

**South Carolina 2022 ARPA Grant
Program
Application SFRF 1.0**



Section 1.1 - Applicant Information

| | |
|---|--|
| Legal Entity/Organization Name | Sandhill Telephone Cooperative, Inc. |
| Parent Organization | N/A |
| Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity) | Cooperative |
| Primary Contact Name | Kirby Wayne |
| Title | Chief Operating Officer |
| Mailing Address City, State, Zip | 122 S. Main St. Jefferson, SC 29718 |
| Phone Number | 843-622-4626 |
| Email | kirby.wayne@mysandhill.net |
| FCC Registration Number (FRN): | 0001886464 |
| Data Universal Numbering System (DUNS) Number | 009757532 |
| Registered in the System for Award Management (SAM) | Sandhill Telephone Cooperative, Inc. |
| SAM Number | OB665 |
| SC State Vendor Number | 7000025393 |

Section 1.2 - Project Name/Number

| | |
|--------------------------------|---------------|
| Project Number (Format XXX-XX) | SHT-03 |
| Project Name | Bethune South |

Section 1.3 - Broadband Service Provider Context

| | |
|--|--------------|
| Date of Applicant's Initial FCC Form 477 Submission | May 31, 2008 |
| Date of Applicant's Most Recent FCC Form 477 Submission | 8/15/2022 |
| Applicant has experience delivering broadband service via fiber and/or hybrid fiber-coax infrastructure (YES/NO) | Yes |

Section 1.4 - Broadband Infrastructure Information

Indicate the type(s) of broadband infrastructure technology to be deployed in the project service area.
 Projects must provide a minimum of 100/20 Mbps scalable to 100/100 Mbps. Applicant must explain in detail why the proposed project cannot provide 100/100 Mbps.

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| Fiber to the Premises Minimum Sustainable Download/Upload Speeds 100/100 Mbps |
|--|

Section 1.5 - Proposed Broadband Pricing Tiers

Rates less than \$10/month (YES/NO)
 If yes to \$10 month plan what are the upload/download speeds
 Rates between \$10 - \$14.99 (YES/NO)
 If yes to \$10-\$14.99 month plan what are the upload/download speeds
 Rates between \$15 - \$19.99 (YES/NO)
 If yes to \$15-\$19.99 month plan what are the upload/download speeds
 Rates between \$20 - \$24.99 (YES/NO)
 If yes to \$20-\$24.99 month plan what are the upload/download speeds
 Rates between \$25 - \$34.99 (YES/NO)
 If yes to \$25-\$34.99 month plan what are the upload/download speeds

Do the above speed tiers include unlimited data? (YES/NO)
 Is a Consumer-based Contract Required? (YES/NO)
 Is the pricing fixed? (YES/NO)
 What's the duration of the pricing? (In Months)

| |
|--|
| No |
| No |
| No |
| No |
| Yes |
| 100/100 or 250/250 with lifeline support |
| Yes |
| Yes |
| Yes |
| Yes |

Section 1.6 - Project Timeline
(Maximum Timeline Allotted is 24 months)

| | |
|--|-------------------|
| Project Start Date | January 2, 2023 |
| Project Construction Activity Begins | January 2, 2023 |
| Project Construction Activity Complete | July 31, 2023 |
| Customer Premises <i>Installations Begin</i> | July 31, 2023 |
| <i>Installations End</i> | December 31, 2026 |
| Overall Project Completion Date | December 31, 2024 |
| Will the project be completed within 24 months of official Notice to Proceed (NTP)? | Yes |

Section 1.7 - Project Service Area Information

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|--|------------|
| Estimated Miles of Fiber to be Installed | 20.03 |
| Estimated Percentage Underground | 60% |
| Estimated Percentage Aerial | 40% |
| Number of Counties to be Impacted | 1 |
| County Names | Kershaw |
| Total Number of Census Blocks with Concentrations of K-12 | 24 |
| Total number of Census Blocks in DDA's | 0 |
| Total number of Census Blocks NOT in DDA or K-12 Concentration | 36 |
| Total Number of unserved 2020 Census Blocks part of Proposed Project | 47 |
| Total number of housing units served | 248 |
| Total number of businesses served | 18 |
| Total number of other Public Facilities e.g. community centers, fire stations served | 11 |
| Total Structures Served | 277 |
| Average Cost Per Structure Served | \$3,108.18 |
| Does the applicant plan to serve every structure in the proposed project service area? | Yes |

If no, provide an explanation for why the Project will not Pass all Homes in the proposed project service area

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Section 2.2 - Funding Details

| Description | Comment | Amount |
|---|---------|---------------|
| South Carolina ARPA Broadband Grant Program Funds requested | | \$ 430,482.51 |
| Applicant-Provided Funding | | \$ 430,482.51 |
| Third-Party Funding Source (if applicable) | | \$ - |
| Total Project Cost | | \$ 860,965.02 |
| Percentage Funds Requested from SC Broadband Office | | 50% |
| Percentage Funds from Applicant Match | | 50% |
| Percentage Funds from Third Party Funding Source | | 0% |

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Section 3.1 Confirmations

| | |
|--|-------|
| Applicant participates in the Affordable Connective Program (ACP) and will participate in the ACP for the life of ACP for the Project Service Area. | Agree |
| Applicant will provide at least one low-cost option without data usage caps and at speeds sufficient for households with multiple users. | Agree |
| The Project will comply with the requirements set forth in ARPA, South Carolina Act No. ____ of 2022, and other federal, state, and local laws, including environmental and permitting laws and regulations. | Agree |
| The Applicant will not use ARPA funds to procure or obtain certain telecom and video surveillance services or equipment as outlined in 2 CFR 200.216 and 2 CFR 200.471. | Agree |
| Applicant will not use ARPA funds to modernize cybersecurity for existing and new broadband networks. | Agree |
| Applicant will not procure telecommunications equipment or services from China. | Agree |
| The Project includes pre-project development uses or costs | Agree |
| If Yes to above, the pre-development uses or costs will be (1) tied to an eligible broadband project or reasonably expected to lead to such a project; and (2) obligated within the period between March 3, 2021, and December 31, 2024 and expended to cover such obligations by December 31, 2026. | Agree |
| Applicant will require its employees, contractors, and subcontractors to comply with the applicable requirements in the South Carolina Underground Facility Damage Prevention Act pursuant to Title 58, Chapter 36 of the South Carolina Code of Laws, as amended. | Agree |
| Applicant affirms that it will consult with the SC Department of Transportation, electric utilities as well as local water sewer utilities as to any possible efficiencies that can be achieved with a “dig once” approach. | Agree |

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4.1 - Additional Information

(max 2000 character limit per item)

Provide a Summary Narrative that describes your project

Our Bethune South build will take care of the majority of our customers south of Hwy 1 all the way down to our border with FTC at the Lee County line. It will consist of 20 miles of fiber construction. Roughly 60% buried and 40% aerial. There will be 3 Priority blocks in this build as well as a lot of Unserved blocks. Nearly the entire build area is either Priority or Unserved blocks. One route will run all the way back into our Bethune C.O. where GPON equipment will be added to served these customers.

Describe how your proposal meets the needs of the community to be served as described in the "Guidelines."

These projects selected for the applications are based on areas where we currently service most homes with at least 25Mb, but are unable to provide speeds in excess of 100Mb today. Working with both the local school districts as well as the local community college (Northeastern Tech), we have identified areas where people are trying to further their education at home. We also have several people request more connectivity not just for educational purposes, but also work from home needs as more people are staying in county and working remotely now. Lastly, we are trying to help our elderly community by providing methods where they can be monitored through our security equipment by relatives that might live in other locations and need the peace of mind to know they are safe.

If the proposed Project is in an area that is subject to an existing federal or state funding commitment for reliable speeds of 100/20 Mbps, explain why there is an identified need for additional broadband investment that is not met by existing federal or state funding commitments.

While there have been several loan programs such as ReConnect, we are currently unaware of any provider trying to get funding through other programs for these areas we are applying for. Most previous programs other than CARES have not been pursued as we have desired to provide speeds exceeding the federal guidelines and could only adequately justify expediting these projects with grant money. In many cases, the cost of providing service to some of these locations would far exceed any reasonable expectation for return on investment, if that was even achievable. As a cooperative, our goal is to ultimately provide fiber service to all customers within our area regardless of the financial gain for each household as it is the right thing to do to ensure that all people have equal access to broadband.

Describe any plans or programs you have developed to improve adoption in the community described in this proposal.

Over the years we have continued to improve our service not just by speed but also by affordability as well as additional service offerings. To date, I believe we are the only provider in the state that I am aware of that also takes into consideration homes are mostly using wireless devices by providing up to 2 free wifi extenders in the home. This helps students that are trying to do homework at their bedroom desk area. We also offer lifeline and ACP support which makes the 100Mb offering free except for some minor taxes and equipment lease fee. We have been doing door tags in communities as we build and roadside signs to let people know when fiber is in their area as well.

As part of the Project, explain how the Applicant will make efforts to increase digital literacy, for example, support through online training?

In the past we have invested in computer training for the community. We recently made a sizeable donation to the local community college to help fund their computer classroom for the local communities. Our technicians also spend time working with customers upon install to make sure all of their devices are connected to broadband. Finally, we offer a technical support line that customers can use when they have no service impacting issues but need some assistance with broadband technical help.

As part of the Project, identify any areas that the Applicant would be willing to provide public Wi-Fi in a central or community location to improve access for all South Carolinians and for what period of time.

Sandhill has been a proud sponsor of the community and from March 2020 until today we offer free public wi-fi locations in each town that we service (12 currently). We also have worked in conjunction with the local schools and community ballparks to make sure that each high school stadium has free wi-fi access and each community ballpark as well (7 more total locations). We have been working with town officials to expand this service to even more locations as they see fit over time. There are no plans for removing these connections even after the emergency declaration has ended, so the community can still enjoy this service away from home.

List documents that demonstrate your organization currently has the necessary funds to complete this project/proposal. Attach documents to this proposal.

Sandhill had funding through both Wells Fargo Advisors and First Citizen's Advisors invested that can be used to complete these projects. Letters are attached and financials can be provided showing that sufficient funds would be readily available to handle all applied for areas under ARPA. We have also had a proven track record with CARES and RBGP in the past for funding and completing projects of this magnitude.

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|---|------------|
| <p>List any lease, franchise agreement, interconnection agreement, authorization, permit, or other items needed to complete this project.</p> | |
| <p>In areas where projects are listed as aerial, necessary permits with the power utilities will be obtained. Otherwise, any underground would be handled in conjunction with local DOT crews on highway right of way to avoid any other needed permits. Depending on the project, some might require railroad permits and these would be filed for immediately upon award of the grants.</p> | |
| <p>Will the Project deliver broadband in the approved Project Service Area that meets or exceeds symmetrical download and upload speeds of 100/100 Mbps?</p> | <p>Yes</p> |
| <p>If no to above, explain and provide support demonstrating why the Project will not deliver such speeds and provide an affidavit that 100/100 Mbps symmetrical download/upload speeds are not practicable.</p> | |
| | |
| <p>Explain how the Applicant will consult with the community in the Project Service Area on the general affordability needs of the target markets.</p> | |
| <p>We have already developed great relationships with all county councils, economic development boards, and school districts as we have been building out over the past few years. In several cases already, we have changed our schedule to accommodate needs by school districts or other organizations. We also are working with ORS on the connectivity website to ensure with can target any customer request that come up. All parties are aware of our participation in ACP and other programs and we have been a part of back to school events this year to get material to all K-12 students about ways we can offer affordable broadband to suit their needs.</p> | |
| <p>Will the Project (1) prioritize investments in fiber-optic infrastructure wherever feasible and focus on projects that deliver a physical broadband connection by prioritizing projects that achieve last mile connections or ensure funded middle mile projects have commitments in place to support new and/or improved last mile service; (2) include affordability options and shall participate in ACP for the life of ACP; and (3) prioritize support for local networks owned, operated, or affiliated with local governments, nonprofits, and cooperatives.</p> | <p>Yes</p> |
| <p>If no to above, explain.</p> | |
| | |

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| <p>If awarded, will the Grant funds be used to overbuild another existing broadband provider or to reimburse expenses related to overbuilding another broadband provider?</p> | <p>No</p> |
| <p>If yes to above, explain.</p> | |
| <p></p> | |
| <p>Is there an identified need in the Project Service Area for additional broadband infrastructure that is not met by existing federal or state funding commitments?</p> | <p>No</p> |
| <p>If so, explain whether service to households and businesses in the Project Service Area should require a holistic approach that provides service to a wider area in order to make ongoing service of certain households or businesses within the service area economical.</p> | |
| <p></p> | |

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5.1 - Project Sponsors

| | |
|--|---|
| Entity Name | Northeastern Technical College |
| Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity) | Educational Non-profit |
| Role within proposed project | Coordination with students to provide free broadband included with tuition grants |
| Primary Contact Name | Kyle Wagner |
| Title | President |
| Mailing Address City, State, Zip | 1201 Chesterfield Hwy, Cheraw, SC 29520 |
| Phone Number | 843-921-6916 |
| Email | kwagner@netc.edu |

5.2 - Project Sponsors

| | |
|--|--|
| Entity Name | Chesterfield County Administrator's Office |
| Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity) | Governmental Entity |
| Role within proposed project | Coordination assistance on dig once projects and community support |
| Primary Contact Name | Tim Eubanks |
| Title | County Administrator |
| Mailing Address City, State, Zip | 178 Mill St., Chesterfield, SC 29709 |
| Phone Number | 843-623-2535 |
| Email | ccadministrator@shtc.net |

5.3 - Project Sponsors

| | |
|--|--|
| Entity Name | Chesterfield County Economic Development |
| Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity) | Governmental Entity |
| Role within proposed project | Coordination with local businesses on expansion needs and new growth opportunities |
| Primary Contact Name | Libby Lear |
| Title | Director |
| Mailing Address City, State, Zip | 700 W. Blvd., Chesterfield, SC 29709 |
| Phone Number | 843-623-6500 |
| Email | llear@chesterfieldcountysc.com |

5.4 - Project Sponsors

| | |
|--|--|
| Entity Name | Chesterfield County School District |
| Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity) | Governmental Education Entity |
| Role within proposed project | Providing addresses of students that need ACP assistance for broadband |
| Primary Contact Name | Chan Anderson |
| Title | Interim Superintendent |
| Mailing Address City, State, Zip | 401 West Blvd., Chesterfield, SC 29709 |
| Phone Number | 843-623-2175 |
| Email | canderson@chesterfieldschools.org |

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6.1 - Attachment Checklist

(Please attach the following items to application)

GIS Shapefiles

Proposed 2020 Census Blocks

Yes

Proposed Service Areas

Yes

Proposed Fiber/Cable Lines

Yes

Proposed Structures Served by Type

Yes

Proposed Network Junctions

Yes

6.2 Signed affidavit certifying grant application is complete and accurate

Yes

Partners for financial support related to proposed project or non-cash support provide associated documentation.

Yes

Letters of support evidencing community need and strategic partnerships

Yes

Copies of Applicant's Current Fee Structure for all Internet Speed Tiers

Yes

Certificates of Insurance

Yes

Certificates of Bonding, as described in CFR § 200.326 Bonding requirements.

No

Any additional information evidencing community need for project

No