

# South Carolina 2023 ARPA Grant Program Application CPF 1.0



## Section 1.1 - Applicant Information

Legal Entity/Organization Name	OPEN FIBER USA, INC
Parent Organization	N/a
Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity)	Corporation
Primary Contact Name	Lance van der Spuy
Title	Chief Financial Officer
Mailing Address City, State, Zip	6000 Fairview Road, Suite 620, Charlotte, NC 28210
Phone Number	470-807-0922
Email	lance@openfiberusa.com

## Section 1.2 - Project Name/Number

Project Number (Format XXX-XX)	SC01-2024
Project Name	Anderson
Project Priority (1-5, 1 serving as highest priority for applicant)	1

## Section 1.3 - Broadband Service Provider Context

Date of Applicant's Initial FCC Submission	May 11, 2022
Date of Applicant's Most Recent FCC Submission	May 11, 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.

Will all structures be served with the same technology type?

Estimated Miles of Fiber to be Installed

Estimated Percentage Underground

Estimated Percentage Aerial

Fiber to the Premises Minimum Sustainable Download/Upload Speeds 100/100 Mbps	
Yes	
	36.40
	80.00%
	20.00%

**Section 1.5 - Project Timeline**  
**(Maximum Timeline Allotted is 24 months)**

Project Start Date

Project Construction Activity Begins

Project Construction Activity Completion

**Customer Premises**

*Initiation of Operations (premise installations begin)*

Overall Project Completion Date

Will the project be completed within

24 months of official Notice to Proceed (NTP)?

	November 10, 2023
	January 8, 2024
	August 30, 2024

	February 1, 2024
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	August 30, 2024
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	Yes
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**Section 1.6 - ESA Project**

Does this project include a Main Street Eligible Service Area? (YES/NO)

	No
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**Section 1.7 - Low Cost Plan**

**(Must be a minimum of 100/20 Mbps)**

What Download/Upload speed is offered in your low cost residential plan? (Example 100/20)

What is the monthly cost of the plan?

Does the above speed tier include unlimited data? (YES/NO)

Is a Consumer-based Contract Required? (YES/NO)

Is the pricing fixed? (YES/NO)

If no, what's the duration?

	250/250 Mbps
	\$55
	Yes
	No
	No
	12 months

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## Section 2.1 - Project Construction Costs

### Section 2.2 - In-kind Match (for Main Street Projects only)

Type	Description	Qty	Rate	Amount
In-Kind Match		0	0	
In-Kind Match		0	0	
In-Kind Match		0	0	
In-Kind Match		0	0	
In-Kind Match		0	0	
In-Kind Match		0	0	
In-Kind Match		0	0	
Total				\$ -

Total Project Cost and In-Kind Match	#REF!
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## Section 2.3 - Funding Details

Description	Comment	Amount
South Carolina ARPA Broadband Grant Program Funds requested		\$ 2,966,338.47
Applicant-Provided Funding		\$ 2,427,004.20
Third-Party Funding Source (if applicable) - List Source		\$ -
In-Kind Match (for Main Street Projects only)		\$ -
Total Project Cost		\$ 5,393,342.67
Percentage Funds Requested from SC Broadband Office		55.00%
Percentage Funds from Applicant Match		45.00%
Percentage Funds from Third Party Funding Source		0.00%
Percentage Funds from In-Kind Match		0.00%

ADJUST APPLICANT PROVIDED  
FUNDING AMOUNT TO GET  
WHOLE PERCENTAGES ONLY

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## Section 3.1 Confirmations

Applicant participates in the Affordable Connective Program (ACP) and will participate in the ACP (or its successor) for the life of ACP for the Project Area.

Agree

Applicant will provide at least one low-cost residential option without data usage caps at a minimum speed of 100/20 for a documented period of time.

Agree

The Project will comply with the requirements set forth in ARPA, South Carolina Act No. 244 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, including covered telecommunication and video surveillance services or equipment provided or produced by entities owned or controlled by the People's Republic of China and telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

Agree

The Applicant, to the extent practicable and consistent with applicable law under the award, will provide a preference for the procurement or use of goods, products, or materials produced in the United States as described in 2 C.F.R. 200.322 and Executive Order 14005 Ensuring the Future is Made in All by All of America's Workers (January 25, 2021).

Agree

Applicant will not use ARPA funds to modernize cybersecurity for existing and new broadband networks.

Agree

The Project includes pre-project Engineering uses or costs

Agree

If Yes to above, the pre-development Engineering uses or costs will be (1) tied to an eligible broadband project or reasonably expected to lead to such a project; (2) necessary for the efficient and timely performance of eligible Projects; and (3) incurred after March 15, 2021, but prior to execution of the Grant Agreement.

Agree

Applicant will encourage its employees, contractors, and subcontractors to adopt and enforce on-the-job seat belt policies and programs for their employees when operating company-owned, rented or personally owned vehicles pursuant to Executive Order 13043, 62 FR 19217 (April 8, 1997).

Agree

Applicant will encourage its employees, contractors, and subcontractors to adopt and enforce policies that ban text messaging while driving.

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 except item 1)

Provide a Summary Narrative that describes your project.

**This narrative must be unique for each project and discuss this project only. Refrain from discussing rates, structure counts, estimated dates, work that occurred in the past, or the Company's history of providing Broadband service. Limit 750 Characters.**

Open Fiber is undertaking a transformative project in Anderson, focused on expanding broadband connectivity. By deploying 10GB-ready fiber optic infrastructure, we will connect homes, businesses, community organizations, and public institutions in Anderson. This addresses the increasing need for reliable, high-speed Internet access, bridging the digital divide by extending service to priority, unserved, and underserved areas. Our skilled technicians and engineers will ensure seamless installation and activation of the network.

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

Our project responds to the needs of the Anderson community in several ways. The project will enhance public safety through facilitating communication between community members and emergency services and expanding the deployment of security cameras. It will promote community engagement, enabling collaboration and participation in civic activities. The project will attract businesses, encourage entrepreneurship, and support online commerce, stimulating the local economy. By extending high-speed Internet access to priority, unserved, and underserved areas, we will provide equal opportunities for all residents. Furthermore, this project will support expanded telehealth services to the community, promoting equitable healthcare access.

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.

Not in an existing federal or state funded commitment area

Describe your plans or programs you will implement to improve adoption in the community described in this proposal.

We will conduct a door-to-door campaign to promote our high-speed Internet service. Our local sales staff from the Anderson community will visit each structure in the project area to explain benefits of our broadband service, answer questions occupants may have, seek the structure owner's permission to install a fiber connection from the street to their structure (a fiber-ready box on the structure) for free without any commitment to enroll in service, and recruit subscribers to the service. Sales staff will leave door hangers that announce the upcoming service and more information about it. Owners who choose to have Open Fiber extend fiber from the street to their structures gain an instant benefit from the consequent increased property resale value even if they do not subscribe to the service. In addition, we will implement our Keep It in the Community program of neighborhood champions for our high-speed Internet service.

Describe your plans or programs you have developed and will implement to increase digital literacy, for example, support through online training, for this project?

When our local staff install equipment and activate service for new subscribers, they will provide one-on-one personalized support, training, and education about how to use the high-speed Internet service. Additionally, we will also direct subscribers to helpful online resources for building digital literacy in printed materials and on our website. Furthermore, in providing service to public and community anchor institutions, such as libraries and youth serving organizations, we will foster safe spaces for families to become adept Internet users as they connect and learn. All of our initiatives to improve adoption of high-speed Internet service will also involve informal efforts to increase digital literacy. Training and Workshops: Sessions empower residents with digital skills, including internet usage, online safety, and accessing resources.

Local Staff: Hiring and training staff familiar with the community's needs provide personalized support and assistance.

Community Outreach: Collaborating with local organizations, schools, and community centers through information booths, partnerships, and classes.

These initiatives address concerns, provide education, and foster community ownership for improved adoption rates.

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

We will work with local government and community organizations to identify five suitable central or community locations where the provision of free public Wi-Fi would have the most significant impact on improving access. We will determine the duration of the free public Wi-Fi service in consultation with relevant stakeholders, considering the sustainability and long-term viability of the initiative, but we anticipate the duration will be at least one year.

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.

N/a

Explain how the Applicant will consult with the community in the Project Area on the general affordability needs of the target markets.	
We will educate community residents about the Affordable Connectivity Program (ACP) administered by the federal government and how low-income households can get a \$30 discount on their high-speed Internet service through this program. We will direct prospective subscribers who believe they may be eligible to the ACP web site so they can apply to the program. The \$30 discount provided by the ACP will make our low cost plan, normally \$55 per month, only \$25 per month.	
What network resiliency strategies will be leveraged to ensure facilities remain operational?	
We will build redundant lines to the whole project area to ensure continuous service and maintain field service teams on standby 24 hours a day, seven days a week to resolve any exceptional interruptions in service quickly.	
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.	Yes
If no to above, explain.	
N/a	
If awarded, will the Grant funds be used to overbuild another existing broadband provider or to reimburse expenses related to overbuilding another broadband provider?	Yes
If yes to above, explain.	
We will not overbuild another fiber provider, but we will overbuild providers with outdated technology that will not future proof Anderson area. The overbuild will be to provide users with non symmetrical speeds access to faster, more reliable semetrical upload and download speeds.	



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## 5.1 - Project Sponsors

Entity Name	Upstate SC Alliance
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Economic Development
Primary Contact Name	John Lummus
Title	President and CEO
Mailing Address City, State, Zip	3 Research Drive, Suite 230, Greenville, SC, 29607
Phone Number	864-283-2300
Email	<a href="mailto:jlummus@upstatealliance.com">jlummus@upstatealliance.com</a>

## 5.2 - Project Sponsors

Entity Name	The Link
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Economic development
Primary Contact Name	Jay Schwedler
Title	President and CEO
Mailing Address City, State, Zip	10 East Liberty Street, Sumter, SC, 29150
Phone Number	1-800-888-7926
Email	<a href="mailto:info@thelinks.com">info@thelinks.com</a>

**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


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## 6.1 - Attachment Checklist

(Please attach the following items to application)

### GIS Shapefiles

*Proposed 2020 Census Blocks*

Yes

*Proposed Fiber/Cable Lines*

Yes

*Proposed Structures Served by Type*

Yes

*Existing ~~Fiber/Cable Lines~~ Network Junctions*

Yes

Signed affidavit certifying grant application is complete and accurate

Yes

Proof of funding related to proposed project or non-cash support, provide associated documentation e.g. yearly financial reports, bank statement, etc.

Yes

Letters of support and strategic partnerships

Yes

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

Yes

Certificates of Insurance

Yes

Main Street Work Plan

No

Any additional information evidencing community need for project

No