



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

Submitted Date: Easygrants ID: 630	
Funding Opportunity: Broadband Initiatives Program and Broadband Technology Opportunities Program	Applicant Organization: Northwest Florida Business Development Council Inc
Task: Submit Application - Infrastructure Programs	Applicant Name: Richard Marcum

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A. General Application Information

1. Applicant Information

1-A. Name, Address, and Federal ID for Applicant

i. Legal Name:	Northwest Florida Business Development Council Inc
ii. Employer/Taxpayer Identification Number (EIN/TIN):	593654568
Street 1:	4636 HIGHWAY 90 EAST
Street 2:	Suite K
City:	Marianna
County:	Jackson
State:	FL
Country	United States
Zip/Postal Code:	32446

1-B. Name and Contact Information of Person to be Contacted on Matters Involving this Application:

Prefix:	
First Name:	Richard
Middle Name:	
Last Name:	Marcum
Suffix:	
Telephone Number:	850-785-1768
Fax Number:	
Email:	johnene@johnenemarcumcpa.com
Title:	Executive Director



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1-C. Other Required Identification Numbers	
i. Organizational DUNS:	181448635
ii. CCR # (CAGE):	4AXU6
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). **Non-Profit Corporation**

1-E. RUS Borrower Status
 No

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: Opportunity Florida Broadband Initiative

2-B. Project Description: Opportunity Florida, a regional economic development organization, seeks to create a rural WiMAX broadband network. Together with PAEC, a regional education support agency, it will invite existing ISPs to contract for the resulting broadband capacity to reach beyond the core populated areas to provide affordable wireless broadband to consumers & businesses in the less dense rural areas in NW FL.



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3. Application ID for Multiple Submissions for Identified Service Areas:

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

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



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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.
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.



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<p>Additional BTOP Factors Selected By Applicant</p> <ul style="list-style-type: none"> • 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.

- **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

C. Executive Summary

Executive Summary of Project for BIP and BTOP:

8. Infrastructure Projects Executive Summary

a) Opportunity the proposed system seeks to address.

The region represented by Northwest Florida Business Development Council Inc (hereinafter referred to as "Opportunity Florida") is designated by the Florida State Legislature as a Rural Area of Critical Economic Concern (RACEC), Florida State Statute 288.0656-(7). Our region's per capita income is 34% less than the state average and Florida's per capita income is less than the national average. The income gap between the state average and our region continues to widen, and to reverse this trend we must find ways to become more competitive



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for jobs and industry. Our biggest impediment to achieving this goal is the lack of affordable and adequate, much less ubiquitous, broadband coverage.

Federal, state, and local governments have recognized that bringing broadband internet services to rural, unserved, and underserved areas cannot be achieved using traditional market forces. Few initiatives, however well-intentioned, have succeeded in bridging the “digital divide” between major metropolitan areas and the rest of the country. Why is this a problem? Because like telephone service in the last century, universal broadband access is essential to achieving economic, educational, social, and cultural equality. Geography should not be destiny in determining an individual’s opportunity to participate in the increasingly-digital world.

Opportunity Florida seeks to bridge the gap between “haves” and “have-nots.” We are a public/private partnership that hopes to create a regional broadband network by way of a BTOP grant. Those funds will enable us to obtain competitive bids for constructing a WiMAX network to serve our region, and also will enable us to provide free customer usage of the equipment necessary to use the service.

We will invite existing ISPs to contract to use the WiMAX network to extend their services from their metropolitan core into our region. This strategy will give customers the widest possible choice in selecting a service provider that best meets their financial and service needs. ISPs will have a strong financial incentive to extend their reach, since they will not be responsible for network construction, which is the most cost-prohibitive component of providing service.

Although our region is economically diverse, it is lacking in any industrial/commercial critical mass. The concentrations are as follows: a) agricultural in the north; b) logistics and distribution in the middle along Interstate 10; c) a sprinkling of aqua-culture and tourism in the coastal counties; and d) timber industry scattered throughout.

Recently, Opportunity Florida received a State of Florida Rural Infrastructure Grant in the amount of \$1,125,000 to serve as a match for a \$9.2 million FCC Rural Healthcare Pilot Program to the Big Bend Regional Health Information Organization. These funds will connect all of our region’s nonprofit hospitals to those larger hospitals in Tallahassee, Pensacola, and potentially Panama City. Our BTOP grant project will further extend this medical connectivity



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to doctors and patients.

Beyond this project, Opportunity Florida’s goal is to provide near-ubiquitous access to broadband services throughout our region. While the region has some pockets of population density, the vast majority of it is too sparse to support a business case for a loan. A USDA RUS broadband loan will likely result in “cherry picking” – providing broadband to the densest areas of the region and neglecting the sparser areas. It is only through a grant for the entire region that the more sparsely populated areas will ever receive broadband access. Without the approval of the BTOP grant, the region will remain handicapped relative to the rest of the state and the country in its quest for economic prosperity. This grant is essential to allow the region to be competitive for new jobs and industry and become self-supporting and financially stable.

There also is an unusually high proportion of residents who work outside of the county in which they reside. As has been recently demonstrated, the high cost of fuel will again take a toll on these citizens. Providing broadband access would enable many of them to telecommute, or to unleash their entrepreneurial spirit and create e-businesses from their homes. Existing small businesses in the area will be able to broaden their reach to include national and global markets.

It is important to note that the region has some underdeveloped components that may potentially serve as catalysts for regional commercial growth. The existing north–south rail that connects to CSX’s primary east–west artery, the re-development of the deep water port in Port St. Joe, and the contingent Bay County International Airport currently under construction (completed 5/2010) are a potent combination to launch regional commercial development. However, without broadband access to connect these resources, that potential will remain unrealized and the decline in the rural areas of this region will continue.

Broadband access offers the best opportunity for the region to make a leap into the 21st century. Many residents only have a choice of dial-up or satellite. Since satellite service is cost-prohibitive, and low-speed dial-up is application-limited, the “choice” is in fact illusory. Distance learning is not possible, and students desiring to access lessons on-line are unable to. Although some libraries have broadband access, most have only a few computers and limited hours of business.



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At its essence, the goal is to bring the region to a level equal to the majority of the rest of the state, the country, and even the world. This region, or any region, simply cannot compete in today's economy without broadband access.

b) A general description of the proposed funded service areas (location, number of communities, etc.)

Opportunity Florida is made up of 8 rural counties in NW Florida including Calhoun, Franklin, Gadsden, Gulf, Holmes, Jackson, Liberty and Washington, which make up the first designated RACEC.

U.S. Census 2008 estimated population: 175,806
Average per capita income: \$29,873

c) Number of households and businesses passed.

Total Households: 66,275
Total Businesses: 6,366

d) Number of community anchor institutions, public safety entities, and critical community organizations passed and/or involved with project (e.g., health care, education, libraries, etc.).

Total Schools (Elementary, middle, high, and alternative): 99
Higher Education: 4
Hospitals: 9
Libraries: 25 (most have very limited hours)
Law enforcement: 18

e) Proposed services and applications for the proposed funded service areas and users.

The services and applications available to customers in this area will include the products/services that ISPs traditionally provide for basic and/or enhanced service packages. The availability of broadband access to subscribers significantly increases the scope and quality of the services and applications that ISPs can and will provide.



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There are 155 community anchor institutions including schools, colleges, hospitals, libraries, Highway Patrol Stations, Police Departments, and Sheriff’s Offices. While Opportunity Florida is not an ISP, construction of the WiMAX network makes us an enabler of the high-quality services demanded by these critical institutions. The enormous benefits of such applications as telemedicine, telework, e-commerce, and e-learning simply cannot be realized without the broadband access we will provide.

f) Approach to addressing the non-discrimination and interconnection obligations.

By eliminating the economic disincentive of cost of infrastructure, all ISPs with an interest in delivering a broadband offering can enter the Opportunity Florida service area.

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

Wireless - Terrestrial Fixed

h) Qualifications of the applicant that demonstrate the ability to implement and operate a broadband infrastructure, and/or be a sustainable broadband services provider.

The Opportunity Florida Operations Team has had significant relevant experience designing, implementing, operating, and managing telecommunications networks. We are experts in the technical and operational requirements for providing high-reliability systems, having successfully done so in environments similar to those in this region, as well as in more challenging environments such as Panama, Iraq, and Brazil. We have considerable expertise in developing and issuing RFPs for work that will be outsourced, as well as in evaluating proposals to ensure that the work is awarded to companies offering the best service at the lowest cost.

i) Overall infrastructure cost of the broadband system.

\$40,360,521 (incl \$196k app prep fees)

j) Overall expected subscriber projections for the project.



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24,891 by end of year 5

k) Number of jobs estimated to be created or saved as a result of this project.

An estimated 10,000 jobs could be created over the next five years. By way of reference, in 2008 the region lost a project representing 2,900 jobs with an average salary of over \$40,000 (nearly twice the existing per capita income) due to lack of broadband access. Similar opportunities will present themselves and be brought to fruition once high-speed connectivity exists throughout the region.

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.
Provide broadband education, awareness, training, access, equipment, and support to job-creating strategic facilities located within a defined economic zone, or community as designated by a State authority, Department of Commerce , HUD or USDA.
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:

Opportunity Florida’s purpose is to provide broadband internet access to unserved and underserved areas of Northwest Florida to include Calhoun, Franklin, Gadsden, Gulf, Holmes, Jackson, Liberty, and Washington counties. Without a BTOP grant to overcome the financial disincentives for ISPs to extend broadband service from existing metropolitan areas, this region will likely never have high-speed Internet access for its residents, businesses, and community institutions.

The 1996 Telecommunications Act mandates that “consumers in all regions of the Nation, including low-income consumers and those in rural, insular, and high-cost areas, should have access to telecommunications and information services . . .” 47 U.S.C. § 254(b)(3). Thirteen years later, 63% of the regional population remains underserved according to the NOFA definition, and the lack of population density will continue to make this a reality. The average



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number of persons per mile for the entire region is approximately 36, and the most densely populated county has a density per mile of 87 - well below the state average of 296. In no case anywhere in the region can existing broadband providers financially justify the last-mile cost of bringing high-speed access to businesses, residents, and community anchor institutions.

Our program will provide near-ubiquitous broadband network access to the entire region, and open up a wealth of knowledge and opportunity to our citizens. Economic development no longer will be held hostage to the lack of broadband access. Local Chambers of Commerce, libraries, and economic development organizations will confirm that businesses and industries interested in locating to the area consider broadband access equal in importance to transportation infrastructure and public utilities. In today's commercial world, high-speed internet connectivity has moved from the "desired" to the "mandatory" category. The absence of broadband service not only deters new businesses, but also results in the loss of existing businesses that no longer are able to operate and expand without it.

As further proof that broadband service is becoming the rule rather than the exception, the newest models of computers no longer are equipped with dial-up capability. Dial-up network access is quickly becoming today's equivalent of the rotary-dial telephone.

Opportunity Florida offers a cost-effective solution that is replicable and sustainable over the long term. Upon receipt of a BTOP award, Opportunity Florida will issue an RFP for companies interested in building a WiMAX network to serve the eight-county region. The grant will cover this network construction (a costly component of providing broadband service). It also will cover the cost of Customer Premises Equipment (CPE) so that such equipment can be provided free of charge to service subscribers. Existing ISPs will then be able to use this network to extend their broadband service into unserved and underserved areas.

Opportunity Florida's program is financially and operationally sustainable via the use of a royalty fee that the ISPs will remit to us. (Initially the amount of this fee is 16% of the ISP's gross revenues capped at an annual payment of 2% of the total grant proceeds.) Fifty percent of that amount will be provided to the Panhandle Area Educational Consortium as an educational fee, and the remainder used to contribute to the region's economic development efforts.

The economic, educational, and social significance of providing broadband network access



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where it doesn't currently exist is difficult to overstate. Increasingly, the most important and popular internet applications no longer are supported on dial-up connections. E-commerce (both residential and business), distance learning, e-learning, telework, and telemedicine require high-speed connectivity, and few (if any) low-speed alternatives are available.

Health and education programs are especially dependent on broadband access. For example, remote diagnostics and teleradiology provide local health care professionals with access to the world's leading experts on patient care. Similarly, broadband connectivity enables doctors, nurses, and others to take advantage of on-line continuing education programs well as scientific and clinical advances that enhance the health and well-being of their patients. For students, educational support and financial assistance programs increasingly are web-based. Since unserved and underserved areas often are also economically depressed, access to such information is essential to break the poverty chain for future generations. Similarly, a college degree simply is out of reach for many of these citizens without broadband access to online universities.

An example from the state of Florida is illustrative. The state offers its students on-line assistance with FCAT, the state-run test that must be passed to receive a diploma. However, since the majority of students are unable to access the site unless they are at school or able to use the limited-availability computers at a library, this assistance goes largely unused.

11. BTOP Enhanced Services for Health Care Delivery, Education, and Children:

As the last-mile provider of broadband internet access, Opportunity Florida is an enabler (not a provider) of high-value applications to enhance health-care delivery, education, and children's services. Our access will be provided on a non-discriminatory basis to the application providers who will deliver content that the communities deem essential.

HealthCare

Telehealth is the practice of healthcare delivery using telecommunications technology and includes but is not limited to diagnosis, consultation, treatment, transfer of medical data, education, dissemination of public health alerts and/or emergency updates. This grant will complement our partnering with the Big Bend Healthcare Initiative Organization by extending network connectivity beyond the non-profit community covered by that program to ALL healthcare providers in the region.



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The benefits to residents include:

- Access to medical experts anywhere in the world, without incurring the costs of and time to travel and
- Home healthcare for post-surgery and chronic-care patients, including telenursing that enables more frequent visits from for-profit healthcare professionals.

The benefits to the community include:

- Health care dollars remain in the local economy, with the standard regional multiplier;
- Workforce development/jobs via partnerships with educational institutions for online degrees in a host of healthcare fields; and
- More effective business recruitment and retention by offering quality local healthcare

Education

Distance learning is the process of creating and providing access to learning when the source of information and the learners are separated by time, distance, or both. It delivers an educational experience of equal qualitative value to attending courses in person. For residents of rural areas, distance education often is the only option for pursuing educational goals that cannot be met by scarce and limited local institutions.

The benefits to residents include:

- Access to a large and growing pool of high-quality educational institutions offering a huge range of online courses, professional certificates, and degrees;
- Significantly lower cost than traditional educational institutions; and
- Career opportunities that require an advanced or specialty degree, which are more financially lucrative than those that do not.

Children

The web-based resources available to support children and parents are virtually unlimited.



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From advice and consultation on childcare to educational and entertainment programs, broadband delivers every conceivable tool to help ensure physically, mentally, and emotionally healthy children, from infancy to adulthood.

The benefits to residents include:

- Free, high-quality educational programming. In fact, the Florida Education Channel offers the country’s only K-12 educational television, and is the recipient of the industry’s most prestigious awards for quality programs and documentaries;
- Free expert advice on childcare, from behavioral questions to information on immunizations, nutrition, exercise, and age-specific issues such as teething, toilet training, speaking, reading, and others; and
- On-line support for financial aid such as food stamps and other nutrition assistance, unemployment compensation, children’s health insurance, school lunch programs, and countless other state and federal programs.

D. Proposed Funded Service Area

12. Proposed Funded Service Area Maps:

12-A. Service Area Map (Reference Number): **1FDF-9850-4FB0-A5D0**

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):

N/A

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.



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17. Methodology for Area Status:

Since there is no state provided mapping data, we used 2008 data from the FCC to identify ISPs who offered service in the eight-county region. When we looked at the number of existing broadband providers we included every ISP reporting at least one customer in the zip-code. Then we mapped the zip-codes to census tract block groups and attributed to that ISP a presence in every CTBG even though we knew they could not possibly be serving every CTBG. We then analyzed ISP service offerings to determine the type of services available to end-users, specifically seeking to identify end-to-end (i.e., "last-mile") broadband access. For detailed data by Block Group, Census Tract, and Census-designated Communities, please see the tables in Question 13. That is the way we developed the ISP Concentration and Anchor Tenants Map included in the Supplemental Information.

Our analysis revealed that 63% of the population is underserved, and therefore the region as a whole is classified as "underserved" based on the NOFA definition. Although there are six ISPs in the region (Fairpoint, Embarq, AT&T, TDS Telecom, Mediacom, and Comcast), none offer ubiquitous or near-ubiquitous broadband network access. The small pockets where it is offered are areas with a population density higher than the regional average, and those areas are the exception rather than the rule.

For almost two-thirds of the region, high-speed internet access is not available, nor will it become available without a BTOP grant. If market forces were sufficient to motivate ISPs to provide last-mile broadband access, they clearly would have done so. However, with a population density of only 36 (well below the state average of 296), traditional funding mechanisms will never justify construction of a last-mile broadband network.

18. Middle Mile Benefits

Although we largely will be providing last-mile access, some middle-mile access will be included where necessary to meet our goal of ubiquitous broadband access. The middle mile portion of our project will extend the existing service providers' fiber networks to our last mile tower locations. Those current service providers are FairPoint Communications, AT&T, Embarq, and Level3.

From our towers we will provide, at no infrastructure cost to the service providers, WiMAX broadband access to end-users throughout the eight-county Northwest RACEC area. Based on



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2000 Census data, this includes 24,891 households, 6,366 businesses, and 155 community schools, colleges, libraries, and public safety institutions. Per NOFA definitions, 63% of the population is underserved by broadband network access.

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:

Opportunity Florida will be encouraging consumer choice by offering non-exclusive interconnection to its network on a non-discriminatory wholesale basis to all retail ISPs.

By providing a platform that reaches every household, business and government facility, it clears the way for each ISP to develop customized solutions to meet the specific needs of end users IN COMMUNITIES BEYOND THE ECONOMIC REACH OF BROADBAND FACILITIES TODAY. Furthermore, ISPs, freed from the capital-investment constraint of service delivery in rural America, will compete on the basis of product differentiation. This leads to improved consumer choice and enhanced value for the capital employed to create the WiMAX network.

Any ISP that interconnects to Opportunity Florida's network will be required to:



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1. Comply with the non-discrimination commitments to which Opportunity Florida has committed.
2. Market its services everywhere it contracts with Opportunity Florida to provide capacity, and to put forth every reasonable effort to provide service to every resident, business, and government entity in the contracted service area.
3. To use the CPE paid for with American taxpayers' money and provided to the ISP at no cost, and to collect only the cost of installation from the subscriber.
4. Collect a fee from every subscriber equal to 2% of the billed amount paid to Opportunity Florida. 50% of the fees will be passed to the Panhandle Area Educational Consortium to fund educational programs. The remainder will be used by Opportunity Florida to further its economic development goals in the eight counties it was formed to serve.
5. Reimburse Opportunity Florida for the administration of the network at a fee of \$0.75 per month per subscriber served on the network leased from Opportunity Florida.
6. Pay a pro-rata portion of the cost to maintain the network proportionate to its contracted capacity relative to the total capacity in use by all ISPs.
7. Consistent with standard ISP terms-of-use agreements, Opportunity Florida will require that the ISP ensure its subscribers adhere to an acceptable-use policy with respect to illegal content and the unlawful use of the Opportunity Florida network. At a minimum, the policy must include the following language: I "Subscriber" agree not to post, transmit, promote, or otherwise make available any software, product or service that is illegal, violates the rights of the ISP or a third party, or is designed to violate this Agreement. Such software, products, content or services include, but are not limited to, programs designed to send unsolicited advertisements (i.e. "spamware"), services which send unsolicited advertisements, programs designed to initiate "denial of service" attacks, mail bomb programs, programs designed to gain unauthorized access to networks on the Internet, and illegal content such as child pornography.

Content Administration



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The operation of this network is shared between Opportunity Florida and the ISPs. Opportunity Florida’s Operations Support System (OF-OSS) is responsible for monitoring network performance and operation. The ISP’s Customer Relationship Management (ISP-CRM) platform is responsible for billing, customer support, and trouble-ticket management. If illegal traffic causes a network performance problem, Opportunity Florida will seek to identify and eliminate it. If the source of the traffic originates from an ISP’s subscriber, eliminating its carriage is the ISP’s responsibility.

While it is not our intention to dictate to the ISPs their choice of spam and content filters, the efficacy of those filters must be comparable to the “Websense” platform we will be deploying to eliminate INCOMING illegal traffic. For the deployment and operation of “Websense,” we will charge each ISP a fee proportionate to their share of the total subscribers using our network access.

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

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.



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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):

Grant Funds per household = \$473.82

27. Affordability

There is no existing broadband service in some parts of the proposed funded service area and limited/inconsistent service in other parts. Therefore, affordability is determined by comparing our pricing with comparable service offered elsewhere in the country. Since last-mile broadband access will be provided at negligible cost to existing middle-mile ISPs, we reasonably assume that the prices they charge for their service will be comparable to what they charge in their other service areas. Furthermore, since we anticipate participation from multiple ISPs, competition for subscribers will ensure that prices will remain competitive and affordable. Based on data we collected from the ISPs in the region, prices range from \$29.95 to \$79.95/month for residents, depending on location, service package, and speed, and from \$34.95 to \$109.95/month for businesses, also depending on location, service package, and



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speed. Our pro forma pricing ranges from \$24.95 to \$79.95/month for speeds ranging from 256 kbps to 2 mbps which is comparable to the existing ISPs. A full list of service providers and prices can be found in Question 21 Attachment C.

F. Technology Strategy

28. Technology Type:

Wireless - Terrestrial Fixed

Other:

29. System Design

Overview

The proposed system design for the Opportunity Florida submission is based upon a redundant dual ring fiber back bone providing internet access to 59 existing tower locations and 45 proposed new tower locations for 100% household coverage in the RACEC area. Last mile services will be delivered via licensed wireless technology operating in the 2.5GHz and 2.6 GHz spectrum. The wireless technology being used is based upon the IEEE 802.16 WiMAX specifications due to its built in Quality of Service support for system scalability.

Advantages to the design

The primary focus of the proposed design was the availability of true high speed internet rates over broadband wireless. The WiMAX technology used in conjunction with fiber backhauls and integrated provisioning services allows the network to support speeds of 2Mbps both out to the internet and down to the client. This focus allows the proposed network to offer value added services to subscribers in the future such as Voice over IP (VoIP) and streaming media while committing to support high bandwidth demand business applications across the network such as Virtual Private Network (VPN) driven applications.



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Broadband Wireless is the ideal technology for this application as it allows one tower installation to immediately provide access up to 1200 subscribers in a 25-square-mile radius around its location. The capability to deliver broadband speeds to rural locations independent of population makes this technology the perfect fit for rural economic development. The closest competing technology of DSL has had 20 years to provide broadband access to rural areas and has only managed to provide service to 37% of rural households. DSL needs a population to justify the network installation while wireless technologies grant access to an entire region as soon as a tower goes up.

The chosen WiMAX antenna system integrates advanced beamforming technologies with standards-based Multiple-Input Multiple-Output (MIMO) antenna multiplexing techniques to delivering industry leading RF link budgets without the need for expensive high-powered amplifiers. This also allows for multi-megabit service delivery, increased coverage, and greater indoor penetration, so that subscribers experience high-quality wireless services, quicken the time-to-market of new services, and improve cost efficiencies. Adaptive beamforming also provide spatial isolation – allowing for better frequency re-use; enable power control on both the uplink and the downlink and increase overall system capacity.

Funding

All network components, including the subscriber radio equipment in the proposed design will have funds allocated from the grant program. In addition, 45 new carrier towers and fiber runs to the radio tower sites are to be purchased with grant funds. Details of the required funding are available in Appendix G.

Network Components

Core Network (Backbone)

Subscriber traffic will be carried on a Core network consisting of multiple dual redundant fiber rings (FDDI) networks provided by Fairpoint Communications and other partners. The capacity of the backbone system is currently 1000Mbps with an upgrade path to 10000Mbps available immediately. At full capacity, the network expects to see total bandwidth utilization of 6Gbs with an oversubscription rate of 3:1.



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Core Network Components

The core of the system includes the use of two Cisco 7604, 4 slot routers with Sup32 modules with each containing 8 Gigabit Ethernet modules. These routers will house the Service Application Module for IP (SAMI) that provides for authentication and mobility management, key distribution and quality-of-service (QOS) functionality. This module enables nomadic wireless access throughout the entire coverage area and each module supports up to 100,000 connected subscribers with 30,000 active at one time.

The 7604 routers will be operating as one virtual router for the application servers on the core network through the use of the Cisco Hot Standby Routing Protocol (HSRP). This configuration will allow for prompt failover in the event of hardware failure. One 3860 Gigabit Switch will be connected to each 7604 router with fiber and operate at 1000Mbps. The two Cisco Catalyst 3860 switch platforms will be connected via fiber and operate at 1000Mbps to provide for network failover in the event of a switch hardware failure. Rapid Spanning Tree (RSTP) will provide this redundancy of design combined with a mesh connection to the application servers.

The application servers provide Domain Name Services (DNS), Authorization, Authentication and Accounting Services (AAA) and Dynamic Host Configuration Protocol Services (DHCP).

Access Network (Client Network)

Last mile services will be delivered using WiMAX wireless radio equipment operating in the 2.5GHz and 2.6GHz spectrum. 360 degree coverage around each proposed tower location will be obtained by installing three Cisco BWX 8415 Base station units covering 120 degrees each. Each of these radios will be installed at an average height of 150' providing coverage for an average of 5 miles in fixed installations and allowing for nomadic access within 3 miles of the tower.

Wireless Network Information

Each base station radio will operate at a power level of 33dBm in 5 or 10MHz channels



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depending on the population demand on each sector. Client access radios will rely upon the Cisco 320, 350 and 360 Broadband wireless modems (Fixed outdoor, indoor and USB modems respectively). These modems operate at an average power of 6dBm. True wireless mobility is not a component of this network architecture, instead the design focuses on providing the capacity for 2Mbs both out to the internet and 2Mbs down to the subscriber.

Topology Constraints to the Wireless system

The principal ground cover in the area of coverage is evergreen forest at a general height of 30'. Elevation is generally consistent across the coverage area as well with no large land masses to interfere with wireless propagation.

Morphology of the Wireless System

Given the consistent topology and climate of the coverage area, a sample Radio frequency propagation model was performed for three sites in the area of coverage which produced the systems five mile fixed access coverage assumptions. At the standard FCC radio transmission requirement and given the morphology and topology of the area, user devices will detect an average power level of -95dbm or better which translates into a 9 Mbps downlink/2 Mbps uplink to 4 Mbps downlink/1 Mbps uplink range dependent on the end user's CPE and the service plan selected.

Spectrum License and Channel Information

The proposed network design includes the use of donated spectrum licenses. The available licenses listed below are already EBS (Educational Broadband Service) licenses in the required 2.5 and 2.6GHz frequencies covering the entire service area with an exception only in the Gadsden County region where additional spectrum must be acquired.

Opportunity Florida will be deploying WiMAX services in the 2.5 GHz spectrum via spectrum that they have leased for this deployment. For the initial deployment they have access to 22.5 MHz of spectrum and are working on securing additional spectrum in 2.5 GHz from other spectrum holders covering the intended service area. The system will be deployed using of either frequency and is optimally suited for WiMAX TDD OFDMA technology.



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Scalability of the System

The goal for the long term evolution of both WiMAX and LTE is to achieve 100 Mbps mobile and 1 Gbps fixed-nomadic bandwidth as set by ITU for 4G NGMN (Next Generation Mobile Network) systems through the adaptive use of MIMO-AAS and smart, granular network topologies. Both 3GPP LTE and WiMAX-m are concentrating much effort on MIMO-AAS, mobile multi-hop relay networking and related developments needed to deliver 10X and higher Co-Channel re-use multiples. And since the evolution of core air-link technologies has approached the practical limits imposed by Shannon’s Theorem, the evolution of wireless has embarked on pursuit of the 3X to 10X+ greater bandwidth and network efficiency by advances in the spatial and smart wireless broadband networking technologies.

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:

Opportunity Florida will work with the various providers and sub-contractors to ensure that the proper permitting and licensing is provided. Upon receipt of a grant award, an RFP will be immediately released that will emphasize that only those contractors with the proper licenses already in place will be considered. It should be noted that securing these various licenses will not compromise the service to be built out and provided in a timely manner.

Opportunity Florida has a close working relationship with the eight county governments as well as with the various cities contained within. The organization has worked with the Florida Department of Transportation for seven years and this relationship will serve well upon build-out of the system. Opportunity Florida will work with the Panhandle Area Educational Consortium (PAEC), an agency that works with all the school districts in the region.

Opportunity Florida will have access to 2.5 GHz spectrum licensed to PAEC or its member institutions for last-mile distribution services. A list of these licenses follows:

License Name



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Radio Service Expiration Date
Expiration Date
Channels

WHR800
PANHANDLE AREA EDUCATIONAL CONSORTIUM
4/13/10
G1G2G2G4

WHR878
PANHANDLE AREA EDUCATIONAL CONSORTIUM
4/13/10
A1A2A3A4

WHR879
PANHANDLE AREA EDUCATIONAL CONSORTIUM
2/4/18
A1A2A3A4

WHR899
PANHANDLE AREA EDUCATIONAL CONSORTIUM
9/18/16
D1D2D3D4

WND293
WASHINGTON COUNTY DISTRICT SCHOOL BOARD
2/4/18
B1B2B3B4

WND294
Jackson County District School
2/4/18
D1D2D3D4



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WNC895

Liberty County District School Board Channels
expired; reinstatement request pending with FCC
G1G2G3G4

Each of the licenses has a 35-mile circular area in which it is exclusively licensed on the assigned channels (with straight lines separating these areas where they overlap). Opportunity Florida and PAEC are committed by letter agreement to negotiating definitive leases encompassing the key terms contained in the letter agreements. (See Supplemental Information for Question 51 for a copy of the letter.) Once its funding request is approved, Opportunity Florida and the licensees will immediately seek approval of the FCC to the leasing arrangement, a process that generally takes 30-60 days.

With respect to any new construction or tower alteration requiring the approval of the FCC or the FAA, Opportunity will obtain such permits, "no hazard" determinations and other approvals as soon as it obtains Broadband Infrastructure funding.

County & Municipal Agreements

Existing towers will require:

- Tower and ground leases with owner
- FCC licensing (see above)

New towers will require:

- Ground leases which must fit in with county comprehensive plans
- Environmental Impact Analysis
- Historic Impact Analysis
- Building permits
- Wireless Telecommunications Facility Application

Local Tower access will depend on location of tower and whether or not one exists with open access or will need construction. Local jurisdiction for each location will differ. Most require use of open space on present towers prior to construction of a new one. Municipalities will grant Local Town Access or a Right to Construct.



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36. Construction and Vendor Contracts

All of the construction of the network facilities will be outsourced to qualified contractors. Opportunity Florida has significant relevant experience in creating RFPs and evaluating proposals RFPs in order to select contractors who will deliver the best possible network at the most competitive price.

Qualification of Management Team and Organizational Readiness

37. Management Team Resumes:

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

38. Organizational Readiness:

. In order to initiate service as quickly as possible, we will leverage existing fiber in the region as well as the retail operations of the existing ISPs to extend the reach of broadband into all unserved and underserved communities.

. Our Operational Support System (OSS) is fully developed but will require creation of middleware that links the NMS network modifications to meet the needs of this program. This OSS is an industry-leading operations platform that provides network owners and service providers with on-line billing administration, network management, and other applications that ensure reliability, quality, and business-management efficiency.

. Our numerous letters of support (see Supplemental Information), and our frequent contact with residents, businesses, and institutions confirm broad community support for this program, ensuring that residents will make every effort to facilitate rapid deployment and help overcome any obstacles to meeting our roll-out schedule.

. We have agreements in place to share equally with the Panhandle Area Educational Consortium (PAEC) all revenue we generate from this program. Opportunity Florida's portion of the revenue will be used to drive forward the economic development goals we were established to achieve.

. A letter agreement has been executed between Opportunity Florida and the PAEC to use



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the EBS spectrum included in a table attached in the Supplemental Information. See a copy of the letter agreement with PAEC in the Supplemental Information for Question 51.

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:

Opportunity Florida’s membership includes the 8 county commissions and county economic development organizations, Workforce Boards, Regional Planning Boards, utilities, and other major employers including St Joe Company and PBS&J Engineering (see support letters). We receive some funding and/or oversight from such agencies as the Governor’s Office of Tourism, Trade, and Economic Development; Enterprise Florida; Workforce Florida; Florida’s Great Northwest; and a host of others. Additionally, we have served as a fiscal agent for a contract with the Florida Department of Transportation. As a long-time leader in furthering the economy of the region, Opportunity Florida has reached out to the Panhandle Area Educational Consortium. (Partner list included in Supplemental Information.) Also, see a copy of the letter agreement with PAEC in the Supplemental Information for Question 51.

Key to Opportunity Florida’s successful use of this broadband network is working with the region’s existing ISPs to provide middle-mile access and extend their service area to end-users. Opportunity Florida will offer access on a non-discriminatory basis to enable multiple operators to serve not just higher-density towns, but also the surrounding rural areas that are without broadband access today. By so doing, residents benefit from ISPs having to compete for their business based on product, price, and service.

Opportunity Florida has contacted every existing Broadband supplier with a simple offer: For a nominal fee that we will use for educational and economic development programs, ISPs will be granted free access to the network as long as they agree to serve urban and rural locations



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without discrimination. A sample of the solicitation letter is included in the supplemental information.

42. Recovery Act and Other Governmental Collaboration.

The FCC has awarded a grant to the Big Bend Regional Health Information Organization for \$9.2 million. Its purpose is to link the nine rural hospitals to the larger facilities located in Tallahassee and Pensacola. However, the grant required some matching dollars. To acquire those matching funds Opportunity Florida, the representative for the Northwest Florida RACEC, applied to the State of Florida Governor’s Office of Tourism, Trade, and Economic Development for a Rural Infrastructure grant. Our application was successful, and the grant was awarded to Opportunity Florida in the amount of \$1,125,000.

This project will complement that initiative. The FCC grant is limited to essential non-profit institutions, but does not include for-profit resources available to enhance the health and well-being of the region. Our program will enable for-profit health care organizations and providers to take advantage of broadband infrastructure developed by the Big Bend project and more broadly extend its benefits throughout the region.

Community Involvement (BTOP Applicants Only)

43. Partnering with Disadvantaged Businesses

N/A

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)	8,424,020					
Outside Plant (cables, conduits, ducts, poles, towers, repeaters, etc.)	694,108					
Buildings and Land – (new construction, improvements, renovations, lease)	6,047,059					
Customer Premise Equipment (modems, set-top boxes, inside wiring, etc.)	6,015,159					
Billing and Operational Support Systems (IT systems, software, etc.)	250,000					
Operating Equipment						



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(vehicles, office equipment, other)						
Engineering/ Professional Services (engineering design, project management, consulting, etc.)	4,589,134					
Testing (network elements, IT system elements, user devices, test generators, lab furnishings, servers/computers, etc.)	201,463					
Site Preparation	10,512,400					
Other	3,627,178					
TOTAL BROADBAND SYSTEM	40,360,521					



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Total Budget: \$ 40,360,521

45. Detailed Budget:

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

Sustainability

46. Reasonableness

Unit price

Only two access technologies, Fixed Wireless and Fiber to the Home (FTTH) meet the goal of providing symmetrical 2MBPS service with a migration path up to 12MBPS. We chose fixed wireless because Opportunity Florida’s cost per household in the fixed wireless coverage area is \$474; by contrast, FTTH (FTTH) has an industry-average cost of over \$1,300 per household. Such a dramatic difference contributes significantly to the reasonableness of our final unit price.

The capital equipment and customer-premises equipment (CPE) costs were computed based on the listed prices from a representative group of providers. Once a grant has been awarded, we will issue an RFP for all required network components. This will ensure that we receive the lowest possible unit price, since companies will be competing for this business. Of special significance is the fact that fixed wireless offers geographic-coverage access rather than individual-location access. Therefore, any entity in the geographic coverage area has immediate broadband access, and users can be added at no incremental capital cost. This further reduces our unit cost and increases its reasonableness compared to competing technologies.

Number of units

We conservatively estimated that, over five years, the WiMAX network will serve approximately 24,000 residents, businesses, and community institutions. This estimate is based on a penetration rate of under 35%, which is modest compared to the industry-published average penetration rate of over 50% in communities where broadband is readily available. If, as is likely, penetration rates reach or exceed the national average, then the reasonability of our costs is even more evident.



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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

Opportunity Florida, via its relationship / agreements currently being negotiated with large land owners in the region, school districts, city and county governments, local economic development agencies feels very confident that it can secure donations or actually purchase any and all land acquisitions, or land leases for the towers. These donations are being made only for the BTOP grant program. We have been advised they will not be made for any loan program.

Additionally, Opportunity Florida, via its Agreement Letter with Panhandle Area Educational Consortium, will have donated all the necessary EBS (Educational Broadband Service) frequency spectrums necessary of the WISP network to be designed and constructed. These spectrum donations are again being made only for the BTOP grant program. We have been advised they will not be made for any loan program. (See the Supplemental Information for Question 51 for a copy of the Agreement Letter.)

- Name of Party: Large land and timber companies in the region, including Plum Creek Timber Company Inc, St. Joe Company Inc, Neal Timber and Knight Ridder Trust.
- Funding Amount: \$5,527,059 Land Leases (14%)
- Type of Funding: Grant Match
- Use of Funding: Infrastructure
- Key Financing Terms and Conditions: To be negotiated

- Name of Party: Panhandle Area Educational Consortium (PAEC)
- Funding Amount: \$3,431,178 Spectrums (8%)



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- Type of Funding: Grant Match
- Use of Funding: Infrastructure
- Key Financing Terms and Conditions: Annual fee of 1% of grant proceeds

BTOP Requirements

52. Matching Funds:

- a. Cash: \$.00
- b. In-Kind: \$ 8,958,236.00
- c. Percent of Total Project Cost: 22

53. Demonstration of Financial Need:

It is financially infeasible for commercial ISPs to extend existing middle-mile service to the region’s end-users and will remain so for quite some time. The low population density, existing and forecasted, is well below the industry-standard minimum to profitably justify constructing the network facilities required to provide last-mile access. The projected cash flows will not even cover the interest payments during the first 2 years, let alone reducing the loan principal (see the BIP projections in Question 50). Therefore, the only viable option is a grant to build the infrastructure that will bring ubiquitous broadband network access to our region. Opportunity Florida will use the BTOP grant to build the last-mile network, and offer its use / access to all ISPs serving this region. By removing the infrastructure cost component, ISPs would be able to justify marketing their services to all of the region’s residents, businesses, and institutions in a profitable scenario.

The 1996 Telecommunications Act mandates that “consumers in all regions of the Nation, including low-income consumers and those in rural, insular, and high-cost areas, should have access to telecommunications and information services,” 47 U.S.C. § 254(b)(3). Yet now, some thirteen years later, 63% of the NW Florida RACEC remains unserved and underserved by broadband access. The reason is clear: No commercial enterprise can justify the cost to provide such last-mile access; the only business case that can support the provision of last-mile service is one where last-mile infrastructure costs are grant funded.



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As the first designated RACEC, our region exhibits characteristics of economic distress, such as low per capital income, high unemployment and underemployment, lower housing values, high levels of the population living at poverty levels and receiving public assistance. In 2005, Workforce Florida Inc. (created by the Florida Legislature with the passage of the Workforce Innovation Act of 2000, Chapter 445, Florida Statutes) commissioned Opportunity Florida to conduct a feasibility study on the broadband issue, and the report we delivered in 2006 confirmed that broadband access remains the number one priority of the region’s public and private leadership. Telemedicine, distance learning, low-cost access for local government to both federal- and state-mandated training courses, e-commerce for small business, and the ability to better compete for new industry are still out of reach for most of the region. No longer do local businesses compete only with those across town; now they must compete in a global economy. (see the Supplemental Information for Zhongshan Lianyi dress Co., Ltd, a Chinese company’s submittal to our site’s business directory.) When they cannot take advantage of the enormous market reach provided by the Internet, they face a very bleak future. Companies around the world know this, and therefore are making high-speed internet access a mandatory requirement when considering new office locations and those existing business are being forced to relocate to areas that provide broadband services.

Similarly, students cannot compete for high-paying jobs without a first-rate education, and throughout the world, irrespective of income or geography, students are getting those educations on line. When denied the opportunity to further their education through distance learning (often the only option available for those with families and full time jobs), the spiral of poverty continues. And these two phenomena are inextricably related. To attract high-paying jobs, we must have an educated workforce to perform them. None of this is possible without broadband internet access, and that access is not possible without a BTOP grant.

54. Unjust Enrichment

This project is NOT receiving, nor have we applied for, Federal support for non-recurring costs.

55. Disclosure of Federal and/or State Funding Sources

Opportunity Florida received a Regional Rural Development Grant for \$33,000 from the state of Florida. The Regional Rural Development Grant (RRDG) requires a 100 percent match from Opportunity Florida. The RRDG is for the purpose of funding application costs associated with this grant application. The RRDG is evaluated by Enterprise Florida, Inc. (EFI) and recommended to the Office of Tourism, Trade and Economic Development



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(OTTED). OTTED reviewed the grant and issued the final approval. EFI prepares the grant agreement and administers and oversees payments.

This is the only other source of funding that Opportunity Florida has received.

I. Self Scoring – BIP Only Self Scoring

56. Self Scoring Sheet



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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	4
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	0
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	1
<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	0
<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	2
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	0
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	1
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	0
Total Points		100	50



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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

Florida - 2

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

Florida - 1

Florida - 2

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

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

Proposed Funded Service Area Name: Opportunity Florida NW RACEC Region

Census Blocks in Proposed Funded Service Area: .

Census Tract

Block Group

Blocks

Calhoun County

9901	1	1000 - 1999
9901	2	2000 - 2999
9902	1	1000 - 1999
9902	2	2000 - 2476



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9902 3 3000 - 3999
 9903 1 1000 - 1999
 9903 2 2000 - 2065
 9903 3 3000 - 3058
 9903 4 4000 - 4999
 9903 5 5000 - 5999
 9903 6 6000 - 6999

Franklin County

9701 1 1000 - 1999
 9701 2 2000 - 2999
 9701 3 3000 - 3999
 9701 4 4000 - 4999
 9702 1 1000 - 1999
 9702 2 2000 - 2999
 9703 1 1000 - 1999
 9703 2 2000 - 2999
 9703 3 3000 - 3999
 9703 4 4000 - 4999
 9703 5 5000 - 5999

Gadsden County

201.01 1 1000 - 1999
 201.01 2 2000 - 2028
 201.01 3 3000 - 3017
 201.02 2 2000 - 2999
 201.02 3 3000 - 3999
 201.02 4 4000 - 4999
 203 1 1000 - 1025
 203 2 2000 - 2009
 203 3 3000 - 3999
 203 4 4000 - 4021
 203 5 5000 - 5999
 204 1 1000 - 1025



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204 2 2000 - 2999
204 3 3000 - 3999
204 4 4000 - 4999
204 5 5000 - 5999
205 1 1000 - 1030
205 2 2000 - 2012
205 3 3000 - 3999
205 4 4000 - 4999
205 5 5000 - 5029
206 1 1000 - 1999
206 2 2000 - 2999
207.01 1 1000 - 1999
207.01 2 2000 - 2008
207.02 1 1000 - 2012
207.02 2 2000 - 2012
207.02 3 3000 - 3013
208 1 1000 - 1999
208 2 2000 - 2030
208 3 3000 - 3999
208 4 4000 - 4999
208 5 5000 - 5018

Gulf County

9601 1 1000 - 1999
9601 2 2000 - 2999
9601 3 3000 - 3999
9601 4 4000 - 4999
9601 5 5000 - 5999
9602 1 1000 - 1999
9602 2 2000 - 2999
9602 3 3000 - 3049
9603 1 1000 - 1999
9603 2 2000 - 2999
9603 3 3000 - 3032



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9603 4 4000 - 4057
9603 5 5000 - 5999

Holmes County

9601 1 1000 - 1999
9601 2 2000 - 2999
9601 3 3000 - 3999
9602 1 1000 - 1999
9602 2 2000 - 2999
9602 3 3000 - 3999
9602 4 4000 - 4999
9602 5 5000 - 5999
9603 1 1000 - 1076
9603 2 2000 - 2999
9603 3 3000 - 3999
9604 1 1000 - 1999
9604 2 2000 - 2058
9604 3 3000 - 3046
9604 4 4000 - 4047
9605 5 5000 - 5084

Jackson County

9801 1 1000 - 1999
9801 2 2000 - 2048
9801 3 3000 - 3999
9802 1 1000 - 1999
9802 2 2000 - 2061
9803 1 1000 - 1026
9803 2 2000 - 2999
9803 3 3000 - 3044
9803 4 4000 - 4078
9803 5 5000 - 5999
9804 1 1000 - 1999
9804 2 2000 - 2999



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9804 3 3000 - 3999
9805 1 1000 - 1037
9805 2 2000 - 2052
9805 3 3000 - 3032
9805 4 4000 - 4048
9806 1 1000 - 1032
9806 2 2000 - 2043
9806 3 3000 - 3031
9806 4 4000 - 4047
9806 5 5000 - 5048
9806 6 6000 - 6999
9807 1 1000 - 1999
9907 2 2000 - 2031
9807 3 3000 - 3999
9808 1 1000 - 1999
9808 2 2000 - 2067
9808 3 3000 - 3999
9809 1 1000 - 1999
9809 2 2000 - 2999
9809 3 3000 - 3999
9809 4 4000 - 4999
9810 1 1000 - 1999
9810 2 2000 - 2999
9810 3 3000 - 3999
9810 4 4000 - 4073
9811 1 1000 - 1999
9811 2 2000 - 2999
9811 3 3000 - 3999
9811 4 4000 - 4999

Liberty County

9501 1 1000 - 1999
9501 2 2000 - 2999
9502 1 1000 - 1999



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9502 2 2000 - 2029
 9502 3 3000 - 3999
 9502 4 4000 - 4999

Washington County

9701 1 1000 - 1999
 9701 2 2000 - 2999
 9701 3 3000 - 3053
 9701 4 4000 - 4029
 9701 5 5000 - 5999
 9701 6 6000 - 6999
 9701 7 7000 - 7998
 9702 1 1000 - 1999
 9702 2 2000 - 2999
 9702 3 3000 - 3999
 9703 1 1000 - 1999
 9703 2 2000 - 2999
 9703 3 3000 - 3999
 9703 4 4000 - 4999
 9703 5 5000 - 5999
 9703 6 6000 - 6999

Community Name: NW Florida RACEC
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;

BTOP – Service Status: Underserved

BTOP - If Service Status is "Underserved" please select at least one applicable option from this list.
 No more than 50% of the households in the proposed funded service area have access to facilities-based, terrestrial broadband service at greater than the minimum broadband transmission speed;



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Total Square Miles of Community: 4,996
Total Population : 175,806
Total Number of Households: 66,275
Total Number of Businesses: 6,366
Total Number of Critical Community Facilities, Anchor Institutions and Public Safety Entities: 155

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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N. Uploads

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