

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



**Section 1.1 - Applicant Information**

Legal Entity/Organization Name	ZiTEL LLC
Parent Organization	
Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity)	LLC
Primary Contact Name	Brandon Camden
Title	President
Mailing Address City, State, Zip	1123 Celebration Ave Suite 103, Moneta, VA, 24121
Phone Number	5403281970
Email	<a href="mailto:bcamden@zitel.com">bcamden@zitel.com</a>
FCC Registration Number (FRN):	"0029764370"
Data Universal Numbering System (DUNS) Number	"081215128"
Registered in the System for Award Management (SAM)	yes - 'bcamden@zitel.com'
SAM Number	DE18EXPGKKM6
SC State Vendor Number	7000324906

**Section 1.2 - Project Name/Number**

Project Number (Format XXX-XX)	ZTL-001
Project Name	ZTL-SCA-001

**Section 1.3 - Broadband Service Provider Context**

Date of Applicant's Initial FCC Form 477 Submission	December 31, 2018
Date of Applicant's Most Recent FCC Form 477 Submission	30-Jun-22
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.

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

No
No
No
No
Yes
100/20

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)

Yes
No
Yes
Yes

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

Project Start Date	January 1, 2023
Project Construction Activity Begins	April 1, 2023
Project Construction Activity Complete	October 1, 2024
Customer Premises	15040
<i>Installations Begin</i>	June 15, 2023
<i>Installations End</i>	November 15, 2023
Overall Project Completion Date	December 1, 2024
Will the project be completed within 24 months of official Notice to Proceed (NTP)?	Yes

**Section 1.7 - Project Service Area Information**

Estimated Miles of Fiber to be Installed	1315
Estimated Percentage Underground	80
Estimated Percentage Aerial	20
Number of Counties to be Impacted	6
County Names	Jasper, Beaufort, Hampton, Colleton, Bamberg, Allendale
Total Number of Census Blocks with Concentrations of K-12	785
Total number of Census Blocks in DDA's	372
Total number of Census Blocks NOT in DDA or K-12 Concentration	757
Total Number of unserved 2020 Census Blocks part of Proposed Project	1914
Total number of housing units served	14660
Total number of businesses served	294
Total number of other Public Facilities e.g. community centers, fire stations served	86
Total Structures Served	15040
Average Cost Per Structure Served	\$ 4,498.58
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

# South Carolina 2022 ARPA Grant Program Application SFRF 1.0



## Section 2.2 - Funding Details

Description	Comment	Amount
South Carolina ARPA Broadband Grant Program Funds requested		\$ 33,829,332.62
Applicant-Provided Funding		\$ 33,829,332.62
Third-Party Funding Source (if applicable)		\$ -
Total Project Cost		\$ 67,658,665.24
Percentage Funds Requested from SC Broadband Office		50%
Percentage Funds from Applicant Match		50%
Percentage Funds from Third Party Funding Source		0%

# South Carolina 2022 ARPA Grant Program

## Application SFRF 1.0



### 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

Disagree

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

# South Carolina 2022 ARPA Grant Program Application SFRF 1.0



## 4.1 - Additional Information

(max 2000 character limit per item)

Provide a Summary Narrative that describes your project

This project is designed to assist in accomplishing functional universal coverage in the SouthernCarolina Alliance economic region of South Carolina. The project area and all sections were selected through engagement activities using ORS mapping data, FCC Data, local County GIS resources, and existing ISP mapping data. Each section is considered unserved, and a high priority based on data criteria from ORS South Carolina. The project would be a new area build for Zitel fiber work and would commence in coordination with other fiber to the home work in progress.

Zitel currently has no existing infrastructure in the proposed areas. This expansion of our footprint throughout the SouthernCarolina Alliance economic region of South Carolina will join multiple areas into a large continuous service location. This will not only allow Zitel to extend service to many unserved areas, but also be able to provide better service and support to its current customer base and put us in a position to develop our coverage area to different locations with the State. For Zitel's solution all proposed areas will have new fiber optic cable built to each service location from current or future point(s) of presence or the Zitel Central Office. Zitel will have 1315 miles of new fiber construction utilizing single mode fiber either buried in the SCDOT easement or along pole attachments with various pole owners.

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

Zitel's Proposal meets the needs of the community as described in the proposals guidelines based on the fact we are a new fiber build thorough out the county, we are serving 100% of all housing units in all priority census blocks and over 80% of all housing units in unserved census blocks. Zitel's service offerings meet all minimum speed and service criteria of no less than 100/100 mbps. We are currently a participating provider with the ACP. We feel our experience with the GREAT program in NC and VATI in Virginia will meet all requirements to be eligible for the SFRF grant in South Carolina.

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.

The proposed project is not in any areas subject to any existing state or federal funding.

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

The projected take rate for this project area is 45% to 55% within one year of project completion. The projection is based on ZiTEL's experience in providing broadband in localities across the Commonwealth of Virginia and the State of North Carolina. That projection is also supported by ZiTEL's experience in its 2020 Cares Act funded project with Bedford County, VA, where the overall take rate is currently at 63%. The actions the applicants will take to reach the identified potential customers include frequent notices from both local County governments of the Region and ZiTEL indicating this upcoming project supported by the ORS of South Carolina. We will schedule at least one public meeting, in each of the counties of the SouthernCarolina Alliance to be facilitated by each local County, in or near each of the designated major sections of the project area to inform the residents about the upcoming work and answer questions. Nearer the completion of the project, we will hold meeting with various HOA organizations in the major areas, place signage, and deliver bulk mailings to the residents to encourage sign-ups and answer questions.

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

During the public meetings and HOA meeting we will have a presentation showing our route maps and footprint along with various slides explaining how fiber to the premise or home is offered. We will also allocate ample time to answer questions and concerns of citizens. As a part of our digital literacy efforts, we will spend time explaining to the public the differences in bandwidth, Speeds, and latency, and use real world examples to describe them, an example of that would be to use a water pipe example of a 2" vs 4" vs a 10" pipe to describe bandwidth. Working with the regional alliance and the local County Governments will create an "ORS American Rescue Plan Act - State Fiscal Recovery Funds" broadband page on our website to provide project status reports and post specific outreach points of contact for citizens interested in contacting ZiTEL about broadband availability near their residences and businesses. With the Assistance of the SouthernCarolina Alliance and the local County Governments, ZiTEL will help coordinate outreach efforts and promote program opportunities with schools, libraries, and other county offices that routinely correspond with the general public, including the Cooperative Extension, Recreation, Social Services Department, and select non-profits.

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.

ZiTEL has developed a strong relationship with volunteer fire and rescue squads in rural areas of Virginia and North Carolina. As usually that are centered in population clusters of rural communities, we tend to try to co-locate inside of these community buildings and provide our top tier service to the location at no cost indefinitely. ZiTEL will also broadcast public Wi-Fi at the co-located facilities (if allowed) and in any facility it acquires to facilitate office personal for the project and development of future expansion to the counties and surrounding communities. ZiTEL prides itself on becoming a partner to the local governments as we have done in other localities in Virginia and North Carolina, where applicable we will work with the county governments to provide free public Wi-Fi Access at certain Government facilities like parks, outdoor spaces, public school athletic facilities and youth sports facilities.

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



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

ZiTEL will need to locate and acquire to purchase or lease property to act as a local office in the region. This will also operate as our central office and lay down yard for equipment and materials. We have actively been pursuing pole attachment agreements with dominion power and other various co-ops and also working with the local SCDOT district offices to secure easement permitting processes and agreements in the PUE. Currently ZiTEL does not offer a television product, but we have plans to develop that in 2023 or 2024, if that comes to pass we will pursue a local franchise ordinance with each local county government as required.

Will the Project deliver broadband in the approved Project Service Area that meets or exceeds symmetrical download and upload speeds of 100/100 Mbps?

Yes

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.

Explain how the Applicant will consult with the community in the Project Service Area on the general affordability needs of the target markets.

The project will have a significant benefit by making high quality broadband available to a lot of communities that are considered distressed and with a population that is primarily low to moderate income. The broadband digital equity and inclusion programs made available to LMI households would not be limited to the estimated number of households at the time of application; instead, LMI households would be deemed eligible on a rolling basis throughout the duration of the project. All service offerings made available through this project will be eligible for the federal affordability connectivity programs (ACP) available to LMI households. For the life of the project ZiTEL will provide service drops to all locations within the project area, up to 1000', for no charge and will provide no charge for service installation. For drops lengths above 1000' we offer the ability to contract to a 24/36/48 month contract to gain a free drop installation with a small cost to cover a percentage of the drop cost per month, meaning there will never be any upfront costs to any household, including LMI households at the time of installation. In order to ensure that high quality broadband is available for free to all LMI households that qualify for the ACP, we have a \$29.99 service that is available to ACP qualified customers. This service is a 50/50mbs drop with free equipment and installation that will ensure, with the \$30 ACP reimbursement, all qualified households will have access to free broadband. For decades digital technology equity, more specifically the lack thereof, has negatively impacted minority students, low-income families, and rural student populations in disproportionate numbers. If our project is approved, the County and respective ISP partners will each engage in extensive community outreach efforts, identifying low-to moderate-income households to ensure they know to take advantage of affordably priced, high-quality broadband.

<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>	
<p></p>	
<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>	

# South Carolina 2022 ARPA Grant Program Application SFRF 1.0



## 5.1 - Project Sponsors

Entity Name	SouthernCarolina Alliance
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	non-profit
Role within proposed project	sponsor
Primary Contact Name	John Fleming
Title	COO
Mailing Address City, State, Zip	201 Lee Ave Hampton, SC 29924
Phone Number	803-541-0023
Email	<a href="mailto:sca@southerncarolina.org">sca@southerncarolina.org</a>

## 5.2 - Project Sponsors

Entity Name	
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	
Role within proposed project	
Primary Contact Name	
Title	
Mailing Address City, State, Zip	
Phone Number	
Email	

### **5.3 - Project Sponsors**

Entity Name  
Entity Type  
(e.g. Corporation, non-profit, cooperative, governmental entity)  
Role within proposed project  
Primary Contact Name  
Title  
Mailing Address City, State, Zip  
Phone Number  
Email


### **5.4 - Project Sponsors**

Entity Name  
Entity Type  
(e.g. Corporation, non-profit, cooperative, governmental entity)  
Role within proposed project  
Primary Contact Name  
Title  
Mailing Address City, State, Zip  
Phone Number  
Email


# South Carolina 2022 ARPA Grant Program Application SFRF 1.0



## **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*

No

*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.

Yes

Any additional information evidencing community need for project

Yes