

Questions for Project Lead Manager - LTD Broadband - Town of Draper
Submitted by the Draper Plan Commission

Project Details

1. Please explain how the Town of Draper was selected by or awarded to LTD Broadband
The FCC was a reverse auction called the Rural Digital Opportunity Fund (RDOF), where LTD Broadband bid to build service on available census block groups.
2. What geographic areas of Town of Draper do you intend to serve?
 - a. The Town of Draper includes the unincorporated villages of Draper, Loretta, and Oxbo. Explain why particular residents and businesses in Loretta are not on the provided Coverage map
LTD bid on what was available in the RDOF Auction. Not all census blocks were available in the auction. If there's an area that lacks coverage, we can include them in this grant to cover them.
 - b. Will all properties within the Town of Draper with structures, such as residences and businesses, be able to connect to the service when the proposed installation is completed?
We can incorporate that into this grant if you would like to cover everything.
 - c. Length of time / proposed date for complete install What does "done" look like?
We would start almost immediately if the grant is awarded, and LTD will complete the project within 24 months.
 - d. How many rooftops are being considered for FTTP in the Town of Draper?
In Sawyer County, we are installing 4,507 locations, and roughly 1,500 of them will be in the Town of Draper. If there are areas of Town of Draper not currently covered that you would like to cover, we can incorporate them into this grant.
 - e. Is there a rolling installation timeline for areas of the township?
If you have an order of demand, we can certainly build on that. Ultimately our build speeds are pretty fast, and the whole project would be completed within 24 months. In the RDOF award, we have 6 years to build, so partnering together expedites this project significantly.
 - f. What type of disruption/destruction should the community expect
 - i. Will cable be installed overhead; open cut direct burial or bored
We plan to do an aerial build so low disruption.
 - ii. Who performs restoration activities
No restoration in aerial builds.
3. Describe physical system details – e.g., 100% fiber cable to the door; cellular/microwave/radio, mix of both (give percentages), etc. 100% fiber
 - a. Provide general description of distribution network--main lines; hubs and transfer stations; service lines, wireless transmitters, generators.
The Mainline will be constructed aerial, and customer drops will be connected splice cases off the mainline.
 - b. Overhead or buried cable; or mix of both
Overhead

- c. Location of wireless/radio/microwave transmitters, if any, in initial buildout or potential in a later expansion phase. Or is 100% of LTD's potential service area fiber to the premises **Fiber to the premises**
 - d. Is there a guaranteed minimum speed per subscriber
Our network is engineered to support speeds up to 10 Gig/Second to individual end-users. Our slowest plan will be 100/100 Mbps.
 - e. Will any of the system infrastructure utilize existing lines owned by other companies
Yes, we will try to partner with local companies for the middle mile with your help.
 - f. Explain Draper system entry and exit endpoints and describe resiliency or redundancy features and connections to other providers
Draper system will be fed by multiple diverse paths from multiple middle mile providers
 - i. Do build-outs of other (non-LTD) service providers affect Draper's build-out
No
4. Describe type and frequency of customer contacts pre-rollout and at go-live
 - a. Please describe the broadband subscription plans and/or contracts that will be offered to customers in the Town of Draper.
**100 Mbps Download / 100 Mbps Upload - \$70/month with free in-home networking.
200 Mbps Download / 200 Mbps Upload - \$80/month with free in-home networking
500 Mbps Download / 500 Mbps Upload - \$100/month with free in-home networking
1000 Mbps Download / 500 Mbps Upload - \$130/month with free in-home networking**
 - b. What percentage customer subscription adoption rate have you assumed/forecast for the Town of Draper?
50%
 - c. Given the current demographic of the Town of Draper, will there be opportunities to help educate people about LTD Broadband, LTD Broadbands services, and how to utilize the broadband services to be more astute users? Will technical training be needed to bring the Town of Draper user base on board?
LTD Broadband will provide zoom sessions for interested communities and community members to educate users on digital literacy-based criteria. We will work with you and we can add information and links to your website. A marketing plan in collaboration with the Town of Draper is a requirement for the grant.
5. Describe customer service infrastructure
 - a. Call center capability, location, performance expectations, and metrics such as average speed of answer; call handling time; first call resolution percentage, etc.
We have a 24/7 call center with technical support. We've found most of our technical support calls are related to in-home networking, and with this build, every user will have free in-home networking. If there isn't a widespread outage, our average call speed is less than a minute, and call handle time varies on the issue.

6. What other cities have you begun or completed a similar project?
 - a. Can you provide contact information for those towns?
Maple Island, MN and Myrtle, MN. These are two unincorporated towns so while we have happy users we worked on these projects with the county.
7. Does LTD subcontract out physical installation work
 - a. Provide contractor company names
Everything will be done in-house. As we build out, we will have local offices and hire employees to service your area.
 - b. How does LTD vet contractor personnel i.e. background checks N/A
 - c. Will personnel be travelers; is temporary housing contemplated
During construction, we may require temporary housing
 - d. Are personnel available in enough numbers to start and complete the project
Yes
8. Describe the need for additional easements or use of existing lines of lay/facilities conduits
We will need access to aerial easements in some cases to install and maintain the aerial fiber.
9. Describe anticipated performance speeds—both minimum and average
 - a. Will higher speeds be offered to businesses
Yes, if there's demand, we can offer a minimum of 100 Mbps up to 1Gig or more if requested By businesses.
 - b. How will geography affect performance—i.e. will length of feeder lines off main trunks affect speed
No

Economic Development

1. Describe potential economic development opportunities for Draper or surrounding area residents
 - a. Job opportunities – via contractors; coordinators; liaisons
Yes, we will hire local individuals as permanent employees to maintain the network.
 - b. Will LTD need any local business support; for worker needs or sub-contractor support (labor; materials; equipment)
No
 - c. What support during the infrastructure installation phase will LTD require from the Town of Draper
 - i. In subsequent phases—i.e. customer solicitation & connection phases
We shouldn't need any support but always a possibility.

Funding Details

1. Please describe the grant application process
Please see the attachments for the PCS of Wisconsin Notice of Funding Announcement and the Application Guidelines.

2. What information is required from the Town of Draper – See attached file Town of Draper Application – complete the items listed in Word and email back to Kimberly.Young@ltdbroadband.com (Grant Writer)
 - a. 1 page of Application –
 - i. The Town of Draper will be the Primary Applicant, Name of the Person Authorized Representative of Town of Draper printed, Signature, Title, Phone number, and Date
 - b. 2nd page of the Application
 - i. Primary Applicant Name
 - ii. Federal Employer Identification No.
 - iii. Contact Name and Number (same as the Authorized Representative)
 - iv. Phone number
 - v. Email Address

Note: We (LTD) will be the Grant Manager for this Application)

- c. 3rd Page of Application – NA
- d. Do you have tourism? If yes, What, season, tourism numbers
- e. Is Draper a farming community? If yes, What,
- f. List Large employers in the area. Approx. # of employees
- g. Are we upgrading Town of Draper’s Emergency communication systems?
- h. Who does the Emergency Communications Service, i.e., Town of Draper, Lorretta, and Oxbo?
- i. What do you need regarding Education (schools) and Healthcare? (Do these support other towns, Villages) If yes, A Resolution from each of the towns villages in support of the initiative and the dollar amount of committed funds if available or what they may contribute in-kind.
- j. An MOU between the Town of Draper and LTD
- k. A Resolution from each town, villages in support of the initiative, and the dollar amount of committed funds. (If other towns, villages use the Emergency Communications System.)
- l. We will also need letters of support for the project from the School District, Healthcare, Town of Draper, Fire, Police, EMS, Businesses, County (if we can get it)
- m. We will need help in expediting any permits required for the project and liaison with “middle mile” town services if (piggybacking) can save project costs.
- n. Do any geographic characteristics of Draper or the Draper customer demographics affect the success of receiving grant dollars – i.e., population, subscription rates, miles of fiber, etc.? **We are targeting the un/underserved population for this grant for Broadband.**
- o. Is there a funding contribution expected by the Town of Draper and(or) property owners? If so, what does that funding look like? **We will not ask property owners for money. The money will be supplied by the awarded grant plus the money**

that will be contributed by LTD and Town of Draper or any other sources. LTD will match the contribution amount of Draper.

Evaluation criteria

- 4.5.1 Applications will be evaluated using the applicant's response to the topics and information requested in Section 3.2. The information provided in response to these sections will be used by the evaluation committee and the Commission to determine the relative merit of each Application.
- 4.5.2 An applicant must include information in its response that demonstrates and verifies it meets the requirements in 3.2.3.b and c.
- 4.5.3 After review pursuant to Section 4.3, the committee shall evaluate and rank the applications based upon the following factors:
 - a. Matching funds (10 points). An application will receive higher priority based on the percentage of matching funds the applicant proposes to invest in its project and the variety of sources of matching funding provided by partners and others.
 - b. Public-private partnerships (10 points). An application that includes a city, village, town, or county as a participating partner, in partnership with a telecommunication provider or other private organization and exhibits active community engagement shall receive priority.
 - c. Existing broadband service (15 points). An application proposing to serve an unserved area shall receive priority. The priority will be based on the percent of the project that reaches unserved location. An application proposing a middle mile route will receive priority credit based upon the degree to which the proposal will reduce the cost of extending fiber to the premises broadband service to business and residential service locations in an unserved or underserved area, and the number of service locations affected. The Application of a wireless broadband service provider proposing significant overlap with existing broadband service in addition to service to an unserved area is not entitled to priority under this subsection.
 - d. Project impact (15 points). An application that proposes to serve a larger geographic area, a larger number of customers or communities in an area or provide a higher performance service shall receive higher priority than one that serves a comparatively smaller geographic area, fewer number of potential customers or communities in an area or slower service as compared with the cost of the project.

- e. Scalability (5 points). An application that demonstrates a commitment to increase the size or scope of its broadband network in the future shall receive priority. An application that discusses possible growth potential, but declines to make a specific commitment regarding future growth of the broadband network, shall receive a lesser priority.
- f. Economic development (10 points). An application that demonstrates the potential to promote job growth or retention, expand the property tax base or improve the overall economic vitality of the municipality or region shall receive priority.
- g. Effect upon broadband service to adjacent areas (5 points). An application that demonstrates that it will not impair the ability of a competing broadband service provider to extend broadband service to areas adjacent to the proposed project shall receive priority.

4.5.4 As part of weighing the above factors, the evaluation committee and Commission will consider the following:

- The total number of persons served by a given application when compared to applications of equal priority.
- The degree to which the proposed project will duplicate existing broadband infrastructure.
- The degree to which an applicant proposing a middle mile project will offer to make its middle mile fiber resource available to all last mile providers at rates that are reasonable and common to the industry.
- The degree to which an applicant proposing a middle mile project will reserve and make available a portion of the fiber route for a qualified public use.
- The degree to which the proposed project will enhance the ability of individuals to access health care service from home.
- The degree to which the proposed project will enhance the ability of students to access educational opportunities from home.
- The download and upload transmission speeds the Application proposes to provide.
- The degree to which the Application demonstrates that the broadband service provider is prepared, from both an operational and financial perspective, to undertake the proposed project.

3. Confirm grant deadline and any early submission advantage

The grant application deadline is March 17, 2022, at 4:00 pm CST(No Late Applications Accepted)

Our goal is to complete the Application by March 11, 2022 for review and then submit it by March 14, 2022.

- i. When will funds be awarded after the deadline. After the deadline, we have till April 14, 2022, to submit objections to other applications bidding against us. In turn, we have till April 21, 2022, to submit objection responses of those who challenge our Application. Then it will be another 60-90 days for a decision by PSC Wisconsin to list the awardees. (maybe sooner)
 - ii. How soon after expected award of dollars will work commence. Construction will begin 60 to 120 days after the awards are announced. (maybe sooner)
4. What type/level of award is expected and or required to start the project per LTD's business plan.
 - a. Provide general idea of what % of the buildout the expected amount of WI grant could fund and how that affects complete buildout timeline (begin and end dates)

I have listed the tentative project timeline below. We will not know any amounts or percentages until late February/early March.

Construction Start Date: LTD is already collaborating and planning as if this Application is awarded. For this reason, we expect the start date to occur only days after the official award occurs.

Months 1-6

- b. LTD will work with the town to provide a streamlined process for finalizing land arrangements, acquisitions, or leases as required per site.
- c. Initiate requests to schedule any required county, township, village, or city board meetings.
- d. Verify and satisfy any environmental or FCC requirements.
- e. Permitting will co-inside with the above.
- f. Work with the Town of Draper and other local service groups to communicate marketing materials and timelines.
- g. Equipment manufacturing and enclosures will be scheduled for production
- h. Network designs will be finalized.
- i. Weather and agreements permitting, installation of equipment on leased sites will commence.

- j. Network adjustments as required.

Months 3-10

- k. Finalize, if any, land issues and /or lease agreements.
- l. Structure and equipment acquisitions.
- m. Begin construction of rate center sites.

Month 6-12

- n. Solidify, rate centers, towers, and site preparation work finalized.
- o. Collaborative marketing efforts begin with municipalities, service groups, cooperatives, and media as appropriate.

Months 6-18

- p. Site equipment installation and testing on all rate centers sites as available
- q. Verify coverage maps.

Months 6-24

- r. Continue rollout of Fiber conduit, rate center sites, and customer premise equipment.
- s. Identify coverage trouble areas and adjust as required.
- t. Service availability will be rolled out over time, and the Town of Draper residents will be experiencing 100 Mbps x 100 Mbps service within the first 180 days of the grant award.

Regulatory Authority & WPSC Rate Structure

1. Do you have experience working under WI PSC (PSCW)
We work with the Wisconsin PSC to apply for grants. Any voip phone customers would be reported to the Wisconsin PSC as well.
2. What specific regulatory statutes apply to this type of utility work
Permitting
3. Have you filed your utility tariff and has it been approved
No
4. Provide tariff in its entirety
N/A
5. Are customer terms of the tariff different for initial subscription vs future subscription
N/A
6. Are there any special rates in the tariff for low-income subscribers

Broadband is not regulated by the Wisconsin PSC. Our phone system will be tariffed with the Wisconsin PSC. The 1 Gig/500 Mbps is regulated by the FCC not the state of Wisconsin but we will comply with FCC rate caps.