



**Broadband Infrastructure Application
Submission to RUS (BIP) and NTIA (BTOP)**

Submitted Date: Easygrants ID: 2614	
Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Pine Telephone Company, Inc.
Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

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A. General Application Information

1. Applicant Information	
1-A. Name, Address, and Federal ID for Applicant	
i. Legal Name:	Pine Telephone Company, Inc.
ii. Employer/Taxpayer Identification Number (EIN/TIN):	730710012
Street 1:	210 West Second Street
Street 2:	
City:	Broken Bow
County:	McCurtain
State:	OK
Country	United States
Zip/Postal Code:	74728

1-B. Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix:	Mr.
First Name:	Cooper
Middle Name:	Lee
Last Name:	Brown
Suffix:	
Telephone Number:	580-306-1020
Fax Number:	
Email:	pinetel@pine-net.com
Title:	Chief Technology Officer



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1-C. Other Required Identification Numbers	
i. Organizational DUNS:	964250450
ii. CCR # (CAGE):	3nok7
iii. Funding Opportunity Number:	1
iv. Catalog of Federal Domestic Assistance Number:	BTOP CFDA Number: 11.557 BIP CFDA Number: 10.787 BTOP CFDA Title: Broadband Technology Opportunities Program BIP CFDA Title: Broadband Initiatives Program

1-D Eligible Entities

Please classify your organization. (Note: If there are multiple organizations involved in the project, designate the lead applicant that would enter into a Loan or Grant agreement with the Agency and assume operational and financial responsibility should an award be made). **For-Profit Corporation**

1-E. RUS Borrower Status

Yes

1-F. Applicant Federal Debt Delinquency Explanation

Is the Applicant Delinquent On Any Federal Debt? **No**
Federal debt delinquency Explanation:

2. Project Description & Project Title

2-A. Project Title: Broadband Grant for Isolated Southeastern Oklahoma/Choctaw Nation - Rural/Non-Remote Areas

2-B. Project Description: The project will use innovative wireless technology to deliver affordable broadband service to portions of entirely rural and economically disadvantaged Southeast Oklahoma (within the Choctaw Nation) to create economic growth and jobs and to enhance education, health care and public safety. PTC will keep rates affordable and will invest free cash flow to expand the system.



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3. Application ID for Multiple Submissions for Identified Service Areas:
Pine Telephone Company, Inc. plans to submit three broadband infrastructure grant applications in this first round of funding.

APPLICATION 1:
BIP/BTOP Infrastructure – Easygrants ID - 1257
PROJECT TITLE: Broadband Grant for Isolated Southeastern Oklahoma/Choctaw Nation – Rural/ Remote Areas
SERVICE AREA: Remote/Rural SE Oklahoma

APPLICATION 2:
BIP/BTOP Infrastructure – Easygrants ID – 2614
PROJECT TITLE: Broadband Grant for Isolated Southeastern Oklahoma/Choctaw Nation – Rural/Non-Remote Areas
SERVICE AREA: Rural/Non-Remote SE Oklahoma

APPLICATION 3:
BIP/BTOP Infrastructure – Easygrants ID – 2618
PROJECT TITLE: Broadband Grant for Isolated Southeastern Oklahoma/Choctaw Nation – Rural/Remote & Non-Remote Areas
SERVICE AREA: Rural/Remote + Non-Remote SE Oklahoma

4188169.1

4. Rural Area Determination

At least 75 percent of the proposed service area to be funded falls within rural areas that are unserved or underserved.
Yes

5. Applications for Rural Areas: Please choose the funding program(s) to which you are submitting this application.

- a) BIP broadband infrastructure category to which you are applying:
BIP - Last Mile Non-Remote Area
- b) Would you like this Application for Rural Areas to also be considered for BTOP funding?
Yes



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c) BTOP Infrastructure category for which you are applying.
Last Mile

6. Applications for All Other Areas: Per the NOFA, all applications to fund broadband infrastructure projects in areas that are less than 75% rural must be submitted to NTIA for consideration under BTOP.

BTOP broadband infrastructure category to which you are applying:

B. Eligibility Factors

7. Application Submission

BIP and BTOP Factors Selected By Applicant:

Applicant has submitted a completed application and provided all supporting documentation required for the application.

The Project will be substantially complete within 2nd year from the award date, and the project will be fully complete by the end of the 3rd year from the award date.

For projects seeking more than \$1 million funding, the Applicant agrees to submit a certification, from a Professional Engineer, that attests that a) the system will deliver the stated performance; and b) the projected project will be substantially completed within two years, and fully completed within three years.

The Applicant provides two-way data transmission with advertised speeds of at least 768 kbps downstream and 200 kbps upstream.

Applicant understands and agrees to comply with the nondiscrimination and interconnection obligations outlined in the NOFA.



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If applying for a last mile Broadband Infrastructure project, applicant understands and agrees to comply with the last mile coverage obligations as outlined in the NOFA.

Additional Factors for BIP Selected By Applicant

At least 75 percent of the proposed funded service area qualifies as unserved and underserved rural areas in accordance with the NOFA.

Applicant understands and agrees that the project will be fully funded in accordance with the requirements of the NOFA.

Applicant understands and agrees that only projects that RUS determines to be financially feasible and/or economically sustainable will be eligible under this NOFA.

Additional BTOP Factors Selected By Applicant

- **Conformity with Statutory Purposes**
- **Cost Sharing/Matching**
- **Reasonableness of Project Budget**

The project advances at least one of the statutory purposes for BTOP

Applicant has provided documentation that the project would not have been implemented during the grant period without federal grant assistance.

Applicant has provided a budget that is appropriate to the proposed technical solution and only includes eligible costs.



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- **Demonstration the Project Could not be Implemented But For Federal Grant Assistance**
Applicant is providing matching funds of at least 20 percent towards the total eligible project costs?
Yes

7-k. Cost Sharing/Matching Fund Explanation
PTC has not requested a waiver of the matching funds requirement. In fact, PTC is providing more than a 20% match. 4188352.1

C. Executive Summary

Executive Summary of Project for BIP and BTOP:

8. Infrastructure Projects Executive Summary

OPPORTUNITY THAT PINE TELEPHONE'S PROJECT ADDRESSES

The broadband stimulus program was designed precisely for the portions of Southeastern Oklahoma covered by this application -- entirely rural, predominantly unserved and severely economically disadvantaged. The area also falls entirely within the boundaries of the tribal lands of the Choctaw Nation. In the service area, commerce and jobs are almost non-existent, sub-standard average household incomes and pervasive poverty prevail. This project should create about 659 jobs.

The broadband stimulus program was designed for an applicant like Pine Telephone Company, Inc. ("PTC"). PTC has been an integral part of Southeastern Oklahoma history for nearly 100 years, providing critical landline telephone service, then cellular and now wireless broadband service. Unlike some providers that take direction from a distant headquarters, PTC is a true partner in its communities, not simply providing free service to schools, libraries, and first responders but sponsoring community programs and volunteering in those communities. PTC has long stated that: "We will only do as well as the customers we serve so it is our job to help the community prosper." In fact, PTC is so well regarded in Southeastern Oklahoma that when it approached the Choctaw Nation for its support for this application, the Nation asked PTC to work towards expanding the scope of the application and its service to include all 10 counties of the Nation.



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The broadband stimulus program was designed to support plans like PTC’s that will deploy innovative yet proven and viable technology. PTC has a proven track record of bringing innovative services to this region. After confirming that WiMAX technology would not work in the rugged and isolated terrain of this region, PTC spent several years investigating different technologies. The 3G universal mobile telecommunications system (“UMTS”) technology it chose has a proven track record in areas with similar isolation and terrain. In fact, PTC is currently deploying it in portions of Southeastern Oklahoma where it is commercially viable. Unfortunately, the initial capital costs preclude viable commercial deployment of that technology in the application’s service area. Thus, this grant application.

The broadband stimulus program was designed to trigger investment beyond the grant dollars. In keeping with its sustained presence and social commitment to the area, PTC will forego much of the financial benefit from the grants by operating the system initially at near break-even levels and committing to reinvest free cash flow that the grant dollars produce for the public good, thereby effectively multiplying the grant dollars. Specifically, it will reinvest every dollar of free cash flow from the grant funded portion of the project during the first five years into expanding the system’s reach into neighboring rural areas and upgrading grant-funded facilities as technology advances.

As highlighted in this summary and detailed in the accompanying application, PTC has not only met the minimum required elements, but goes far beyond them in its commitment as a steward of public grant money.

DESCRIPTION OF PROPOSED FUNDED SERVICE AREA

The project service area is comprised of contiguous Census blocks in Southeastern Oklahoma that are rural, predominantly unserved and severely economically disadvantaged. These Census blocks number 2,519 and cover 2,663 square miles of often rugged and isolated terrain – areas that can only be served wirelessly. The area is so isolated that it contains only three Census-recognized communities. Commerce and jobs are almost non-existent in the service area as evidenced by county household incomes ranging only from \$22,127 to \$33,427, with 19.8% to 24.3% below the poverty line and many unemployment rates nearly tripling recently. Moreover, the project area is included entirely within the tribal lands of the Choctaw



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Nation.

NUMBER OF HOUSEHOLDS AND BUSINESSES PASSED

The project would make broadband service available to 7,815 households, based on 2000 Census data, in which about 20,697 people reside as of 2008. The service offered would also benefit smaller and home-based businesses, of which PTC estimates there are about 76 in the project area. While PTC will not offer a business class of service, it will make its residential service available to these small businesses. Because of the area's isolation, there simply are not any large businesses to serve.

NUMBER OF COMMUNITY ANCHOR AND SIMILAR INSTITUTIONS

PTC will make broadband service available at no cost to the ten volunteer fire/ambulance departments that provide first responder service in the project area. At least twelve home health providers will benefit from the ability to transmit real-time patient information from the field. Five public school districts serving about 1,100 students and an estimated 165 home schooled students will benefit from broadband service to facilitate learning at home. Moreover, the Choctaw Nation reunions that draw more than 20,000 persons annually and overload all communications facilities will benefit from the availability of wireless broadband.

PROPOSED SERVICES

PTC will focus on the most essential services from a community service and economic development perspective – high speed broadband. Although it will offer voice services, customers can also use over-the-top VoIP services anytime. It will offer an entry level broadband service of 1.0 Mbps service at the same price that it currently offers dial-up service. Two additional service tiers will be offered: 1.5 Mbps and 3 Mbps. PTC plans to offer portable wireless voice service using its experience in the cellular business to tailor its initial service plan.

NONDISCRIMINATION AND INTERCONNECTION



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In addition to offering its own branded Internet access service, PTC will make its service available so that any Internet service provider can brand, price and market the service to residents of the project area. Moreover, with respect to network management practices, PTC will strictly adhere to the non-discrimination principles articulated in the Federal Communication Commission’s Broadband Policy Statement.

TYPE OF BROADBAND SYSTEM TO BE DEPLOYED

The system will use advanced 3G UMTS technology, deployed to cell tower sites via microwave with fiber backhaul where warranted. This technology has proven viable in isolated areas with similar geographic characteristics. PTC is currently deploying this technology in smaller communities within its local exchange area where it is commercially viable. Moreover, the system is designed to be scalable to easily and cost-effectively accommodate technology upgrades so that it will remain viable and sustainable for the foreseeable future.

QUALIFICATIONS THAT DEMONSTRATE THE ABILITY TO IMPLEMENT AND OPERATE THE INFRASTRUCTURE

PTC remains family-owned and for nearly 100 years has compiled a rich history of building, operating and providing communication service in rural Oklahoma. The core management group is comprised of family members holding degrees in engineering, business administration and law, coupled with over ten decades of collective experience running the business. This team, comprised entirely of local residents, has undertaken successful expansions that have included building and operating a cellular telephone business and commencing construction of a wireless broadband system. This management team has frequently worked with RUS and is known as a responsible and accountable partner with the federal government. In fact, the strength of this team permits PTC to submit this plan that calls for immediate commencement of construction and completion in only 24 months, well shorter than the maximum allowed construction time.

OVERALL INFRASTRUCTURE COST OF THE BROADBAND SYSTEM

The total infrastructure cost associated with the project is approximately \$14.05 million.



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The portion of this amount funded through requested grant proceeds will be \$9.47 million. PTC will cover the remaining cost through investment in-kind (\$2.21 million) and available cash (\$2.37 million). With a population of about 20,697 (2008 estimate), that equates to a per-person cost of \$679. Moreover, with PTC’s commitment to reinvest free cash flow generated by the project grant funds during the first five years into upgrading the system and building new towers to expand the geographic scope into adjacent areas, the per-person cost based on initial government grant funding will only decrease over time.

OVERALL EXPECTED SUBSCRIBER PROJECTIONS FOR THE PROJECT

PTC expects a high initial number of broadband subscribers, as many of its dial up-customers should convert to the high-speed wireless broadband as the PTC cost will be well below the total cost of dial-up plus second line service. Moreover, PTC expects that take rates will remain strong over the project period. PTC estimates 3,222 subscribers at the end of five years.

NUMBER OF ESTIMATED JOBS CREATED OR SAVED

The project will be responsible for creating about 659 jobs. This includes not only those involved with construction and operations, but those who will have employment in businesses as a direct result of having high-speed Internet access and those that benefit from enhanced access to education and thus the ability to train or retrain themselves for employment.

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Description of BTOP Project Purpose (BTOP Applicants Only Next Three Questions)

9. BTOP Statutory Purpose:



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Provide access to broadband service to consumers residing in “unserved” areas of the United States.
Provide improved access to broadband service to consumers residing in “underserved” areas of the United States.
Provide broadband education, awareness, training, access, equipment, and support to schools, libraries, medical and healthcare providers, community colleges and other institutions of higher education, and other community support organizations by or through these organizations.
Provide broadband education, awareness, training, access, equipment, and support to organizations and agencies that provide outreach, access, equipment and support services to facilitate greater use of broadband service by low-income, unemployed, aged, and otherwise vulnerable populations.
Improve access to, and use of, broadband service by public safety agencies.
Stimulate the demand for broadband, economic growth, and job creation.

10. Description of BTOP Project Purpose:

This broadband infrastructure proposal not only meets virtually every statutory objective established in the American Recovery and Reinvestment Act of 2009, but it also meets the highest needs for federal investments – economic growth and job creation and benefitting education, health care and public safety. Yet this proposal goes beyond statutory service obligations. It replaces private profit with expanded, affordable and sustainable service to the public -- an approach that multiplies the benefits of this project beyond the grant dollars invested.

THE SERVICE AREA FACES MANY CHALLENGES IDENTIFIED IN THE BTOP STATUTORY GOALS -- RURAL, PREDOMINANTLY UNSERVED AND POVERTY-STRICKEN

The broadband stimulus program was designed precisely for the 2,663 square miles in Southeastern Oklahoma covered by this application – an area that is wholly rural, predominantly unserved and severely economically disadvantaged, and an area that also is completely within the tribal lands of the Choctaw Nation. Indeed the area is so rural that



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traditional community anchors are typically limited to public schools, home health care providers and first responders. Poverty is about twice the national average – at least one out of every five residents lives in poverty - in some places one out of every four. Jobs have been lost – many unemployment rates have nearly tripled in just over one year, often nearing or exceeding 10%. In the service area, commerce and economic development and new jobs are almost non-existent. PTC’s proposal can change this.

THE PROJECT OFFERS AN EFFECTIVE SOLUTION AS IT WILL STIMULATE DESPERATELY NEEDED ECONOMIC VITALITY AND JOB CREATION, IMPROVE EDUCATION AND DELIVERY OF HEALTH CARE

This project will ignite the economic viability and vitality of the service area by not only driving job creation locally, but by enhancing the employability of local residents through access to education and job training via broadband.

The project will create about 659 jobs. This includes about 180 direct and indirect jobs created by construction and increased PTC staffing. Additionally, many more jobs will be created from the availability of high-speed broadband access, including, as highlighted in the letter of support from the Choctaw Nation, the ability of Choctaw artisans to sell their works online. It will generate tourism-related jobs by allowing local river guides to market and book tours online. It will also allow residents to remain in the region but work at distant jobs. These increases in economic activity will support job creation in the region. Importantly, economic studies have shown increases in employment rates, as well as in average incomes, where broadband access is present. For example, one study establishes a correlation of a 0.075% increase in employment rates for each percent of broadband adoption. Based on the first five years of adoptions, this means that employment should increase by 479 jobs.

As described in greater detail in the narrative to Item 11, enhancements to K-12 education, post-secondary education and vocational training/retraining made possible by the project will also drive the increase in employment. Public school districts and home school networks will expand broadband education and help to drive broadband adoption in homes of students and staff.

As described in greater detail in the narrative to Item 11, enhancements to the delivery of



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health care services made possible by the project will not only improve the quality of those services, but reduce their cost to federally-funded Medicare and Medicaid programs.

PROVEN AND SCALABLE TECHNOLOGY HAS BROAD SIGNIFICANCE AND CAN BE REPLICATED

The rugged terrain and isolation of the service area precludes the use of traditional distribution technologies. In fact, PTC piloted WiMAX technology several years ago only to determine, after extensive efforts, that it simply was not viable in this type of service area. PTC continued to seek a solution and is now deploying advanced 3G UMTS technology, deployed to cell tower sites via microwave (and using microwave for backhaul as well) within its local telephone service area which is adjacent to the service area. Deployment in its local telephone service area involves higher density areas where commercial deployment is feasible.

Advanced 3G UMTS technology has proven viable in isolated areas with similar geographic characteristics. Moreover, the system is designed to be scalable to easily and cost-effectively accommodate technology upgrades through addition of antennas, base equipment and software. Thus, this technology will remain viable and sustainable well into the future. It can easily be replicated to provide wide coverage in similar areas at a relatively low cost per household.

THE ENTIRE SERVICE AREA IS PREDOMINANTLY UNSERVED

As described above, the proposed service area is so isolated that it is predominantly unserved as defined under the broadband stimulus program.

THE PROJECT SERVES VIRTUALLY EVERY STATUTORY PURPOSE IDENTIFIED UNDER THE RECOVERY ACT

As described throughout this application, the proposed project would address virtually every statutory objective Congress sought to address through the Recovery Act:

- Broadband to a predominantly unserved area.
- Education, anchor institutions and health care for vulnerable populations. The project



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would work closely with education to both expand access to educational resources and to teach broadband usage and encourage residential adoption of broadband services by students and staff. PTC is also working closely with the Choctaw Nation’s government, to deliver services to its members via broadband. Other than schools, the Choctaw Nation, one health clinic, home health care providers and first responders (discussed below), no community anchor institutions exist in this isolated area. Lastly, health care to vulnerable populations is typically delivered by home health care agencies that will be able to significantly increase the level of care provided by having wireless broadband access in the field.

- Free service to first responders. PTC will not only provide free wireless broadband to first responder agencies that serve the service area, but it will permit those agencies to mount communications equipment on project towers at no charge.
- Economic growth and job creation. As described above, the project will provide significant economic growth, job creation and increased employment.

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**11. BTOP Enhanced Services for Health Care Delivery, Education, and Children:
THE PROJECT WILL GREATLY ENHANCE DELIVERY OF HEALTH CARE**

Because of its rural nature, no medical clinic is located in 2,663 square miles that comprise the service area. This means that residents are often located far from even the most basic medical facilities. Such distance coupled with high poverty levels and no public transportation system means that this vulnerable population must rely on in-home health services. Because the service area lacks broadband service, providers of in-home medical care have no way to send vital information to distant medical professionals in real time.

As evidenced by the attached letters of support, the ability to access wireless broadband in the field will permit real-time analysis of data and more timely action by medical professionals -- activities that are currently impossible. In fact, it can avoid second trips to deliver post-diagnostic services. The project will not only vastly improve the quality and timeliness of health care, but it will reduce the cost of providing these services that are often paid for by Medicare and Medicaid, thus saving valuable federal health care dollars.



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THE PROJECT WILL ENHANCE EDUCATION OF BOTH CHILDREN AND ADULTS.

PTC is very involved with and connected to public education in the region with two members of senior management serving as public school board trustees in the area. Such involvement means PTC knows first hand the benefits that broadband to student and staff homes will bring to education.

The proposed service area is served by five public school districts and numerous families who home school their children. Each school district has high-speed Internet access provided through T-1 circuits to their buildings. Off campus, however, students and staff have no broadband service available. As evidenced by the attached letters of support, area school districts fully support the project, as it would vastly increase the educational resources available to students at home. Not only would it foster research and learning activities outside school, but the speeds to be provided will allow students to access specialized online courses and distance learning opportunities that otherwise might not be available to students of these school districts.

In the proposed service area, many families home school their children. None of these families has access to broadband service. As evidenced by the attached letter of support, these home-schooled children will benefit vastly from the ability to access educational materials online.

No post-secondary educational institutions exist in the proposed service area. The lack of facilities coupled with high poverty rates makes online access to post-secondary educational materials and programs, including vocational and job retraining programs, the only way that many residents will be able to advance their education and thus their employment prospects. The letter of support from the Choctaw Nation supports the project in that it will provide accessibility to educational opportunities for members of the Nation.

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D. Proposed Funded Service Area

12. Proposed Funded Service Area Maps:

12-A. Service Area Map (Reference Number): **4AE6-AF4B-4283-B1B9**



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12-B. Is the applicant is seeking a waiver for providing less than 100% coverage of a census block. **No**

13. Proposed Funded Service Area (BIP - Last Mile Projects):

Please refer to section M at the end of document.

14. Proposed Funded Service Area (BTOP - Middle Mile Project):

Please refer to section M at the end of document.

15. Non-Funded Service Area(BIP Only):

Pine Telephone Company, Inc. (“PTC”) provides a variety of communications services to certain areas in Southeastern Oklahoma, including broadband service. At present, PTC’s broadband service is limited to those customers in its certified ILEC service territory and PTC currently has 1,168 broadband subscribers. According to Census 2000, there are approximately 5,339 households in PTC’s broadband service area and a total population of approximately 14,024. PTC’s broadband service area includes approximately 376 businesses.

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16. Coverage Waiver:

Applicant is seeking a waiver for providing less than 100% coverage of a census block.

No

For Response of “Yes” please refer to upload section for additional supporting documentation.

17. Methodology for Area Status:

To determine whether the proposed funded service area should be considered unserved or underserved, as defined by the Notice of Funds Availability (“NOFA”), PTC checked the Oklahoma Telephone Association website to identify those local exchange carriers that offer wireline service and the American Roamer website to identify all wireless service providers in the proposed service area. Beyond general familiarity with service offerings in the region, Internet searches were performed, reviews were done of the official website of each provider to the extent such a website existed, and providers were contacted as needed. PTC determined that except for Haworth and two small areas of unincorporated McCurtain County, no wireline or wireless provider advertised broadband service availability in the proposed service area.

As to Town of Haworth (Census 2000: 140 households), PTC has concluded that Haworth



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would be underserved in that less than 40% of the households subscribe to that service. PTC based this conclusion on (1) the general broadband penetration rate in this region, (2) the fact that Pine Rural TV Cable, PTC’s sister company, until recently provided cable television service in Haworth making PTC employees familiar with the general population and their service desires. In any event, Haworth’s underserved status does not affect the proposed funded service area’s unserved status since less than 10% of the households in the proposed service area have access to broadband service.

As to those portions of unincorporated McCurtain County that make up the proposed funded service area (Census 2000: estimated 1,840 households), PTC estimates that approximately 15 percent or less (Census 2000: estimated 282 households) of those households have access to broadband service. While McCurtain County is considered underserved for BIP purposes, it still would be considered unserved for BTOP purposes because “at least 90 percent of the households in the [overall] proposed funded service area lack access to facilities-based, terrestrial broadband service . . . at the minimum broadband transmission speed.”

A review of Federal Communications Commission Cable Community Unit registration records also was done to identify all cable operators registered to provide cable service in the proposed funded service area. For any such registered cable operator, the operator’s official website was reviewed to determine whether the operator advertised availability of high speed broadband service in the communities that make up the proposed funded service area. To the extent a cable operator did not maintain a community-specific website, calls were placed to the cable operator to determine whether broadband service was available. It was determined that no cable operator advertised the availability of broadband service in the proposed service area.

PTC includes competitive information regarding satellite broadband availability in Attachment C, but such availability does not factor into the underserved versus unserved analysis since satellite doesn’t meet the terrestrially-based requirement outlined in the program materials.

While PTC did find that there was limited availability of broadband service in the proposed service area, the total number of households to which it was available would not change the BTOP status to underserved because the proposed funded service area considered as a whole is an area “where at least 90 percent of the households . . . lack access to facilities-based, terrestrial broadband service, either fixed or mobile, at the minimum broadband transmission



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speed.”

4188146.3

18. Middle Mile Benefits

E. Proposed Service Offering

19. Broadband Service Offerings for Last Mile Project:

Please refer to upload section at the end of the document.

20. Service Offerings for Middle Mile Project:

Please refer to upload section at the end of the document.

Competing Service Providers

21. Existing Broadband Service Providers and Services Offered:

Please refer to upload section at the end of the document.

Non-Discrimination, Interconnection

22. Description of Network Openness:

PTC will strictly adhere to the principles articulated by the Federal Communications Commission in its Policy Statement regarding broadband access to the Internet when customers are accessing the public Internet. When accessing the public Internet, PTC will offer neutral traffic routing – routing that will not be affected by either the source or destination of traffic or any particular applications being run. PTC will post its network management policies prominently on its Web page and will provide customers notice of changes to these policies.

The project system will be directly connected to the public Internet. PTC customers will be able to access any portion of the public Internet and be able to run any applications they desire with the obvious exception of malicious applications intended to harm the network or others.



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PTC will not use application management as a surrogate for bandwidth management. Any application management will be limited to restriction of malicious, illegal or otherwise harmful activities.

The technological differences in the functionality of UMTS means that bandwidth consumption issues are much less prevalent than in previous wireless environments. Thus, bandwidth management practices are much less of a concern. Nevertheless, should PTC adopt bandwidth consumption limitations in the future it will engage only in actual bandwidth measurements practices.

PTC will offer interconnection, where technologically feasible, for exchange traffic on reasonable rates and terms to be negotiated with requesting parties. It will also adhere to interconnection requirements with respect to those wishing to connect directly to the public Internet using the project's broadband network.

As an incumbent local exchange carrier that is celebrating its one hundredth year of service in 2010, PTC is experienced in the negotiations of interconnection agreements and provisions. PTC has a history of negotiating interconnection in a non-discriminatory manner and in good faith and will continue to do so with respect to the project system for all bona fide requesting parties that wish to connect to the public Internet or to exchange traffic, when appropriate.

PTC goes even beyond these requirements and will also make the proposed network available on a wholesale basis so that any Internet service provider can offer a uniquely branded and priced service to any resident of the service area. This selflessness reinforces that PTC's interest lies with serving the public interest with choice and quality service, not in maximizing its own revenue from customers.

4183257.4

Non-Discrimination and Interconnection (BTOP applicants only for next three questions)



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23. Non-Discrimination Obligations (applicable to Last Mile and Middle Mile Applicants):

Adhere to the minimum non-discrimination requirements as set forth in the NOFA.
Display the nondiscrimination practices in a prominent location on the service provider’s web page, and provide notice to customers of changes to these policies.

24. Interconnection Obligations (applicable to Last Mile Applicants):

Adhere to the minimum interconnection requirements as set forth in the NOFA.
Display the interconnection policies in a prominent location on the service provider’s web page, and provide notice to customers of changes to these policies.
Commit to offering wholesale access to the project facilities at reasonable rates and terms.
Commit to binding private arbitration of disputes concerning interconnection obligations.

25. Interconnection Obligations Middle Mile Applicants:

--

Cost Effectiveness and Affordability

26. Cost per Household (BTOP only):

With a total projected project cost of \$14.05 million, and 7,815 households based on 2000 Census counts, the average cost per household is only \$1,798. A more appropriate number, however, may be the cost per resident given that the wireless services are portable and it is possible that a household will have more than one subscriber. This is true especially in homes



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where residents want to have portable service on their laptops outside of the home. When computed on a per individual basis based on 2008 Census estimates, the cost drops to \$679.

These costs do not reflect the per-household/individual cost dilution that results when seasonal residents and tourists are included. The isolation and natural beauty of the region attracts a significant population of seasonal visitors, including those who own second homes and those who visit at local state and national parks. Moreover, to the extent that the project will attract second homeowners to locate in the area because they can remain in contact with their jobs via PTC’s proposed broadband system, the true cost per household/individual will decrease further.

The area also hosts the annual Choctaw Nation reunion which draws about 20,000 people to the area. Those gatherings typically overwhelm the capacity of local communication infrastructure. The project would provide additional capacity, particularly for broadband communication. On a peak user basis, the cost per customer drops dramatically.

As described more fully in the answer to Item 27, following, PTC will offer its base 1.0 Mps at a monthly cost of \$25, the same as the rate as its current dial-up option. Moreover, PTC will offer a 1.5 Mbps service for \$■ and a premium 3 Mbps service for \$■ per month. PTC believes that residents will find affordable and sustainable service options among this tiered service plan. Not only will customers of the base-level service see a huge increase in speeds from dial up, but many dial-up customers maintain second lines dedicated for Internet access that will no longer be necessary. When those lines are jettisoned, most, if not all service levels will offer a cost saving, which in some cases can be significant.

Also as described more fully in the answer to Item 27, PTC’s price points are significantly lower than most other ways for local residents to attempt to obtain a broadband level Internet connection.**

**Some satellite-based services purport to offer service in the area. To the extent that this may be accurate, it does not change the character of the area as “unserved,” as the service is not terrestrially-based.

4186398.1

27. Affordability



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PTC is only aware of certain satellite services providing broadband service to the entire area. For example, Mobile Satellite System and Hughesnet (which is not available in the entire area) claim to offer 1 Mbps as its least expensive, and offers service beginning at \$59.99 per month. Given that PTC's service will cost less than half as much -- in some cases even less -- and does not require a significant equipment purchase, these competitive benchmark prices affirm the value and affordability of the PTC service. The affordability of PTC's service is even greater at higher speeds. While PTC understands that wireline providers may have limited DSL service available in small portions of the service area, e.g., Haworth, and small portions of McCurtain County, comparisons to such limited service does not prove or disprove affordability of PTC's service by comparison.

Hughesnet, the only satellite provider with a 3 Mbps speed, purportedly offers that service for \$189.99 per month, compared to PTC's \$█ per month. Also satellite providers have download limits which will severely limit a customer's ability to use the Internet.

As set forth in Attachment A to this application, PTC will offer its base 1.0 Mps at \$25 a cost equal to its current dial-up option. Moreover, PTC will offer a 1.5 Mbps service for \$█ and a premium 3 Mbps service for \$█ per month. Based upon its discussions with cellular customers in the area and with potential customers, PTC believes that residents will find that this tiered service plan will provide sustainable service options that residents will find to be both fairly and workably priced.

Not only will customers of the base-level service see a huge increase in speeds from dial up, but many dial-up customers maintain second lines dedicated for Internet access that would no longer be necessary. When those lines are jettisoned, most, if not all PTC service levels will offer a cost saving, which in some cases can be significant. For example, a dial-up customer with a dedicated second line is currently paying about \$█ for Internet access (\$█ for dial-up service and about \$█ for the second line (including mandatory fees and taxes). Thus, migration to the \$25 high-speed connection will yield a monthly cost savings of about \$█.

PTC has built a cellular telephone company which competes vigorously with some of the biggest names in the cellular telephone business. More importantly, it successfully competes with those providers. PTC is the largest provider of cellular telephone service in the service area. Through successful launch, development and now operation of this business, PTC has



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gained an extensive understanding of the communications purchasing habits, desires and capabilities of residents in the service area. Based on this experience and knowledge, PTC has structured its three-tier service options to offer price and service levels that will provide affordable options for the vast majority of the residents in the service area. Any potential competitor to PTC's service simply does not hold a candle to the ease, reliability and value of PTC's service.

4184999.5

F. Technology Strategy

28. Technology Type:

Wireless - Terrestrial Mobile

Other:

29. System Design

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



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[Redacted text block containing multiple paragraphs and bulleted points, all obscured by black bars.]



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[Redacted text block]

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[REDACTED]

[REDACTED]

4188684.1

30. Network Diagram:

Please refer to upload section at the end of document.

31. Certification by Professional Engineer:

Please refer to upload section at the end of document.

32. Buy American Waiver Request:

Is the applicant seeking an individual waiver of the Buy American provision? **No**

Buy American Waiver Request – Legal Justification



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33. Choice of Service Provider:

Does the project’s Infrastructure and the Company’s business plan allow more than one provider to serve end users in the proposed funded service area?

Yes

G. Project Milestones and Completion Factors

Timeline & Milestones

34. Infrastructure Build-out Timeline:

Please refer to upload section at the end of the document.

35. Licenses, Regulatory Approvals and Agreements:

The following FCC licenses, which will be required for the project, have already been obtained:

1. KLNG776 - CW-PCS Broadband (block D)/ BTA341 – Paris, TX – Exp 4/28/2017
2. WQEM395 - CW-PCS Broadband (block C)/ BTA341 – Paris, TX – Exp 8/22/2011
3. WQEM396 - CW-PCS Broadband (block C)/ BTA443 – Texarkana, TX-AR – Exp 10/28/2009 (renewal pending)
4. WQGA734 - AW-AWS, 1710-1755/2110-2155 MHz (block A)/ CMA605 – Oklahoma 10 – Haskell – Exp 11/29/2021
5. KNKN971 - CL-Cellular (block B)/ CMA605 – Oklahoma 10 – Haskell – Exp 10/1/2010
6. WQJU423 - WY-700 MHz Lower Band (block B)/ CMA605 – Oklahoma 10 – Haskell – Exp 6/13/2019

The foregoing are licensed to either PTC or to Pine Cellular Phones, Inc., a wholly-owned subsidiary of PTC.



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All towers, buildings and equipment will be owned rather than leased. No video franchise agreements will be needed, nor will local loops need to be leased. All Internet backhaul is already owned.

PTC will immediately commence placing equipment on three existing towers. Because of the number of existing towers, PTC will not lose any time getting service to customers while it begins work to construct additional towers.

Upon award of the grant, with respect to the new towers that PTC will construct, PTC will immediately commence acquisition of tower sites, filings for NEPA approvals and procurement of the towers. Due to the rural and undeveloped nature of the region, no local zoning or comparable approvals will be required.

No impediments to the commencement of construction or service will be caused by a need to obtain licenses or regulatory approvals or to negotiate agreements.

4188866.1

36. Construction and Vendor Contracts

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]



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█ [Redacted text]

█ [Redacted text]

█ [Redacted text]

█ [Redacted text]

[Redacted text]

[Redacted text]

4185355.3

Qualification of Management Team and Organizational Readiness



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37. Management Team Resumes:

Please refer to upload section at the end of the document.

38. Organizational Readiness:

Pine Telephone Company, Inc. (“PTC”) already manages and operates an extensive broadband services network in the more densely populated (and thus commercially viable) segments of the region. Indeed, next year it will celebrate 100 years of communications service to Southeastern Oklahoma. Its staff of [REDACTED] currently provides its [REDACTED] customers with broadband service having a minimum speed of [REDACTED] Mbps from [REDACTED] digital offices and [REDACTED] digital loop carrier sites. As an integral part of its commitment to the communities it serves, PTC has installed more than [REDACTED] miles of fiber optic cable to ensure reliable broadband service for its current customers and [REDACTED] miles of interexchange fiber in rugged, rural terrain similar to the area for this project. PTC has also managed the construction of its cellular telephone system, including the location and construction of numerous towers. PTC has also more recently managed the construction of over [REDACTED] miles of wireline facilities.

PTC’s management structure and details are outlined in response to Item 37 – Management Team Resumes. It is evident that the personnel and resources needed to implement, manage and operate the proposed broadband services network, including sales, operational and billing support systems, are already in place, as they currently serve PTC’s existing broadband operations and customers in adjacent developed areas. Specifically, PTC’s staff includes retail and store managers, billing and accounting clerks, customer service representatives and technicians assigned to field operations, installation and customer maintenance services, and coordination with outside contractors. As it has done in the past while expanding its operations and implementing new technologies and upgrades, PTC will expand its staff as appropriate for the current project to ensure that all augmented aspects of its operations are properly serviced and demands are fully met.

Biographies and resumes of key PTC management are provided in response to Item 37. Jerry Whisenhunt, PTC’s Plant and Central Office Manager, pioneered PTC’s cellular service and conversion to digital technology, including extraordinary efforts to extend service to remote areas similar to those proposed here, and will apply his 25 years’ experience with PTC to supervise the project. Cooper Lee Brown, PTC’s Chief Technology Officer, has led the



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maintenance, operation and expansion of PTC’s technology infrastructure for 14 years, including, most recently, its broadband service. Of particular relevance, Mr. Brown and his team worked with community officials and the Choctaw Electric Cooperative to bring broadband Internet service to Rattan, Oklahoma (population: 241) in southern Pushmataha County, with the support of a \$1.2 million federal grant; the challenges they faced and overcame included terrain and geographical isolation comparable to the regions to be served with this project.

In sum, while PTC will augment its current staff as necessary to ensure top-quality management, the proposed project will be an extension of the top-quality service PTC already provides to the more financially viable population centers in the same region. PTC has already demonstrated its ability to succeed with comparable initiatives to extend broadband service to isolated, previously unserved communities.

4185686.3

Other

39. Organizational Chart:

Please refer to upload section at the end of document.

40. Legal Opinion:

Please refer to upload section at the end of document

41. Government and other Key Partnerships:

EMERGENCY FIRST RESPONDER AGENCIES

Wireless broadband service will vastly enhance communication of information, including critical life-saving information, which is currently impossible due to lack of service and much needed as evidenced by the attached letters. PTC will provide wireless broadband service to all first responder agencies in the service area at no cost and will continue to make its towers and facilities available at no charge for first responder use.

PUBLIC SCHOOL DISTRICTS AND HOME-SCHOOL ORGANIZATION



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PTC is partnering with the five public school districts in the service area to integrate their programs more into the daily lives of students by making those programs available after school in the homes of students (or during the school day for homebound students). Moreover PTC is partnering with networks of families that home school their children. The project will provide much-needed access to online educational resources. The public school and home school families will help drive broadband awareness, education and adoption as described in the enclosed letters of support.

HOME HEALTH CARE PROVIDERS

PTC is partnering with a total of twelve home health care providers that will use the wireless broadband service to enhance delivery of its service, as described in more detail in the answer to item 11, above. PTC will work with these providers to ensure compatibility and usability of the service. Home health workers will help patients understand online resources, thereby assisting broadband education and adoption.

CHOCTAW NATION

PTC has historically worked closely with the Choctaw Nation, whose tribal lands include all of the proposed service area. PTC will continue its collaboration with the Choctaw Nation to increase services to its government center, its outreach and education programs. These programs will include broadband education and building awareness of online resources that will drive broadband adoption.

4186430.1

42. Recovery Act and Other Governmental Collaboration.

PTC’s proposal multiplies the grant dollars it receives through its commitment to community. PTC will essentially forego any financial gain generated by the grant funds. For the first five years of the project, PTC will reinvest every dollar of free cash flow generated by the project’s grant funds into upgrades and expanding the service area by building more towers in adjacent rural areas. PTC’s public service commitment does not end there.

PTC, at its own cost, will maintain affordable broadband service without asking for government subsidies from other programs. PTC plans to charge the same amount per month for its 1.0 Mbps entry-level broadband service that it does for dial-up. Moreover, that cost is about one-third to one-quarter of the cost of satellite broadband service. PTC will keep prices



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low, thereby ensuring sustainable broadband adoption by simply being willing to charge less. It could have applied for additional government funds to subsidize its sustainability plan but chose to accomplish the same result by simply agreeing to charge less.

PTC’s proposal cooperates with many existing government programs and adds benefits without asking for more government dollars. These existing programs have already stimulated demand. PTC’s proposal will provide accessibility to meet the pent-up demand. For example, in their buildings, ten local public school districts have access through T-1 circuits to high-speed Internet access – often paid for with federal e-rate money. Yet the educational materials to which access is enabled through e-rate funding are of limited utility since students can only obtain access to them through school servers on campus. PTC’s proposal will enhance the value of these materials by enabling students to access them when studying at home or at other remote locations. In this way, the project would significantly increase the usability of services already paid for by federal programs. As previously described in Item 11, above, the project will reduce the cost of home health care services to Medicare and Medicaid. It will also increase the efficacy of publicly-funded first responders. While it is not possible to accurately estimate the cost savings, PTC anticipates that they can be substantial over time.

PTC’s proposal will yield at least the same effect, and likely a greater effect, as a proposal that relies on additional government funding, but is superior because it achieves the same benefits by relying solely on existing government funding or by taking money generated from the broadband infrastructure grant and reinvesting it to expand the benefits to the public.

4186435.1

Community Involvement (BTOP Applicants Only)

43. Partnering with Disadvantaged Businesses

Integral to PTC’s wireless project are numerous towers and associated buildings housing electronics and communications equipment. Because of the isolated locations of these towers and buildings, provisioning for security monitoring is essential.

PTC is partnering with Peripheral Systems, Inc., dba PSI Security, a Section 8(a) certified



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economically disadvantaged small business, to provide security services for the project.

Peripheral Systems, Inc., as evidenced by the letter attached in upload item 44, supplemental information, makes clear that it is prepared and capable of promptly undertaking the project work and that it is, in fact, certified as a Section 8(a) business.

4188475.1

H. Project Budget

44. General Overall Budget



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Budget	Loan Request	Grant Request	Equity	Debt	Bond	Other
Network & Access Equipment (switching, routing, transport, access)		4,206,926	672,000			1,051,732
Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.)		2,726,232				681,558
Buildings and Land – (new construction, improvements, renovations, lease)		2,154,920				538,730
Customer Premise Equipment (modems, set-top boxes, inside wiring, etc.)						
Billing and Operational Support Systems (IT systems, software, etc.)			350,000			
Operating Equipment						



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(vehicles, office equipment, other)						
Engineering/ Professional Services (engineering design, project management, consulting, etc.)		384,000				96,000
Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.)						
Site Preparation						
Other			1,186,444			
TOTAL BROADBAND SYSTEM		9,472,078	2,208,444			2,368,020



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Total Budget: \$ 14,048,542

45. Detailed Budget:

Please refer to upload section at the end of the document.

Sustainability

46. Reasonableness

PTC can support the reasonableness of the unit costs and number of units based on the knowledge and experience that it brings to this project, including years of experience in neighboring communities. The PTC management team has nearly 150 years of collective experience. PTC has constructed 31 towers for itself, with over half that number in the last five years, as well as helping another carrier construct five towers. PTC is a small company in a very rural area with a limited number of potential customers. When it builds a tower for itself, it must build on the best site as efficiently and inexpensively as possible. PTC brings that same mindset to this project.

PTC must keep the price per customer inexpensive and reasonable to have a viable project. ALL of the equipment and the number and spacing of the units is virtually identical to a project that PTC is building in another area. The equipment selection was based on its reliability, capacity, service and price points. To achieve this, PTC attempts to enter into longer-term supply contracts to lower the per-unit cost. The cell sites are vendor specific [REDACTED]. Most other components bought in quantity are obtained through a request-for-proposal process, thus effectively subjecting the sourcing to competitive bids, and thereby ensuring that PTC is obtaining the lowest reasonable cost available.

Industry standards based on cost per household do not apply to PTC's proposed service area, in which low population densities, the distances to be covered, and terrain blockages all increase the cost of providing service and would distort any meaningful comparison. The number and position of cell sites are based on PTC's experiences gained in maintaining over 60 base stations. In addition to mountains, many other signal-impeding hills exist in Southeastern Oklahoma. Many of these hills do not run in parallel but on an arc which adds to the number of sites required. To determine site locations, coverage and capacity PTC used an industry



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standardized mapping tool that allows PTC to predict all of these items. PTC has fine-tuned the tool with information gained from its experience with PTC’s existing network, which results in a high degree of accuracy. PTC designed the project network with the number of sites that provides its customers with the coverage, speed and capacity they deserve. Yet, PTC kept the number of sites needed to accomplish this to a minimum to meet the need to hold down ongoing operating expenses.

4186211.5

47. Historical Financial Statements:

Please refer to upload section at the end of the document.

48. Broadband Subscriber Estimates:

Please refer to upload section at the end of the document.

49. Other Services:

Please refer to upload section at the end of the document.

50. Pro Forma 5-Year Financial Forecast and Assumptions:

Please refer to upload section at the end of the document.

51. Commitment of Capital Funding Support

All sources of funding committed to the project (other than the grant funding sought) are currently held by PTC (including its consolidated subsidiaries) as follows:

Name of Party: Pine Telephone Company, Inc.

Funding Amount: \$4,576,464; 32.6% of project cost

Type of Funding: Cash - \$2,368,020; in-kind - \$2,208,444

Use of Funding: As disclosed in item 44, infrastructure and related capital costs

Key Financing Terms and Conditions: None – all in-kind assets owned and held by PTC; PTC has all cash on hand



**Broadband Infrastructure Application
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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

4188808.1

52. Matching Funds:

- a. Cash: \$ 2,368,020.00
- b. In-Kind: \$ 2,208,444.00
- c. Percent of Total Project Cost: 33

53. Demonstration of Financial Need:

The rural and severely economically disadvantaged characteristics of the service area, coupled with the necessity of keeping customer costs as minimal as possible to foster widespread broadband adoption, makes the commercial deployment of broadband service in the project area virtually impossible. The initial capital cost is simply too high to be recovered as a function of low average revenue per unit and smaller than average number of customers due to lower population densities in rural areas.

Any rate that is sufficient to recover costs of the project would be cost prohibitive to customers. The project area reaches 7,819 households (2008 estimate). As shown in the application, an investment of over \$14 million is necessary to make broadband services available to these rural households. This is an investment of almost \$1,800 per household. Assuming half of the households subscribe to the service, the cost burden per household is \$3,600. PTC estimates that it would have to charge about \$100 per month for broadband service to make the project viable. This clearly is not affordable to households in this area.

As evidenced by the accompanying proforma financial statements, [REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]



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In any event, the cash flow generated by the project would not support loan repayment. This fact is validated by the accompanying letter from a local financial institution rejecting any debt funding for the project in light of its insufficient ability to repay the loan, even despite the “strong banking relationship” cited in the letter and the bank’s expression of admiration for the project. The latter concludes: “Your proposal simply does not meet our minimum commercial requirements.”

As the letter states, the proposed project simply is not commercially viable because it is not capable of repaying the cost of constructing the system, let alone delivering a return on invested capital. Thus, no rational business enterprise would build this project. Nevertheless, PTC is willing to invest \$2.37 million in cash and various assets in kind of \$2.21 million, for a total investment of \$4.58 million in the project. Moreover, it pledges to devote all free cash flow generated by the project’s grant funds (pro-rata) during the first five years of the project to upgrades to the system and to addition of new towers to increase the geographic coverage area to include adjacent rural areas.

PTC notes that it is deploying the same technology in portions of its local exchange area where population densities are sufficient to support repayment of the capital cost and payment of a return on invested capital. In the application service areas, however, the system has not and, without federal grant assistance, will not be built, as the proforma financial metrics evidence the impossibility of the project as a commercial venture, or as any venture that requires repayment of capital costs. Thus, the project also would not be built if a portion of the project, over and above the amount that PTC is contributing as capital, would be required to be repaid.

4188824.1

54. Unjust Enrichment

This project is not receiving and PTC has not applied for any Federal support for non-recurring costs in any area for which this application seeks an award. 4186438.1

55. Disclosure of Federal and/or State Funding Sources

PTC has not received or requested any other federal or state funding for activities or projects to which the application relates.



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Task: Submit Application - Infrastructure Programs		Applicant Name: Mr. Cooper Lee Brown	

PTC has various RUS and RTB loans outstanding as part of its telephone business, however, none relate to the project of this application. A list of outstanding loans can be found in the audited financial statement disclosures included with this application.

4186442.1

I. Self Scoring – BIP Only Self Scoring

56. Self Scoring Sheet



**Broadband Infrastructure Application
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Criteria	Method	Points	Self Scores
<u>PROJECT PURPOSE</u>			
Proportion of Rural Residents Served in Unserved Areas	1 point for every 10,000 unserved households	Up to 5	1
Rural Area Targeting	1 point for every 5% increase in the rural service area up the minimum 75% rural area requirement	Up to 5	5
Remote Area targeting	1 point for every 50 miles a service area is located from a non-rural area	Up to 5	0
Title II Borrower	If you are or were a Title II borrower	5	5
Recovery Act and other governmental collaboration	1 point will be awarded for each governmental or Recovery program the applicant is partnering with	Up to 5	5
<u>PROJECT BENEFITS</u>			
Performance of the offered services	If a last mile wireline project delivers 20M to household – if a last mile wireless projects delivers 2M to end-user – if a middle mile projects delivers 100M to end points	10	10
Affordable of services offered	Points awarded based on the proposed rate structure and the logistics of the proposed service area	Up to 5	5



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Choice of service provider	If the proposed infrastructure is available to be used by multiple service providers	5	5
Critical Community Facilities	If discounted rate packages at least 25% lower than advertise rates are available to critical facilities	5	5
<u>PROJECT VIABILITY</u>			
Applicant's organizational capability	Points will be awarded on the strengths and accomplishments of key management	Up to 12	12
Community Support	If a letter of support has been received from a designated representative of the community for every community in the proposed service territory	2	0
Ability to promptly start project	If the applicant can demonstrate that all licenses and regulatory approvals have been received, contractors and vendors are ready to enter into contracts, and equity has been deposited into applicant accounts	10	10
Socially and economically disadvantaged small businesses (SDB), as defined by section 8(a) of the Small Business Act, 15 U.S.C. §637.	If the applicant is a Section 8(a) entity	1	0
<u>PROJECT BUDGET AND SUSTAINABILITY</u>			
Reasonableness of the budget	Points will be awarded based the	Up to 5	5



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	adequacy of the proposed budget		
Leverage of outside resources (outside funding/financing requested)	(i) 10 points if this ratio is greater than 100% (ii) 7 points if this ratio is between 100% and 75% (iii) 5 points if this ratio is between 75% and 50% (iv) 3 points if this ratio is between 50% and 25% (v) 1 points if this ratio is lower than 25%	10	3
Extent of grant funding (Grant funds/loan funds)	(i) 0 points if this ratio equals 100% (ii) 1 points if this ratio is between 100% and 75% (iii) 3 points if this ratio is between 75% and 50% (iv) 5 points if this ratio is lower than 50% (v) 10 points if no grant funds are requested	10	3
Total Points		100	74



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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

J. BTOP Certification Requirements

Certification (Requested for BTOP)

Please refer to upload section at the end of the document regarding following uploads.

1. U.S. Department of Commerce, Broadband Technology Opportunities Program
2. SF-424D Assurances—Construction Programs (Schedule N)
3. CD-511, Certification Regarding Lobbying (Attachment O)
4. SF-LLL, Disclosure of Lobbying Activities (Attachment P)
5. CD-512, Certification Regarding Lobbying—Lower-Tier Covered Transactions (Attachment Q) This certification will not be required until the time of the grant award, because it applies to subcontractors, etc.

K. BIP Certification Requirements

Certification (Requested for BIP)

Please refer to upload section at the end of the document regarding following uploads.

1. Equal Opportunity and Nondiscrimination Certification
2. Certification Regarding Architectural Barriers
3. Uniform Relocation Assistance and Real Property Acquisition - Policies Act of 1970 Certification
4. Certification Regarding Debarment, Suspension, and Other Responsibility Matters – Primary Covered Transactions
5. Certification Regarding Lobbying for Contracts, Grants, Loans, and Cooperative Agreements



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6. Network Design and Implementation Plan Certification (to be complete for projects requesting more than \$1 million in federal assistance)

L. Schedules

Schedule: A-1 Congressional Districts

1. State the Congressional District of the Applicant’s headquarters

Oklahoma - 2

2. State the Congressional District for each area covered by the Project.

Oklahoma - 2

M. Proposed Funded Service Area Details (BIP & BTOP)

13. Proposed Funded Service Area (BIP - Last Mile Projects):

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.



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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

4186971.1

Community Name: Sawyer, Town of (Choctaw County)
Rural Classification of the Community: Rural
BIP - Service Status: Unserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.
--

BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 5
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1



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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

Community Name: Garvin, Town of (McCurtain County)
Rural Classification of the Community: Rural
BIP - Service Status: Unserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 1
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name: Haworth, Town of (McCurtain County)
Rural Classification of the Community: Rural



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BIP - Service Status: Underserved

<p>BIP - If Service Status is "Underserved" please select at least one applicable option from this list. The rate of broadband subscribership for the census-designated community [or other area] is 40% of households or less.</p>
--

BTOP – Service Status: Unserved

<p>BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.</p>
--

Total Square Miles of Community: 2
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name: Other Area - Unincorporated Atoka County
Rural Classification of the Community: Rural



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BIP - Service Status: Unserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 391
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name:	Other Area - Unincorporated Bryan County
Rural Classification of the Community:	Rural
BIP - Service Status:	Unserved



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BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 236
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name: Other Area - Unincorporated Choctaw County
Rural Classification of the Community: Rural
BIP - Service Status: Unserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.



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BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 670
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC’s attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name: Other Area - Unincorporated Pushmataha County
Rural Classification of the Community: Rural
BIP - Service Status: Unserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.

BTOP – Service Status: Unserved



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BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 884
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

Proposed Funded Service Area Name: Rural/Non-Remote SE Oklahoma

Census Blocks in Proposed Funded Service Area: PTC has carefully compiled its list of Census blocks that comprise the service area of this application using task-specific commercial software. The resulting list has been uploaded as Attachment ZZ to this application and constitutes the definitive list of Census blocks that comprise the service area. Although PTC has diligently attempted to replicate the map of the service area using the required BIP/BTOP mapping tool, that tool lacks the specificity and degree of precision required to accurately map to the Census block level. Thus, PTC remains concerned that the list of Census blocks derived by the BIP/BTOP mapping tool may not exactly match the Census blocks included in PTC's attached list. Any discrepancies between Attachment ZZ and the list generated by the BIP/BTOP mapping tool software (which we have not provided here and which the tool has not provided in its entirety to PTC) should be resolved in a manner consistent with the list submitted by PTC.

4186971.1

Community Name: Other Area - unincorporated McCurtain County
Rural Classification of the Community: Rural
BIP - Service Status: Underserved

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.
No more than 50% of the households in the census-designated community [or other area] have access to facilities-based, terrestrial broadband service at greater than the minimum broadband transmission speed;



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Task: Submit Application - Infrastructure Programs	Applicant Name: Mr. Cooper Lee Brown

BTOP – Service Status: Unserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Community: 474
Total Population : 20,671
Total Number of Households: 7,815
Total Number of Businesses: 76
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 27

14. Proposed Service Area (BTOP - Middle Mile Project):

Middle Mile Span Name:
Census Blocks in Middle Mile Span:
Last Mile Service Area Name:
Community Name:
Rural Classification of the Community:
BIP – Service Status:

BIP - If Service Status is "Underserved" please select at least one applicable option from this list.
--

BTOP - Service Status:

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles of Service Area:
Total Population :
Total Number of Households:
Total Number of Businesses:
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities:



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Task: Submit Application - Infrastructure Programs		Applicant Name: Mr. Cooper Lee Brown	

N. Uploads

In order to improve system performance and help ensure that all applicants are able to complete their applications by the deadline, we have changed the way your application PDF is created. This PDF contains all of the information you entered throughout the Easygrants data entry screens. PDF copies of all documents that have been uploaded can be viewed and printed separately from the **Main page of the application after you submit**. These will continue to be available to you in read-only format after your application has been submitted.