

## AMENDMENT TO FINANCIAL ASSISTANCE AWARD

**AWARD NUMBER**  
13-08-I2210

**CFDA NO. AND NAME**

11.031 - Broadband Infrastructure Program

**PROJECT TITLE**

Broadband Build Out in County of Lumpkin

**RECIPIENT NAME**

Lumpkin, County of

**AMENDMENT NUMBER**

1

**STREET ADDRESS**

99 Courthouse Hill Suite H

**EFFECTIVE DATE**

**CITY, STATE ZIP**

Dahlonega, GA 30533-5041

**EXTEND PERIOD OF PERFORMANCE TO  
(IF APPLICABLE)**

COSTS ARE REVISED AS FOLLOWS:	PREVIOUS ESTIMATED COST	ADD	DEDUCT	TOTAL ESTIMATED COST
<b>FEDERAL SHARE OF COST</b>	\$8,154,539.00	\$0.00	\$4,918,341.00	\$3,236,198.00
<b>RECIPIENT SHARE OF COST</b>	\$4,640,909.00	\$0.00	\$2,705,064.00	\$1,935,845.00
<b>TOTAL ESTIMATED COST</b>	\$12,795,448.00	\$0.00	\$7,623,405.00	\$5,172,043.00

**REASON(S) FOR AMENDMENT**

This amendment hereby approves 1) the descoping of census blocks to eliminate duplication of funding in accordance with Specific Award Conditions (SAC) #17 No Duplication of Funding and #18 No Overbuilds with Federal Funding; 2) reprogramming of funds, reducing this award by \$7,623,405; and 3) revisions of SAC #3 NTIA Program Contact Information, SAC #7 Period of Performance and Funding Limitations, and SAC #20 Federal and Non-Federal Cost Sharing.

All other terms and conditions remain in effect.

This Amendment Document (Form CD-451) signed by the Grants Officer constitutes an Amendment of the above-referenced Award, which may include an obligation of Federal funding. By signing this Form CD-451, the Recipient agrees to comply with the Amendment provisions checked below and attached, as well as previous provisions incorporated into the Award. If not signed and returned without modification by the Recipient within 30 days of receipt, the Grants Officer may unilaterally withdraw this Amendment offer and de-obligate any associated funds.

SPECIFIC AWARD CONDITION(S)

LINE ITEM BUDGET

OTHER(S)

**SIGNATURE OF DEPARTMENT OF COMMERCE GRANTS OFFICER**

Mercedes Ernest Martinez

MERCEDES ERNEST MARTINEZ

Digitally signed by MERCEDES ERNEST MARTINEZ  
Date: 2022.08.16 18:41:50 -04'00'

**DATE**

**TYPED NAME, TYPED TITLE, AND SIGNATURE OF AUTHORIZED RECIPIENT OFFICIAL**

**DATE**

Award Number: 13-08-I2210, Amendment Number 1

Federal Program Officer: Emily You

Requisition Number: BIP2216

Employer Identification Number: 586000857

UEI Number: KXJCT7D54GD8

Recipient ID: 1329258

Requestor ID: 1329258

**Award ACCS Information**

Bureau Code	FCFY	Project-Task	Org Code	Obj Class	Obligation Amount
61	2022	4844003-000	06-00-0000-00-00-00-00	41-19-00-00	\$-4,918,341.00

**Award Contact Information**

Contact Name	Contact Type	Email	Phone
Mrs. Abby C Branan	Administrative	abby.branan@lumpkincounty.gov	706-482-2554

**NIST Grants Officer:**

Mercedes Ernest Martinez  
100 Bureau Drive, MS 1650  
Gaithersburg, MD 20899-1650  
(301) 975-0000

**NIST Grants Specialist:**

LaJuan Howard  
100 Bureau Drive, MS 1650  
Gaithersburg, MD 20899-1650  
(301) 975-0000

NIST Financial Assistance Award Number: 13-08-I2210

Amendment: 01

Recipient: County of Lumpkin

**NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY  
BROADBAND INFRASTRUCTURE PROGRAM  
FINANCIAL ASSISTANCE  
SPECIFIC AWARD CONDITIONS**

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**3. (REVISED) NTIA Contact Information:**

**Federal Program Officer**

Emily You

National Telecommunications and Information Administration

US Department of Commerce

1401 Constitution Ave., NW

Washington, DC 20230

Email: [eyou@ntia.gov](mailto:eyou@ntia.gov)

**7. (REVISED) Period of Performance and Funding Limitations:**

The period of performance and budget incorporated into this award cover a **1-year** period of performance and provide for a maximum total amount of **\$3,236,198** in Federal funding. This award is being fully funded via this award action.

The maximum amount of NIST funding in support of this award will not exceed the amount specified in the award documents, unless otherwise amended in writing by the NIST Grants Officer. The Department of Commerce is not liable for any obligations, expenditures, or commitments which involve any amount in excess of the Federal funds being made available pursuant to this award.

**20. (REVISED) Federal and Non-Federal Cost Sharing:**

Pursuant to this award, NIST hereby approves the voluntary committed non-federal cost share in the amount of **\$1,935,845** per the proposal's budget on the part of the recipient and becomes a binding requirement under subject award (*see* definition of "voluntary committed cost sharing" in 2 C.F.R. 200.1) . The cost sharing ratio for this award is **62.57%** Federal share and **37.43%** Non-Federal share. See 2 CFR §200.306 and Department of Commerce Financial Assistance Standard Terms and Conditions, Section B.03 for the treatment of cost sharing.

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**End of Specific Award Conditions**

Confidential per Ga. Code Ann. § 50-18-72(a)(34); See also 5 U.S.C.S. § 552(b)(4).

**APPLICANT'S NAME**

OMB Approval No. 0348-0041

**BUDGET INFORMATION - Construction Programs**

NOTE: Certain Federal assistance programs require additional computations to arrive at the Federal share of project costs eligible for participation. If such is the case, you will be notified.

COST CLASSIFICATION	a. Total Cost	b. Costs Not Allowable for Participation	c. Total Allowable Costs (Columns a-b)
1 Administrative and legal expenses			\$
2 Land, structures, rights-of-way, appraisals, etc.			\$
3 Relocation expenses and payments			\$
4 Architectural and engineering fees			\$
5 Other architectural and engineering fees			\$
6 Project inspection fees			\$
7 Site work			\$
8 Demolition and removal			\$
9 Construction			\$
10 Equipment			\$
11 Miscellaneous			\$
12 SUBTOTAL			\$
13 Contingencies			\$
14 SUBTOTAL			\$
15 Project (program) income			\$
16 TOTAL PROJECT COSTS (subtract #15 from #14)	\$5,172,043		\$5,172,043.00

**FEDERAL FUNDING**

17 Federal assistance requested, calculated as follows: (Consult Federal agency for Federal percentage share.) Enter the resulting Federal share.	Enter eligible costs from line 16c Multiply X <u>63</u> %	\$ 3,236,198
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Confidential per Ga. Code Ann. § 50-18-72(a)(34); See also 5 U.S.C.S. § 552(b)(4).

## **Project Narrative – Updated 06.07.2022**

**Note: The revised budget now includes a 10% increase in fiber cost to reflect inflation.**

### **National Telecommunications and Informational Administration Broadband Infrastructure Program**

#### **Executive Summary**

In response to the May 19, 2021 Notice of Funding Opportunity from the U.S. Department of Commerce, (“NOFO”) for the National Telecommunications and Informational Administration (NTIA) Broadband Infrastructure Program (BIP), Lumpkin County, Georgia (“Lumpkin County”) and Windstream Services, LLC, on behalf of itself and its applicable subsidiaries (“Windstream Communications” or “Windstream”) (together, the “Covered Partnership”) are providing this application to secure funding for a grant for Lumpkin County to provide state-of-the-art fiber broadband service at 1 gigabit symmetrical speeds. 100% will have their speeds improved from below 25/3 to 1 gigabit for both upload and download. Windstream understands the importance of this program to the residents of Lumpkin County and commits to a partnership that will deliver on the required speeds within the program timeline.

In partnership with Lumpkin County, Windstream will leverage its existing network infrastructure, engineering design experience, construction management and operational expertise to deploy a future proof Fiber-to-the-Premises (Fttp) solution. Windstream has demonstrated the capacity to deliver Fttp to over 700,000 homes and small businesses throughout its footprint. These deployments include other community partnerships where Windstream works directly with county leadership in response to broadband needs.

This proposal for fiber connectivity is the fastest and most reliable technology for broadband deployment and can be delivered within the timeframe of the NTIA program. According to the FCC study “Measuring Broadband America” in 2019, latency on the Windstream network, which is a measure of the time it takes for data to travel to a point on the Internet and back again, was an average of 26 milliseconds. Many factors can impact latency, but Windstream expects the latency of all locations affiliated with this project to fall materially within the 26 millisecond range. All locations associated with this project will have latency below the required 100 milliseconds. After the project is completed, Windstream will continue to support the partnership through existing systems for troubleshooting, billing, and customer service. Windstream has a team of technicians and field operations staff experienced in supporting fiber networks. This support network will be expanded as demands grows over time. Under the proposed project model, ownership of all new facilities and assets built and deployed by Windstream as a result of any potential partner projects in the Lumpkin County area, along with ongoing maintenance and repair responsibilities of such facilities, would be conveyed to Windstream.

**NTIA Covered Partnership-General Intent to Cooperate.**

Lumpkin County, GA, and Windstream have entered a Covered Partnership for the purposes of participating in the NTIA BIP. Lumpkin County will be the Lead Applicant and recipient of the grant and Windstream will be the subrecipient. The proposed project is to deliver gigabit-speed broadband service to 1,846 locations in Lumpkin County. The estimated cost of the project is \$5,172,043 with the proposed grant from NTIA BIP to be \$3,236,198 and the contribution/matching funds from Windstream are \$1,935,846 a 37 percent share. The proposed funding area is sections of Lumpkin County that are unserved, and a map is provided with this grant submission.

<b>Organization Name &amp; address (if applicable)</b>	<b>Administrative Role</b>	<b>Scope of Work (Funded Participants)</b>	<b>Monetary Contribution or Requested Funding</b>	<b>Total Contributions &amp; Funding Requests (Combined)</b>
<b>Lumpkin County, GA</b> 99 Courthouse Hill Dahlonega, GA 30533	Applicant	Broadband deployment in Lumpkin County, GA	\$0 (Windstream will provide the matching program funds)	\$0
<b>Windstream</b> 4001 Rodney Parham Rd. Little Rock, AR 72212	Subrecipient / recipient of federal funding	Broadband deployment in Lumpkin County, GA	\$1,935,846 (cash match contribution)  \$3,236,198 (requested funding)	\$5,172,043
<b>Total Project Funds</b>				<b>\$5,172,043</b>

In total, Windstream will pay for 37% of the project, totaling \$1,935,846. Federal funding is requested for 63% of the project, totaling \$3,236,198. The combined, total project cost is \$5,172,043.

ii. Resumes of Key Personnel. (Does not count toward page limit but are limited to one-page each). One-page resumes of no more than five key personnel from the participants in the covered partnership (not subrecipients) may be included. Any information beyond one page for each resume and any additional resumes submitted will not be considered.

Included in the application.

*c. A description of the covered broadband project to be funded by the grant, including the services, speed or tiers of speeds at which the covered partnership plans to offer broadband service, the proposed prices of the broadband service offerings, the technical details of the project, including the type of technology to be deployed, and the cost details of the project, including financial analyses and revenue and expense projections, and a description of why federal financial assistance is needed to implement the covered broadband project;*

- *Services provided: Windstream will provide symmetrical gigabit broadband service to all households, businesses, and community anchor locations.*
- *Proposed speeds: Symmetrical gigabit speed to every location.*
- *Proposed prices for provided broadband services: See below for proposed prices.*

Consumer	
Speed	Price
50Mbps	\$
75-200 Mbps	\$
300Mbps-400Mbps	\$
500Mbps	\$
1Gbps	\$
Modem Rental (A)	\$
Promo (B)	\$

**Additional Information:**  
A. Modem charge of [REDACTED] Customer may provide modem to waive charge  
B. Windstream provides a promotional credit for first 12 months of service  
C. Windstream has no data caps on customer broadband usage

SMB	
Speed	Pricing Range
50Mbps	\$
100Mbps-200Mbps	\$
500Mbps	\$
1Gbps	\$
Phone (A)	\$
Promo (B)	\$

**Additional Information:**  
A. Cost to add first voice line  
B. Windstream provides a promotional credit for first 24 months of service  
C. Windstream has no data caps on customer broadband usage

**Confidential**

**Technical Details:**

Windstream's network architecture is a proven Fiber-to-the-Premises (FttP) architecture using standards base [REDACTED]

[REDACTED] to deliver gigabit tier broadband and voice services. This last-mile FttP access network provides each subscriber with an [REDACTED]

The last-mile access network design follows Windstream's current and forward-looking guidelines for deploying gigabit-speed capable FttP networks and include [REDACTED]

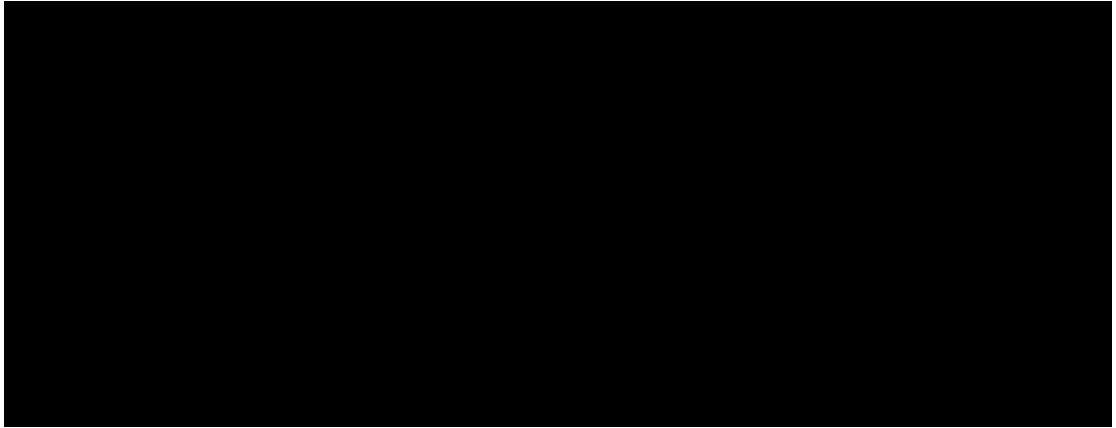
- Windstream will initially deploy [REDACTED]

[REDACTED]

- Windstream will initially deploy [REDACTED]

[REDACTED]

The following diagram illustrates [REDACTED]



Windstream's existing middle-mile transport and aggregation network consists of [REDACTED]



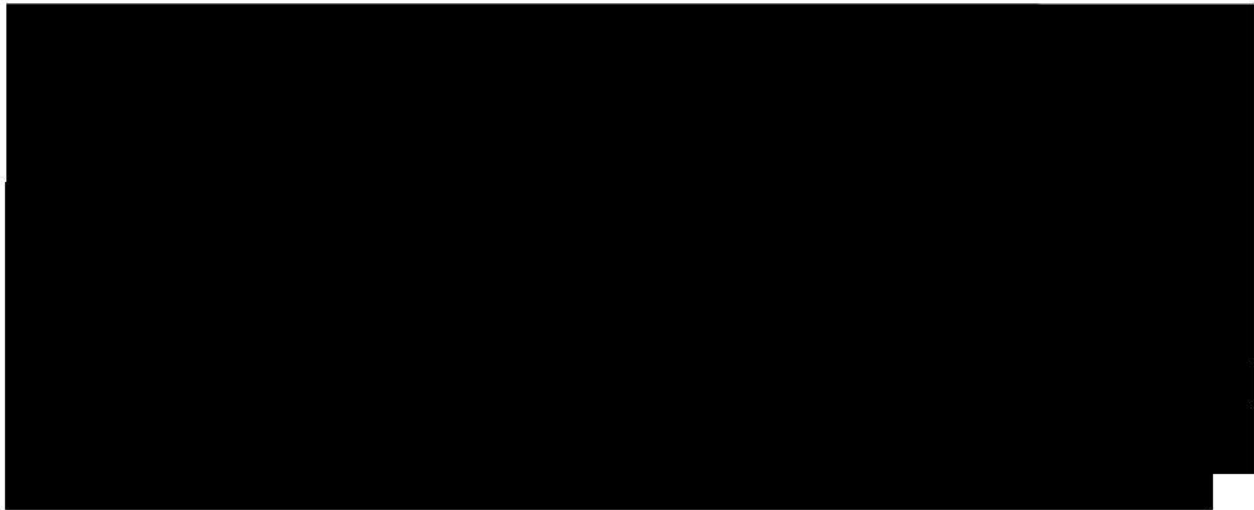
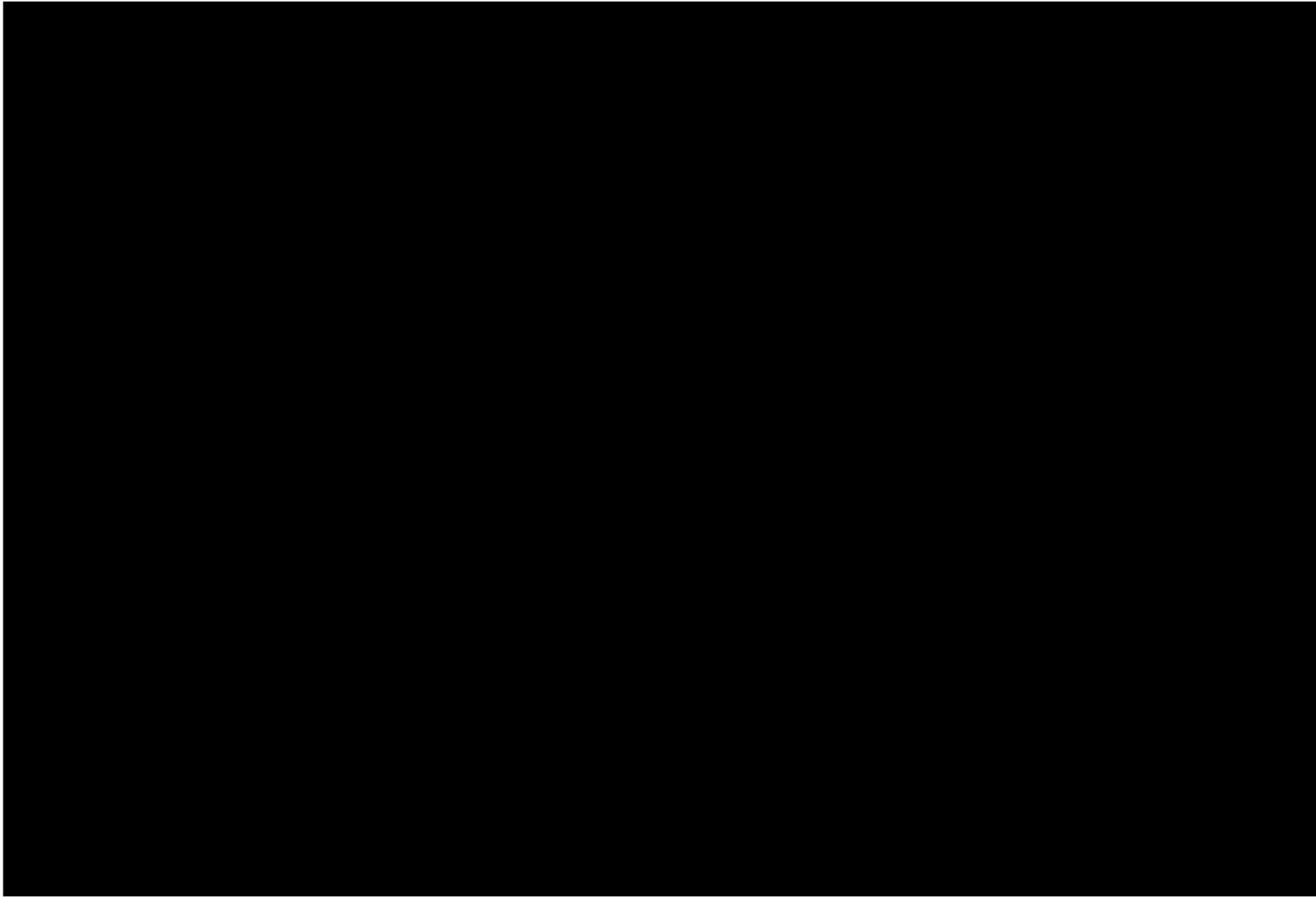
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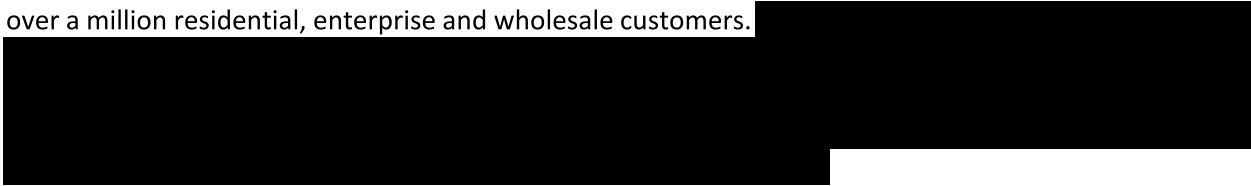
The below diagram illustrates [Redacted]



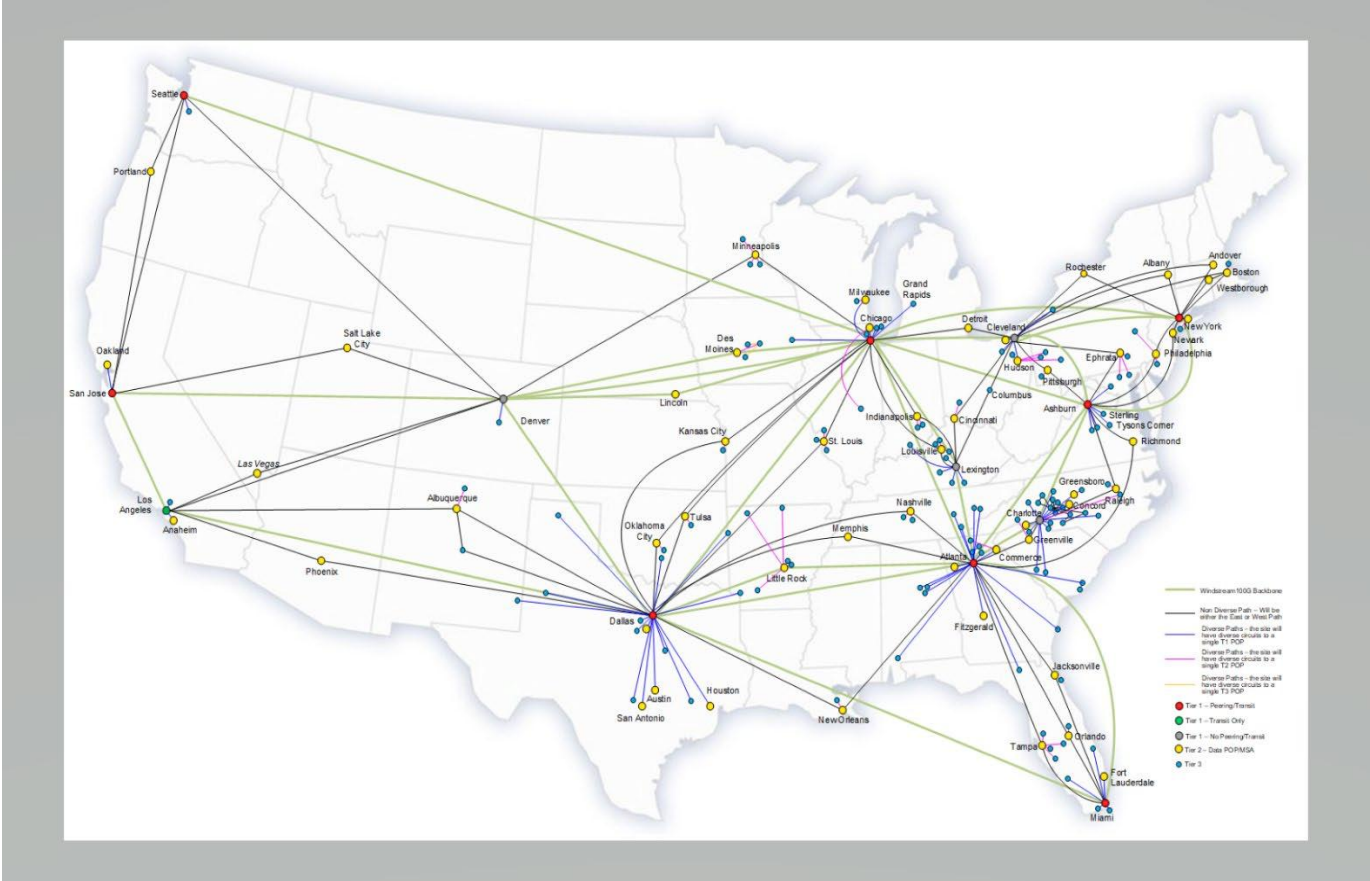
The below diagram illustrates 



Windstream built, maintains, and operates a highly available Nationwide IP Core Network that services over a million residential, enterprise and wholesale customers.







Voice services will be internally provided. Windstream built and operates its own robust voice network comprised of 1,482 class 5 switches and remotes across 18 states, including 47 PSTN tandem switches. Windstream also built and operates a next-generation Voice-Over-IP (VoIP) network using Metaswitch as the platform. The VoIP network is comprised of 50 call feature servers and 164 gateways, including 2 PSTN tandem switches. These networks support nearly 2 million voices lines today, 1.5 million on TDM and 0.5 million on VoIP. Voice products range from POTS lines to PRI to Session Initiation Protocol (SIP)-Trunking to next-generation Business VoIP and Unified Communications. Windstream’s own internal SS7 network with 6 STPs and related SCPs controls all voice switching and routing for the network. We interconnect with other voice networks on the PSTN via TDM and SIP trunking.

Subscriber voice services in Windstream’s project areas will be VoIP (SIP) to Metaswitch infrastructure.

Windstream’s VoIP-to-Subscriber (SIP) network consists of the following components:

- █ [Redacted]
- █ [Redacted]
- █ [Redacted]

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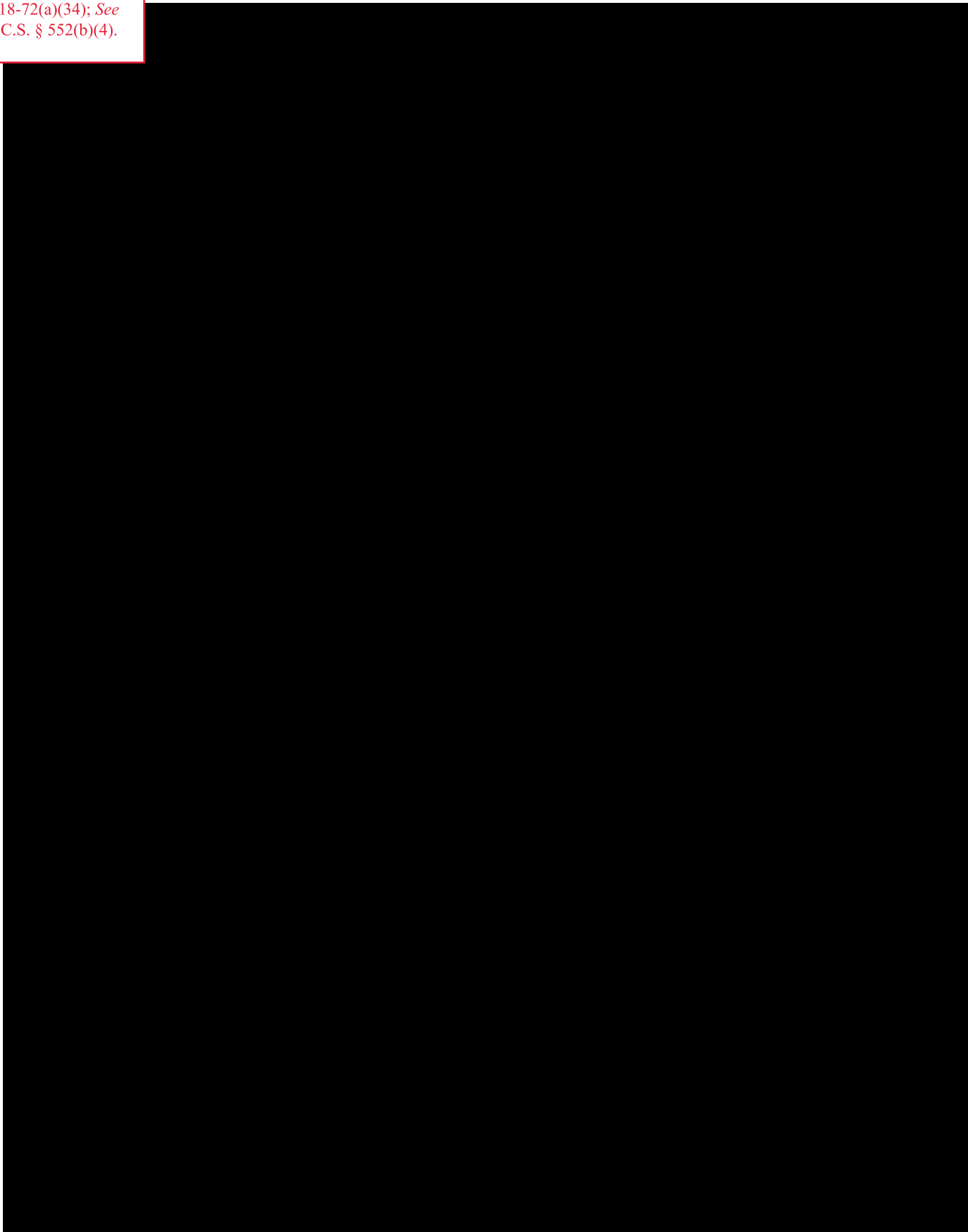
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Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); *See*  
*also* 5 U.S.C.S. § 552(b)(4).



Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); *See*  
*also* 5 U.S.C.S. § 552(b)(4).

As an illustration of the long term commitment,

[Redacted]

- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]
- [Redacted]

[Redacted]

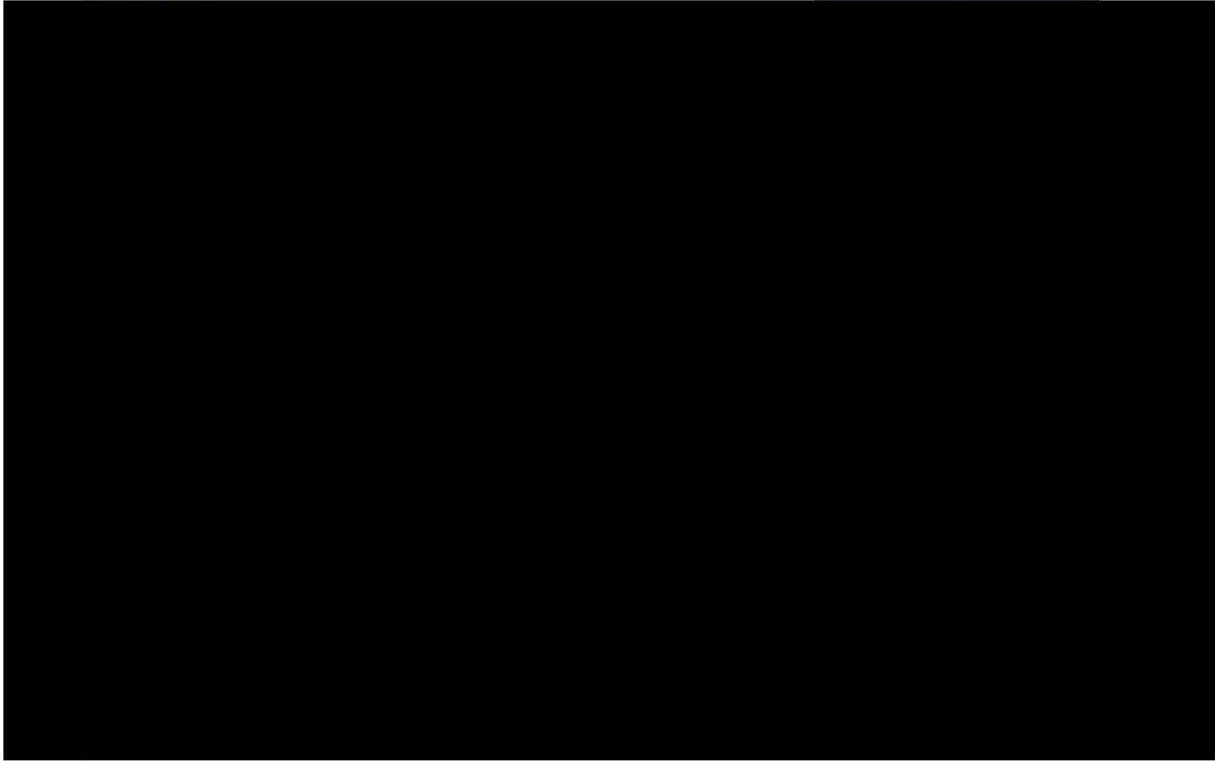
- [Redacted]

**Confidential**



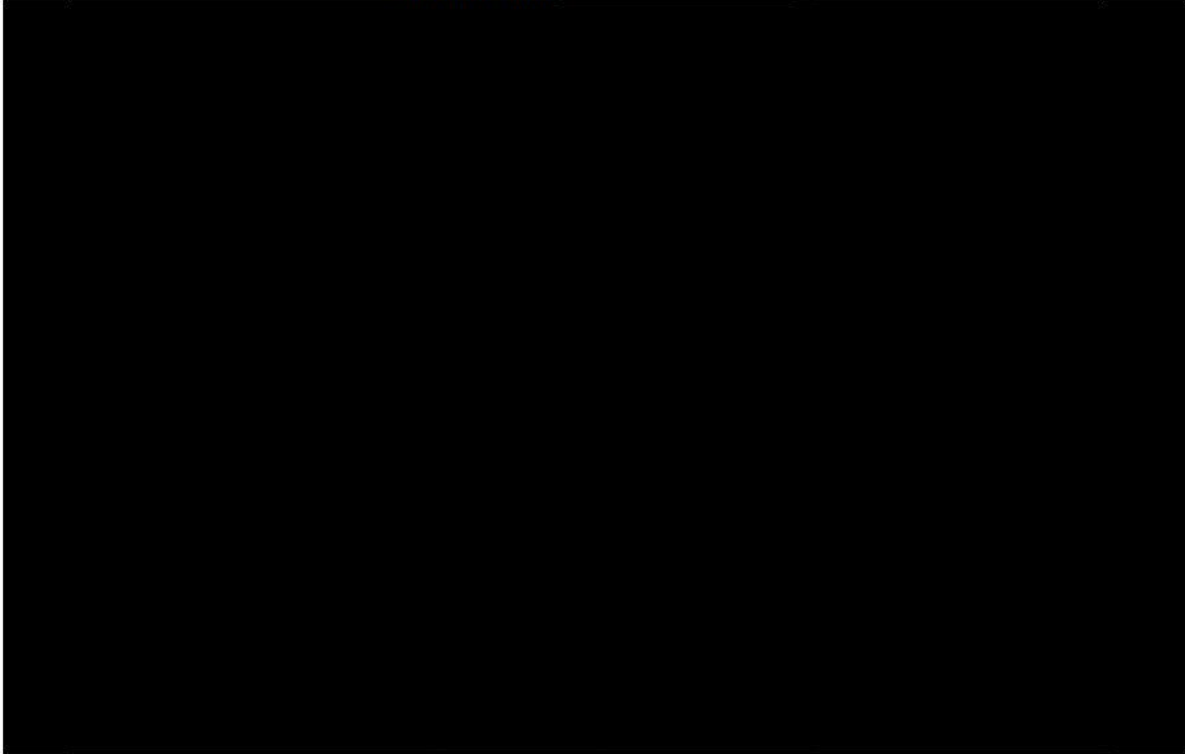
Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); *See*  
*also* 5 U.S.C.S. § 552(b)(4).

**Cost Details:**



**Financial Analysis, Revenue, and Expenses:**

APPLICANT'S NAME



Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); *See*  
*also* 5 U.S.C.S. § 552(b)(4).

Description of the Necessity of Federal Financial Assistance:

### **The State of the Local Community**

The 2017 update of Lumpkin County's Comprehensive Plan cites lack of broadband / internet access as one of the County's biggest liabilities that should be changed in future, according to resident survey responses. The 2017 Comprehensive Plan acknowledges the County's dependency on access to technology and communication infrastructure to develop business parks, commerce corridors, as well as to provide households with distance-learning and remote work opportunities. While growth in commerce is identified as a need within the community, the expansion of such opportunities is highly dependent on access to reliable broadband technology. Further, the County identifies low-density residential and agricultural preservation as the predominant land uses in the future. Under this community profile and rural disposition, it is highly unlikely that private broadband companies would seek to expand in these low-density areas due to financial infeasibility.

### **Alignment with NTIA Goals**

This funding proposal aligns with the NTIA Broadband USA program to promote innovation and economic growth by supporting efforts to expand broadband connectivity and meaningful use across America. Specifically, this proposal would expedite deployment of highspeed broadband service to an unserved rural community. This community will benefit from future-proof fiber service where otherwise little to no investment would have been made. Due to its rural demographic, low population density and inadequate existing communication infrastructure, speeds of at least 25Mbps download and 3Mbps upload will be critical for this community to thrive in business, health, education, and to become provident participants in an increasingly globalized society. Federal Assistance from the NTIA program would make this otherwise uneconomical build possible for Windstream to pursue. Without federal financial support, the rurality and lack of population density in this project area would make broadband access financially unfeasible.

This funding request is the amount needed to make the project economical for the Covered Partnership. Federal financial assistance will enable Lumpkin County to invest in its infrastructure with high reward and little to no risk. Once the project cost reaches a determined threshold predetermined by the Covered Partnership, Windstream will pay for the balance with no risk to the county. Windstream is committed to reaching unserved household and will do so by contributing a substantial portion of the investment and ongoing costs.

To meet the intent of the BIP, it is necessary to require this funding to support the:

- Expense/Costs incurred due to the escalation of the build out,
  - Equipment costs,
  - Labor costs,
  - Costs of easements, rights of way and other approval processes,
  - Anticipated supply chain issues and materials shortages.
  - Inflationary factors.

- To meet and exceed the consumer/user demand (available bandwidth) of the newly available improved technology created by the Covered Broadband Project. and,
- Provide the much-desired technology to the households, businesses, and anchor institutions this Program is designed for.
- See included County Narrative below.

*d. A description of the area to be served by the covered broadband project (referred to as the proposed service area) including a list of the census blocks to be served, or portions thereof, the percentage of the total unserved (lack of infrastructure) population to be served by the project, and the number of unserved households, businesses, and community anchor institutions the project plans to connect;*

- Census Blocks to be Served: 233



GA-NTIA Census  
Block Analysis.xlsx

- Percentage of the total unserved (lack of infrastructure) population to be served by the project: 100%
- Number of unserved households, businesses, and community anchor institutions the project plans to connect: 1,730 households, 110 businesses, and 6 community anchor institutions.

*e. A description of which statutory funding priority(ies) (as set forth in Section 1.A of this NOFO) the proposed project would address and how the proposed project would address such funding priority(ies);  
In awarding grants under this program, the Assistant Secretary will give priority to applications for covered broadband projects as follows, in decreasing order of priority, as set forth in Section 905(d)(4) of the Act:*

*(1) Covered broadband projects designed to provide broadband service to the greatest number of households in an eligible service area;*

Windstream intends to provide Gigabit broadband access to 1,730 households, 110 businesses, and 6 community anchor institutions for a total of 1,846 locations.

*(2) Covered broadband projects designed to provide broadband service in an eligible service area that is wholly within any area other than: (i) a county, city, or town that has a population of more than 50,000 inhabitants; and (ii) the urbanized area contiguous and adjacent to a city or town of more than 50,000 inhabitants;*

Windstream intends to provide Gigabit broadband access to 1,846 in Lumpkin County, GA.

Windstream used the following methodology to assess unserved/underserved locations within our project area. First, using Form 477, we determined all census blocks where no provider claimed service of 25/3 mbps or greater. We extracted all our location data for these blocks and deemed them eligible. Next, Windstream looked at census blocks where we are the only provider claiming service of 25/3 mbps or greater. Using our internal qualification data, Windstream determined which locations in these blocks that could not receive 25/3 mbps or greater speeds and deemed these locations eligible. From there, we removed all census blocks won in RDOF by any provider, as well as those locations where fiber is provided but access to service could be precluded due to potential infrastructure issues.

Windstream confirmed the resulting areas did not contain a population center of greater than 50,000.

A total of 5,663 locations resulted from the process described above. We then used our fiber routing tool to model fiber-to-the-home builds to all 5,663 locations. Nine locations were excluded with the routing tool due to inability to reconcile existing topographical and/or infrastructure constraints, resulting in a net total of 5,654 locations. After the application window had closed, Lumpkin County announced it was also awarded funding through the Georgia State Fiscal Recovery program for broadband expansion. Due to overlap between these projects, we descoped the initially awarded NTIA project by removing any overlap at the census block level. The net impact of the descoping results in 1,846 locations which will be built as part of the NTIA program.

*(3) Covered broadband projects that are the most cost-effective, prioritizing such projects in areas that are the most rural;*  
Windstream intends to provide Gigabit broadband access to 1,846 locations in Lumpkin County, GA. Given Windstream's existing infrastructure in the area, deployment costs are less with an established and capable middle-mile network.

*(4) Covered broadband projects designed to provide broadband service with a download speed of not less than 100 megabits per second and an upload speed of not less than 20 megabits per second;*  
Windstream intends to provide Gigabit broadband access to 1,846 locations in Lumpkin County, GA.

*(5) Any other covered broadband project that meets the requirements of this NOFO.*  
No other broadband projects are considered/included in this plan.

*f. A description of how the project addresses the evaluation criteria identified in Section V.A of this NOFO, including a description of project beneficiaries, service area level of need, project sustainability, and expected outcomes;*

Lumpkin County is located in the northeast region of Georgia and sits at the southern end of the Appalachian Mountains. Filled with scenic beauty, Lumpkin county has experienced dramatic growth over recent decades. Census estimates for 2019 place the county population at just under 33,610, having tripled in residents since 1980.

The county contains 282 square miles of land and has a density of about 105.9 residents per square mile. The terrain ranges from rugged forests to rich river valleys.

The county seat is Dahlonega, a picturesque mountain village home to North Georgia University.

The median household income is \$51,790, a level that trails national numbers where household median income reaches \$62,843. The county also trails in per capita income at \$27,155 as compared to the U.S. average income of \$34,103. Census estimates show 19% of those under 65 are without health insurance.

The need for fiber broadband is more important than ever. And a fast, reliable broadband infrastructure is key to growth for communities like Lumpkin County. While connectivity becomes an ever-increasing need, Lumpkin County is clearly at a disadvantage in broadband access. U.S. Census estimates show the county trailing both the state and the nation in the percentage of households that have a computer in the home.

The need for broadband access has been dramatically highlighted during the pandemic. Students in areas where broadband was not available struggled to keep up with their peers. A lack of broadband access in too many areas kept online learning to a minimum.

According to the recently released Georgia Broadband Access map, about one-fourth of the census blocks in Lumpkin County are listed as unserved. The map is based on an unserved census block being one where 20 percent or more of the locations in that block do not have access to at least 25/3 Mbps broadband services.

The Georgia Broadband Access Map reflects 12,126 locations as served by broadband, a total of 4,148 Lumpkin locations fall short of the 25/3 Mbps minimum goal. However, based on Windstream's methodology, after having utilized Form 477, incorporating the data of locations not having access to 25/3 and etc., Windstream determined that 1,846 locations are unserved/underserved.

For Lumpkin County, these statistics are not just points on a map or numbers on a spreadsheet. They represent real people with real needs.

Simply put, it is time for those numbers to change in a positive way for the local communities.

The lack of broadband access in some areas of the county are not due to a lack of concern on the part of the County or the local provider. They are the result of distance and topography that have limited affordable deployment. Additional financial help is needed to expand the infrastructure to those who find themselves on the wrong side of the digital divide.

Lumpkin County is an area filled with potential. That potential needs to be fully unlocked, and a fast, reliable broadband infrastructure is key to the County's growth.

This grant program is a much-needed opportunity to provide greater broadband access for local homes and businesses. Help us move the local communities forward toward a brighter future.

In addition to the Gigabit Next Generation Broadband that will be provided to this community, the following are some of the strategic products available to customers that allow them to get the most out of their service and integrate evolving technological advancements into their home and business needs:

- Kinetic Secure – Different offerings to support customers in identity theft protection, device management options, content filtering, and virus protection.
- OfficeSuite – Collaboration tool for businesses that allows for video, audio, and web conferencing as well as calls, mobility, and IM in a single platform.
- SD-WAN – Software-Defined Wide Area Network that provides businesses visibility into bandwidth utilization at an application level and can dynamically route traffic to improve application performance while reducing bandwidth usage.
- Enhanced LAN and Wi-Fi – Network management tool that offers businesses increased security, guest Wi-Fi control, and metrics around customer engagement through a cloud-managed solution.

Confidential per Ga. Code Ann. § 50-18-72(a)(34); See also 5 U.S.C.S. § 552(b)(4).

We are proud to participate in the Emergency Broadband Benefit program to help keep low-income customers connected and provide COVID relief. Eligible households can receive a monthly credit of up to \$50.

Eligible customers can also receive aid through the Lifeline Assistance Program, a federal program aimed at helping low-income individuals with the monthly cost of phone or internet.

As an approved E-Rate service provider, Windstream has partnered with many schools and libraries across the country to configure, design, install, manage, maintain, and secure state-of-the-art voice, data, network and cloud telecommunication and data networks. Kinetic consistently delivers the communication and IT solutions required for next-generation teaching and learning, while keeping an eye to value – maximizing every dollar in limited IT budgets.

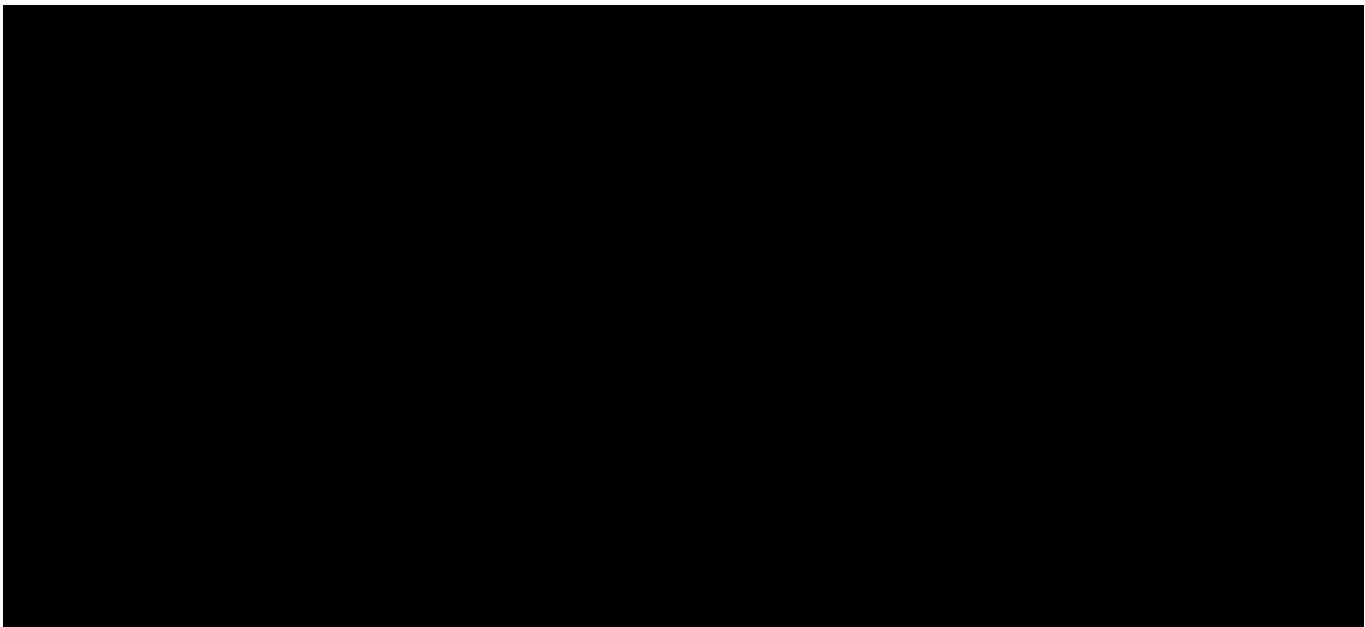
With this grant and the deployment of future-proof fiber optic technology, Lumpkin County will have more resources to attract business, gain new residents and foster a better quality of life for many residents. The improvements to medical, educational, and economic expansion will be just a few of the windfalls of success.

This is a unique opportunity to provide greater telecommunications access for local homes and businesses, and to move the local communities forward toward a bright future. Combining the strengths of public and private sectors we can achieve real results for Lumpkin County.

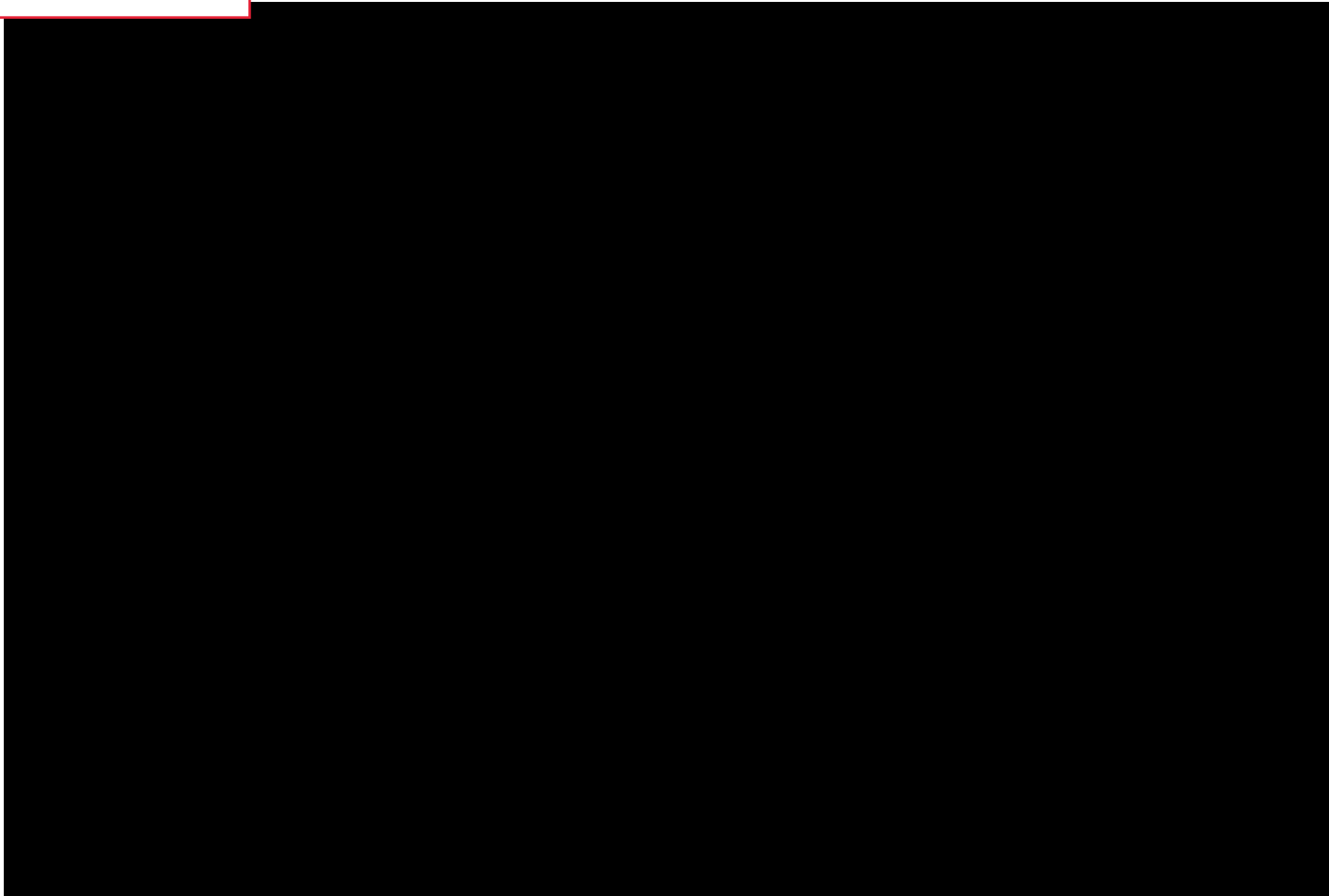
*g.A description of how their deployment will have the ability to scale over time for greater capability (e.g., using integrated advanced services such as 5G or fiber);*

As indicated in 6.c, Windstream will deploy its advanced fiber gigabit networks in the (ESA) that will surpass the necessities of the present and will constantly upgraded to make them future-proof.

**Confidential**



Confidential per Ga. Code Ann. § 50-18-72(a)(34); See also 5 U.S.C.S. § 552(b)(4).



**Confidential**

h. A project plan describing all major project activities and timelines for implementation, including key deployment milestones; Please see included Project chart with milestones, project plan, and timeline. (WIN FTTH Project Plan NTIA 2021.pdf)

Generally, costs for engineering may include, field surveying, producing detailed construction drawings, producing material requirements, producing permit documentation, applying for permits, and production of construction documents for record updates.

i. A brief description of the physical project area and its surroundings (e.g., disturbed or developed land vs. open space; adjacent natural resources, such as rivers, wetlands, or forestlands; and any protected lands or resources in or near the project area), including site photographs and aerial (e.g., Google Earth or Google Maps images) photographs, if the project includes construction and/or ground disturbing activities. This description should also describe how the covered partnership intends to comply with the environmental and historic preservation requirements applicable to an award received under the Broadband Infrastructure Program (including, but not limited to, the National Environmental Policy Act and the National Historic Preservation Act), and if applicable, provide a copy of any environmental and historic preservation review documentation that has been prepared in connection with obtaining permits or approvals from State, local or other federal entities. It is the applicant's responsibility to obtain all necessary federal, State, and local governmental permits and approvals necessary for the proposed work to be conducted. Applicants are expected to design their projects so that they minimize the potential for adverse impacts on the environment. Applicants also will be required to cooperate with NTIA in identifying feasible measures to reduce or avoid any

identified adverse environmental impacts of their proposed projects. The failure to do so may be grounds for not making an award. Environmental and historic preservation review documentation, if provided, is not included in the 20-page limit of the project narrative; and

There are no environmental or relatable issues identified in (i) for the covered broadband project at this time. If any are encountered in the covered broadband project, Windstream will address as required in (i). Windstream will comply with all local, state, and federal regulations concerning permits, inclusive of any environmental permits. We have a proven track record under the CAF2 program of providing the correct documentation and obtaining permits quickly.

- j. A description of any support provided to the provider of broadband service that is part of the covered partnership through:
- i. Any grant, loan, or loan guarantee provided by a State to the provider of broadband service for the deployment of broadband service in the proposed service area;
  - ii. Any grant, loan, or loan guarantee with respect to the proposed service area provided by the Secretary of Agriculture under:
    - 1. Title VI of the Rural Electrification Act of 1936 (7 U.S.C. 950bb et seq.), including: any program to provide grants, loans, or loan guarantees under sections 601 through 603 of that Act (7 U.S.C. 950bb et seq.); and the Community Connect Grant Program established under section 604 of that Act (7 U.S.C. 950bb-3); or
    - 2. The broadband loan and grant pilot program known as the “Rural eConnectivity Pilot Program” or the “ReConnect Notice of Funding Opportunity – 15 Program” authorized under section 779 of division A of the Consolidated Appropriations Act, 2018 (Public Law 115-141; 132 Stat. 348);
  - iii. Any high-cost universal service support provided under section 254 of the Communications Act of 1934 (47 U.S.C. 254);
  - iv. Any grant provided under section 6001 of the American Recovery and Reinvestment Act of 2009 (47 U.S.C. 1305);
  - v. Amounts made available for the Education Stabilization Fund under the heading “DEPARTMENT OF EDUCATION” in title VIII of division B of the CARES Act (Public Law 116-136; 134 Stat. 564); or
  - vi. Any other grant, loan, or loan guarantee provided by the Federal Government for the provision of broadband service.
- k. A description of whether and, if so, how the project will incorporate strong labor standards, including project labor agreements and community benefit agreements that offer wages at or above the prevailing rate and include local hire provisions, and a description of the applicant’s workforce plans and practice

Presently, there is no external funding and will not be any external funding for or associated with this project.

- k. A description of whether and, if so, how the project will incorporate strong labor standards, including project labor agreements and community benefit agreements that offer wages at or above the prevailing rate and include local hire provisions, and a description of the applicant’s workforce plans and practices

Windstream already incorporates robust labor standards into all work projects and for all workers by, among other things: paying competitive wages, equal to or in excess of local prevailing wage rates for pay and fringe benefits, subject to existing collective bargaining agreements; providing quality, affordable health benefits; providing paid sick and other leave benefits; reviewing and certifying that all workers are properly classified, covered by workers compensation, and unemployment insurance; and conducting self-audits of payroll and personnel processes, including effectiveness of recruiting and community outreach efforts in hiring, and certifying and maintaining payroll records in accordance with applicable rules and regulations. Further, Windstream prohibits discrimination against qualified individuals based on their status as protected veterans or individuals with disabilities, and prohibits discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity or national origin. Moreover, Windstream is committed to taking affirmative action to employ and advance in employment individuals without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability or veteran status. From time to time, Windstream may make



changes to its workforce to adjust to business and operational needs. Any workforce changes would have no material impact on Windstream’s ability to provide contracted services or project completion.

9. Letters of Commitment

Each application must include a Letter of Commitment from an authorized representative of each member of the covered partnership (all members, County and Windstream). The Letter of Commitment will discuss the scope of work to be undertaken by the member of the covered partnership and its relevance to the covered broadband project.

**Included in the application.**

10. Maps of proposed service areas (preferably in shapefiles, .kmz, or .kml formats).

**Included in the application.**

11. Pro forma financial information and analyses, such as balance sheets, income statements, and statements of cash flows;

	Lumpkin County - Financial Forecast	
Revenue		
Expense		
<b>Operating Income</b>		
Build Capital		
Reimbursement		
Customer Capital		
<b>Cash Flows</b>		

12. Network diagram(s) and system design(s)

Network diagrams and system designs are included in the Project Narrative response on pages 2 12 and 14 15.

## Budget Narrative – updated 07.19.2022

**Note: The revised budget now includes a 10% increase in fiber cost to reflect inflation.**

### National Telecommunications and Informational Administration Broadband Infrastructure Program

Windstream seeks to be a strong partner in expanding gig service to the unserved and underserved areas of Lumpkin County as well as a good steward of the federal funds that are being allocated through this program for the expansion of reliable broadband access. Windstream is requesting a 63% match from the NTIA program and will be contributing our own capital to cover the remaining 37% of costs. This is well above the 10% required to score maximum points on the application. Additionally, Windstream is only requesting matching funds for four categories: Administrative and Legal expenses, Architectural and engineering fees, Construction, and Equipment. Windstream understands that additional costs will be incurred for rights-of-way, inspections, site work, etc. but none of these costs were built into the budget for this project. Windstream believes it can fully absorb those costs with the staff on-hand further exhibiting our commitment to a prudent spend of these funds. The project will deliver 1gbps symmetric speeds via Fiber to the Home (FttH) to all locations within the project area. Below is an explanation of the material cost classifications that will be necessary to help develop our network and deliver world-class service to the unserved and underserved areas this program seeks to address:

**Administrative and Legal expenses:** Lumpkin County requested added cost for a Broadband Consultant to assist the county in oversight of the project to be completed by Windstream. The total estimated cost is \$171,450 with 63% to be funded by federal assistance (\$107,278) and 37% to be funded by Windstream (\$64,172).

#### Broadband Consultant Budget Estimate

**Architectural and engineering fees:** Windstream assumes engineering costs on a per location basis. These costs are necessary to complete the detailed engineering required to design and construct a FttH network with the precision, efficiency, and quality Windstream seeks to deliver. Costs for engineering may include but are not limited to: field surveying, producing detailed construction drawings, producing material requirements, producing permit documentation, applying for permits, production of construction documents for record updates, etc.

**Construction:** Construction covers the labor and materials needed to place buried and aerial fiber to the targeted households in the project footprint.

[REDACTED]

If additional detail is needed, please refer to the construction fiber section on the Budget Detail Justification form.

**Equipment:** Windstream equipment includes, but is not limited to, costs

[REDACTED]

[REDACTED]

If additional detail is needed, please refer to the equipment section on the Budget Detail Justification form.

No customer premise equipment (CPE) costs are included within the budget. All capital costs associated with a new customer order will be fully absorbed by Windstream when said order takes place. No costs associated with the fiber drop from the terminal to the customer's home, the optical network terminal, the customer modem, or the associated labor is included in the project costs for which Windstream is requesting reimbursement.

As Windstream moves the project defined in this application through the planning, engineering, and construction phases, it is expected that some costs defined within the budget will differ from our current estimates. Windstream has a proven track record of deploying GPON networks. More than 20% of the locations in our footprint are expected to be eligible for gigabit services by the end of 2021. The equipment needed and associated costs will change from these initial estimates but will stay materially

in line with these projections. Any cost overruns from this initial budget will be fully absorbed by Windstream.

#### Cost Sharing or Matching Funds

All matching funds used for the county/Windstream Covered Partnership are supplied by Windstream. No external entity has contributed to this matching fund. In total, Windstream will pay for 37% of the project, totaling \$1,935,846. Federal funding is requested for 63% of the project, totaling \$3,236,198. The combined, total project cost is \$5,172,043.

Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); See  
also 5 U.S.C.S. § 552(b)(4).

Federal Assistance	Windstream Cost
63%	37%

Federal Assistance	Windstream Cost
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Type	Detail	Cost/Unit	Quantity	Total Cost	Unit
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<b>Total</b>		\$	5,172,043	\$	3,236,198	\$	1,935,846
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Confidential per Ga. Code  
Ann. § 50-18-72(a)(34); See  
also 5 U.S.C.S. § 552(b)(4).