



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

Table of Contents

- A. General Application Information**
- B. Executive Summary, Project Purpose, and Benefits**
- C. Partners**
- D. Congressional Districts**
- E. Service Area Details**
- F. Community Anchor Summary**
- G. Project Benefits**
- H. Technology**
- I. Project Budget**
- J. Historical Financials**
- K. Project Readiness**
- L. Environmental Questionnaire**
- M. Uploads**



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A. General Application Information

Applicant Information	
Name and Federal ID for Applicant	
DUNS Number	045815883
CCR # (CAGE)	4P9M5
Legal Business Name	OCONEE, COUNTY OF
Point of Contact (POC)	VERONDA HOLCOMBE-LEWIS 8646384236 Ext. vlewis@oconeesc.com
Alternate POC	PHYLLIS LOMBARD 8646384235 Ext. plombard@oconeesc.com
Electronic Business POC	VERONDA HOLCOMBE-LEWIS 8646384236 Ext. vlewis@oconeesc.com
Alternate Electronic Business POC	PHYLLIS LOMBARD 8646384235 Ext. plombard@oconeesc.com

Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix	
First Name	Mike
Middle Name	
Last Name	Powell
Suffix	
Telephone Number	864-247-5813



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Fax Number	
Email	mpowell@oconeesc.com
Title	IT Director

Additional Contact Information of Person to be Contacted on Matters Involving this Application:

Project Role	Name	Phone	Email
Secondary Point of Contact	Kim , Wilbanks	8646384236	kwilbanks@oconeesc.com
Other Contact	Mr. Bryan , Long	18647603860	longconsulting@yahoo.com

Environmental Point of Contact

Prefix:
Name: Kelly, Mack
Suffix:
Telephone Number: 18648861072
Title: County Engineer

Organization Classification

Type of Organization	County Government
Is the organization a small business?	No
Does the organization meet the definition of a socially and economically disadvantaged small business concern?	No



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Authorized Organizational Representative	
AOR Name	HOLCOMBE-LEWIS, VERONDA
Result	Applicant Authorized

Project Title and Project Description

Project Title: Oconee FOCUS (Fiber Optics Creating Unified Solutions)

Project Description: Oconee County , SC seeks funding assistance for the construction of the Oconee FOCUS Project which is a mid mile and last mile fiber optic communications network in northwestern South Carolina. This 245 mile fiber optic backbone will provide this 70% unserved region with broadband capacity that will meet immediate and future communications needs while economically strengthening the county.

CCI Priority Checklist

The following items were selected from the CCI Priority Checklist:

1. This project will deploy Middle Mile broadband infrastructure to community anchor institutions.
2. The project will deploy Middle Mile broadband infrastructure and has incorporated a public-private partnership among government, non-profit and for-profits entities, and other key community stakeholders.
3. This project will deploy Middle Mile broadband infrastructure in economically distressed areas.
4. This project will deploy Middle Mile broadband infrastructure to community colleges.
5. This project will deploy Middle Mile broadband infrastructure to public safety entities.
6. This project will deploy Middle Mile broadband infrastructure and either includes a Last Mile infrastructure component in unserved or underserved areas or has received commitments from one or more Last Mile broadband service providers to utilize the Middle Mile components. Any Last Mile components in rural areas do not exceed 20% of the total eligible costs of the project.
7. This project will deploy Middle Mile broadband infrastructure and the applicant has proposed to contribute 30 percent or more in non-federal cost match.

Comprehensive Community Infrastructure Components



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The following items were selected from the Comprehensive Community Infrastructure Components:

Middle Mile

Last Mile Rural

Last Mile Non-Rural

BIP Applicants

Have you also applied to BIP for funding in the sample proposed funded service area?

- No

If Yes, please provide the project title and Easygrants ID number:

Title of Joint BIP Application:

Easygrants ID:

Other Applications

Is this application being submitted in coordination with any other application being submitted during this round of funding?

- No

Easygrants ID	Project Title

If YES, please explain any synergies and/or dependencies between this project and any other applications.

Individual Background Screening

Is the Applicant exempt from the Department of Commerce requirements regarding individual background screening in connection with any award resulting from this Application?

- Yes, Applicant is exempt because it is a unit of a state or local government



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If the answer to the above question is "No," please identify each key individual associated with the Applicant who would be required to complete Form CD-346, "Applicant for Funding Assistance," in connection with any award resulting from this Application:

Name	Title	Employer

B. Executive Summary, Project Purpose and Benefits

Essay Question

Executive Summary of the proposed project:

Executive Summary:

Background and Description of Proposed Funded Service Areas

Applicant Oconee County SC is seeking approximately \$15.2 million in grant funding through the National Telecommunications and Information Administration's Broadband Technologies Opportunity Program ("BTOP") for the construction of a fiber optic communications network in Oconee County of South Carolina (the "Oconee County Fiber Project" or "Project"). Oconee County is a public body, corporate and politic, of the State of South Carolina.

The demand for communications bandwidth to support community economic development, education and public safety has escalated geometrically, as have the costs for the delivery of that bandwidth from traditional sources. The escalating costs for traditional services are tied directly to the lack of vital communications infrastructure, having the further consequence of limiting the availability of reasonably priced broadband to the region and thereby creating underserved and un-served areas in Oconee County, South Carolina. Indeed, Oconee County has become the technological equivalent of the 1930's farmstead that served as the basis for the Rural Electrification Act.

In the 1930s, the U.S. lagged in providing electricity to rural areas due to the unwillingness of power companies to serve farmsteads that were considered low density and required significant capital investments to reach resulting in a lack of profitability. Private power companies set rural



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rates four times as high as city rates Under the REA, significant investments were made by the Federal Government to bring this basic utility to these areas. Today, we find ourselves in the identical situation with Broadband access. According to ESRI data , only 30.3% of residents have access to terrestrial broadband.

To rectify this situation, Oconee County plans to deploy a 245-mile fiber optic backbone connecting its Anchor Institutions and laying the groundwork for last mile connection of business, public safety and residential customers to true high speed broadband services. Oconee County plans not only to fulfill its own immediate and future needs, but also to provide a conduit for vitalizing adjacent Cities, Counties and States as well. Through this Application, Oconee County seeks grant funding under BTOP in order to provide access to broadband service to underserved and unserved areas, to improve access to, and use of, broadband service by public safety agencies, and to stimulate the demand for broadband, economic growth, and job creation. Under the BTOP, this infrastructure would constitute a “Middle-Mile” project.

The proposed fiber build, in the form of a number of nested physical rings, will cover over 90% of the County and interconnect with adjacent cities and states. The rings will pass through the Cities of Seneca, Walhalla, West Union, Westminster and Salem South Carolina. The unincorporated communities of Long Creek, Mountain Rest, Townville, Oakway, Fair Play and Keowee will also benefit from interconnection to the fiber network. Adjacent States of Georgia and North Carolina may be connected as well for carrier transport purposes through the Oconee County. The service area exists within the 3rd Congressional District of South Carolina. The Project will begin construction within thirty days of the notice of grant award and contemplates completion of all phases of the construction within two years.

Number of households and businesses passed

The total number of households that will be passed by the Project is 25,200. The total number of businesses that will be passed by the Project is 2,230.

Number of community anchor institutions, public safety entities, and critical community organizations passed and/or involved with the project

The Project will be involved with approximately 75 public facilities including hospitals, schools, libraries and health care facilities, emergency evacuation shelters and Public Safety Search and Rescue staging areas.

Proposed Services and Applications

As described in more detail in Oconee County’s response to Question 10, the Project will provide critical broadband infrastructure that will benefit the County through connection of a number of Anchor locations and by providing much needed high speed data as an enabler for applications. For example, the Project will facilitate the expansion of medical and health-related



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programs to areas that are currently physically or financially unreachable, and connect larger hospital complexes with smaller counterparts in more rural communities. The Project will also support multiple municipal services, including public safety and public utility access. Additionally, the Project will interconnect Federal, State, and Local Governmental agencies throughout the County. Rural Fire Stations, Evacuation Centers, Community Centers, Search and Rescue Staging Areas and Public Wireless access points provide a sustainable infrastructure to support much needed data and communications services..

Oconee County is creating partnerships with various public and private entities to maximize the value of the Project. Those entities, which are also described in more detail in response to Question 10, include last-mile service providers and other organizations that will help expand the communications potential of the project.

Non-Discrimination and Interconnection Obligations

The Project will comply with the non-discrimination obligations contained in the NOFA and will adhere to the principles of the FCC’s Internet Policy Statement, dated August 5, 2005. More specifically, Oconee County will not favor or disfavor any lawful Internet content or applications. Oconee County will post any network management policies in a prominent location on its web site. Oconee County will allow interconnection and transport, at reasonable rates and terms, where technically feasible and when it can be done without exceeding network capacity. Oconee County agrees to negotiate network interconnection rates and terms in good faith. The building and maintenance of middle-mile infrastructure by public entities allows for the leasing of capacity or fibers to service providers at sufficiently low rates to reduce capital expenditures to the point where a business model becomes sustainable. Oconee County, as a public body, will provide the needed transport capacity in a non-discriminatory fashion, encouraging the provision of competitive services throughout the region, stimulating technology adoption and economic development.

Type of broadband system that will be deployed (network type and technology standard)

The Oconee County Project is based upon the need to provide a combined dark fiber and transport network to the communities in Oconee County of South Carolina. The network will involve approximately 245 route miles of various count fiber constructed in a series of redundant nested rings, to be available in a non-discriminatory fashion to all interested parties.

Applicant Qualifications

Oconee County maintains a \$3.1M I/T Infrastructure to support a core of County Government. Oconee County has partnered with Technology Solutions of SC, AFL Telecommunications and a number of private consultants to engineer, build and operate the system. Oconee County has a



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number of private entities that have already expressed a desire to provide services to Oconee County

Project purpose:

The objectives of Oconee FOCUS Project fall into several categories. As a cooperative last mile and middle-mile, critical infrastructure telecommunications project, it will impact many aspects of community and economic development.

The project objectives are as follows:

- 1) Provide low-cost middle-mile infrastructure upon which new telecommunications business models may thrive. Much of the cost associated with the delivery of Internet, voice, video and data services to more rural areas of the county comes from the cost of the transport of those services from higher level providers to lower population density areas. The cost of building that middle-mile transport along with the implementation of local last-mile infrastructure has proven to be unsustainable, even among Tier 1 service providers. Simply stated, the capital expenditure for both infrastructures exceeds the revenue receipt rates, preventing a sustainable business model. As described above, the building and maintenance of middle-mile infrastructure by public municipalities such as Oconee County allows for the leasing of capacity or fibers to service providers at sufficiently low rates to reduce capital expenditures to the point where a business model becomes sustainable.
- 2) Oconee County recognizes low-cost, high-bandwidth broadband access as a key determinant in the growth of incumbent businesses and in business site selection. Many studies have shown the correlation of the availability of low-cost, high bandwidth and economic development. The building of fiber optic transport infrastructure will provide sufficient capacity to ensure sustained economic growth of the region for the long term. Sustained economic development implies continuous job creation and growth.
- 3) Improve broadband access to un-served and underserved areas of Oconee County, South Carolina. Much of the high cost of last-mile Internet and data services access is due to the interconnectivity (middle-mile) costs between higher-density population regions. Low investment in, and restrictive use of, middle-mile infrastructure by the private sector is chiefly responsible for this resource limitation. Oconee FOCUS seeks to reduce the inherent costs of middle-mile interconnectivity through the building of excess fiber capacity throughout the county while connecting into other fiber networks in the Upstate Region of South Carolina as well as North Carolina and Georgia.
- 4) Provide critical infrastructure for the advancement of medical research, telemedicine, inter-facility collaboration, and public health awareness programs. The fiber optic build-out will pass



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through or by areas of higher population density to areas of lower density. This will facilitate the expansion of medical and health-related programs to areas that are currently physically or financially unreachable. By passing through multiple population centers, inter-facility communications will be possible by connecting our county hospital with smaller healthcare facilities, medical offices and rural communities by providing low cost communications to remote health facilities in our communities.

5) Create partnerships with various public and private entities to maximize the value of the infrastructure, promote the use of information technologies, and ensure the sustainability of the business model. Oconee County is currently working with several public and private entities to expand communications capabilities. These entities include:

- a. Palmetto State Integrated Fiber Consortium - consisting of higher education, medical, research organizations, libraries, and technical colleges. This community exposes a comprehensive set of applications and resources needed to assemble fiber optic infrastructure, network facilities and applications that will use the unique capabilities of large-scale fiber optic facilities based network. Very high capability fiber optic switching and services provisioned using dark fiber, wavelength based facilities and high capacity existing Metro-Ethernet services will power the infrastructure.
- b. Mid Mile Communications plans to bring mid-mile fiber optic connectivity to our county via an Upstate SC Fiber Ring with dual service Direct Internet Access at the Gigabit threshold at more affordable pricing.
- c. Innovative Communications is a private company that provides local phone and internet service. They plan on leasing last mile fiber from Oconee.
- d. Other third party last mile providers such as Northland CATV and Charter may be interested in dark fiber.
- e. Balsam West FiberNET and Cherokee Nations will also benefit from access to our network and greater bandwidths.

6) Support Multiple Municipal Services including Public Safety, Public Utilities, Public Schools, Libraries, and various State, County and Local Government facilities, applications and services. Oconee County is reserving a portion of its fiber optics to support multiple municipal services within its footprint. These municipal services include public safety and public utility access to high-speed data and internet services, connectivity for all State, County and local government entities for data communications, public school access to infrastructure supporting ultra-high speed data and internet services. This infrastructure will further support enhanced access to public services through private last-mile telecommunications service.



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7) Reduce internal communications costs, improve reliability, and provide sustainable infrastructure to support Smart Grid and Energy Efficiency objectives. Oconee FOCUS will support Smart Grid and Energy Efficiency programs through a sustainable, robust fiber infrastructure. This infrastructure will provide Reading programs, and other energy efficiency measures. Greater financial efficiencies can be realized through joint-use applications across shared infrastructure.

Recovery Act and Other Governmental Collaboration:

As a fiber optic backbone application with some last mile, Oconee’s FOCUS Project will be available to support any number of federal Development Programs that require extensive communications for their success. As described in other areas of the application, fiber optics is a protocol-neutral infrastructure capable of supporting a variety of communications standards and requirements, and therefore fits into the communications scheme off any communications-intensive application. Some of the areas where this project will support other federal objectives include:

- 1) Through collaboration with Clemson University in their relationship with the Palmetto State Integrated Fiber Consortium, Oconee will leverage its open-access network to provide communications links in the creation of the network connecting institutions of higher education throughout the Upstate of South Carolina as well as linking with the rest of the network (and other institutions) throughout the entire State.
- 2) Oconee’s FOCUS will be an infrastructure resource for the linking of hospitals throughout the Upstate region. This is a project funded through Clemson University via a grant from State and Federal programs. Although a carrier has been selected to create the interconnections, the Oconee Project will be an alternate source of low-cost infrastructure for our county.
- 3) All Smart-Grid applications require bi-directional communications to work. The scarcity of adequate, low-cost infrastructure providing a communications backbone for Smart-Grid projects will artificially increase the costs associated with developing these applications using traditional communications circuits. The deployment of the Oconee FOCUS Project will reduce those costs and allow the associated funding to be redirected to areas of greater need. Blue Ridge Co-Op, Duke Energy and Seneca Light and Water are primary providers of electricity in the county.
- 4) US Forestry Service will benefit with fiber fed service to improve delivery which enhances quality. Presently, the stations are copper fed leading to lightning problems.
- 5) Oconee’s Public Safety activities can expand thru our extension of a fiber optic network to it’s three access points which are located mainly on the Chattooga and Chauga Rivers in remote areas. Current public safety radio network has no telemetry to 911 center which creates >1 hour



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outage for fire, rescue, county, and sheriff radio systems. Fiber connections would allow proactive health monitoring of the public radio systems. These systems are critical to Oconee County due the dense terrain that limits cell signals. Other functions within Public Safety will be greatly aided with fiber fed services.

Fit with BTOP CCI Priorities:

This project will deploy Middle Mile broadband infrastructure to community anchor institutions throughout Oconee County in served, underserved and unserved areas. Key Anchor institutions identified include the following:

1. County Government Offices
2. City Government Offices
3. State Government Facilities
4. Fire Departments
5. Public Safety, Emergency Preparedness, Search and Rescue
6. County Parks
7. State Parks
8. Federal Parks
9. Emergency Evacuation Centers
10. Medical Clinics
11. Hospital
12. Schools

This project will deploy Middle Mile broadband infrastructure and has incorporated a public-private partnership among government, non-profit and for-profit entities. The project creates a public-private partnership by utilizing a private company to manage the infrastructure and permit wholesale operations to other third party providers for last mile and content services. City, County, State and Federal Organizations are incorporated into the plan and will house equipment at their facilities in exchange for services. This will reduce the overall cost of the plan by eliminating the need for constructing new facilities. Additionally, a portion of the dark fiber will be leased to organizations for transport purposes.

This project will deploy Middle Mile broadband infrastructure in economically distressed areas by Oconee County is partnering with Tri-county-Technical College to deploy Work Force Training Centers and is supported by County funding. Clemson University, has verbally agreed to tie into



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the system for connection to the National Light Rail located in Clemson SC. This project does deploy services to the County School system for all K-12 institutions. As an integral part of the design, Fire Departments, Search and Rescue, Emergency Evacuation Shelters and other identified emergency facilities will be connected as part of the last mile component. Additionally, each Emergency Facility will be equipped with Wireless Broadband access available to the general public to accommodate mobile or transient traffic. It should be noted that more than 80% of these facilities are in non-incorporated rural areas of the County. Oconee County is a rural area of the State and thus has many areas that are under served or unserved. Over the past few years the local Telco has upgraded some systems to support DSL in areas but there remain many areas that are unserved at this time. The population density is not high enough to promote expansion into these areas and dial-up or low speed DSL are the only options. The inherent design of this system will reach into many of these areas with the Middle Mile component. The Middle Mile infrastructure will act as the vehicle for Last Mile providers to reach these residents. Last Mile broadband service providers, (as of this writing: Charter Communications, Northland Cable, and Innovative Communications) have either provided written or verbal commitments to provide services. All Last Mile activities are restricted to 20% or less to conform with the requirements of this funding application. This project will deploy Middle Mile broadband infrastructure. Oconee County has proposed to fund 30% of the overall project costs over the 3 year deployment period.

Is the applicant seeking a waiver of the Buy American provision pursuant to section x.Q of the NOFA?

- No

Is the applicant delinquent on any federal debt?

- No

If Yes, justification for delinquency:

Are you seeking a waiver of any requirement set forth in the NOFA that is not mandated by statute or applicable law?

- No

Is the applicant a current recipient of a grant or loan from RUS?

- No



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C. Partners

Are you partnering with any other key institutions, organizations, or other entities for this project?

- Yes

If YES, key partners are listed below:

<p>Project Role: Other Name: Goehle, Nancy Phone: 8646384343 Email: cityofwalhalla@bellsouth.net Address 1: PO Box 1099 Address 2: Address 3: City: Walhalla State: South Carolina Zip Code: 29691 Organization: City of Walhalla Organization Type: City or Township Government Small business: No Socially and economically disadvantaged small business concern: No</p>
<p>Project Role: Other Name: Dietterick, Gregory Phone: 8648852700 Email: gdietterick@seneca.sc.us Address 1: PO Box 4773 Address 2: Address 3: City: Seneca State: South Carolina Zip Code: 29679 Organization: City of Seneca Organization Type: City or Township Government Small business: No Socially and economically disadvantaged small business concern: No</p>
<p>Project Role: Other Name: Bottom, James Phone: 8646568100</p>



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Email: NLB@clemson.edu
 Address 1: 209 Sikes Hall
 Address 2:
 Address 3:
 City: Clemson
 State: South Carolina
 Zip Code: 29634
 Organization: Clemson University
 Organization Type: State or State Agency
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Other
 Name: Loftis, Scott
 Phone: 8646384220
 Email: sloftis@oconeesc.com
 Address 1: 415 S. Pine St
 Address 2:
 Address 3:
 City: Walhalla
 State: South Carolina
 Zip Code: 29691
 Organization: Oconee County Emergency Services
 Organization Type: County Government
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor
 Name: Ellison, Richard
 Phone: 8647109531
 Email: REllison@TECHSOLSC.COM
 Address 1: PO Box 198
 Address 2:
 Address 3:
 City: Seneca
 State: South Carolina
 Zip Code: 29679
 Organization: Innovative Communications, Inc.
 Organization Type: For-profit Entity
 Small business: Yes
 Socially and economically disadvantaged small business concern: No



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<p>Project Role: Contractor Name: Smith, Gary Phone: 7068961417 Email: southernpipeline@windstream.net Address 1: PO Box 208 Address 2: Address 3: City: Hayesville State: North Carolina Zip Code: 28904 Organization: Southern Pipeline & Utility Organization Type: For-profit Entity Small business: Yes Socially and economically disadvantaged small business concern: No</p>
<p>Project Role: Other Name: Reis, Dirk Phone: 8642429733 Email: reis@scacog.org Address 1: PO Drawer 6668 Address 2: Address 3: City: Greenville State: South Carolina Zip Code: 29606 Organization: Appalachian Council of Governments Organization Type: Other Small business: No Socially and economically disadvantaged small business concern: No</p>
<p>Project Role: Other Name: Lucas, Mike Phone: 8648864400 Email: mlucas@oconee.k12.sc.us Address 1: 414 S Pine St Address 2: Address 3: City: Walhalla State: South Carolina Zip Code: 29691 Organization: School District for Oconee County Organization Type: Other</p>



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Small business: No
Socially and economically disadvantaged small business concern: No

Project Role: Other
Name: Booth, Ronnie
Phone: 8646461774
Email: rbooth@tctc.edu
Address 1: PO Box 587
Address 2:
Address 3:
City: Pendleton
State: South Carolina
Zip Code: 29670
Organization: Tri-County Technical College
Organization Type: State or State Agency
Small business: No
Socially and economically disadvantaged small business concern: No

Project Role: Other
Name: Smith, David
Phone: 8646473232
Email: dsmith@westminstersc.org
Address 1: PO Box 399
Address 2:
Address 3:
City: Westminster
State: South Carolina
Zip Code: 29693
Organization: City of Westminster
Organization Type: City or Township Government
Small business: No
Socially and economically disadvantaged small business concern: No

Project Role: Other
Name: Singleton, James
Phone: 8646384117
Email: jsingleton@oconeelaw.com
Address 1: 415 S Pine St
Address 2:
Address 3:
City: Walhalla
State: South Carolina



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Zip Code: 29691
 Organization: Oconee County Sheriff's Department
 Organization Type: County Government
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Other
 Name: Tilson, Travis
 Phone: 8647181010
 Email: ttilson@oconeelaw.com
 Address 1: 415 S Pine St
 Address 2:
 Address 3:
 City: Walhalla
 State: South Carolina
 Zip Code: 29691
 Organization: Oconee County Emergency Communications/E-911
 Organization Type: County Government
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Other
 Name: Crenshaw, Michael
 Phone: 8646384111
 Email: mcrenshaw@oconeelaw.com
 Address 1: 415 S Pine St
 Address 2:
 Address 3:
 City: Walhalla
 State: South Carolina
 Zip Code: 29691
 Organization: Oconee County Sheriffs Dept-Animal Shelter
 Organization Type: County Government
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Other
 Name: Ward, Jeanne
 Phone: 8648823351
 Email: jeanne.ward@oconeemed.org
 Address 1: 298 Memorial Dr
 Address 2:



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Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Address 3:
 City: Seneca
 State: South Carolina
 Zip Code: 29672
 Organization: Oconee Medical Center
 Organization Type: Other
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Other
 Name: Shirley, David
 Phone: 8648827070
 Email: beaverdambassoc@bellsouth.net
 Address 1: 1659 Sandifer Blvd
 Address 2:
 Address 3:
 City: Seneca
 State: South Carolina
 Zip Code: 29678
 Organization: Beaverdam Baptist Association
 Organization Type: Non-profit Association
 Small business: No
 Socially and economically disadvantaged small business concern: No

Project Role: Contractor
 Name: Smith, Gary
 Phone: 8285061572
 Email: geovision@verizon.net
 Address 1: PO Box 208
 Address 2:
 Address 3:
 City: Hayesville
 State: Not Applicable
 Zip Code: 28904
 Organization: GeoVision
 Organization Type: For-profit Entity
 Small business: Yes
 Socially and economically disadvantaged small business concern: No

Project Role: Third party in-kind contributor
 Name: Long, Bryan
 Phone: 8647603860



Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Email: longconsulting@yahoo.com
Address 1: 4041 Windward Trail
Address 2:
Address 3:
City: Anderson
State: South Carolina
Zip Code: 29621
Organization: Long Consulting, LLC
Organization Type: For-profit Entity
Small business: Yes
Socially and economically disadvantaged small business concern: Yes

Project Role: Other
Name: Smith, Sandie
Phone: 8646385619
Email: sandiearc@bellsouth.net
Address 1: 224 E. Main St
Address 2:
Address 3:
City: Walhalla
State: South Carolina
Zip Code: 29691
Organization: American Red Cross
Organization Type: Non-profit Foundation
Small business: No
Socially and economically disadvantaged small business concern: No

Project Role: Other
Name: Hubbs, David
Phone: 8285866141
Email: dhubbs@balsamwest.net
Address 1: 52 Colonial Square
Address 2:
Address 3:
City: Sylva
State: North Carolina
Zip Code: 28779
Organization: Balsam West FiberNET, LLC
Organization Type: For-profit Entity
Small business: No
Socially and economically disadvantaged small business concern: No



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
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Description of the involvement of the partners listed above in the project.

Oconee County is partnering with the following organizations for the deployment and operation of this project:

City of Walhalla-assistance with right ways, streets and roads
City of Seneca-assistance with right ways, streets and roads
Clemson University-our link to higher education & telemedicine
Oconee County Emergency Services-benefit from VPN
Innovative Communications, Inc.-selling of services
Geovision-contractor support
Southern Pipeline & Utility-contractor support
Appalachian Council of Governments-economic development and job growth
School District-benefits from greater bandwidth
Tri-County Technical College-our link to higher education
City of Westminster-assistance with right ways, streets and roads
Oconee Sheriff's Dept-benefit from VPN
Oconee Emergency Communications/E-911-benefit from VPN
Oconee Sheriff's Office Animal Shelter-benefit from VPN
Oconee Medical Center-telemedicine and health care
Beaverdam Baptist Association-staffing & provisioning of community emergency shelters
Long Consulting Group, LLC-support consultation and project management in the future
American Red Cross-benefit from better communication abilities
BalsamWest FiberNET-50% owned by Eastern Band of Cherokee Indians,diverse routing and connectivity

D. Congressional Districts

Applicant Headquarters

- South Carolina

Project Service States

South Carolina



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

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North Carolina

Project Service Areas

South Carolina - 3

North Carolina - 11

Will any portion of your proposed project serve federally recognized tribal entities?

- Yes

Indicate each federally recognized tribal entity your proposed project will serve.

Eastern Band of Cherokee Indians

Have you consulted with each of the federally recognized tribal entities identified above?

- Yes

E. Service Area Details

Is the applicant seeking a waiver for providing less than 100% coverage of a service area?

- No

Project Details

Service Area Type:	Middle Mile
Service Area Name:	Oconee County, SC
Rural Classification of the Last Mile Service Area:	Rural
Service Status of the Last Mile Service Area:	Underserved



**Broadband Infrastructure Application
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If Service Status is "Underserved" please select at least one applicable option from this list.
No more than 50% of the households in the proposed funded service area have access to facilities-based, terrestrial broadband service at greater than the minimum broadband transmission speed;
The rate of broadband subscribership for the proposed funded service area is 40% of households or less.

Total Square Miles in Service Area: 674
Total Population in Proposed Service Area: 66,215
Total Number of Households in Service Area: 28,000
Total Number of Businesses in Service Area: 2,478
Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service Area: 157
Unemployment Rate in the Service Area: 15
Median Income in the Service Area: 45,131
Estimated Percentage of Households with Access to Broadband: 30
Estimated Percentage of Households Subscribing to Broadband: 15

F. Community Anchor Summary

Community Anchor Summary	
Schools (k-12)	24
Libraries	4
Medical and Healthcare Providers	1
Public Safety Entities	26
Community Colleges	1
Public Housing	0
Other Institutions of Higher Education	0
Other Community Support Organization	64



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

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Other Government Facilities	37
TOTAL COMMUNITY ANCHOR INSTITUTIONS	157
Historically Black colleges and Universities	0
Tribal Colleges and Universities	0
Alaska Native Serving Institutions	0
Hispanic Serving Institutions	0
Native Hawaiian Serving Institutions	0
TOTAL MINORITY SERVING INSTITUTIONS	0

G. Project Benefits

Demographics

Jobs	
How many direct jobs-years will be created from this project?	75
How many indirect jobs will be created from this project?	500
How many jobs will be induced from this project?	1500

Methodology used to estimate jobs:

Council of Economic Advisors Methodology was used.

Project Impact:

The telecommunications infrastructure in Oconee County of the Appalachian Region is less developed than that in other parts of the country, and compares negatively to national averages on various broadband indicators. Statistical analyses show that varying levels of access are



Broadband Infrastructure Application
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directly associated with the levels of economic activity: more distressed counties have less developed broadband telecommunications infrastructure.

- Many parts of the Appalachian Region _especially the more rural areas_ have lower penetration rates of home computers, Internet access, and even basic telephone service than the national average.
- DSL-capable lines, an attractive, lower-cost broadband technology that can be used by small- and medium-sized businesses, are not currently available over broad swaths of rural Appalachia. While many telecommunications provider central offices are DSL-ready, not many are offering such services as yet.
- Cable modem services are very spotty throughout the Region. Furthermore, security concerns make cable modems unappealing for many businesses. More advanced technologies are not on the immediate horizon for rural Appalachia .
- The lack of advanced telecommunications services at prices affordable to local businesses and public organizations is a significant barrier to economic and social development in parts of the Appalachian Region.

Vulnerable Populations:

No vulnerable populations are overrepresented in this request.

Level of Need:

The Information (IT) sector and Professional Services sector are significantly lower than the national and state average. Professional services are needed by Knowledge Economy businesses and entrepreneurs, and special attention should be paid to this sector to ensure that local businesses have access to the services they need to grow. Entrepreneurial businesses tend to outsource more kinds of services than small businesses did in the past. The county, by ensuring that high quality professional services are available (e.g. business focused accounting and bookkeeping services, business-oriented legal practices, receptionist services, copy and shipping services, temp worker services) may be able to attract related businesses. Continued improvements and upgrades along downtown Main Streets will help attract more businesses. Incentives to landlords to rehab older retail and second floor spaces can help increase the inventory of good quality professional office space. Relocation decisions are now frequently made in 90 days or less, so the county should strive to always have some good quality office space always available (with broadband cabling to the building and within the building). The goal of this application was to obtain funding to give the equal opportunity for broadband access for all Oconee citizens. According to ESRI data, only 30.3% of residents have access to terrestrial broadband and 50% of the county does not have cellular coverage. Students in these



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

areas are forced to do homework at locations where broadband is accessible (schools & libraries at certain times and limited computers).

Poverty rate –need stuff

No diverse routing out of Oconee County as currently only 1 connection out of the county. This connection has been cut yearly creating a county wide outage. The goal will be to create diverse redundant loops to ensure county connectivity.

Education centers need more bandwidth for conferencing and programs. At this point the current bandwidth does not support these needs.

Many County public safety departments are not connected by broadband. As an example fire stations cannot complete required reports on online system (there are two fire station that does not have a simple telephone connection) and requires manual procedures are required to file these reports.

Unemployment rate in Oconee County is almost double the national average. Broadband had been identified by many independent companies to be one of the critical missing components needed in the infrastructure requirement needed for their successful business endeavor /outcome. Medical offices are forced to utilize limited DSL solutions as higher bandwidth solutions are not available or too expensive. Without significant assistance, Oconee County will not see telemedicine for years as little to no infrastructure exists. From ESRI data only 33.3% In addition because of the remoteness of the area, distance medical consultants can be improve by having greater access to large medical centers for additional patient medical assessment

Usage data were collected by Mediamark Research & Intelligence LLC., in a nationally representative survey of U.S. households. ESRI forecasts for 2009 and 2014.

H. Technology

Technology Type

Indicate the technology that will be used to deliver last mile services. The following items were selected:

Wireline - Fiber-optic Cable

Wireless - Terrestrial Fixed

Other:

Technology Questions



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

Methodology for Area Status:

It is our position that Oconee County is underserved as defined by the BTOP. Oconee County's claim is substantiated in an Appalachian Region Commission funded report completed by Design NINE in May of 2009. This report stated "that only 58% of residents have Internet access at home, which is 16% less than the national average. Only about half of these have broadband available, meaning that only 29% of Oconee County Households have any kind of broadband. Oconee County community and economic future is dependent upon the availability of affordable high speed broadband services." Charter Communications, Northland CATV and AT&T provide broadband services in the project area that meet the minimum requirements for broadband service as defined in the BTOP. These service levels are often not sufficient or are too expensive to drive meaningful adoption.

AT&T does offer DSL or T1 services to most business areas though limited DSL availability and competition from private VSAT networks business adoption is limited to only those businesses that can afford premium legacy services. Business owners and managers have expressed repeatedly shortcomings in their operations due to high cost / low bandwidth availability. Furthermore, economic development in the county has been hampered and greatly restricted. The Design NINE Report also states that "Oconee County is ideally located to take advantage of recently emerging business and residential growth in Northern South Carolina, but only if it has the right telecommunications infrastructure to support the needs of existing businesses and to attract new businesses."

Description of Network Openness:

Oconee County commits to accept non-discrimination and network connection obligations as expressed in the NOFA.

All aspects of the middle mile and last mile technical design have been analyzed to insure compliance with network openness and non-discrimination requirements of the NOFA. All network access policies will be available from the Oconee County Intranet and will provide existing customers "notice of change" in the event that changes are made to the policy. In the middle mile network, subject to availability, dark fiber will be made available on a wholesale basis to a variety of business interest such as local cable companies, network providers, and local technology companies ETC. In the middle mile and last mile networks wholesale bandwidth services will be offered by third party providers on a competitive non-discriminatory basis. Inter-connection options are available on both a physical port and virtual



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

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Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

basis. Oconee FOCUS operational supports systems (OSS) provide wholesale operators extensive Quality of Service (QoS), monitoring, and reconfiguration capability to control their environment independent of the county.

Oconee County commits wholesale service rates and terms will be competitive and reasonable. Furthermore, Oconee agrees to submit to binding arbitration in the event of a dispute. Lastly, we fully embrace the intent and purpose of this requirement.

System Design:

The physical network is designed in a series of self healing concentric rings with spur connections providing service to remote areas that do not lend themselves to ring topology. The fiber is single mode provided by AFL Technologies. The Core ring is comprised of 64, 144 and 288 count fiber depending on the need and potential for dark fiber sales. All fiber is planned as underground unless circumstances prevent boring or trenching. In these cases, aerial fiber may be used. Additionally, the Core rings will be accompanied by an empty 1.5" interduct for future usage.

The system is based on Tellabs GPON infrastructure. This design permits speeds up to 1GB per link and can easily provide end user speeds of 100Mbps per location. The design of the system eliminated the need for signal re-generation.

Key Anchor insitutions provide the facilities for housing access and aggregation points throughout the community. A number of these points also serve as Public Wireless Access points utilizing 2.4 Ghz unlicensed spectrum with a reach of approximately 1000 radial feet. Each of the facilities will have access to system bandwidth in exchange for some of all of the facilities usage.

The system design incorporates 2 primary Points-of-Presence in 2 different cities for redundancy and failover. Each POP is based on CISCO's Next Generation ASR 9000 router platform. This system is capable of moving 6.4 terabytes per second of traffic. The router is capable of supporting bandwidth heavy services such as video, IPTV and mbbile broadband that this project will enable. Each POP is capable if running the network in the event of a catastrophic failure at one location.



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Is the applicant seeking a waiver pursuant to section IX.C of the NOFA so as to sell or lease portions of the award-funded broadband facilities during their life?

No

I. Project Budget

Project Budget		
	Federal Grant Request	Match
Last Mile	1,603,436	583,469
Middle Mile	9,086,136	4,012,776
Total	10,689,572	4,596,245

Project Budget Total: \$15,285,817

Match Percent: 30.1%

Projects Outside Recommended Funding Range:

- This project is within the NOFA budget guidelines.

Outside Leverage	
Applicant is providing matching funds of at least 20% towards the total eligible project costs?	Yes
Matching cost detail	Oconee County will be providing the 30% match. The cash match is \$4,581,245. The in-kind match will also be provided by the county. The in-kind match is \$15,000. The in-kind match derived from pre-application expenses.
Unjust enrichment	This project is not receiving nor has it applied for other federal support.
Disclosure of federal and/or state funding sources	We have not received or requested funding.
Budget reasonableness	This project is based upon the need to provide an open-access dark-fiber network to the business and residential communities in Oconee County, SC. The network will involve approximately 245 route miles of 144-count fiber. The cost estimates were developed after a number



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

	<p>of routes were analyzed. The engineering and construction firm with the help of a Communications Consultant that developed the project plan and cost estimate have been working in this field for more than 30 years with most of these projects involving rural and suburban projects, such as the one proposed.</p> <p>The project approach and estimated cost are based upon scores of similar projects involving similar terrain and construction requirements. The firm has extensive experience in the area, including projects in South Carolina and has experience working on RUS-financed projects. In summary, we believe the overall project approach and project budget is very reasonable.</p> <p>The project presumes that the vast majority of the cable placed will involve buried construction. This is due to two factors. With the completion demands of the project it is very unlikely that pole-attachment agreements and make-ready work could be completed in the prescribed time period. During the detailed design stage we will investigate the possibility of using pole lines and placing the cable in the power space, but based upon past experience, we believe that over 90 percent of the cable will be buried. Our review also indicates that 75 percent of the cable will be in non-urban/suburban areas while 25 percent will be in suburban/urban areas. Our experience indicates we can reasonably expect to construct these areas for \$50,000 and \$35,000 per mile, including material. We have assumed that the aerial plant will require \$20,000 per mile including make-ready work.</p>
Demonstration of need	<p>Oconee County because of its light rural population centers, major network providers, such as AT&T, VERZION, SPRINT, etc. and other local cable company will not build out or construct a broadband network because of the major capital investment and long term return or investment. According to ESRI data only 30% of Oconee people have broadband or can have broadband.</p>

Funds to States/Territories



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

States	Amount of Federal Grant Request
South Carolina	10,689,572
North Carolina	

Funds to States/Territories Total: \$10,689,572

J. Historical Financials

Matching Funds			
	2007	2008	2009
Revenue	44,721,739	52,254,372	52,547,006
Expenditures	44,586,440	41,483,945	46,612,866
Net Assets	119,819,592	137,475,046	142,618,804
Change in Net Assets from Prior Year	3,199,110	17,655,454	5,143,758
Bond Rating (if applicable)	A1 MOODY'S & At S&P	A1 MOODY'S & At S&P	A1 MOODY'S & At S&P

K. Project Readiness

BTOP Organizational Readiness

Oconee County has secured pricing and discussed contracts with several companies as to the construction of this project. We have included letters from Geovision, Long Consulting Group, and Innovative Communications, Inc.. Complete engineering, permits and other coordination will be done on notification of award.

Construction and Vendor Contracts

We have a vendor ready for network planning. Geovision will be fiber architect. We currently have a bid out for fiber work installation. We have quotes from Cisco and AFL for hardware and



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

switching equipment. We have a commitment letter from Innovative COmmunications, Inc. the last mile provider.

Customer Base

The network operations managing organization has an installed base of approximately 600 buisness and residential customers in the service area.

Licenses, Regulatory Approvals and Agreements

Will apply for SC Department of Transporation permits as needed.

SPIN Number

L. Environmental Questionnaire

Project Description

We will not be building any new buildings. We will modify existing anchor institutions to house networking equipment securely. We will leverage or add to existing disaster recovery facilities.

Approximately 50 connection hubs and approximately 20 network nodes. Please see network diagrams and maps for location

Property Changes

This application utilizes existing Public right-of-ways for burial of fiber and installation of connection points thus no environmental impact study is required.

Buildings

No buildings will be built. We will use Community Anchor Institutions already constructed.



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM	Easygrants ID: 7461
Funding Opportunity: Broadband Technology Opportunities Program	Applicant Organization: OCONEE, COUNTY OF
Task: Submit Application - BTOP	Applicant Name: Mike Powell

Wetlands

No impact on Wetlands

Critical Habitats

No impact on Critical Habitats.

Floodplain

No impact on Floodplains

Protected Land

No impact on Protected Land.

Coastal Area

No impact on Coastal Area.

Brownfield

We are using existing right of ways. We are not running it through any known Brownfield. There should be no impact on the Brownfield.



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Uploads

The following pages contain the following uploads provided by the applicant:

Upload Name	File Name	Uploaded By	Uploaded Date
Service Offerings and Competitor Data	CCI Service Offerings and Competitor Data Attachment.xls	Powell, Mike	03/26/2010
Network Diagram	Visio-Oconee Network r3.pdf	Powell, Mike	03/26/2010
Build Out Timeline	CCI Build-Out Timeline Attachment.doc	Powell, Mike	03/26/2010
List of Community Anchors and Points of Interest	County Properties Complete List.xls	Powell, Mike	03/26/2010
Management Team Resumes and Organization Chart	BIOGRAPHY OF JOHN A Murray r2.docx	Powell, Mike	03/26/2010
Management Team Resumes and Organization Chart	Bryan Resume.docx	Powell, Mike	03/26/2010
Management Team Resumes and Organization Chart	Gary Smith Resume.pdf	Powell, Mike	03/26/2010



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Management Team Resumes and Organization Chart	Mike Brief Resume.docx	Powell, Mike	03/26/2010
Management Team Resumes and Organization Chart	Kim Resume.pdf	Powell, Mike	03/26/2010
Management Team Resumes and Organization Chart	OrgChart.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Appalachian Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Beaverdam Baptist Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	BWFN Letter to Kim Wilbanks.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	City of Walhalla Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	City of Westminster Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Clemson University Support.pdf	Powell, Mike	03/26/2010



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
Funding Opportunity: Broadband Technology Opportunities Program		Applicant Organization: OCONEE, COUNTY OF	
Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Government and Key Partnerships	GEO Vision Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Letter from Seneca.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee Broadband Support Letter - Foothills Ins.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee Broadband Support Letter - JREC - Copy.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee County Broadband Letter - Net Doctors.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee County Emergency Services Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee County Schools Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee Fiber Letter from Innova.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Oconee Medical Center Letter.pdf	Powell, Mike	03/26/2010



**Broadband Infrastructure Application
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Government and Key Partnerships	Patron 5 letters.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Patron Letter 1.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Patron Letter 2.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Red Cross.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Sheriff letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Sheriff Mike Crenshaw letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Sheriff Travis Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Southern Pipeline Letter of support.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Thomas Alexander Letter.pdf	Powell, Mike	03/26/2010
Government and Key Partnerships	Tri-County Technical.pdf	Powell, Mike	03/26/2010



**Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program**

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Task: Submit Application - BTOP		Applicant Name: Mike Powell	

Historical Financial Statements	FINAL FY10 Line Item Budget Worksheet.pdf	Powell, Mike	03/26/2010
Budget Narrative	CCI Budget Narrative Attachment.doc	Powell, Mike	03/26/2010
Detailed Budget	CCI Detailed Budget 031910.xls	Powell, Mike	03/26/2010
Pro-forma Forecast	Copy of CCI Pro Forma Financial Projections Attachment (3) (3).xls	Powell, Mike	03/26/2010
Subscriber Estimates	CCI Subscriber Estimates Attachment.xls	Powell, Mike	03/26/2010
Dashboard Metrics	CCI Key Metrics Dashboard Attachment.pdf	Powell, Mike	03/26/2010
Service Area Data	CCI Service Offerings and Competitor Data Attachment.xls	Powell, Mike	03/26/2010
Service Area Data	CCI Service Areas Attachment.xls	Powell, Mike	03/26/2010
Network Maps	network_diagram.jpg	Powell, Mike	03/26/2010
BTOP Certifications	App Signature.pdf	Powell, Mike	03/26/2010



Broadband Infrastructure Application
Submission to NTIA – Broadband Technology Opportunities Program

Submitted Date: 3/26/2010 9:50:25 PM		Easygrants ID: 7461	
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Task: Submit Application - BTOP		Applicant Name: Mike Powell	

SF-424 C and D	App Signature.pdf	Powell, Mike	03/26/2010
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