



REQUEST FOR PROPOSAL
VANCE COUNTY
BROADBAND ENHANCEMENT

GENERAL INFORMATION

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(This project contact should be the person who can best answer project questions)
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Federal Tax ID Number: 38-3672020 **Fiscal Year-End Date:** 12/31

PROJECT INFORMATION

Project Start Date: 11/2018 **Project Completion Date:** April 2019
Service Area: Unserved Areas Vance County High Density Townships & other areas
 Government Facilities

FORESITE
group

October 18, 2018

VCBI Selection Committee
c/o Kerr-Tar Regional County of Governments
PO Box 709
Henderson, NC 27536

RE: RFP for Broadband Enhancement

Dear Selection Committee,

We would like to submit a proposal to Vance County for the Vance County Broadband Initiative (VCBI). We applaud your vision of inclusivity, high speed access, reliability, affordability, and customer service excellence as well as your determination to create your own next generation, broadband infrastructure! Foresite Group is confident that our comprehensive team, exceptional qualifications, proven approach, and passion for bridging the digital divide are the right fit for this project.

Over the past few years, Foresite Group has worked with our partners and experts in the field to create a fully comprehensive "Gig City Program" that strives to foster innovation and transform neighborhoods. We want to be a part of your community on this journey of creating new lifestyles and driving job creation that can only be achieved through proper utility broadband connectivity. From groundbreaking techniques to convert LiDAR and Ground Penetrating Radar (GPR) data into usable GIS data, to an automated, iterative, algorithmically driven design process, our team and our strategic partners are at the forefront of the industry. We would love to partner with Vance County in developing one of the most state of the art broadband markets in the US.

Please feel free to contact me with any questions about this proposal. Additionally, I encourage you to review additional information about our company at <http://www.fg-inc.net/>.

Sincerely,
FORESITE GROUP, INC

EJ Smith

EJ Smith
Business Development Leader
205.397.0370
esmith@fg-inc.net

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TECHNICAL PLAN

TECHNICAL PLAN

As the State of North Carolina aims to improve its broadband adoption rates and access to affordable service to all areas of the state by June 2021, the Broadband Infrastructure Office developed the initial Statewide Broadband Plan entitled “Connecting North Carolina” in 2106. The plan provides a review of critical broadband availability and adoption trends and the formulation of policy recommendations in specific issue areas including, Educational (K-12 Homework Gap), Economic Development, Telehealth, and Public Safety. The plan’s discussion of the key aspects of broadband development provides a roadmap for the public, stakeholders, and entities who are seeking guidance in deploying their respective projects.

Foresite Group agrees with the Connecting North Carolina Broadband Plan with respect to better leveraging broadband infrastructure to enhance economic development in rural areas, workforce development, and small business adoption. We further agree that State and local government leaders can impact the broadband ecosystem by encouraging competition and empowering communities to act. Furthermore, we strongly agree with the findings that communities who are active in their planning and investment in broadband infrastructure positively impacts deployment and adoption. Lastly, we recognize the critical importance of communities partnering with private sector entities and ISPs to foster competition and subsequently more affordable service.

Through Foresite Group’s approach for the Vance County broadband infrastructure project, we will assist the County’s implementation of various Connecting North Carolina recommendations including, but not limited to:

- Leveraging existing federal, state, and philanthropic grants to help fund deployment,
- Deployment of dark fiber strands,
- Implementation of Dig Once policies,
- Design and implementation of One Touch/Climb Once Policy for pole attachments,
- Creation of partnerships to build out broadband in the community and within anchor institutions,
- Improving existing and future data on North Carolina’s homework gap,
- Enhancement and expand adoption initiatives targeted at students and parents,
- Leveraging existing state agency small business and workforce development tools,
- Encouraging communities to include broadband in the economic development plans,
- Leveraging the Healthcare Connect Fund,
- Deployment of broadband to all healthcare facilities,
- Developing Public-Private Partnerships to increase infiltration of telehealth services into healthcare systems,
- Continuing federal, state and local efforts to build a state-wide interoperable network, and
- Pursuing funding for Next Generation 911 enhancements.

As the State of North Carolina’s Broadband Infrastructure Office continues to implement the Connecting North Carolina plan, we are committed to Vance County in its support of the vision and recommendations which will provide the foundation and support to deploy broadband and fiber network infrastructure and increase the likelihood to meet the goal and objective of providing affordable broadband accessibility by June 2021.

PROJECT APPROACH

TASK #1 - STRATEGY SESSION

Our team will conduct a kick-off meeting and on-site strategy session with the Vance County project stakeholders to discuss goals and objectives, best practices in designing, engineering, permitting, and constructing a fiber optic network. In partnership with Vance County, we will identify the technical and functional objectives of the project, establish lines of communication and confirm the details of the project RFI process and progress reporting protocols. Foresite Group’s senior network engineers and management team will provide the County with the necessary information to make an educated decision on how to complete the phased network build out in such a way as to facilitate future expansion in as cost effective a manner as possible. Our project team will coordinate with Vance County stakeholders to develop a Project Management Plan and Schedule for the VCBI.

This Strategy Session will include aggregation of existing data on the region's infrastructure, development of a plan to help decrease cost/increase speed of network deployment, and facilitation of discussions with 3rd party dark fiber or conduit owners. We will discuss the ideal construction methods for the various parts of the County, forecast smart meter demand, and discuss other potential Smart City applications made possible by the network. A discussion of existing or planned fiber assets or ongoing projects in the region that can be leveraged for joint build opportunities will also be had. We want to work with Vance County and its stakeholders to develop a plan to evaluate the current and future demand for broadband products and services.

TASK #1.1 - IDENTIFY DEPLOYMENT APPROACH

With the evolution of fiber optic networks, there are several technical and financial options available to evaluate. Recognizing that many community leaders do not have specialized knowledge or experience related to network planning, design and management, Foresite Group will gather information and provide guidance to the County regarding options for:

- Network Ownership
- Network management and operation
- Network architecture and serviceable scope
- Network market area boundaries

TASK #2 – FIELD DATA COLLECTION, MAKE- READY ENGINEERING (MRE), AND CRO ANALYSIS

Foresite Group's LiDAR partner will collect field data in the market based on a high-level route created during the Preliminary design. Our Outside Plant Engineers will ride the route during the collection to create an initial Make Ready Engineering (MRE) pole assessment. The importance of this task cannot be understated. To get the overall cost of the network to 95% accuracy, the data we have must be 100% correct. This is a costly task up front but will save significant dollars in the long run. The need for this task is based solely on the quality of data the City/County can provide to Foresite Group, making this task negotiable. Once the data is collected, Foresite Group will extract the below features into a base map:

- X, Y of Pole
- Aerial Strand Heights and Clearances
- Edge of Pavement
- Back of Curb
- Street Centerline
- Bridge Outline
- Waterway Edge
- RR Centerline

Foresite Group will also use any 3rd party GIS data that is accurate and the LiDAR extracted features will be the means to gauge the accuracy of the existing land base data. If any features need to be realigned those parties will be contacted to see if they are interested in having their data updated for a fee.

Foresite Group is exceedingly well versed with the ESRI platform including the architecture of Portal and ArcGIS Server, the uses and applications of ArcGIS Collector and Survey 123, as well as the advanced capabilities of ArcGIS Pro and traditional ArcGIS Desktop software. Foresite Group can work with, integrate with, and consult on modeling fiber directly in the ArcGIS platform, as well as fiber management solutions such as 3GIS, Vetro, OSP Insight, Intergraph, and ArcFM Fiber Manager.

With any software platform, though, the information that comes out is only as accurate as the information that goes in. Foresite truly shines in adapting to, and creating, GIS workflows that promote accuracy across all environments while also allowing for easy transformation and interoperability of data. Foresite achieves these goals through a unique combination of systematic QA/QC procedures, experience, and proprietary tools. All of this to say, we can create a fiber/utility management platform and/or geodatabase for Vance County to efficiently map all data collected, acquired, or provided through the project duration.

TASK #2.1 - PRE-CRO ANALYSIS

Foresite Group will complete a Pre-Construction Ride Out (Pre-CRO) to thoroughly analyze outside plant infrastructure placement for cost and schedule efficiency. Areas will be identified during LiDAR Extraction and Preliminary Design that were not visible in the underground environment or could not be collected due to being rear lot lines, or in cases where visible obstructions may block line of sight. These areas will be evaluated by desktop and then in the field if necessary to finalize the best constructible path. Foresite Group will then create a preliminary design and financial metrics.

TASK #2.2 - MAKE READY ASSESSMENT

Foresite Group will work with all pole owners in the region to establish streamlined MRE processes. We will perform visual analysis of all poles (within the design) during LiDAR Collection to establish usability and classify them into a category to best determine total MRE costs. These costs have been the downfall of many broadband projects, and we have therefore dedicated significant effort to creating a highly accurate and streamlined process to mitigate this risk with data driven engineering analysis.

TASK #3 – PRELIMINARY DESIGN

The objective of the preliminary design is to enable data driven analysis of the costs and major impacts including:

- Value engineering
- Active electronic equipment and sites
- The amount of fiber and equipment needed
- Ratio of underground and aerial network placement
- Long lead permit avoidance
- Minimization of necessary traffic control
- Constructability
- Ease of maintenance
- Minimization of utility strikes

The preliminary design will be produced using cutting-edge design software. Foresite Group will use all applicable GIS data provided, plus new data that is collected and then extracted during the LiDAR task. This automated design software combines quantitative analysis with machine learning to generate designs that are optimized for cost efficient network deployment. This reduces planning and design time with subsequent material and labor cost savings. The software is fully customizable to accommodate design parameters for any type of network architecture. Please note that the output will be more accurate with the most recent GIS data collected from multiple sources.

This GIS data is run through a fiber management software, to generate a preliminary design that is efficient, accurate, and reliable. While fiber management and analysis has not always been done in sophisticated spatial databases, Foresite Group aims to lead the industry with GIS based solutions for advanced spatial analytics, software integrations, and asset management as it applies to fiber inventories, maintenance, and administration. GIS would not only play heavily in the initial designs for Vance County, but in all subsequent analyses and integrations.

TASK #4 – GRANT RESEARCH AND CONSULTING

From the initial phase of Vance County's Fiber Network project through the final phase of development, Foresite Group will create a customized funding strategy to support implementation of key network elements including the upgrade and replacement of existing components as well as the construction of new infrastructure.

Foresite Group will undertake a two-phase federal grant identification and acquisition strategy with the goal of obtaining available grant resources to reduce upfront capital investment. By exploring these funding opportunities, Foresite Group will be able to leverage the Vance County Broadband Initiative funding invested in the Fiber Network into components such as planning, feasibility studies, and construction of network infrastructure. Following

the identification of available grant program funding, Foresite Group will coordinate with the County and the respective federal agencies to develop a detailed road map for applying for financial assistance. By coordinating early with key federal agencies, Vance County can maximize the amount of federal grant investment throughout all phases of the Fiber Network development. Furthermore, our team will coordinate with members of the U.S. Congressional delegation from North Carolina to provide periodic briefings on the project and to obtain letters of support for grant application submittals.

A critical aspect of our strategy will not only involve the utilization of available grant funding from Vance County Broadband Initiative, but the pursuit of federal grant funding for planning and construction of fiber network infrastructure as well. Through Foresite Group's federal and state agency coordination and grant consultation efforts, Vance County will be well-positioned to take advantage of grant funding on an annual basis. By leveraging local capital investment with federal grant funding, Vance County will improve the anticipated Return on Investment and provides supplemental funding for additional improvements to other aspects of the Fiber Network.

Our grant strategy process will include programs funded by the following federal agencies:

- United States Department of Agriculture,
- Federal Communications Commission,
- United States Department of Housing and Urban Development,
- United States Department of Commerce – Economic Development Administration,
- Institute of Museum and Library Services,
- Federal Reserve Bank, and
- Appalachian Regional Commission

Additionally, our firm has been actively monitoring and identifying opportunities to participate in the forthcoming e-Connectivity Pilot Program funded by the USDA and the Growing Rural Economies with Access to Technology (GREAT) program funded by the State of North Carolina. We understand that Vance County is eligible to apply for the initial cycle of GREAT program funding due to its designation as a Tier One economically distressed county. Our team will work diligently to identify eligible projects that are consistent with the County's strategic plan for broadband network development with the goal of acquiring funding to accelerate the deployment and service to underserved areas in Vance County.

As Vance County's Fiber Network is implemented and refined, Foresite Group will explore additional avenues for federal grant funding traditionally allocated for roadway, water, sanitary sewer and electrical infrastructure to further enhance the potential of obtaining funding to support the network plan implementation. For example, Foresite Group can assist Municipalities and Utility Systems within Vance County in applying for Clean and Drinking Water State Revolving Funds to improve water and sanitary sewer lines and include enhanced SCADA and Automatic Meter Readers that can tie into the Fiber Network. Through this integration, these entities can monitor and respond to problems such as line breaks, leaks and maintenance to enhance the delivery of services to residents and businesses.

TASK #5 – DEMAND AGGREGATION STUDY

Foresite Group has partnered with the Swedish company, COS Systems; we will use the COS Service Zones Demand Aggregation platform to aggregate real time data from both residents and businesses. COS Service Zones is more than a survey but uses a "Fiberhood" approach to build community engagement on a neighborhood by neighborhood level. It uses the power of social media and local "Champions" to spread the awareness about the project, and with word-of-mouth, communicates the value of a locally-owned broadband network. With this platform, Foresite Group will be able to survey the community to evaluate demand among the residents and local businesses to justify a network investment. Because the data will be provided by the future subscribers, there are no estimates involved, but rather real-time factual data from the very customers that will generate the revenue

to assure that the project has a sound payback period. The survey will reach public and private stakeholders to ensure the entire community is engaged.

After the initial survey phase, the same platform can be used to sign customers up using the “Fiberhood” concept. The County will be organized into neighborhoods with individual take-rate targets, driving the residents to encourage their neighbors to sign up. Customer demand information can be used to communicate rate of return value to investors, and service providers. When used for more than the survey phase, it will not only indicate a potential market penetration, but allow customers to subscribe neighborhood by neighborhood prior to deployment, greatly reducing the economic risk. The County can then use these take rates to determine which areas will provide the highest ROI at the quickest rates. Some models that have proven to work include using the finances from high take rate areas to later build out the lower take rate areas. If an alternative business model is desired, a phased deployment can be implemented where the next area will be built only if the take-rates are good enough.

TASK #6 - COMPREHENSIVE BUSINESS PLAN CREATION AND DETAILED FINANCIAL MODELS

Foresite Group’s management team will create a detailed business plan to provide Vance County with the necessary information to make an educated decision on how to build out your network and bring high speeds to your community. We will deliver a final comprehensive master plan with detailed financial information on how to deploy broadband services to each business and residence in the County. There are many avenues to consider for funding a project of this scope and the exact blend of financial sources can only be determined once the data is compiled into a master plan. Foresite Group will provide our recommended funding options as well as the following:

- Standardized specifications for infrastructure placement in the Right of Way
- Creation of Dig Once Policy or similar ordinance
- Create guidelines and templates for construction typical drawings
- Estimated budget and schedule for design build
- Demand aggregated study results
- Phased build out approach
- Broadband deployment strategies and use of 3rd party infrastructure
- Network management, operation and maintenance – long term solution and benefits
- Network marketability – interconnection solution and services
- Greenfield growth
- Economic and community impact
- Network database recommendations
- Funding recommendations (including grant opportunities)
- Detailed Financial Pro Formas (please see a sample pro-forma in Appendix B)
- Multiple business model options

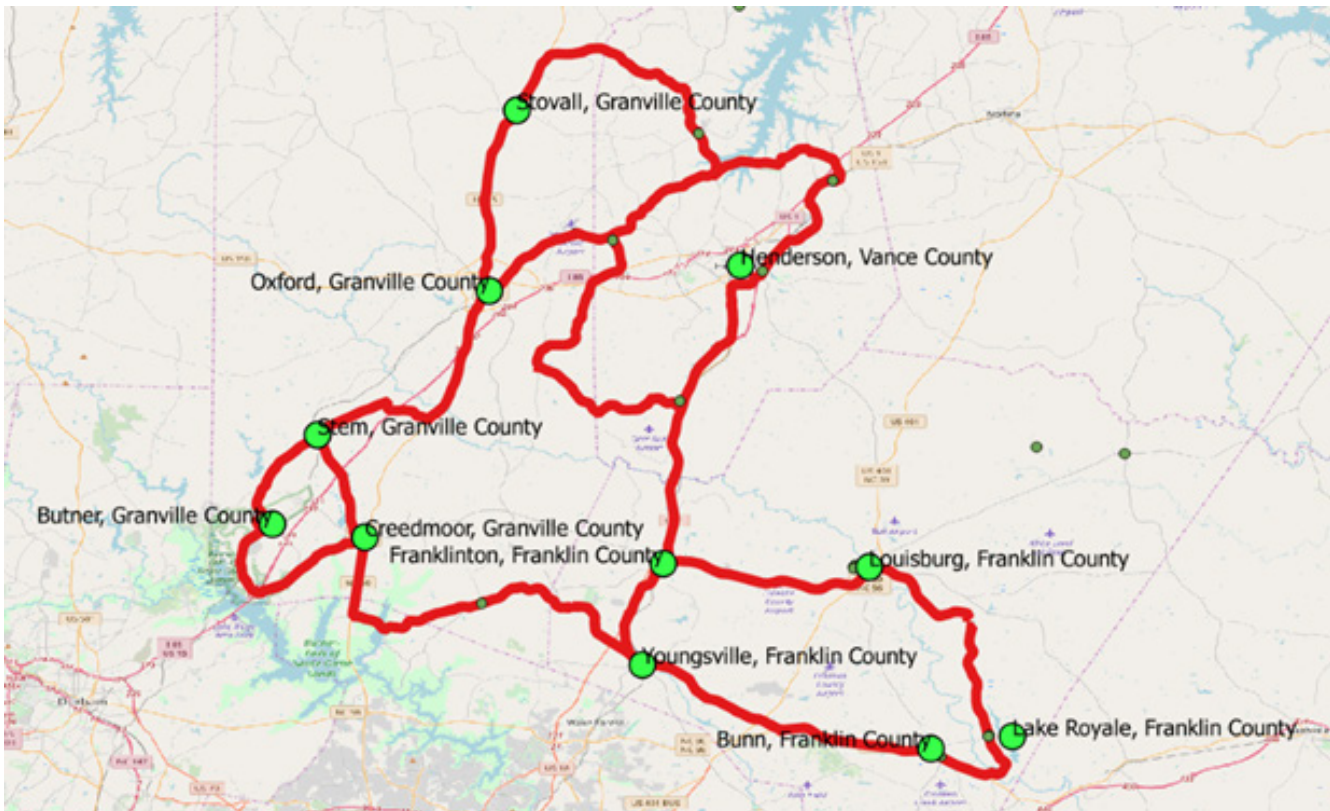


Foresite Group’s newly founded affiliate company, Avata Networks, can also play a significant role in funding the network either wholly privately, or through a Public Private Partnership. Avata Networks was created to build and own last mile network infrastructure in places Foresite Group, through our engineering market assessment process, has identified as viable business opportunities.

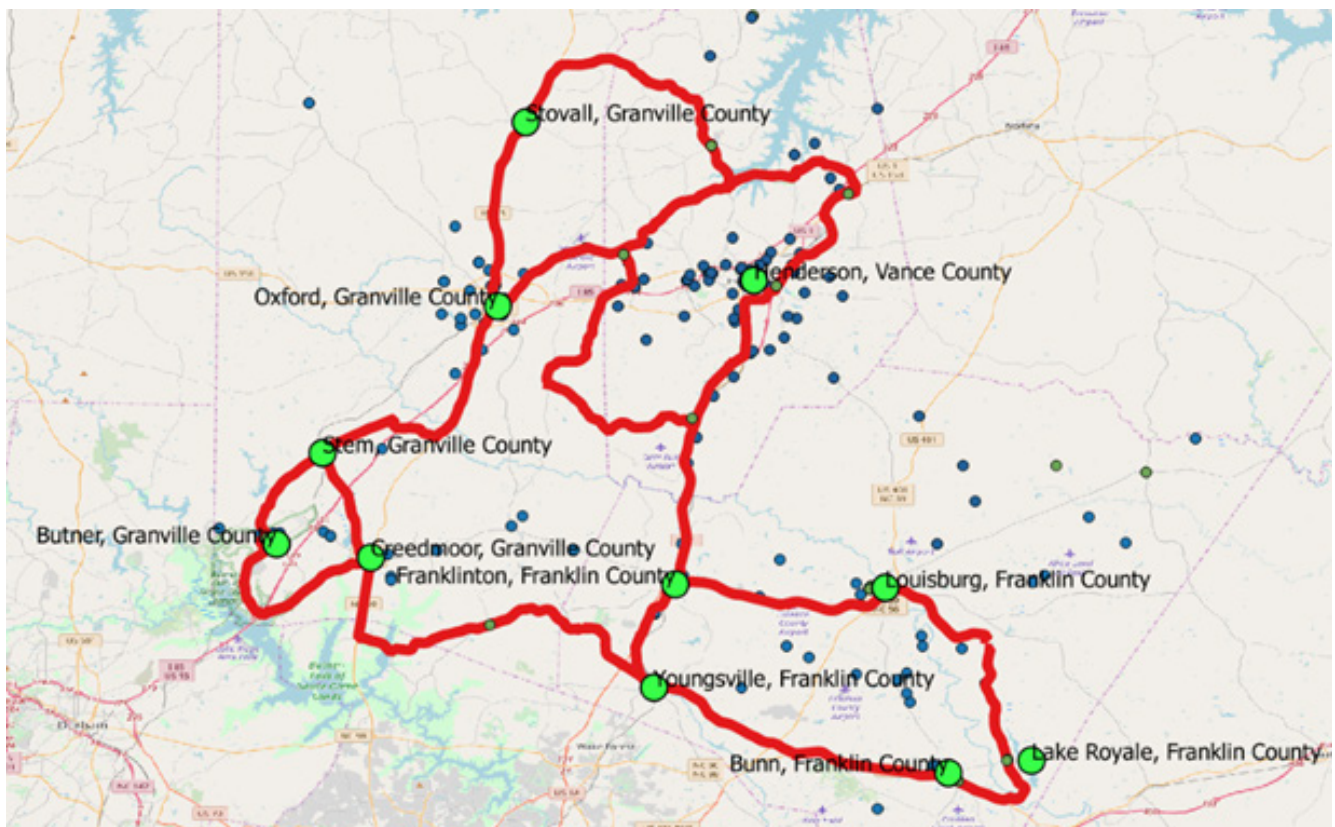
Avata Networks’ favored approach is the Open Access model, as it is both the most consumer-friendly model in existence as well as uniquely enabling a whole host of smart city application use cases. It is additionally beneficial in its separation of the network infrastructure from the services provided across it, as this allows for entities like counties and municipalities to collect revenue from the infrastructure without the headache of delivering services to customers. The specifics of how Avata can play a role in funding the network deployment can be discussed at length during the initial strategy session and revisited throughout the life of the project.

BROADBAND COVERAGE MAP

This is the proposed possible coverage area for a 5 ring network: Franklin, Granville, and Vance Counties would all be connected by one Central Ring with all of the highest concentrated population areas connected.



The blue points below are telecom and service locations provided by the Kerr-Tar COG. By connecting all of the High-Density population areas, most of those sites can be connected within these rings. Laterals and connections to the backbone can be run later, or the backbone can be expanded as needed.



McKenzie Park, an MDU area design example in Granville County, NC; going from aerial to underground after crossing West River Rd. All fiber drops would be underground to the home.



PROJECT IMPLEMENTATION TIMELINE & PERFORMANCE MILESTONES

week	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	
TASK #1 - STRATEGY SESSION																			
In-Person Meeting																			
Identify Deployment Approach																			
TASK #2 - FIELD DATA COLLECTION, MAKE READY ENGINEERING (MRE) AND (CRO) ANALYSIS																			
LiDAR Field Collection																			
LiDAR Data Extraction																			
Data Organization																			
ROK Server Creation																			
Field Package for CRO and MREA																			
Pre-CRO Analysis																			
Make Ready Assessment																			
Final Report Creation - Final																			
TASK #3 - PRELIMINARY DESIGN																			
Auto Design Software																			
Auto Design Rules Creation																			
Auto Design Execution																			
Bill of Materials Creation																			
TASK #4 - GRANT RESEARCH AND CONSULTING																			
Funding Strategy Session																			
Federal Grant Research																			
Development Evaluation of Opportunities																			
Financial Assistance Application Preparation																			
Agency Coordination																			
TASK #5 - DEMAND AGGREGATION STUDY																			
Demand Aggregation Software																			
Demand Aggregation Survey and Study																			
Demand Aggregation/Assessment Management																			
TASK #6 - COMPREHENSIVE BUSINESS PLAN CREATION AND DETAILED FINANCIAL MODELS																			
Standards Creation and Recommendations																			
Dig Once and Other Policy Recommendations																			
High Level Schedule Creation																			
Deployment Strategy																			
Network Management and O&M Solutions																			
Pro-Forma Creation																			
Business Model Creation																			
Final Deliverables																			

SERVICE OFFERINGS

Our recommended service offering breakdown is 100 Mbps, 250 Mbps, and 1 Gbps, with the option to upgrade to 10 Gbps with minimal cost difficulty as consumer electronics capable of utilizing this much bandwidth become more commonly available. Service pricing will be determined by the ISPs on the network, but because of the competitive environment fostered by open access, they will trend downward over time, as they have in every known open access network. The downward trend in price will flatten out and stabilize as the service price inches closer to the per household fee paid by the ISPs to utilize the network. The exact cost of this fee has yet to be determined for this market and will not be decided upon until engineering and financial due diligence are performed.

SERVICE COMMITMENTS

The County has requested the following Service Commitments

- 99.95% circuit uptime
- Frame/packet loss .50% commitment
- .50 ms Network Latency Commitment
- 10 ms Network Jitter Commitment
- Rate limiting and throttling will be reported to customer
- Credits for outages according to the following schedule

And the following proposed guarantee of outages:

<u>Length of Service Outage</u>	<u>Credit is the Following % of Monthly Recurring Cost</u>
<2 hrs	No Credit
2 to 4 hrs	5%
>4 hrs but < 8 hrs	10%
>8 hrs but < 12 hrs	15%
>12 hrs but <16 hrs	20%
>16 hrs but <24 hrs	35%
>24 hrs	50%

Foresite group, and its partners, will work with the County to establish the respective service commitments required in the Terms and Conditions of our agreement.

TECHNICAL SYSTEM EXPLANATION

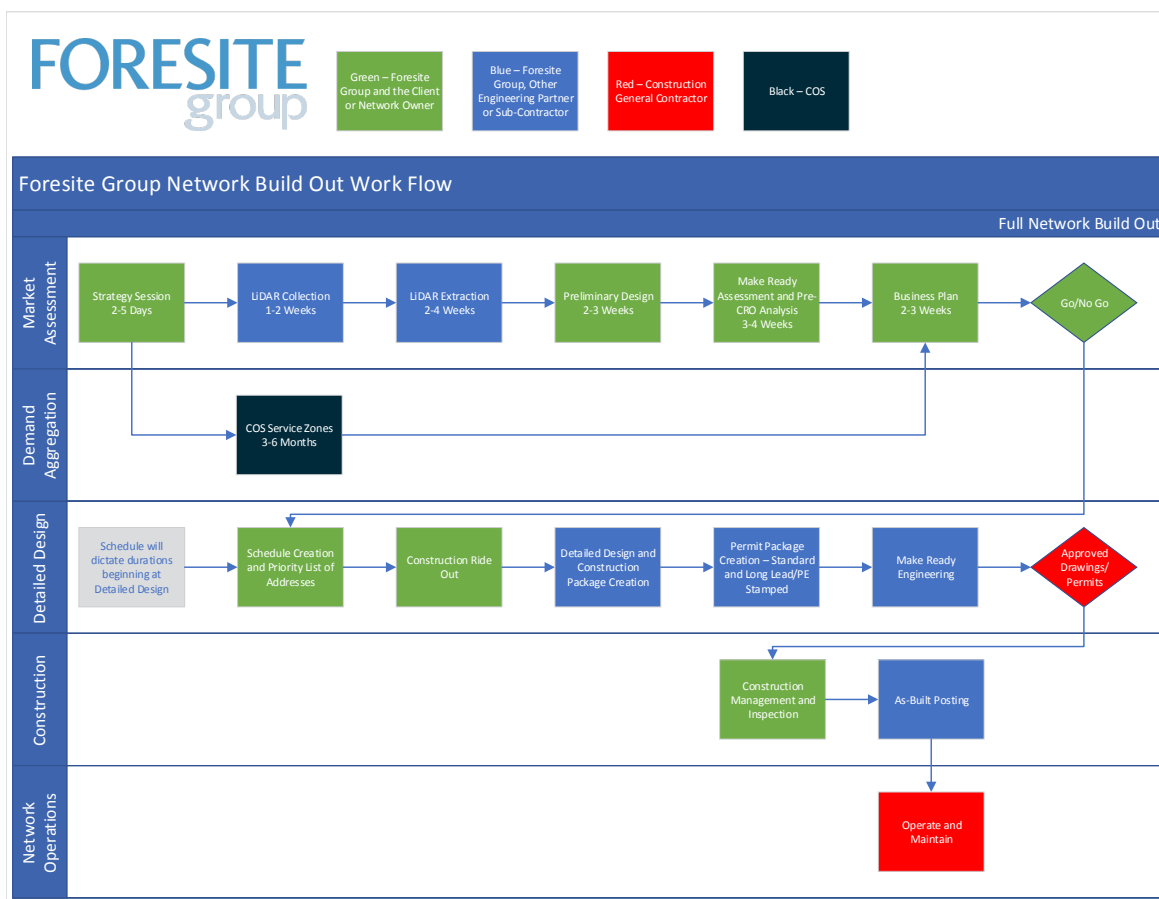
Please see Appendix A for the technical information regarding our products and services. Equipment will be determined upon award of contract.

ROLES & RESPONSIBILITIES

Foresite Group will perform all network design and outside plant engineering functions for the project, and will oversee vendors and partners as they perform their various tasks throughout the process. For example, as outlined in our technical approach, we partner with a firm called COS for demand aggregation, and Continental Mapping for the collection of LiDAR data. We have worked closely with these and other partners in a variety of geographies and types of projects, and have strong working relationships with them. While we work closely with partners providing other aspects of this network deployment, including construction and testing, network operations and management, customer support, and marketing, these are areas in which it may be beneficial to your community to select these vendors through a competitive bidding process, as there may be local companies better suited to providing these services. Foresite Group's role would then be to assist in the selection of these vendors including the issuance of RFPs on behalf of the County as well as direct Construction Management and quality assurance, as-built documentation, etc.

When taking on a project of this scope, our mode of operations is to establish a small local field office staffed by at minimum a local project manager who will serve as the point of contact for Foresite Group and our vendors. In our role as the PMO for the project, part of our responsibility includes coordinating between construction vendors and the material manufacturers and suppliers of the various components necessary to build a network. This is why we are especially pleased to highlight our partnership with Corning, which will not only streamline our supply chain and ensure the right materials are available at the right phases of construction, but also ensure that the physical cables and associated hardware are engineered and manufactured in North Carolina.

The below chart visually depicts our workflow for network deployment as well as the roles and responsibilities of the various parties. Please note that the red boxes simply imply hitherto unspecified vendors, and that the vendor providing network operations and maintenance will likely not be the same as the one selected to physically construct the network.



MANAGEMENT & STAFFING

KEY PERSONNEL

BRIAN SNIDER bsnider@fg-inc.net
Network Design Practice Area Leader
Birmingham, AL



EXPERIENCE

Brian is the Network Design Practice Area Leader. He has a degree from Troy University in Business Administration and Management and an Associates Degree in Drafting and Design from ITT Technical Institute, Bessemer. He brings over 14 years of experience and has worked his way through every aspect of Network Design. He has built his Network Design team and organization through innovative approaches and out of the box thinking while allowing his employees the freedom to create a structure for success. He has organized and managed projects of every size and has a passion for connecting all users to proper broadband as we move into this new technology age.

- **BROOMFIELD, CO BROADBAND MASTER PLAN – PRACTICE AREA LEADER**
- **BRECKENRIDGE, CO BROADBAND MARKET ASSESSMENT – PRACTICE AREA LEADER**
- **NEW ORLEANS, LA BROADBAND MARKET ASSESSMENT – PRACTICE AREA LEADER**
- **GOOGLE FIBER – AUSTIN, SAN ANTONIO, AND SALT LAKE CITY BUILDS – DIRECTOR OF FIBER DELIVERY**
- **MASTEC – SEATTLE, CLEVELAND, NASHVILLE AND KNOXVILLE – 5G INFRASTRUCTURE ENGINEERING AND CONSTRUCTION – PRACTICE AREA LEADER**
- **AT&T – COLUMBUS, OH – LIGHTGIG ENGINEERING – PRACTICE AREA LEADER**
- **HUNTSVILLE UTILITIES – FIBER TO HOME INFRASTRUCTURE WITH LEASE TO GOOGLE FIBER – PRACTICE AREA**

ROLE AND RESPONSIBILITY

Brian's initial role is handling contractual items including purchase and change orders. He transitions the operational oversight to his core management staff once initial tasks are completed and then serves as an escalation point of contact while working with project stake holders to insure budget is maintained and timelines are completed on schedule. He also provides assistance for future RFP planning for construction or implementing work flow changes for implementing design efficiencies.

LEE COMER lcomer@fg-inc.net
Network Design Division Director
Birmingham, AL



EXPERIENCE

Lee brings over 20 years of experience as a designer, supervisor, and project manager in the telecommunications industry. Lee earned his Bachelors and Masters of Industrial Design from Auburn University. Starting as a services technician, he progressed through various roles of responsibility and leadership including OSP Network Designer, Special Services Network Manager, Construction Supervisor, Senior Project Manager (PLS/U-verse), and Senior OSP Design Manager. He translates his knowledge of design, construction, and installation of communication networks into a comprehensive program.

- **MASTEC – AUSTIN, TX – SENIOR PROJECT MANAGER**

Managed city-wide Gigabit-per-second FTTH design project, including: client relationship and reporting, subject matter expert, coordination with local engineering and permitting, internal operations/deliverables/quality assurance applicable to Network Planning, Make Ready Engineering, GIS database reconciliation, Construction documentation, and As-built recording.

- **AT&T – PROJECT LIGHTSPEED SOUTHEAST - SENIOR PROJECT MANAGER**

Managed final design and data coordination for U-Verse project, covering Southeast District (AL, FL, LA, MS). Included coordination with field resources, managing production through contract services, internal tracking and deliverables.

ROLE AND RESPONSIBILITY

Lee is a technical liaison to ensure that needs and requirements are achieved or exceeded, coordinating with all stakeholders through the process of identifying necessary information, resources, and deliverables. Lee manages services from partners including but not limited to: data collection and coordination, market research, economic assessment and guidance, network design, architecture and service provision, integrated systems and technologies, etc., in support of the assessment, planning and design effort.

DREW HOUSAND dhousand@fg-inc.net
Network Design Senior Project Manager
Birmingham, AL



EXPERIENCE

Drew is a senior project manager and Business Development Leader. He has a degree from Jacksonville State university in Business Administration. Drew brings over 10 years of construction and engineering experience to his role with Foresite Group. Starting as an Outside Plant Technician, he progressed through various roles of responsibility and leadership including OSP Network Designer, Construction and Engineering Project Manager, Call Center Manager, Construction Supervisor, Senior Project Manager and Senior OSP Design Manager. He translates his knowledge of design, construction, and installation of communication networks into a comprehensive program. Drew is passionate about creating efficiencies between all aspects of Fiber Network Design.

- **AT&T – MULTIPLE MARKETS SOUTH EAST AND MID-WEST – LIGHTGIG ENGINEERING – SENIOR PROJECT MANAGER**
- **MASTEC – SEATTLE, CLEVELAND, NASHVILLE AND KNOXVILLE – 5G INFRASTRUCTURE ENGINEERING AND CONSTRUCTION – MAKE READY PROJECT MANAGER**
- **HUNTSVILLE UTILITIES – FIBER TO HOME INFRASTRUCTURE WITH LEASE TO GOOGLE FIBER – SENIOR PROJECT MANAGER**

ROLE AND RESPONSIBILITY

Drew is the senior project manager that will ensure that needs and requirements are achieved or exceeded, coordinating with all stakeholders through the process of identifying necessary information, resources, and deliverables. Drew manages services from partners including but not limited to: data collection and coordination, market research, economic assessment and guidance, network design, architecture and service provision, integrated systems and technologies, etc., in support of the assessment, planning and design effort.

EJ SMITH esmith@fg-inc.net
Network Design Business Development Leader
Birmingham, AL



EXPERIENCE

EJ is a Business Development Leader with over 10 years of GIS experience in IT, Defense/ Intelligence, and the Oil/ Gas industries. He has a Bachelors in History from Samford University, holds an MDiv, an MA in Intercultural Studies, and holds certifications in ArcGIS and the use of Salesforce.

- **GOOGLE FIBER – SAN ANTONIO CITY BUILDS – PROJECT COORDINATOR**

Coordinated day to day info of project progress with end customer. Collected and analyzed data for missing information and updates.

- **AT&T – PROJECT LIGHTGIG SOUTHEAST – GIS ANALYST**

Managed collection of all data for project preparation. Prepared and developed first drafts of preparation/planning process with team.

- **ENERGEN OIL-WELL GIS DATABASE PROJECT - GIS SERVER MANAGER**

Maintained data for thousands of active and inactive oil wells in Texas, New Mexico, and Louisiana. Responsible for all backups and data integrity.

- **DIGITALGLOBE - WORLDWIDE DEFENSE PROJECTS - BUSINESS INTELLIGENCE MANAGER**

Lead all Domestic Defense Sales (Federal, State, and Local) funnels, prepared and analyzed sales data using Salesforce and Google Earth, and was responsible for the creation of maps and data used in daily collection planning.

ROLE AND RESPONSIBILITY

EJ will work with the Database Project Managers and production staff to provide and maintain all GIS information needed. He will also work with the County staff to ensure all GIS data that is available is gathered and captured for this project.

RENE GONZALEZ rgonzalez@fg-inc.net
Grant Development Services
Austin, TX



EXPERIENCE

Rene Gonzalez is a Business Development Leader for the Network Design team at Foresite Group in Texas. He has 15 years of experience in project development, governmental consulting, grant writing and project management of State and Federally-funded infrastructure projects in South and Central Texas. He has worked in both the private and governmental sectors, which provides a unique understanding to strategically align the needs of clients with opportunities to leverage financial assistance from the federal government. Over the course of his career he has assisted various municipalities and government entities on obtaining over \$38 million in grant funding for critical infrastructure projects.

- **HAZARD MITIGATION ACTION PLAN - ROBSTOWN, TX - PROJECT MANAGER**

Research and analysis of Disaster Mitigation Act, FEMA regulations and Hazard Mitigation Plan requirements/elements, City coordination, public involvement, and development, prioritization, and implementation of mitigation actions.

- **MATIANA ORTIZ SANITARY SEWER REHAB - ROBSTOWN, TX - PROJECT MANAGEMENT SUPPORT**

Project Coordination and support during the planning, design, and construction phases. The project, funded by the Clean Water State Revolving Fund project included the replacement of sanitary sewer lines and manholes.

- **BEACH ACCESS IMPROVEMENTS - SOUTH PADRE ISLAND, TX - PROJECT MANAGEMENT SUPPORT**

Funded by the GLO's Coastal Management Program consist of public beach and ADA compliance enhancements at the Pearl Hotel and Seaside Circle.

ROLE AND RESPONSIBILITY

Rene's role for the proposed project will be focused on State and Federal Grant application development and coordination with the respective agencies. Rene's vast knowledge of state and federal programs and experience with drainage, water and wastewater infrastructure development will provide a great benefit to the project team and its beneficiaries. Rene also will assist with local, state, and federal agency coordination where necessary to mitigate project delays and enhance communication between stakeholders.

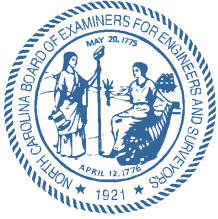
CONTRACTORS - PROCUREMENT/DEPLOYMENT

In expectation for the increased demand for network materials and equipment, Foresite Group and our partners have intentionally developed relationships with globally recognized manufacturers and providers of conduit and patch panels such as Clearfield, vaults and closures such as Channell, conduit and innerduct such as Duraline and Maxxcell, and active electronic equipment from Nokia, Calix and Fujitsu.

For this proposal, we are especially proud to partner with Corning Optical Communications as our fiber optic cable provider for this project. Corning, as a company, has delivered over one billion kilometers of optical fiber. That is one-third of the total global supply, and enough fiber to circle the globe 25,000x's. Not only is Corning the pre-eminent manufacturer of fiber-optics in the world, all of the cable and associated products for this project can be manufactured at their facilities locally in North Carolina then distributed to us from our friends at Corning by our friends at Graybar.

Foresite Group has strong expertise in the areas of outside plant engineering and construction project management and oversight, but our ability to integrate the right technological, manufacturing, distribution, and construction partners is also a critical core competency. In the deployment of a county wide network, there are numerous logistical and supply chain issues that must be navigated in precisely the right way to ensure the project stays on time and on budget, and Foresite Group and our constellation of partners are experienced in just this sort of deployment scenario. With these relationships, which are built on past successes working together, Foresite Group can ensure dependability and sustainability of the network, while reducing delays in material availability and deliverability.

Despite all this, Foresite Group will work in conjunction with the County to determine the right construction partners for this project, and will meet all local, State, and Federal requirements for performance bonding, DBE outreach and involvement, and competitive bidding and procurement through the requisite RFP processes. We will then work closely with the selected contractor(s) to ensure project engineering and safety standards are adhered to, and that the installed plant is properly and accurately cataloged in the "as-built" documentation.



**NORTH CAROLINA BOARD OF EXAMINERS
FOR ENGINEERS AND SURVEYORS**
4601 Six Forks Rd Suite 310
Raleigh, North Carolina 27609

Foresite Group, Inc.
3740 Davinci Court, Ste 100
Peachtree Corners, GA 30092

This is to Certify that:

Foresite Group, Inc. is licensed with the North Carolina Board of Examiners for Engineers and Surveyors, and is authorized to practice **engineering** under the provisions of Chapter 89C and 55B of the General Statutes of North Carolina.

This authorization must be renewed annually, and **expires on June 30, 2019**

License No. : C-3052



**THE NORTH CAROLINA BOARD OF
EXAMINERS FOR ENGINEERS
AND SURVEYORS**

Executive Director

POST IN PLACE OF BUSINESS

Issued 06/06/2018

Telephone
(919) 791-2000

FAX
(919) 791-2012

EMAIL Address
ncbels@ncbels.org

WEB Site
www.ncbels.org

PROJECT BUDGET

TASK #1 - KICK-OFF MEETING AND PROJECT MANAGEMENT PLAN			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
Strategy Session - In Person Meeting	Practice Leader	3 hr	\$750.00
Strategy Session - In Person Meeting	Division Director	3 hr	\$555.00
Strategy Session - In Person Meeting	Director of Technology	3 hr	\$495.00
Strategy Session - In Person Meeting	Business Development Leader	3 hr	\$420.00
Strategy Session - In Person Meeting	Project Manager	3 hr	\$420.00
Identify Deployment Approach	Practice Leader	3 hr	\$750.00
TOTAL			\$3,390.00

TASK #2 - FIELD DATA COLLECTION, MAKE READY ENGINEERING (MRE) AND CONSTRUCTION RIDE OUT (CRO) ANALYSIS			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
LiDAR Field Collection	Continental Mapping - Subcontractor	1241064 ft	\$12,410.64
LiDAR Data Extraction	Continental Mapping - Subcontractor	1241064 ft	\$24,821.28
Data Organization	Senior GIS Manager	24 hr	\$2,880.00
ROK Server Creation	ArcViewer	6 months	\$7,500.00
Field Package for CRO and MREA	Project Manager	4 hr	\$560.00
Pre-CRO Analysis	Project Manager	16 hr	\$2,240.00
Make Ready Assessment	Project Manager	16 hr	\$2,240.00
Final Report Creation - Final	Project Coordinator	8 hr	\$800.00
TOTAL			\$53,451.92

TASK #3 - PRELIMINARY DESIGN			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
Auto Design Software	Comsof - Subcontractor	1	\$1,200.00
Auto Design Rules Creation	Project Manager	16 hr	\$2,240.00
Auto Design Execution	Comsof - Subcontractor	20752 pts	\$18,677.00
Bill of Materials Creation	Project Manager	16 hr	\$2240.00
TOTAL			\$27,357.00

TASK #4 - GRANT RESEARCH AND CONSULTING			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
Funding Strategy Session	Business Development Leader	40 hr	\$2,000.00
State and Federal Grant Research	Grant Development Consultant (Foresite Group)	40 hr	\$5,000.00
Development of Project Opportunities	Business Development Leader	80 hr	\$10,000.00
Financial Assistance Application Preparation	Business Development Leader	320 hr	\$44,000.00
Agency Coordination	Project Manager	40 hr	\$5,000.00
TOTAL			\$66,000.00

TASK #5 - DEMAND AGGREGATION STUDY			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
Demand Aggregation Software	Subcontractor	1	\$6,600.00
Demand Aggregation Survey and Study	Subcontractor	6 months	\$5,850.00
Demand Aggregation/Assessment Management	Project Manager	160 hr	\$22,400.00
TOTAL			\$34,850.00

TASK #6 - COMPREHENSIVE BUSINESS PLAN CREATION AND DETAILED FINANCIAL MODELS			
Sub Task	Employee/Subcontractor	Hours/Volume	Total
Standards Creation and Recommendations	Project Manager	16 hr	\$2,240.00
Dig Once and Other Policy Recommendations	Practice Area Leader	16 hr	\$4,000.00
High Level Schedule Creation	Project Coordinator	16 hr	\$1,600.00
Deployment Strategy	Director of Technology	40 hr	\$6,600.00
Network Management and O&M Solutions	Manager of Technology	40 hr	\$6,600.00
Pro-Forma Creation	Practice Leader	40 hr	\$10,000.00
Business Model Creation	Project Manager	40 hr	\$5,600.00
Final Deliverables	Project Coordinator	16 hr	\$1,600.00
TOTAL			\$38,240.00

Total Project Cost	\$220,288.92
---------------------------	---------------------

ORGANIZATIONAL INFORMATION

ORGANIZATIONAL STRUCTURE

COMPANY NAME Foresite Group, Inc.

HEADQUARTERS ADDRESS 3740 Davinci Court, Suite 100, Peachtree Corners, GA 30092

PROJECT OFFICE ADDRESS 2101 Magnolia Avenue South, Suite 100, Birmingham, AL 35205

WEBSITE www.fg-inc.net

HISTORY

Foresite Group was founded on January 24, 2003 in Norcross, GA. We are a privately held, S-Corporation with over 180 associates in 14 offices nationwide. Foresite Group provides civil engineering, graphic design, landscape architecture, fiber/network design, structural engineering, transportation, wireless services, and grant development services. Since 2003, we have completed over 5,500 projects for public and private clients throughout the country. For the past 15 years we have seen a tremendous amount of growth and diversity of service.

Our Network Design Division specializes in large-scale FTTx projects including: Market Research/Assessment, Planning, Project Management, Network Design, Make Ready Engineering, Permitting, and Construction Support (PMO, construction drawings, materials coordination, quality control, and "As Built" documentation). Our relationships with key technology, software, and construction partners in the fiber optic industry complement our ability to produce a very high-quality design, with accelerated speed to market, and reduced material and labor costs.

With a staff of professionally licensed engineers, Foresite Group can support design and construction activities with right of way permitting, long lead permitting, traffic control planning, streets/grounds/sidewalk restoration and improvement, hut site planning and preparation, underground construction, make ready engineering, testing, as-built record keeping, and overall PMO. By inviting employees with multiple skill sets to invest their expertise in each project, our engineers effectively communicate and collaborate with our partners and customers to produce the best solution. We identify project shortcomings from the beginning and are proactive in mitigating challenges from the start.

OUR OVERALL PHILOSOPHY

The customer comes first. Foresite Group prides itself on being responsive to our Clients. We return phone calls and voicemails within 24 hours, and 95% of those responses are on the same day. We may not immediately have an answer to your questions, but we will let you know we are working for you on attaining those answers and will give a schedule of when to expect them. As a company, we take pride in our unique culture of continual idea generation and the pursuit of growth opportunities via creativity and collaboration. Our core values as a company – clients, service, people, culture, form the foundation on which we perform our work and conduct ourselves.

OUR PARTNERSHIP PHILOSOPHY

Foresite Group intentionally develops relationships with partners and vendors to augment and enhance our services. Our partners can be mobilized based on the final agreed upon strategy to provide full turnkey delivery – including not only planning, design, and construction, but also capital financial investment, network operations, and service provisioning. Not only does this create a strong strategic position to ensure complete and timely deliverables, but it also continually exposes us to the latest technologies and innovations in our industry.

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Professional Corporation

Legal Name

Foresite Group, Inc.

Information

SosId: 0908175

Status: Current-Active

Annual Report Status: Not Applicable

Citizenship: Foreign

Date Formed: 4/13/2007

State of Incorporation:

GA

Registered Agent: NC Corporate Connection, Inc.

Addresses

Reg Office

176 Mine Lake Court, Suite 100
Raleigh, NC 27615

Reg Mailing

176 Mine Lake Court, Suite 100
Raleigh, NC 27615

Mailing

5185 Peachtree Pkwy., Suite 240
Norcross, GA 30092

Principal Office

5185 Peachtree Pkwy., Suite 240
Norcross, GA 30092

Professions

Engineering services

RELEVANT EXPERIENCE

#1 MEDINA COUNTY FIBER NETWORK

Foresite Group is working with Medina County, Ohio to build last mile connectivity to the towns and cities located off Medina County Fiber Network - a middle mile ring built by the county to connect businesses and county facilities in the region. Foresite Group is completing a Market Assessment/Feasibility Plan for the County, which we will then begin building last mile Open Access networks in 2 cities to start. Foresite Group encourages the City of Solon to contact David Corrado for more information on this project.

LOCATION

Medina County, OH

SIZE (SQ MILES)

423 sq. miles (Medina County)

DATES OF SERVICES

August 2018 to December 2018

REFERENCE

Medina County Fiber Network - David Corrado, CEO
144 N Broadway, Medina, OH 44256
330.722.9215
dcorrado@fibercounty.com

#2 TOWN OF BRECKENRIDGE

Foresite Group is working with the Town of Breckenridge to conduct a Market Assessment to determine construction costs for a city-wide build to all homes, businesses, and town facilities. They are utilizing automated design software combined with LiDAR Collection to derive these costs at a 95% accuracy. To help derive these costs they are partnering with COS Systems to launch a demand aggregation study which will determine the take rates of the citizens and businesses. The construction costs plus the take rates will give the Town a predetermined ROI spanning over a number of years. We will create multiple business plans to provide to the Town options for a broadband strategic plan which they can then decide which direction they would like to go.

LOCATION

Breckenridge, Colorado

SIZE (SQ MILES)

~6.0 sq mi

DATES OF SERVICES

January 2018 to present

REFERENCE

Town of Breckenridge - Brian Waldes, Director of Finance
150 Ski Hill Road
Breckenridge, CO 80424
970.453.3382
brianw@townofbreckenridge.com

#3 CITY & COUNTY OF BROOMFIELD

Foresite Group is working with the City and County of Broomfield to conduct a Market Assessment to determine construction costs for an institutional network and for a city-wide build. They are utilizing automated design software to derive these costs at a 95% accuracy. We also helped the City and County of Broomfield create a Dig Once Ordinance. Our team created multiple business plans to provide to the City options for a broadband strategic plan from which they can decide their right path forward. Services provided by Foresite Group include On-site strategy session, preliminary design and capital cost analysis, market assessment portfolio creation, and master fiber development plan.

LOCATION

Broomfield, Colorado

SIZE (SQ MILES)

~33.5 sq mi

DATES OF SERVICES

September 2017 - March 2018

REFERENCE

City and County of Broomfield - Ernesto Chavez
One DesCombes Drive, Broomfield, CO 80020
303-438-6241
echavez@broomfield.org

#4 HUNTSVILLE UTILITIES

Huntsville Utilities has designated fibers for their own use and “smart city” applications while leasing a portion to Google Fiber. Google will be providing the data content for all residents and businesses as a service provider. This network will be owned and operated by the City and act as another utility revenue stream in conjunction with their city owned electricity, water and gas services. Foresite Group is working with Huntsville Utilities to complete the design, engineering and construction support through the life of the project. Our design team is working with partners through the entire work flow including: Preliminary (Indicative Design), Construction Ride Out (CRO), Detailed Design, Construction Package Creation, Construction Support, As-Built Posting and Network Turnover. Foresite Group is also consulting with Huntsville Utilities and other stakeholders on the implementation of “smart city” applications and other innovative use cases.

LOCATION

Huntsville, Alabama

SIZE (SQ MILES)

~214.52 sq mi
7.1 Million ft of Cable Design

DATES OF SERVICES

January 2017 to present

REFERENCE

Huntsville Utilities - Stacy Cantrell, Vice President of Engineering
112 Spragins St NW, Huntsville, AL 35801
256-535-1312
stacy.cantrell@hsvutil.org

#5 CITY OF LAMPASAS MARKET ASSESSMENT

Foresite Group is working with the City of Lampasas to conduct a Market Assessment to determine construction costs for an institutional network and for a city-wide build. They are utilizing automated design software to derive these costs at a 95% accuracy. Our team is also creating multiple business plans to provide to the City options for a broadband strategic plan. The City wants an Open Access Network to allow any number of service providers to offer Internet, VoIP, TV, and other services across their network encouraging healthy competition for all. Services provided by Foresite Group include On-site strategy session, preliminary design and capital cost analysis, and market assessment portfolio creation.

LOCATION

Lampasas, Texas

SIZE (SQ MILES)

~6.5 sq mi
200,000 ft

DATES OF SERVICES

December 2017 to present

REFERENCE

City of Lampasas - Mandy Walsh, Director of Economic Development
312 E 3rd Street, Lampasas, TX 76550
972.983.1411
mandy@cityoflampasas.com

#6 FOUNDATION FOR LOUISIANA AND CITY OF NEW ORLEANS INSTITUTIONAL FIBER NETWORK

Foresite Group is working with Foundation for Louisiana to build an institutional fiber network to all City and Government buildings and provide capacity to serve local schools and libraries. Foresite Group is also working with the Department of Public Works and the Sewerage and Water Board to place a fiber network to create wireless access points for smart meter data collection. The overall network for the City initiative will be roughly 3-5 miles of fiber and conduit placement, while the SWB and DPW will be reconstructing almost every road and sewer line. During the reconstruction and while the roads and sub-surface are opened, Foresite Group will be planning the placement of both conduit and fiber. The intent is to serve the municipality buildings, but we will be sizing the fiber cables to serve all households for a possible future fiber to the home (FTTH) project.

LOCATION

New Orleans, Louisiana

SIZE (SQ MILES)

City build out – estimated conduit and fiber miles are currently in the planning stages

DATES OF SERVICES

March 2017 to present

REFERENCE

Foundation for Louisiana - Tanya Gulliver-Garcia, Associate Director of Programs and Planning
4354 S Sherwood Forest Blvd, Suite 100, Baton Rouge, LA 70816
225-964-0049
tgarcia@foundationforlouisiana.org

OPERATING FINANCES

While Foresite Group does not have audited financial statements, our financials are reviewed annually by an independent CPA firm. Based on the review of our 2017 financials, the accountant found no material modifications necessary in order for our financials to be in accordance with accounting principles generally accepted in the USA. Please see below for a commitment letter from our bank.



Credit Management Group
MAC G0128-07G
171 17th Street, Nw
Building 100, 7th Floor
Atlanta, GA 30363

Fax: 404 877 6965

January 9, 2018

Re: Bank reference for Foresite Group, Inc.

To Whom It May Concern:

Foresite Group, Inc. has been a client of Wells Fargo since 2013 and is currently in good standing with all accounts and obligations.

Additionally, they maintain a \$2,500,000 line of credit that is also in good standing and utilized as agreed.

Respectively,

A handwritten signature in black ink, appearing to read "Dominick Masciantonio".

Dominick Masciantonio

Vice President

OWNERSHIP AND EQUITY CONVERSION ISSUES

During our market assessment process will outline the ownership and equity issues. The Market assessment process will create the final ownership model through the proper analysis of all funding mechanisms and partnership structures. We will create a proforma (see Appendix B) for the financial aspect of the project and a responsibility matrix for the overall partnership structure.

VENDOR CERTIFICATION

- Vendors must include a proposal for the disposition of assets created or acquired through use of VCBI funds in the event that the project dissolves or terminates. VCBI requires that such dispositions, transfers or assignments preserve the goals of VCBI and the purposes of this RFP.

13. Certification by Vendor

The attached statements and exhibits are hereby made part of this application and the undersigned representative of the vendor certifies that the information in this application and the attached statements and exhibits is true, correct and complete to the best of his/her knowledge and belief. He/She further certifies that:

1. As authorized representative, he/she has been authorized to file this application by formal action of the governing body;
2. That the governing body agrees that if a grant or award of contract from the VCBI is awarded, the vendor will provide proper and timely submittals of all documentation requested by the County;
3. That the governing body agrees to provide for proper operation and maintenance of the project after its completion;
4. That the vendor has substantially complied with or will comply with all federal, state and local laws, rules and regulations and ordinances as applicable to the project.



Signature of Grantee/Authorized Representative

Erik Johnston, President

Typed Name and Title

10/8/2018

Date

Checklist for Additional Forms:

Please enclose the additional items before submitting:

- Cover Sheet Project Proposal (see guidelines in Section 12)



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

02/02/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Sterling Seacrest Partners, Inc P O Box 724137 Atlanta GA 31139		CONTACT NAME: Katie Howell PHONE (A/C, No, Ext): (678)424-6510 FAX (A/C, No): (678)424-6559 E-MAIL ADDRESS: khowell@sspains.com	
		INSURER(S) AFFORDING COVERAGE	NAIC #
		INSURER A : The Travelers Indemnity Company of America	25623
INSURED Foresite Group Inc 3740 DaVinci Court, Suite 100 Peachtree Corners GA 30092		INSURER B : Travelers Property Casualty Insurance Company of	36161
		INSURER C : Travelers Indemnity Company A++	25658
		INSURER D : Travelers Indemnity of Conn A++	25682
		INSURER E : Travelers Casualty & Surety Co A++	19038
		INSURER F :	

COVERAGES

CERTIFICATE NUMBER: 18-19 Liability

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSTR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR VVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR Contractual Liab = \$1,000,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:		Y	680-006H998209	02/06/2018	02/06/2019	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Employee BenefitsRetro \$ 1,000,000
B	AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY <input type="checkbox"/> AUTOS ONLY			BA-8C36043A	02/06/2018	02/06/2019	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Medical payments \$ 5,000
C	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000		Y	CUP-3E216783	02/06/2018	02/06/2019	EACH OCCURRENCE \$ 5,000,000 AGGREGATE \$ 5,000,000 \$
D	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below Y / N <input checked="" type="checkbox"/> N		N / A	UB -0K196972	02/06/2018	02/06/2019	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
E	Cyber Liability			106573581	08/15/2017	08/15/2018	Each Occurrence \$1,000,000 Aggregate \$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER**CANCELLATION**

For Information Only

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
02/08/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Risk Strategies Company 1255 Lakes Parkway #105 Lawrenceville GA 30043	CONTACT NAME: Ambrosia Patton PHONE (A/C, No, Ext): 678-690-5995 FAX (A/C, No): E-MAIL ADDRESS: ambrosia@crowfriedman.com
INSURER(S) AFFORDING COVERAGE	
INSURER A : XL Specialty Insurance Company NAIC # 37885	
INSURER B :	
INSURER C :	
INSURER D :	
INSURER E :	
INSURER F :	

COVERAGES **CERTIFICATE NUMBER:** CL182855484 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

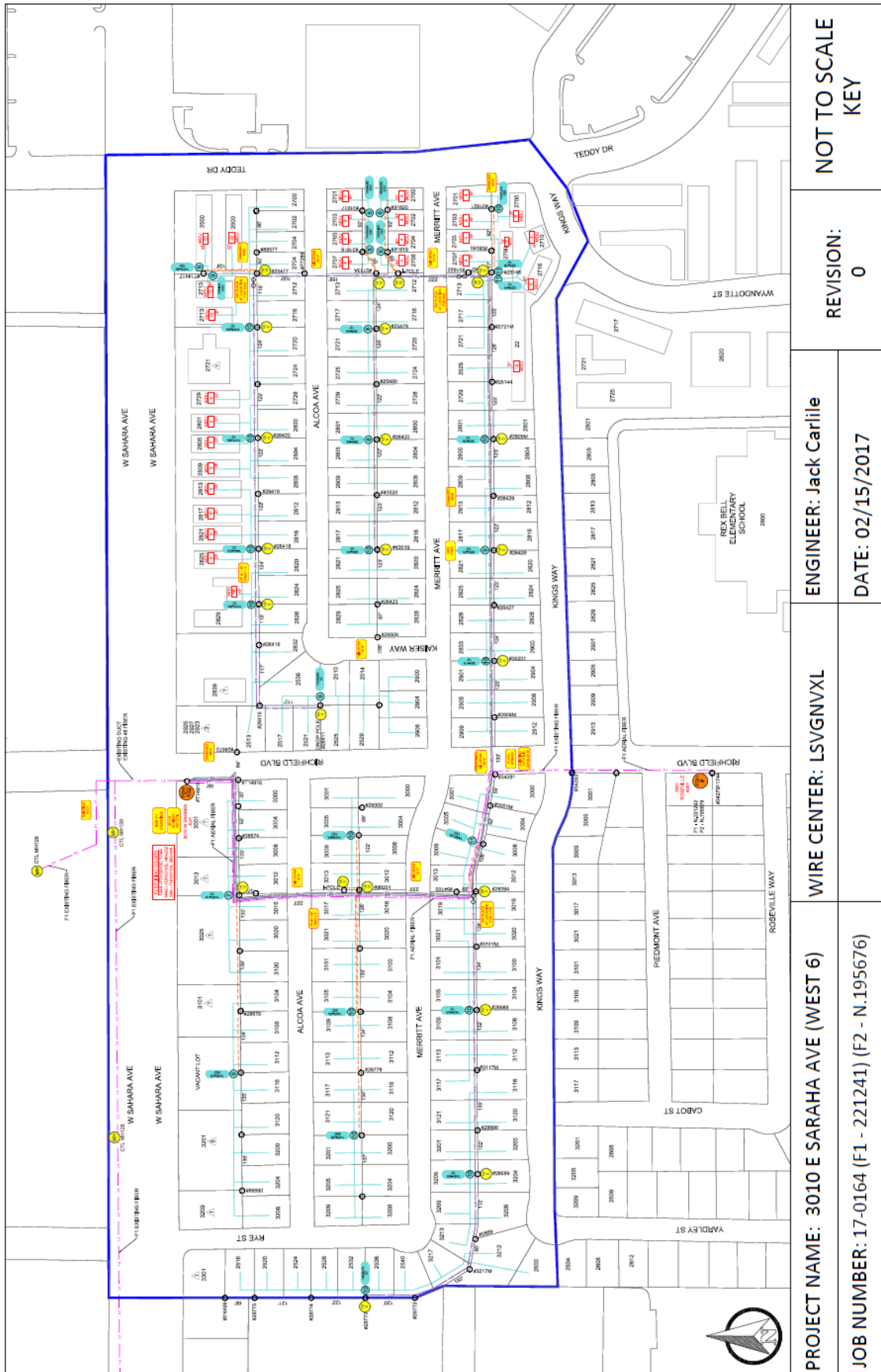
INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liability			DPR9921921	02/06/2018	02/06/2019	Each Claim \$2,000,000 Annual Aggregate \$3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)
 Evidence of insurance Only.

CERTIFICATE HOLDER For Information Only	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE
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APPENDIX A

Typical Corning Neighborhood Design Overview



NOT TO SCALE
KEY

REVISION:
0

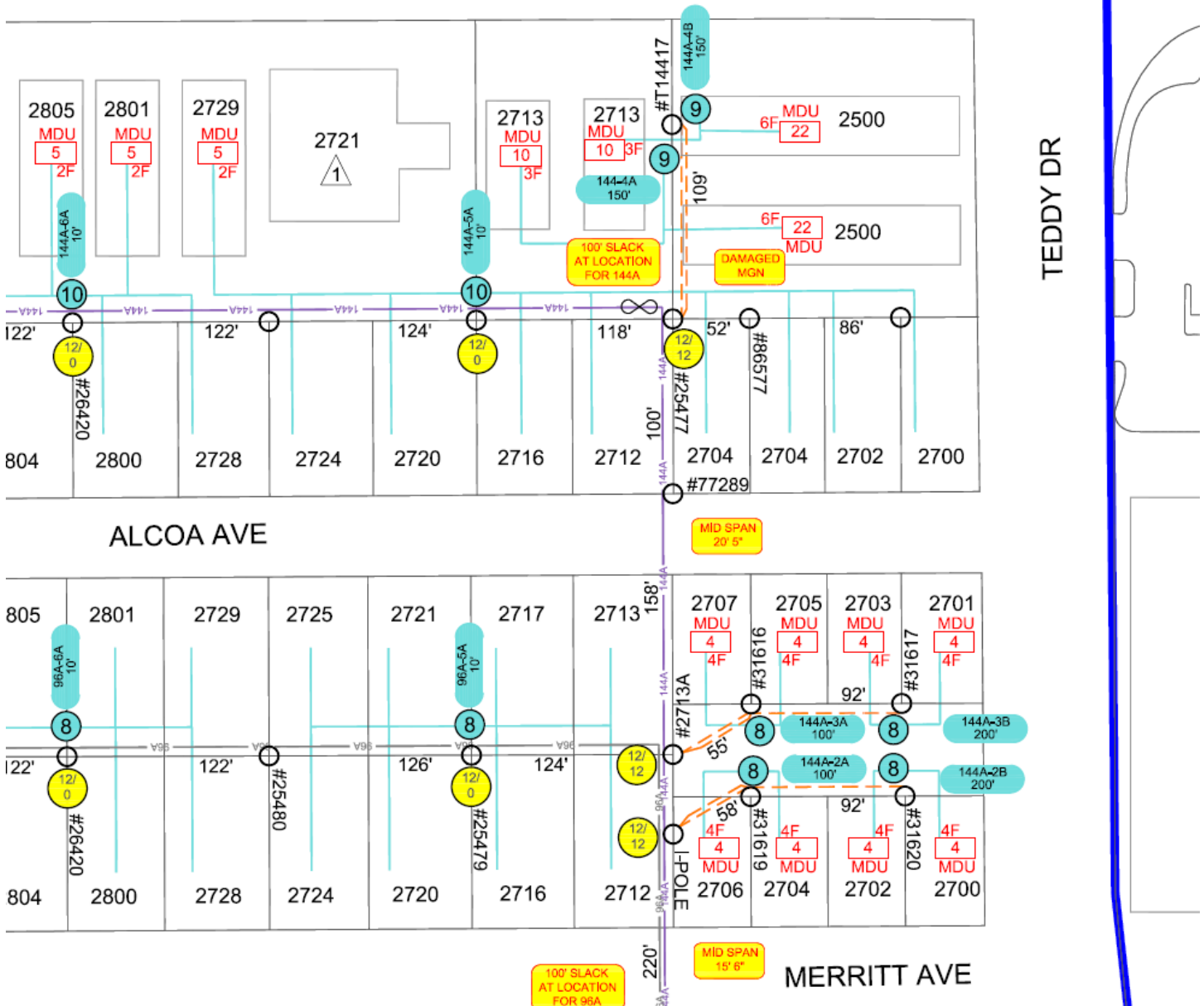
ENGINEER: Jack Carille
DATE: 02/15/2017

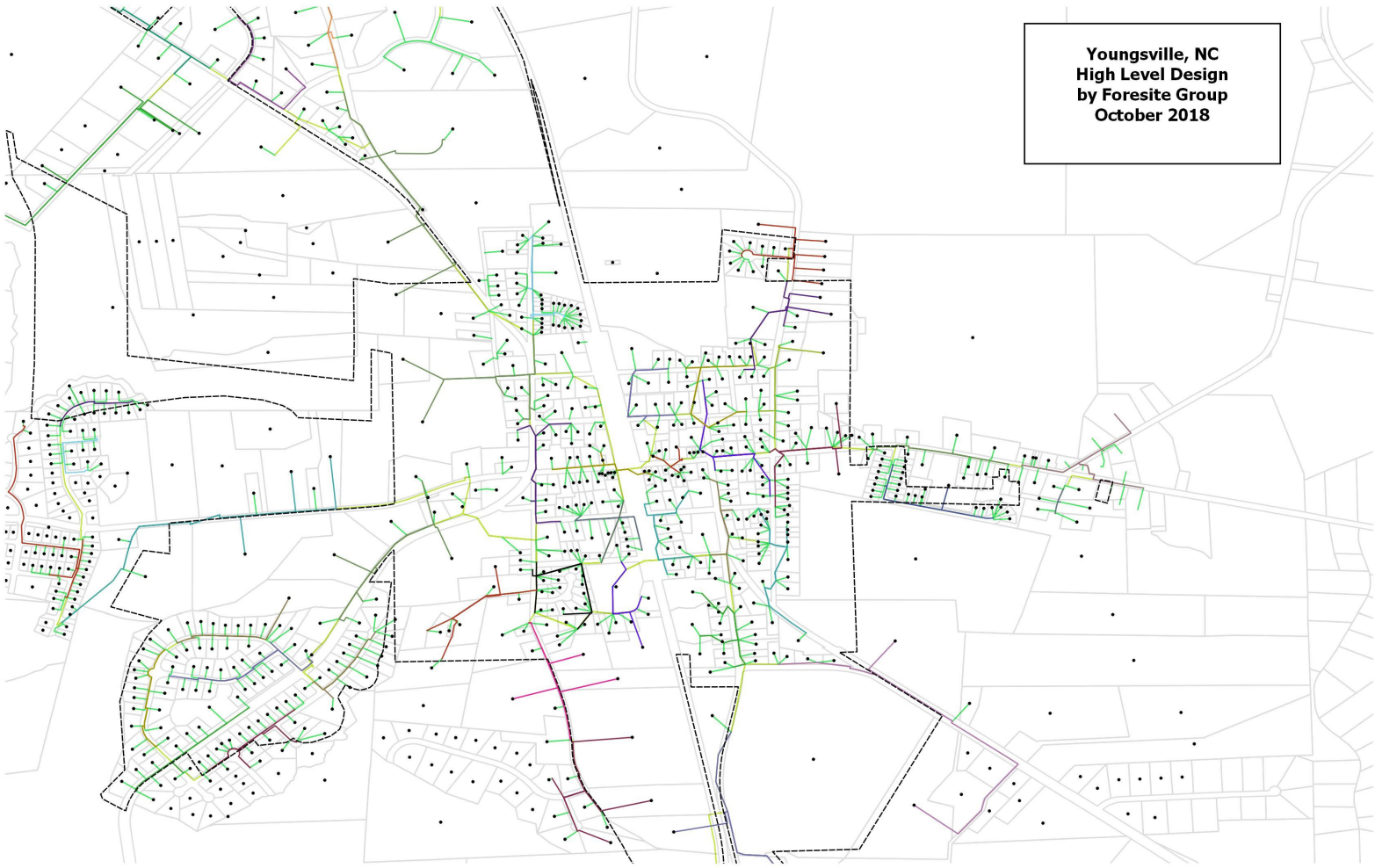
WIRE CENTER: LSVGNVXL

PROJECT NAME: 3010 E SARAH AVE (WEST 6)

JOB NUMBER: 17-0164 (F1 - 221241) (F2 - N.195676)

Typical Corning MDU Design Closeup





**Youngville, NC
High Level Design
by Foresite Group
October 2018**

APPENDIX B

Sample pro-forma

Broadband Fund Pro Forma										
	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028
Beg Fund Bal	\$ 20,000,000	\$ 12,587,784	\$ 7,178,997	\$ 2,874,706	\$ 4,087,498	\$ 5,300,290	\$ 6,513,082	\$ 7,725,874	\$ 8,938,666	\$ 10,151,458
ISP #1 - HHP /FIBER	\$69,795	\$348,975	\$498,960	\$498,960	\$498,960	\$498,960	\$498,960	\$498,960	\$498,960	\$498,960
ISP #1 - HHC /FIBER	\$90,000	\$945,000	\$1,422,000	\$1,512,000	\$1,512,000	\$1,512,000	\$1,512,000	\$1,512,000	\$1,512,000	\$1,512,000
ISP #2 - HHP	\$89,100	\$653,400	\$962,280	\$997,920	\$997,920	\$997,920	\$997,920	\$997,920	\$997,920	\$997,920
ISP #2 - HHC	\$17,100	\$179,550	\$270,180	\$287,280	\$287,280	\$287,280	\$287,280	\$287,280	\$287,280	\$287,280
ISP #3 - Businesses	\$22,500	\$165,000	\$243,000	\$252,000	\$252,000	\$252,000	\$252,000	\$252,000	\$252,000	\$252,000
Other	-	-	-	-	-	-	-	-	-	-
Total Revenue	\$288,495	\$2,291,925	\$3,396,420	\$3,548,160	\$3,548,160	\$3,548,160	\$3,548,160	\$3,548,160	\$3,548,160	\$3,548,160
Expenses										
Detailed CRO/Extraction	\$25,432	\$25,432	\$25,432	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368
Detailed Design Software/Database	\$11,667	\$11,667	\$11,667	-	-	-	-	-	-	-
Detailed Design Execution	\$16,456	\$16,456	\$16,456	-	-	-	-	-	-	-
Detailed Design Quality Inspection	\$2,992	\$2,992	\$2,992	-	-	-	-	-	-	-
Construction Package Creation	\$25,432	\$25,432	\$25,432	-	-	-	-	-	-	-
Permit Package Creation (35%)	\$29,172	\$29,172	\$29,172	-	-	-	-	-	-	-
BOIM and Splice Sheets	\$4,488	\$4,488	\$4,488	-	-	-	-	-	-	-
Network Electronics - Home	\$480,900	\$480,900	\$480,900	-	-	-	-	-	-	-
Hut - Shelter	\$38,333	\$38,333	\$38,333	-	-	-	-	-	-	-
Hut - Electronics	\$29,099	\$29,099	\$29,099	-	-	-	-	-	-	-
Interconnection Fee - Non-	\$400	\$400	\$400	-	-	-	-	-	-	-
Interconnection Fee - Recurring	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368	\$31,368
Begin GC Fiber work Underground	\$3,315,000	\$3,315,000	\$3,315,000	-	-	-	-	-	-	-
Begin GC Fiber Drops	\$1,375,500	\$1,375,500	\$1,375,500	-	-	-	-	-	-	-
Ac-built updates and turnover	\$10,472	\$10,472	\$10,472	-	-	-	-	-	-	-
COS Business Engine	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000	\$9,000
O&M Recurring Fees	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000	\$840,000
Debt Service	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000	\$1,455,000
Total Exp.	\$7,700,711	\$7,700,711	\$7,700,711	\$2,335,368	\$2,335,368	\$2,335,368	\$2,335,368	\$2,335,368	\$2,335,368	\$2,335,368
Profit/Loss	-\$7,412,216	-\$5,408,786	-\$4,304,291	\$1,212,792	\$1,212,792	\$1,212,792	\$1,212,792	\$1,212,792	\$1,212,792	\$1,212,792
Fund Balance	\$12,587,784	\$7,178,997	\$2,874,706	\$4,087,498	\$5,300,290	\$6,513,082	\$7,725,874	\$8,938,666	\$10,151,458	\$11,364,250

