Amount
Source(s) South Carolina Broadband Infrastructure Program
Additional Information

Describe Applicant's and/or project Partner's experience building and/or operating broadband networks.

Carolina Connect was formed to bridge the high-speed Internet service gap that affect many electric co-op members today. Newberry Electric Cooperative has established an agreement with Carolina Connect to install, operate and maintain the FTTH broadband network. Carolina Connect is based in Columbia, SC, and provides FTTH broadband services to include installation, service activation, network management, and maintenance. Mr. Glenn Martin serves as the Chief Executive Officer and Mr. Al Harmon serves as Chief Operating Officer. Mr. Martin worked for Comporium, a telecommunications company based in Rock Hill, SC, for 25 plus years with his most recent position being the General Manager of the Comporium of the Midlands remote office located in Gilbert, SC. Comporium provides broadband FTTH service to customers in the Rock Hill, Fort Mill, Gilbert and Lancaster, SC, and Charlotte, NC areas. Mr. Al Harmon worked for Comporium of the Midlands in Gilbert, SC, for 25 plus years with his most recent position being the Plant Manager. Mr. Harmon was responsible for the installation and maintenance of the FTTH broadband network deployed in the area.

McCall Thomas Engineering, Incorporated in 1947, is multi-discipline firm capable of providing communications engineering as well as technical services. They focus on the unique requirements of NEC taking into consideration the newest technology, budget restraints and future growth of our network.

Southeast Utilities was developed in 1997 with a combined management experience of over 100 years. They have a highly skilled team that provides high quality construction services for NEC.

*Additional affiliate and contractor experience attached.

Describe how your proposal meets CARES objectives as described in the "Guidelines." Use additional pages if necessary.

Due to Community Need and the help of our experienced Affiliate and Contractors, NEC has chosen to deploy a GPON network to deliver broadband services via a fiber-to-the-home network. GPON delivers these broadband services through a series of fiber-fed Optical Line Terminals (OLT) placed throughout the network that provide a path to the internet and/or voice and video delivery systems over interconnected fiber routes. The system will utilize a series of splitters in a distributed configuration placed in splice enclosures that maximize the number of members that can be served by each PON card. Newberry Electric Cooperative is a member-owner of CarolinaConnect Cooperative. CarolinaConnect Cooperative provides fiber based high-speed Internet services to NEC members in select areas. The areas currently being served by CarolinaConnect Cooperative are in five NEC substation areas, Hollands, Fairview, and Stony Hill, Prosperity, and Newhope. CarolinaConnect provides speeds of 100Mbps x 100Mbps, 500Mbps x 500Mbps, 1Gbps x 1 Gbps. The services are provisioned over PONs (Passive Optical Network connections) from a Calix E7 OLT to various types of premise ONTs (but primarily the Calix Gigacenters). Both residential and commercial customers are served. At present CarolinaConnect is serving a total of 2,407 Newberry Electric Cooperative members with one of the high-speed services above.
Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." Use additional pages if necessary.

The deployment of our FTTP network will allow us to provide high-speed broadband internet access to all of Newberry Electric Cooperative's members, who are predominantly rural families, farms, businesses, and industry.

Providing our members this access will alleviate some of the issues associated with the COVID-19 pandemic, create future opportunities for our community to thrive, and address an overarching need for an already underserved community.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal. Use additional pages if necessary.

Initially, letters and emails are sent to upcoming, eligible circuit members to announce their ability to receive CarolinaConnect internet service. This interest creates registrations that capture their up-to-date contact information.

Once a circuit is ready for internet service, we immediately email eligible members who have previously created an interest registration or that we already have email addresses for.

Email reminders/notifications continue to be sent to eligible members and are supplemented with direct market mailers. During the first eight weeks, emails and mailers rotate every other week so newly eligible members see and hear from us every week.

Once the initial roll out period concludes, eligible members receive seasonal, quarterly mailers and emails. We have a consistent presence in front of eligible members.
Provide documents to establish proof that your organization has the necessary funds (50% of total project cost) to complete this project/proposal. List documents here and attach documents to this proposal.

Please see attached CFC Owner Activity Profile.

List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.

Not Applicable
Attachments and Exhibits

Please attach the following items to Application:
1. Map of Project Area (PDF and Shapefile formats)
2. Letters of support evidencing community need for project
3. Any additional information evidencing community need for project

Certification and Signature

CERTIFICATION: The Applicant certifies that information included in this application is factual to their knowledge.

☑ Applicant agrees to comply with all applicable requirements and conditions contained in Subrecipient Agreement for Coronavirus Relief Funds

Signature: [Signature]
Print Name of Signature: Keith Avello
Title of Signatory: President & CEO
Date: 8/14/20

Renewal Terms. Contingent upon extensions for the expenditure of CARES Act funds provided by the U.S. Department of Treasury and the State of South Carolina, this Agreement may be renewed as evidenced by written approval of both parties.

All questions and completed applications should be submitted to Broadband@ors.sc.gov

Facsimile signatures and email signatures shall be as effective as original signatures to bind any party.
August 13, 2020

To Whom It May Concern,

The School District of Newberry County is seeking assistance in providing internet to the homes of our students. As shown in the attached maps, a large portion of Newberry County does not have adequate broadband service available. Our district is very rural with a high percentage of lower income families.

Our academic plan for the 2020-21 school term in the School District of Newberry County is to offer either a hybrid schedule with students working in the classroom two days a week and from home three days a week or a five day virtual schedule for our students. For either of these two options, our students will need dependable internet access. Unfortunately, we have discovered that our county does not have the infrastructure in place to provide this option for a large percentage of our families. The lack of access to high speed internet creates a major disadvantage as we attempt to prepare our students to be college and career ready. We endeavor for ALL of our students to graduate with the knowledge and skills to successfully compete in the global economy. If we are to educate a skilled workforce who will have a positive impact on our county and state, it is imperative that we provide access to broadband regardless of your zip code.

While the Office of Regulatory Staff has provided hotspots to our low income students, that service ends in December 2020. After that, the students that do not have broadband available to their homes will lose access to the internet.

As part of the solution, low income families may require financial assistance in obtaining the service. Lower pricing, grants, etc. would be beneficial to our families. By helping us reach our students, families, and other stakeholders in the community, you are assisting your community and workforce. Please consider expanding the internet service throughout our county to build a better future for South Carolina.

Respectfully,

Jim C. Suber, Jr.
Superintendent
School District of Newberry County
Friday, August 14, 2020

South Carolina Office of Regulatory Staff
1401 Main St #900
Columbia, SC 29201

To Whom It May Concern,

Newberry County is fortunate to be home to businesses both large and small, including world-known manufacturers, multi-generation businesses, entrepreneurs, and home-based businesses. Those businesses have been increasingly dependent upon reliable access to internet for success. The same is true for our students, from kindergarten to college and beyond. In this current world, complete and reliable access is tantamount for our community to continue to grow and prosper.

A complete fiber network has been a goal of ours for several years, and a grant awarded to Newberry Electric Cooperative, Inc. to increase the fiber footprint throughout our rural areas would be instrumental in meeting that goal.

Sincerely,

Michelle B. Long
Michelle B. Long
Executive Director

NewberryCountyChamber.com
Michelle@NewberryCounty.org
Rural access to broadband is a critical issue, now more than ever. Like many other counties, Newberry is struggling because many of the rural areas do not have access. With the pandemic, and schools struggling to come up with a plan for the new school year, we hear from people every day who are begging for access to affordable internet service.

More importantly, during these unprecedented times, I consider internet access just as essential as water and electricity. It can determine the success or failure of a student. It can provide a business the ability to compete and survive during tough economic times, when many small businesses are suffering. It can help someone pay a bill on time and avoid more charges. It can also provide a virtual doctor’s visit for someone with critical health issues.

It is what connects smaller towns to the rest of the world. It is critical that we get the needed funding, as soon as possible, to ensure that ALL citizens, especially those residing in rural areas, have the same opportunities during this critical time.

Rep. Rick Martin
District 40
Avery Leads Newberry Co-op

Keith Avery is the new president and CEO of Newberry Electric Cooperative. Highly experienced in the co-op profession, Avery directed the ProTec Services division of Laurens Electric Cooperative (LEC) from its inception in 1994 until he assumed his new job. In that time, Avery and his team built ProTec’s service offerings to include everything from home and commercial security systems to an underground locating service. As part of LEC, ProTec provides these services to over 10,000 customers.

Prior to ProTec, Avery worked in engineering and operations for LEC. He is a magna cum laude graduate in business management from Limestone College and a graduate of the engineering technologies program at Piedmont Technical College. He is a member of the Newberry Chamber of Commerce and the Rotary Club of Newberry.

Attraction and retention of industrial members for Newberry Co-op is a focus for Avery. “It was my pleasure to meet with the South Carolina Power Team in mid-summer and learn of their capabilities,” he said. “I look forward to working with them, and our local allies, to support economic development in our service territory.”
No matter where you live, you deserve high-speed internet access. It's why CarolinaConnect is developing partnerships with electric cooperatives in South Carolina. Just as the electric co-ops brought power where it was needed in the 1930s, CarolinaConnect was formed to bridge the high-speed internet service gap that affects many electric co-op members today.

We're already at work in the Midlands of South Carolina bringing faster, dependable and more affordable internet service to electric co-op members. Best of all, it comes with the service reliability you expect from your electric cooperative.

We know connected communities are more educated and more prosperous communities. As an affiliate company of the electric co-op system, we're proud to be part of connecting members to internet service that can impact their quality of life, in the same way electricity did all those years ago.
August 13, 2020

Southeast Utilities was spun off of CCU in 1997 as the two sons of the founder started to expand in the Florida and Georgia and South Carolina markets. They offer full service in CATV, Telephone and Power construction including underground trenching, plowing, missile and directional boring, aerial construction for CATV consisting of maintenance, new build, fiber, and 24 hour call out on master contracts, pre-wire and post wire on commercial and MDU buildings as well as sweepand certification of the cable facilities. Southeast Utilities presently has preferred contracts with Comcast nationally, Carolina Power, Uniti Fiber, Unity Fiber Leasing, CenturyLink, MediaCom, Newberry Electric, Parrish Construction, Level 3 Communications, AT&T, Arris, Jefferson Energy, Northland Cable, as well as most counties and municipalities surrounding office locations. We currently have offices in Miami, Ft. Lauderdale, West Palm, Augusta, Savannah, Charleston, Newberry, Jacksonville, Tallahassee, Panama City, Chattanooga, Memphis, Fayetteville, Huntsville, Columbia, and Greenville.

Last year, Southeast Utilities did more than $45 million in sales, completed over 1000 miles of retrofit, 300 miles of new build underground and aerial construction, and 200 miles of fiberoptic construction (splicing and certification).

Over the last 23 years, SEU's charter to provide high quality construction services and customer satisfaction has never wavered. We have grown to a company of over 200 employees with offices in 5 states.

Southeast Utilities is the client's best choice for construction support in constructing, implementing and operating network facilities for connection to the world of communication, information, and entertainment. We have a team of highly skilled and qualified experts who coordinate all new account startups. SEU's senior management team - Chris Walker, George Stickler, Mark Bennett, and Grace Williamson have over 100 years combined experience in the Telcom and Utility construction industry.
McCall-Thomas Engineering

McCall-Thomas Engineering Company, Inc. began in 1945 by our founders Arthur E. McCall and Henry C. Thomas and was incorporated in 1947. Our founders envisioned a company of character, service and value. We continue to hold true to these core traits, while being fully dedicated to providing the innovative technological services solutions of today’s times.

McCall-Thomas Engineering is a multi-discipline firm capable of providing a variety of electrical and communications engineering as well as technical services to our clients. We have five major operating divisions which are: Communications Engineering Division, Electrical Engineering Division, Electrical Utility Service Division, Electrical Field Operations/UAS Division and McCall-Thomas Learning Center. Our staff consists of six professional engineers, sixty plus field technicians and support personnel includes several CAD operators, printing and office assistants.

Communications Engineering Division
The Communications Engineering Division provides engineering and design services to the communications industry throughout the Southeast. McCall-Thomas Engineering has designed, staked and inspected thousands of miles of FTTH. We take the time to work with our clients and determine their needs to provide a quick and precise solution to meet those needs. We focus on the unique requirements of each client, while taking into consideration the newest technology, budget restraints and future growth of their network.

Electrical Engineering Division
McCall-Thomas Engineering’s Electrical Engineering Division has experienced engineers that have managed thousands of Electrical Engineering projects across the Southeast. One of our areas of expertise is our attention to detail. We excel in our profession by listening to our clients and working closely with them to bring them innovative and efficient solutions in a cost-effective manner.

Mission Statement
“Providing the highest quality engineering and technical services in an efficient and cost justifiable manner while maintaining the utmost ethical and moral standards”
10,000 connections and counting

High-speed internet reaching rural South Carolinians

JOSH P. CROZER

ON APRIL 27, CarolinaConnect reached a milestone. The high-speed internet provider launched by Newberry Electric in 2017 has surpassed 10,000 customers, becoming just the sixth cooperative-based internet service provider in the nation to reach that mark.

Having quality internet, especially during the last few months, is critical. Homes from Prosperity to Little Mountain became places of work and education because of the COVID-19 crisis. No longer do parents in those areas have to drive their kids to the parking lot of a Wi-Fi-connected fire station or public library so they can do their homework.

“If you don’t have good internet how do you work from home, how do your kids participate in a virtual classroom?” CarolinaConnect CEO Glenn Martin asks. “These were folks that were either unserved, under-served or unhappily served in our territories. Now, they can do everything that everyone else can.”

That’s been the experience for the Davenport family in Little Mountain. Gwen Davenport works for South Carolina State Parks and her husband Chris is employed by Palmetto State Armory. Their son Brady is in middle school. They are all working from home during the pandemic.

“Before getting CarolinaConnect, we were using the hotspot on our cell phones to connect to the internet,” says Gwen. “We were always worried about having enough data and slow download speeds. Now we don’t have to worry.”

“I’ve been able to do Zoom meetings. We’ve installed a security system. I feel like CarolinaConnect brought us into the 21st century.”

CarolinaConnect serves members of Newberry Electric and Mid-Carolina Electric, operating an all fiber-optic data network for rural South Carolina. They offer no-contract monthly service at speeds ranging from 100 megabits to a gigabit per second. Martin says that the network is built to deliver even higher speeds in the future.

CarolinaConnect residential service starts at $49.95 per month; business service is $79.95 each month. There are no contracts, hidden costs or data limits. Installers will even make sure all devices in your home are connected to the network before they leave.

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Want to get connected? Fiber optic broadband is already your way. Contact CarolinaConnect at (803) 785-3455 or visit carolinaconnect.com to join the list of members registering for better internet service.
A SMALL SAMPLE OF MEMBER COMMENTS ON OUR FACEBOOK PAGE:

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Tina Alevine
AT&T DSL not truly high speed- 3.74Mbps down; 0.27Mbps up- anxiously awaiting Carolina Connect!