South Carolina 2023 ARPA Grant Program
Application CPF 1.0

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

Section 1.2 - Project Name/Number

Project Number (Format XXX-XX)	LUM-01
Project Name	Lumos Fiber Spartanburg County 2023
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	June 30, 2022
Date of Applicant's Most Recent FCC Submission	December 31, 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.	Fiber to the Premises Minimum Sustainable Download/Upload Speeds 100/100 Mbps
Will all structures be served with the same technology type?	Yes
Estimated Miles of Fiber to be Installed	74.5 miles
Estimated Percentage Underground	100.00%
Estimated Percentage Aerial	0.00%

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

Project Start Date	December 1, 2023
Project Construction Activity Begins	April 1, 2024
Project Construction Activity Completion	November 28, 2025

Customer Premises

Initiation of Operations (premise installations begin)	July 1, 2024
Overall Project Completion Date	November 28, 2025
Will the project be completed within 24 months of official Notice to Proceed (NTP)?	Yes

Section 1.6 - ESA Project

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

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)	100/100 for ACP qualifying customers, 200/200 for all customers.
What is the monthly cost of the plan?	100/100: $30 for ACP qualifying customers for the lifetime of ACP. 200/200: $40 for all customers for at least 12 months.
Does the above speed tier include unlimited data? (YES/NO)	Yes
Is a Consumer-based Contract Required? (YES/NO)	No
Is the pricing fixed? (YES/NO)	Yes
If no, what's the duration?	

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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				$ -
In-Kind Match				$ -
In-Kind Match				$ -
In-Kind Match				$ -
In-Kind Match				$ -
In-Kind Match				$ -
In-Kind Match				$ -
Total				$ -

Total Project Cost and In-Kind Match	#REF!

Section 2.3 - Funding Details

Description	Comment	Amount
South Carolina ARPA Broadband Grant Program Funds requested		$ 1,623,762.00
Applicant-Provided Funding		$ 1,175,828.00
Third-Party Funding Source (if applicable) - List Source		$ -
In-Kind Match (for Main Street Projects only)		$ -
Total Project Cost		$ 2,799,590.00
Percentage Funds Requested from SC Broadband Office		58.00%
Percentage Funds from Applicant Match		42.00%
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	Disagree
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.	Select one

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

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.
Our proposed project will expand FTTP broadband infrastructure (XGS-PON) and symmetrical multi-gigabit fiber internet services to homes and small businesses unserved and underserved in the following communities of Spartanburg County: Cowpens, Duncan, Greer, Inman, Lyman, Moore, Roebuck, Spartanburg, Startex, and Wellford. The project will require the deployment of 74.5 miles of fiber, plus the electronics and distribution network. Lumos' 100% Fiber Optic network will bring reliable, high-speed internet service to these ten communities, empowering families and small businesses with enhanced digital experiences as the first fiber-optic internet provider for many.
Describe how your proposal meets the needs of the community to be served as described in the "Guidelines."
The proposed project will result in the expansion of high-speed broadband infrastructure and symmetrical multi-gigabit fiber internet services to homes and small businesses in nine communities of Spartanburg County, that are unserved or underserved by broadband services. Specifically, the project will impact 12 priority census blocks (CBs) with no current ISP, six priority CBs designated as Difficult Development Areas by HUD, 18 non-priority unserved CBs, 91 non-priority partially served CBs, 118 BSLs that responded affirmatively to the "I Need Internet Survey," and 470 BSLs in Spartanburg School District 3. Lumos supports South Carolina's universal service broadband requirement and will serve all existing broadband serviceable locations in each census block in our proposal with accessible (affordable) and reliable 100% Fiber Optic Internet. Accessible and reliable high-speed broadband infrastructure and services are critical for basic needs, such as telehealth, education and telework. Students will benefit from Lumos' 100% Fiber Optic Network that enables the symmetrical multi-gigabit download and upload speeds essential for online learning and education applications of today and tomorrow. All residents should have fast, equitable and reliable connectivity. This project will provide such connectivity to unserved and underserved areas prioritized by the State. The network design provides a 100% fiber optic pathway capable of future upgrades through the electronics within the network and the media converters at the subscriber premises. Our fiber network is built from the ground up, backed by regional, expert customer service representatives who are available to ensure that the homes and small businesses impacted by this project get connected and stay connected.
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 your plans or programs you will 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, or even qualify for free service when paired with our $30 100/100 Mbps offering. 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 will implement to increase digital literacy, for example, support through online training, for this project?
As a relatively new service provider in South Carolina, Lumos is interested in exploring opportunities with local governments and non-profits to partner on programs that support digital literacy. In particular, we would be interested in providing resources in a train-the-trainer type framework. Generally, we are open to getting creative with our public-private partnerships. Lumos' VP of Market Development Derek Kelly sits on the board of the Kramden Institute in North Carolina which refurbishes old computers for those in need and offers digital literacy classes. In addition, we have embraced efforts such as working with an NC start up, Invenire, to create virtual experiences for small museums, allowing students from across the state and elsewhere to experience local history without getting on a bus. These are just a couple of examples of our partnerships through which we cater to individual localities. We are interested in hearing from local communities about their specific needs and addressing them accordingly. 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.

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.
Lumos is committed to making the internet accessible for everyone. We have been in communications with representatives from Spartanburg County, City of Spartanburg, and Town of Cowpens about providing free public Wi-Fi in a mutually agreed upon central or community location such as a park as this would be consistent with our operations in other cities and towns in South Carolina and our other states. We would be willing to offer such service for five years for up to three parks in Spartanburg plus an additional one in Cowpens. We are currently waiting on a prioritized list of parks, or other locations, from the localities and will finalize those sites prior to executing grant contract.

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.
Not applicable

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, or even qualify for free service when paired with our $30 100/100 Mbps offering. We offer a low-cost 200/200 Mbps plan for $40 for all customers. Our intent is to always offer a low-cost plan to meet the affordability needs of our customers.

What network resiliency strategies will be leveraged to ensure facilities remain operational?
Lumos implements multiple strategies to maintain reliable service. Redundant links in the core network and ethernet ring topologies in the access network allow traffic to be rerouted in the event of a fiber cut or network element failure. We maintain physically and geographically diverse upstream internet connections from multiple providers to protect against individual provider outages. Lumos utilizes redundant network hardware, either in the form of card/module redundancy or multi-chassis. Lumos also maintains an inventory of spare equipment in order to quickly replace any failures in the network. Our Network Operations Center provides 24x7 network monitoring using alarms and other methods to proactively investigate, identify, and dispatch in the event of a network issue. Lumos constantly monitors the connections on its network in the aggregate to determine the rate of utilization. Based on this monitoring, Lumos proactively increases capacity by adding Fiber Optic nodes, transport, aggregation routers, and bandwidth.

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.
Not applicable

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5.1 - Project Sponsors

Entity Name	City of Spartanburg
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Governmental entity
Role within proposed project	Permit approvals; advocate
Primary Contact Name	Chris Story
Title	City Manager
Mailing Address City, State, Zip	145 W. Broad Street, Spartanburg, SC 29306
Phone Number	864-596-2712
Email	cstory@cityofspartanburg.org

5.2 - Project Sponsors

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

5.3 - Project Sponsors

Entity Name	OneSpartanburg Inc.
Entity Type (.e.g. Corporation, non-profit, cooperative, governmental entity)	Non-profit
Role within proposed project	Advocate; partner (non-financial)
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

5.4 - Project Sponsors

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

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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	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	Yes