

South Carolina 2024 ARPA Grant Program Application SLFRF 3.0



Section 1.1 - Applicant Information

Legal Entity/Organization Name	Lumos Fiber of South Carolina, LLC
Parent Organization	Gridiron Fiber Corp.
Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity)	Corporation
Primary Contact Name	Andrew Stevenson
Title	Director, Market Development
Mailing Address City, State, Zip	4100 Mendenhall Oaks Pkwy, Ste. 300, High Point, NC 27265
Phone Number	336-821-8801
Email	andrew.stevenson@lumosfiber.com
Secondary Contact Name	Tim Pressley
Title	Manager, External Affairs
Mailing Address City, State, Zip	4100 Mendenhall Oaks Pkwy, Ste. 300, High Point, NC 27265
Phone Number	336-821-8650
Email	tim.pressley@lumosfiber.com
FCC Registration Number (FRN):	33889254
Registered in the System for Award Management (SAM) - (Yes/No)	Yes
Unique Entity ID (UEI) Number	JG8NZC21L96
Federal Tax ID Number	38-4257201
SC State Vendor Number	7000342305

Section 1.2 - Project Name/Number

Project Number (Format XXX-XX)	LUM-01
Project Name	Lumos-Spartanburg County ARPA 3.0
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	March 1, 2024
Date of Applicant's Most Recent FCC Submission	1-Mar-24
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?	Fiber to the Premises Minimum Sustainable Download/Upload Speeds 100/100 Mbps
Estimated Miles of Fiber to be Installed	43
Estimated Percentage Underground	70.00%
Estimated Percentage Aerial	30.00%

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

Project Start Date	July 1, 2024
Project Construction Activity Begins	February 1, 2025
Project Construction Activity Completion	June 30, 2026
Customer Premises <i>Initiation of Operations (premise installations begin)</i>	May 1, 2025
Overall Project Completion Date	June 30, 2026
Will the project be completed within 24 months of official Notice to Proceed (NTP)?	Yes

Section 1.6 - 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)	200/200
What is the monthly cost of the plan?	\$ 50.00
Does the above speed tier include unlimited data? (YES/NO)	Yes
Is a Consumer-based Contract Required? (YES/NO)	No
Duration of Low-Cost Plan (Post Construction)	0 years

Section 1.7 - Free Public Wi-Fi

Will a new Free Public Wi-Fi location(s) be added? Free Public Wi-Fi is a location where anyone can access the Wi-Fi network at no cost 24/7, 365 days. Wi-Fi location needs to be in county or counties applied for.	Yes
If yes, how many locations will be added?	3
If yes, specify the duration the applicant will offer this service.	3 years

Section 1.8 - Network Resiliency

Indicate if any of the Network Resilient Items will be implemented in the project area.

Ensure power redundancy with DC Battery/Diesel/Gas Generator Backup from temporary power loss at premise, Network Operations Center (NOC), and OLTs.	Will Implement
Ensure OLTs have divergent paths to redundant upstream equipment.	Will Implement
Configure OLTs on a fiber ring so the network may continue operation if fiber is cut and/or damaged.	Will Implement
Establish an Emergency Action Plan (EAP).	Will Implement
Conduct readiness drills and tabletop exercises leveraging the EAP, document lessons learned and update the EAP based upon findings.	Will Implement
Deploy facilities underground as opposed to aerial to minimize impacts of downed utility poles from hurricanes, tornadoes, and vehicle accidents occurring in rights of way.	Will Implement
Diversify connectivity by including more than a single tier-one provider as an access point to the Internet through the ISP's network.	Will Implement
Maintain field service teams and spare equipment on standby before, during, and after major weather events and enact mutual assistance agreements, if appropriate.	Will Implement
Conduct regular site inspections for encroachments, damaged facilities, susceptible facilities or other threats through field reconnaissance and windshield surveys on facilities.	Will Implement
Elevate OLTs above base flood elevations in mapped floodplains and associated flood-prone areas.	Will Implement

South Carolina 2024 ARPA Grant Program Application SLFRF 3.0



Section 2.2 - Funding Details

Description	Comment	Amount
South Carolina ARPA Broadband Grant Program Funds requested		\$ 881,454.19
Applicant-Provided Funding		\$ 846,887.36
Third-Party Funding Source (if applicable)		\$ -
Total Project Cost		\$ 1,728,341.55
Percentage Funds Requested from SC Broadband Office		51%
Percentage Funds from Applicant Match		49%
Percentage Funds from Third Party Funding Source		0%

ADJUST APPLICANT
PROVIDED FUNDING
AMOUNT TO GET WHOLE
PERCENTAGES ONLY

South Carolina 2024 ARPA Grant Program Application SLFRF 3.0



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 for a disclosed 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.

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 Feb. 1, 2024, and December 31, 2026 and expended to cover such obligations by December 31, 2026.

Select one

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 2024 ARPA Grant Program Application SLFRF 3.0



4.1 - Additional Information

(max 2000 character limit per item)

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.

The project will expand FTTP broadband infrastructure (XGS-PON) and symmetrical multi-gigabit fiber internet services to unserved and underserved homes, students, and small businesses in the communities Cowpens, Greer, Lyman, Spartanburg, Wellford, Arcadia, Camp Croft, Fairforest, Roebuck, Saxon, Startex, and Southern Shops, as well as unincorporated parts of the County. The project will impact families served by Spartanburg County Schools Districts 3, 5, 6, and 7. Lumos' 100% Fiber Optic network will bring reliable, high-speed internet service to these communities, empowering families and small businesses with enhanced digital experiences as the first fiber-optic internet provider for many in the project area.

Describe how your proposal meets the needs of the community to be served as described in the "Guidelines." **Refrain from discussing rates, structure counts, estimated dates, work that occurred in the past, or the Company's history of providing Broadband service. Limit 500 Characters (including spaces).**

The community will benefit by gaining access to affordable internet services providing symmetrical multi-gigabit speeds capable of supporting multiple connected devices and high-bandwidth applications without lagging. Internet access is a necessity for full participation in today's society including searching and applying for jobs, working from home, online and remote education for students of all ages, telehealth applications, and various entertainment platforms.

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 applicable.

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

Lumos is committed to making the internet accessible for everyone. That's why we offer a range of plans to fit consumers' needs and budgets. Plus, to help users stay connected for less, we're proud to participate in the FCC's Affordable Connectivity Program where eligible households may save up to \$30 per month on any Lumos Fiber Internet plan. We use various methods to increase awareness and adoption of Lumos Fiber Internet services such as press releases, direct mail, door hangers, yard darts, online and radio advertising, door-to-door sales, field marketing outreach at community events, and groundbreaking and ribbon-cutting celebrations. Our regular engagement with local officials and involvement with local Chambers of Commerce are important ways we increase awareness of the Lumos brand and maintain good relations with the community. We're committed to providing customers with regional customer service and technical support 24 hours a day, 365 days a year. If you have a question or a problem, you're never without help. Additionally, with Lumos Total Home Wi-Fi you can enjoy a worry-free experience, from professional installation to ongoing support and management. We're here to remotely monitor, manage, and troubleshoot any issues along the way managed by our expert and regionally based customer service team that has above average net promoter ratings.

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

Lumos has a history of partnering with local governments and non-profits on programs that support digital literacy. For example, we recently made a monetary donation to a Spartanburg County based children's home for a technology tutor. Lumos' VP of Market Development, Derek Kelly, sits on the board of the Kramden Institute, a North Carolina based non-profit that refurbishes computers and offers technology training for underserved members of the community. Kramden has recently expanded their offerings to South Carolina and so we will continue to support Kramden's efforts there to help close the digital divide. In addition, the Lumos Market Development and Field Marketing teams will go into the communities we serve to meet and engage with community members by giving presentations at city and county council meetings and setting up information booths at community gatherings and festivals, for example. Through this engagement we will learn firsthand about the needs of the community with respect to broadband access and affordability, and in turn we will provide resources about the solutions we provide. From a customer service standpoint we are committed to providing our customers with top-of-the-line regional customer service and technical support 24 hours a day, 365 days a year. If customers have a question or a problem, you're never without help.

Will the Project deliver broadband in the approved Project 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 Area on the general affordability needs of the target markets.

Lumos is committed to providing reliable and accessible (affordable) multi-gigabit internet services in the communities we serve, and there are a number of ways we stay engaged with local leaders, the business and non-profit communities, and residents directly. This approach helps us stay informed on a wide range of local needs, including the challenges around affordability of service. We meet and maintain regular communications with the administrators and staff of the counties, cities, and towns we serve. We are active in local Chambers of Commerce, which provide opportunities for our team members to interact with diverse businesses and non-profits and to receive different perspectives and insights from the local community. Our field marketing team and door-to-door sales team, for example, interact directly with residents in our service area. Through these opportunities we receive great feedback about the pricing and affordability of our services, which we take under advisement when marketing our services. Lumos is expanding to [Spartanburg County] as a new service provider to the area, which will enhance technology and pricing competition, benefiting consumers. As mentioned previously, we are proud to participate in the FCC's Affordable Connectivity Program where eligible households may save up to \$30 per month on any Lumos Fiber Internet plan. We offer a low-cost 200/200 Mbps plan for \$50 for all customers. Our intent is to always offer a low-cost plan to meet the affordability needs of our customers.

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.

No

If no to above, explain.

Our project will comply with items (1) and (2) above, but not item (3) since we are a privately held company.

If awarded, will the Grant funds be used to overbuild another existing broadband provider or to reimburse expenses related to overbuilding another broadband provider?

No

If yes to above, explain.

South Carolina 2024 ARPA Grant Program Application SLFRF 3.0



5.1 - Project Sponsors

Entity Name	Spartanburg School District 3
Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Advocate
Primary Contact Name	Dr. Julie Fowler
Title	Superintendent
Mailing Address City, State, Zip	PO Box 267, 3535 Clifton Glendale Rd, Glendale SC, 29346
Phone Number	864-279-6000
Email	jfowler@spartanburg3.org

5.2 - Project Sponsors

Entity Name	Spartanburg School District 5
Entity Type (e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Advocate
Primary Contact Name	Randall R. Gary
Title	Superintendent
Mailing Address City, State, Zip	PO Box 307, 100 N. Danzler Rd, Duncan SC, 29334
Phone Number	864-439-0051
Email	Randall.Gary@spart5.net

5.3 - Project Sponsors

Entity Name	Spartanburg County
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Advocate; permit approvals
Primary Contact Name	Earl Alexander
Title	Deputy County Administrator
Mailing Address City, State, Zip	PO Box 5666, Spartanburg, SC 29304
Phone Number	864-596-2526
Email	ealexander@spartanburgcounty.org

5.4 - Project Sponsors

Entity Name	OneSpartanburg Inc.
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Non-profit
Role within proposed project	Advocate
Primary Contact Name	Katherine O'Neill
Title	Chief Economic Development Officer
Mailing Address City, State, Zip	105 N. Pine St, Spartanburg, SC 29302
Phone Number	864-595-5000
Email	koneill@onespartanburginc.com

South Carolina 2024 ARPA Grant Program Application SLFRF 3.0



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

Proposed 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

Any additional information evidencing community need for project

No