

# Project Information

**Company:** ClearPath Fiber

## Project Description

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### General Info

<b>Project #:</b>	113
<b>Project Name:</b>	Rural LaSalle
<b>Total Project Cost:</b>	1,986,400.00
<b>Total project cost per prospective broadband recipient:</b>	2,600.00
<b>Infrastructure cost per prospective broadband recipient:</b>	2,600.00
<b>Number of households to be served:</b>	764
<b>Number of businesses to be served:</b>	49
<b>GUMBO cost per prospective broadband recipient:</b>	1,560.00
<b>Number of GUMBO households to be served:</b>	764
<b>Number of GUMBO businesses to be served:</b>	49
<b>General Location/Parishes:</b>	Lasalle
<b>Base Speed (Minimum Download/Upload):</b>	100/25
<b>Supported Scalability Speeds (Minimum Download/Upload):</b>	10000/10000

### Qualifications and Experience:

Provide the following details:

- Number of years the applicant has provided internet services;
  - A history of the number of households and consumers, by year of service, to which the applicant has provided broadband internet access, as well as the current number of households to which broadband internet access (at least 25:3 Mbps) is offered;
  - The number of completed internet service infrastructure projects funded, in part, through federal or state grant programs, prior to the date of application submittal;
  - Whether the applicant has ever participated in an internet service infrastructure project funded, in part, through federal or state grant programs, and if so, for each project, the nature and impact of the project, the role of the applicant, the total cost of the project, and the dollar amount of federal or state grant funding;
  - The number of penalties paid by the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant, relative to internet service infrastructure projects funded, in part, through federal or state grant programs, prior to the date of application submittal; and
  - The number of times the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant has ever been a defendant in any federal or state criminal proceeding or civil litigation as a result of its participation in an internet service infrastructure project funded, in part, through federal or state grant programs, prior to the date of application submittal
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ClearPath Fiber was founded in Louisiana in 2021 by Allen Lenard and David Herring to bring connectivity to rural areas of the state. David has spent over a decade in the telecommunication business serving as upper management with Comcast, Sudden Link, Cable One and Vyve. Allen has been a telecommunications and commercial contractor since 2007 with over 4 million feet of completed fiber optic and coax networks built to date. Most recently a 15 mile commercial fiber build through the core of Monroe, LA. Our first GPON system in Louisiana is located in the rural community of Start. We currently have service available to 800 residents and businesses. We began construction of this 33 mile network on August 12, 2021 and connected our first customer on November 13, 2021. CPF has never participated in any publicly funded project but looks forward to being ethical stewards of any and all funding opportunities made available. CPF has never been involved or incurred and punitive penalties or criminal accusations or convictions in regards to an infrastructure project. No member of CPF has ever been involved in any proceedings resulting from criminal or civil actions.

### **Financial Background:**

- Provide five years of financial statements, pro forma statements, or financial audits to ensure financial and organizational strength regarding the ability of the applicant to successfully meet the terms of the grant requirements and the ability to meet the potential repayment of grant funds. If the applicant has been in business for less than five years, provide documentation for the number of years in business
- Indicate whether the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant has ever filed for bankruptcy

As a new company, our financial documents will be limited. If the GUMBO administration would like to request any alternative documentation that proves the company's ability to operate in a solvent manner as well as meet all debt obligations and proposed GUMBO grant obligations please do not hesitate to ask.

### **Partnerships:**

Provide the identity of any partners or affiliates if the applicant is proposing a project for which the applicant affirms that a formalized agreement or letter of support exists between the provider and one or more unaffiliated partners where the partner is one of the following:

- a separate private provider of broadband service, requiring a formalized agreement; or
- a nonprofit or not-for-profit, or a for-profit subsidiary of either, and the applicant is:
  - being allowed access and use of the partner's infrastructure, on special terms and conditions designed to facilitate the provision of broadband services in unserved areas, requiring a formalized agreement;
  - utilizing a matching financial and/or in-kind contribution provided by one or more partners, requiring a formalized agreement; or
  - a parish, municipality, or school board, or any instrumentality thereof, may qualify as a nonprofit for the purposes of the GUMBO grant program. Letters of support by a parish, municipality, or school board, or any instrumentality thereof, supporting an application may be submitted as part of an application. A letter of support does not require a formalized agreement.
- Provide a brief narrative explaining how the partnership or affiliation will facilitate deployment and reduce cost per prospective broadband recipient. For applications or project areas where the nonprofit or not-for-profit partner provides only matching financial support, that information can be documented in the budget section within the relevant application or project area.

The key benefit of this partnership is that APL has manufacturing capabilities for major components such as handholes/vaults and HDPE duct which are extremely limited in supply currently. This and the availability of labor and machinery dedicated to ClearPath ahead of any other customer will ensure timely and uninterrupted construction. The partnership will eliminate a majority of the supply chain challenges in our industry. CPF is also partnering CONTERRA Networks to reach over 100 disadvantaged students through their grant funding with LaSalle School Board.

For work being performed by Hudson Initiative or Veterans Initiative qualified applicants or contractors, provide documentation and/or a formalized agreement.

A.P. Lenard, LLC is a Hudson Initiative certified business and will be handling all aspects of OSP construction. Attached are the certificate and contractor agreement between APL and ClearPath Fiber.

## Project Area

### Assessment of the Current Level of Broadband Access in the Proposed Deployment Area

Describe the current level of service within the area and provide the data source or methodology used to capture this information. Raw data may be submitted as part of the assessment. If data is available to support differences between advertised and transmission speeds, applicants may also submit applications for areas where transmission speeds are less than 25:3 Mbps.

Through speed tests and 'boots on the ground' research, we have found that service speeds and most importantly bandwidth is insufficient for email and basic educational activities. We have letters and documentation from multiple businesses and many residents to substantiate these claims. We have attached 2 of the FCC maps that show speed/availability for the areas in question. Many of the locations we inspected were in the 8-10mbps range on download and 2mbps to 435kbps upload. Many of these first hand accounts are documented in the support letters of the community we have attached.

### Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Basic Internet	100/20	4/1/2022	None	764	75.00
Family Plan	250/25	4/1/2022	None	764	120.00
Pro Internet	500/50	4/1/2022	None	764	140.00
GigPro	1000/100	4/1/2022	None	764	175.00
GigMax	1000/1000	4/1/2022	None	764	200.00

### Marketing

Provide documentation for applicant engagement to connect consumers with community education forums, multimedia advertising, and marketing programs.

Our website has an integrated "self-help" (<https://clearpathfiber.com/self-help/>) resource that allows all potential customers to learn about any aspect of our broadband services before making a choice in the level of service. This component of our marketing program also works hand in hand with adoption. Our site covers, in video format, aspects of broadband starting with the basics of speed and bandwidth tests and ending with how to set up parental controls and connecting devices. We feel that this resource covers the adoption, marketing and literacy concerns that could be the hesitancy factor that keeps people from benefiting from the immeasurable value of digital connectivity.

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## Adoption

Provide documentation that shows low-income household service offerings, digital equity or literacy support, or programs or partnerships to provide these services. The applicant should also indicate current participation in, or plans to, accept the federal Lifeline subsidy.

ClearPath's EBB application is currently being processed through the FCC. We are awaiting our SAMS number and our application is being expedited. We most certainly seek participation in this program as it will allow us to provide connectivity to the most financially constrained members of the community.

## Community Support

Evidence of support for the project from citizens, local government, businesses, and institutions in the community, including letters of correspondence from citizens, local government, businesses, and institutions in the community that supports the project

## Local Workforce

Documentation of a workforce plan prioritizing the hiring of local, Louisiana resident workers, to include a signed letter of intent with a post-secondary educational institution that is a member of the Louisiana Community and Technical College System, containing an obligation upon the applicant, and contractors or subcontractors of the applicant, to put forth a good-faith effort to hire, when possible, recent graduates of broadband-related programs.

## Technical Report

### Reporting Requirements

Explain in technical detail the technologies to be used in the proposed project and the broadband transmission speeds offered to prospective broadband recipients as a result of the project. If it would be impracticable, because of geography, topography, or excessive cost to design a broadband infrastructure project that would deliver 100:100 Mbps, the applicant must provide an explanation. Transmission speeds of 100:20 Mbps are the minimum allowable under this grant program.

We will deploy the following technologies in this area. - All services areas proposed to be constructed will be scalable from 100Mbps Download/100Mbps Upload to 1Gbps Download/1Gbps Download in our initial offerings in the community via a GPON deployment. - We will provide Active Ethernet level circuit capacity to commercial environments with speed capabilities of up to 10Gbps Symmetrical speeds that will have SLAs tied to these service levels to support critical infrastructure needing these services. - This network will also support VOIP phone systems as well to fulfill phone needs in the commercial environment as requested.

Explain the scalability of the broadband infrastructure to be deployed to meet future bandwidth needs.

- The network will be constructed in such a way to be scalable and accessible to XGS-PON which is capable of speeds of up to 10Gbps symmetrical with no additional construction requirements. - The network is being built for 50% level of expansion of fiber needs to support future growth in the community and/or growth in consumption needs of driven by market forces. - All future expansion of the network via additional capital investment will be supported internally in the business.

Provide a proposed construction timeline and duration of the deployment project period. The deployment project period is the time from award of the grant agreement to the time that service is available to the targeted prospective broadband recipients under the grant. Describe estimated timeline, deployment roll-out and number of end-users to be served in each phase (10 percent, 35 percent, 60 percent, 85 percent, 100 percent).

Phase 1 (10%): In this phase we will have all permitting, materials, equipment and design onsite and ready for installation. Timeframe: Immediately Phase 2 (35%): In phase 2, we expect to have 50,000 feet of cable placed as well as circuit connection and headend facility installed. 80% of businesses & 10% of residential will be serviceable at this point. Timeframe: 45 days Phase 3 (60%): In phase 3 we expect to have a cumulative total of 175,000 feet of cable placed. 151,000 in Olla and beginning the 25,000 in Urania. 99% of Olla. 100% of businesses and 80% of residential will be serviceable in Olla. Timeframe: 90 days Phase 4 (85%): In phase 4, we will finish placing cable in Urania 48,000 while splicing and installing in Olla. Will be splicing fiber in Urania and placing the first 30,000 feet in Tullos. 50-70% of serviceable location in Urania will be serviceable. Timeframe: 60 days Phase 5 (100%): In phase 5, Olla & Urania will be complete with 100% of residents and businesses capable of service. In Tullos, the remaining 30,000 feet will be placed and spliced simultaneously. At this point all resources will be applied to this area to complete the project and reach the 100% goal. Timeframe: 60 days. We anticipate an adoption rate of 70-75% across each community. Our construction timeline for this project is 8.5 months. There are, at a minimum, 1888 serviceable locations across this project. We will most likely be ahead of this schedule if weather conditions are favorable.

X Wired Infrastructure

   Fixed Wireless

### Wired Infrastructure Deployment Reporting Requirements

Describe the general design of the project and deployment plan and include the following:

- Explanation of the existing networks and equipment to be used for the project. If assets are owned by another entity, explain how they will be used for this project and, if applicable, provide a copy of the agreement between the applicant and the owner.
- Total number of miles of project infrastructure deployment, and the number of miles of project infrastructure deployment accounted for by preexisting infrastructure
- Detailed explanation of how the new or upgraded infrastructure will serve the prospective broadband recipients. In the case of the installation or upgrade of a specific site infrastructure, such as a point of presence or fiber hut (fiber), pedestal (cable), or a remote exchange/DSLAM (DSL), the applicant must include:
  - The number of prospective broadband recipients that will be served by that site infrastructure
  - The distance from the specific site infrastructure such as a POP, pedestal, or DSLAM to the end user(s) and the expected broadband speed that will be effectively delivered
- Detailed description of the design work needed for deployment, such as, but not limited to, pole work, acquiring or updating easements, and/or property acquisition.

Describe the general design of the project and deployment plan and include the following: - Explanation of the existing networks and equipment to be used for the project. If assets are owned by another entity, explain how they will be used for this project and, if applicable, provide a copy of the agreement between the applicant and the owner. - We will be leveraging existing Layer 2 and Layer 3 circuit providers in this area to deliver geo-redundant services in to the community. The current agreement is in quote phase with Conterra. Our proposed agreement will also help create a fiber ring between Alexandria and Monroe for Conterra's system that supports E-Rate services in these markets. (We will upload the final agreement.) Total number of miles of project infrastructure deployment, and the number of miles of

project infrastructure deployment accounted for by preexisting infrastructure. - Project Miles = # Detailed explanation of how the new or upgraded infrastructure will serve the prospective broadband recipients. In the case of the installation or upgrade of a specific site infrastructure, such as a point of presence or fiber hut (fiber), pedestal (cable), or a remote exchange/DSLAM (DSL), the applicant must include: - The number of prospective broadband recipients that will be served by that site infrastructure: - Approx. Homes passed = # (this number will be larger based on the fact that it does not included subdivided properties which will increase the number of homes passed overall and reduce the overall cost per passing to deliver service) - The distance from the specific site infrastructure such as a POP, pedestal, or DSLAM to the end user(s) and the expected broadband speed that will be effectively delivered: - We will have the capability of serving a 20Km linear footage out from the new headend we are placing in Olla, LA. We will also support the markets of Tullos and Urania out of the same HE. As necessary we will deploy distributed Layer 2 devices via hardened and powered cabinets to provide connectivity where we exceed a 20Km linear footage. These distributed cabinets will also have a linear distribution support footage of an additonal 20Km from the cabinet. From either the HE or a strategic powered cabinet outside of the headend we will deploy distribution fiber services to area homes and businesses via an underground fiber distribution system to fiber access terminal along the right of way in front of community homes and businesses. We will feed service from these fiber access terminals via an underground drop to the premise and wire a home to receive the endpoint ONU device via fiber into the home. We monitor our entire network to the back of the ONU device to determine proactively any impairment to negatively impact a customers service and to enable a timely restoration. Detailed description of the design work needed for deployment, such as, but not limited to, pole work, acquiring or updating easements, and/or property acquisition. - We are in the process of completing the full walkout on the markets of Olla, Tullos, and Urania that captures all detail of address and easements. - We have already submitted engineered drawings on our proposed path along Hwy 165 in Olla for permitting and approval. - We have secured an easement agreement with the City of Olla to place our headend on property in their control and in exchange to provide approx \$10K per annum in free services to the city police department and the town hall to support local infrastructure needs.

**Wired Assets**

Existing Network	Existing Equipment	New/Upgraded Infrastructure	Installation Type	Num of Recipients	Avg Distance in Miles Between Prospective Recipients	Expected Speed
None	None	Fiber Optic Network	100% Buried	1888	0.028	Up to 10GB

**Budget**

**Budget**

The project budget should reflect all eligible project costs to be funded through the GUMBO Grant Program. Additionally, the project budget should include the minimum provider funding match of at least 20%, any local government funding match from a parish, municipality, and/or school board, or any instrumentality thereof, and the requested GUMBO Grant Program funding.

Budget

**Proof of Funding Availability**

Provide a signed letter of funding availability from each source of funds committed for the project. If loan or other grant funds are pledged, a loan/grant commitment letter from each source of funds must be included. Should an applicant be an awardee of Universal Service, Connect American Phase II, Rural Digital Opportunity Fund, or other federal or non-federal funds for the deployment

of broadband service, the applicant shall attest as to whether or not the applicant's GUMBO application and associated project's buildout is dependent upon such awarded funds.

Darvin Knapp is an equity partner in ClearPath Fiber and is responsible for the match funds and operation expenses. Please let us know if additional information is needed.