



STATE OF MICHIGAN

GRETCHEN WHITMER
GOVERNOR

DEPARTMENT OF TECHNOLOGY, MANAGEMENT & BUDGET
LANSING

TRICIA L. FOSTER
DIRECTOR

Connecting Michigan Communities Grant Confidential Treatment Form and the Freedom of Information Act

CONFIDENTIAL TREATMENT FORM AND THE FREEDOM OF INFORMATION ACT. All portions of the Applicant's proposal and resulting award are subject to disclosure as required under Michigan's Freedom of Information Act (FOIA), MCL 15.231, et seq. However, some information may be exempt from disclosure. Under MCL 18.1261(13)(b), records containing "a trade secret as defined under section 2 of the uniform trade secrets act, 1998 PA 448, MCL 445.1902," are exempt from disclosure under FOIA. In addition, "financial or proprietary information" submitted with a proposal is exempt from disclosure under FOIA. An applicant's failure to comply with this Section is grounds for rejecting an applicant's proposal as non-responsive. As a part of its proposal, each applicant must follow the procedure below.

1. **SUBMIT A COMPLETED "CONFIDENTIAL TREATMENT FORM" (CT FORM) WITH YOUR APPLICATION.** Completion and submission of the CT Form is required regardless of whether the Applicant seeks confidential treatment of information. Failure to submit a completed CT Form may be cause for disqualification from the application process.
 - a. Complete and sign Section 1 of the CT Form if the Applicant does NOT request confidential treatment of information contained in its proposal; or
 - b. Complete and sign Section 2 of the CT Form if the Applicant requests confidential treatment of certain information. Applicant must also submit a "Public Copy" of the proposal with the trade secret, financial, and proprietary information redacted and clearly labeled as the "Public Copy."
2. **FOIA REQUESTS.** If a FOIA request is made for an Applicant's proposal, the Public Copy may be distributed to the public along with the Applicant's CT Form. The CT Form is a public document and serves as an explanation for the redactions to the Public Copy. Do not put any trade secret, financial, or proprietary information in the CT Form. Do not redact the CT Form itself.
3. **NO ADVICE.** The State will not advise an Applicant as to the nature or content of documents entitled to protection from disclosure under FOIA or other laws, as to the interpretation of such laws, or as to the definition of trade secret or financial or proprietary information. Nothing contained in this provision will modify or amend requirements and obligations imposed on the State by FOIA or other applicable law.
4. **FAILURE TO REQUEST CONFIDENTIAL TREATMENT.** Failure to request material be treated as confidential as specified herein relieves the State, its agencies, and personnel from any responsibility for maintaining material in confidence.
5. Applicants containing a request to maintain an entire proposal as confidential may be rejected as non-responsive. The State reserves the right to determine whether material designated as

exempt by an Applicant falls under MCL 18.1261 or other applicable FOIA exemptions. If a FOIA request is made for materials that the Applicant has identified as trade secret, financial, or proprietary information, the State has the final authority to determine whether the materials are exempt from disclosure under FOIA.

6. Applicant forever releases the State, its departments, subdivisions, officers, and employees from all claims, rights, actions, demands, damages, liabilities, expenses and fees, which arise out of or relate to the disclosure of all or a portion of an Applicant's proposal submitted under this grant program. Applicant must defend, indemnify and hold the State, its departments, subdivisions, officers, and employees harmless, without limitation, from and against all actions, claims, losses, liabilities, damages, costs, attorney fees, and expenses (including those required to establish the right to indemnification), arising out of or relating to any FOIA request, including potential litigation and appeals, related to the portion of Applicant's proposal submitted under this grant program that the Applicant has identified as a trade secret, or financial or proprietary information. The State will notify the Applicant in writing if indemnification is sought. The State is entitled to: (i) regular updates on proceeding status; (ii) participate in the defense of the proceeding; (iii) employ its own counsel; and to (iv) retain control of the defense, or any portion thereof, if the State deems necessary. Applicant will not, without the State's written consent (not to be unreasonably withheld), settle, compromise, or consent to the entry of any judgment in or otherwise seek to terminate any claim, action, or proceeding. If a State employee, official, or law is involved or challenged, the State may control the defense of that portion of the claim. Any litigation activity on behalf of the State, or any of its subdivisions under this Section, must be coordinated with the Department of Attorney General. An attorney designated to represent the State may not do so until approved by the Michigan Attorney General and appointed as a Special Assistant Attorney General.

CONFIDENTIAL TREATMENT FORM (CT FORM)

INSTRUCTIONS: Complete either Section 1 or Section 2 of this CT Form and sign where indicated. This CT Form must be signed by the individual who signed the grant application. A completed CT Form must be submitted with your proposal, regardless of whether your proposal contains confidential information. Failure to submit a completed CT Form with your application is grounds for rejecting the proposal as non-responsive. See Section 4.1.5 of the CMIC 2.0 Grant Application Instructions Overview for additional information.

Section 1. Confidential Treatment Is Not Requested

This section must be completed, signed, and submitted with the proposal if the Applicant does not request confidential treatment of any material contained in the proposal.

By signing below, the Applicant affirms that confidential treatment of material contained in the proposal is not requested.

Project Name

Signature

Date

[Printed Name]

[Title]

[Company]

Section 2. Confidential Treatment Is Requested

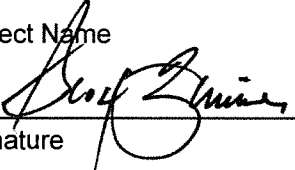
The section must be completed, signed, and submitted with the proposal if bidder requests confidential treatment of any material contained in the proposal. Submission of a completed CT Form is required to request confidential treatment.

Provide the information in the table below. Applicant may add rows or additional pages using the same format shown in the table. Applicant must specifically identify the information to be protected as confidential and state the reasons why protection is necessary. The CT Form will not be considered fully complete unless, for each confidentiality request, the Applicant: (1) identifies whether the material is a trade secret (TS), financial information (FI), or proprietary information (PI); (2) explains the specific legal grounds that support treatment of the material as TS, FI, or PI; and (3) provides the contact information for the person at bidder's organization authorized to respond to inquiries by the State concerning the material. Applicants must not simply cite to an applicable act or case name; rather, bidders must provide a complete justification as to how the material falls within the scope of an applicable act or relevant case law.

Application page #, paragraph #, and section #	State whether the material is a trade secret (TS), financial information (FI), or proprietary information (PI)	Explain the specific grounds in State or other applicable law which supports treatment of the material as TS, FI, or PI. Do not simply cite to the applicable act. Provide a complete justification as to how the material falls within the scope of the applicable act or relevant case law.	Provide the Applicant contact information
Attachments: 2, 4, 9, 10, 11, 12 Application: <ul style="list-style-type: none"> • Page #5, entire Question 10 • Page #7, entire Question 16 • Page #12, entire Question 26 • Page #14, entire Question 28 • Page #15, entire Question 34 • Page #19, entire Question 39 	Proprietary Information (P1)	The identified attachments and responses to questions are all proprietary information. If a competitor has access to this information Air Advantage would experience a substantial competitive injury.	Scott Zimmer 989-652-9500, ext 2224 szimmer@airadvantage.net
Attachment: 7 Application: <ul style="list-style-type: none"> • Page #8, entire Question 17, 18 & 19 • Page #9, entire Question 20 • Page #11, entire Question 24 & 25 • Page #21, entire Question 44 	Financial Information (F1)	The identified attachments and responses to questions include financial information and as Air Advantage is not a publicly traded company, all financial information is confidential.	Scott Zimmer 989-652-9500, ext 2224 szimmer@airadvantage.net

By signing below, the Applicant affirms that confidential treatment of material contained in its proposal is requested and has attached to this form a redacted "Public Copy" of the Applicant's proposal.

____Akron FTTH_____

Project Name _____

 Signature _____

____3/2/2021_____
 Date

____Scott Zimmer_____
 [Printed Name]

____President_____
 [Title]

____Air Advantage, LLC_____
 [Company]



GRETCHEN WHITMER
GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF TECHNOLOGY, MANAGEMENT & BUDGET
LANSING

BROM STIBITZ
DIRECTOR

Connecting Michigan Communities 2.0 Grant Application

Please read through the entire Grant Information and Application package before you begin to respond to the application questions. This will help ensure you understand the full scope of the application as well as the details you will need to provide to complete the application.

Application Deadline: All grant applications are due by 4:00 p.m. EST, on Monday, January 4, 2021.

Submission Guidelines: Applicants must email their applications and all attachments to: DTMB-CMICGrant@michigan.gov. Applications must be complete, and attachments clearly labeled with the question or statement number from the application form. Completed application, attachments, and supporting documentation must be received by the Department of Technology, Management, and Budget (DTMB), Center for Shared Solutions by 4:00 p.m. EST on Monday, January 4, 2021, to be considered for funding. Applicants will receive an email confirmation in receipt of their submission. It is the applicant's responsibility to ensure the application is received by DTMB prior to the submission deadline. Applications submitted to the wrong email address or received after the deadline will be rejected. Official application submission date and time will be determined by the time stamp accompanying the application email. Applications dated and time stamped in any other way will be rejected. If a confirmation receipt is not received within two business days, applicants must contact the CMIC Grant Program Office at (517) 335-3727.

Questions and Contact: If you have questions after reviewing the application and supporting documentation, please see the Frequently Asked Questions (FAQ) document available on the grant website: www.michigan.gov/CMICGrant. The FAQ will be updated throughout the application process. Questions and comments can also be submitted via email to: DTMB-CMICGrant@michigan.gov.

Application Checklist

This checklist is part of your application and should be returned along with your completed application and attachments.

Application Submission Checklist:

- Public application is complete and file name meets the designated naming structure.
- Non-Public application is complete and file name meets the designated naming structure.
- Confidential Treatment Form is complete.
- Attachments have been gathered and file names meet the designated naming structure.
 - Attachment 1: Map of proposed service area in .pdf format (including both last mile coverage and middle mile routes)
 - Attachment 2: Map of proposed service area in a GIS-compatible file format (including both last mile coverage and middle mile routes)
 - Attachment 3: Spreadsheet of street addresses that are part of the proposed service area in .xlsx format
 - Attachment 4: Match commitment letters or evidence
 - Attachment 5: Applicant organizational chart
 - Attachment 6: Resumes of key officers, management personnel, and proposed project management team
 - Attachment 7: Three years of audited financial statements.
 - Attachment 8: Affidavit of commitment to offer the proposed service and cost in the proposed service area for a minimum of three years after project completion
 - Attachment 9: Budgetary engineering designs, diagrams, and maps that show the proposed project
 - Attachment 10: Evidence of network scalability
 - Attachment 11: Additional evidence of project readiness
 - Attachment 12: Demonstration of customer interest in the proposed project
 - Attachment 13: Demonstration of interest/impact/support from businesses
 - Attachment 14: Demonstration of interest/impact/support from the agricultural community
 - Attachment 15: Demonstration of interest/impact/support from CAIs
 - Attachment 16: Evidence of application for a SPIN
 - Attachment 17: Demonstration of interest/impact/support from communities

File naming structure: Applicants are to use the name of their organization followed by public application, non-public application, or the attachment number and file type (e.g. ABCTelecom_Attachment_1.pdf).

Applicant and Project Information, Contact Information, and Summary

1. Project Name:

Akron FTTH

2. Applicant Name:

Air Advantage, LLC

DBA (if applicable):

Mailing Address:

465 N Franklin
Suite C
Frankenmuth, MI 48734

3. Primary Grant Contact:

Scott Zimmer

Primary Contact Phone Number:

989-652-9500 ext 2224

Primary Contact Email Address:

szimmer@airadvantage.net

Primary Contact Organization (if not part of the applicant's organization):

Scott Zimmer - Air Advantage

4. Application Author Name:

Scott Zimmer

Application Author Email:

szimmer@airadvantage.net

5. Eligibility Status: Select the means by which the applicant is eligible to apply for the grant:

- Licensed under the Michigan Telecommunications Act (1991 PA 179, MCL 484.2101 to 484.2603)
- Franchise holder under the Uniform Video Services Local Franchise Act (2006 PA 480, MCL 484.3301 to 484.3315)
- Broadband service provider currently providing service in Michigan

6. Are you registered with the [Michigan Public Service Commission's Intrastate Telecommunications Service Providers Registry \(ITSP\)](#)?

Yes No Unsure

7. Have you provided broadband coverage data to Connect Michigan in the last five years?

Yes No Unsure

8. Applicant Identification Numbers: Please provide the following identification numbers for the applicant (if available):

Federal Employer Identification Number (EIN):

37-1433021

Michigan Tax Identification Number:

37-1433021

Michigan Vendor Identification Number:

Federal Communications Commission Registration Number (FRN):

0016094708

Service Provider Identification Number (SPIN):

143025508

9. Project Summary (250 words max.):

Air Advantage began serving the Thumb of Michigan with wireless Internet service in 2002. We began with five towers providing quality Internet options to Thumb residents. We installed fiber lines and began providing fiber optic service in 2012. Our network has grown to over 140 transmission towers and over 600 miles of fiber feeding those towers (middle mile). We also have nearly 1,000 fiber to the premise customers on this network. This project will bring gigabit fiber connectivity to 214 underserved homes in the Village of Akron, MI. We will utilize existing fiber backbone already in place in Akron to provide the most economical cost per user for the Village we propose to serve. Our experience in this market shows us that over 50% of the potential users in the proposed service area do not have adequate broadband. We have attached letters we have received showing interest in this project in AirAdvantage_Attachment_12.pdf. This project will provide 50, 75, 100, 250, 500 Mbps and 1 Gbps service to 214 homes within the Village at a cost of \$1,000.53 per user.

Locations Passed and Proposed Service:

Attachment 1: Map of proposed service area in .pdf format (including both last mile coverage and middle mile routes)

Name of Attachment 1:

AirAdvantage_Attachment_1.pdf

Attachment 2: Map of proposed service area in GIS-compatible file format (including both last mile coverage and middle mile routes)

Name of Attachment 2:

AirAdvantage_Attachment_2.kmz

10. Please provide a brief description of the proposed service area (250 words max.):

[Redacted description of the proposed service area]

Attachment 3: Spreadsheet of street addresses that are part of the proposed service area in .xlsx format.

Name of Attachment 3:

AirAdvantage_Attachment_3.xlsx

11. Use the following format to complete Attachment 3

Number	Street	Address	City	State	Zip Code
123	Main St	123 Main St	Anytown	MI	48823

12. Does the project include a middle mile component?

Yes No

13. Locations Passed: Please indicate the total number of locations by type that will be able to receive improved broadband services as a result of the proposed project:

Households	190
Businesses	19
Community Anchor Institutions	5
Total Locations Passed	214

14. Are any vacant lots included in the total number of locations passed listed above?

Yes No

If yes, these vacant lots should be anticipated for growth in the next five years according to a local, county, or regional master plan or economic development plan. Please list the name of the relevant plan and the jurisdiction implementing the plan.

Plan Name:

There are only 2 vacant lots in the locations passed listed above. There is no master plan to develop these lots as they are single lots within the Village.

Jurisdiction:

N/A

15. Please list the jurisdictions impacted by the proposed service area:

City(ies)/Village(s):

Akron

Township(s):

Akron, Fairgrove

County(ies):

Tuscola

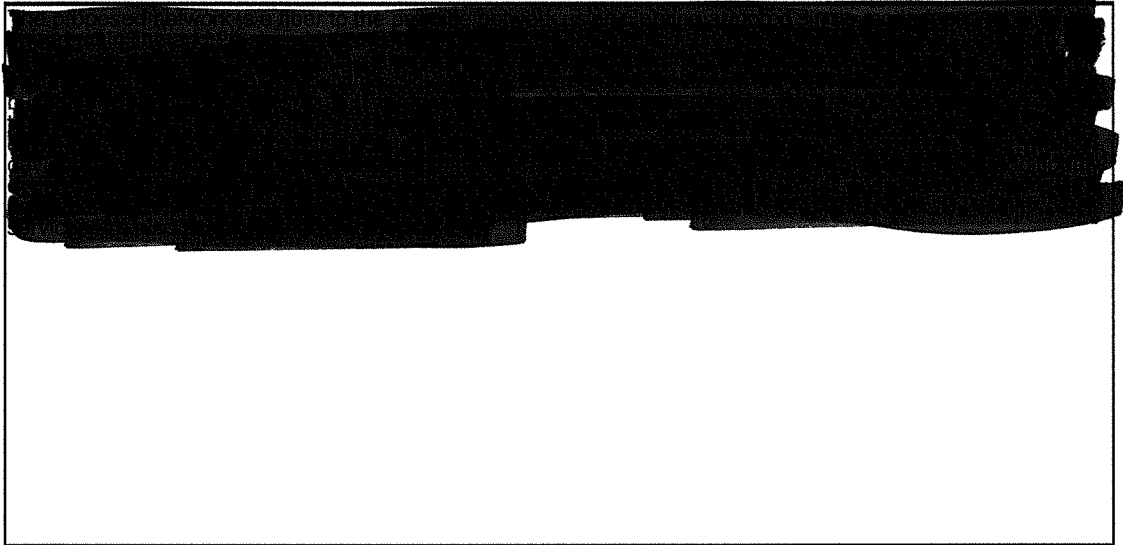
State House District(s):

84

State Senate District(s):

31

16. Please provide a brief description of the broadband service to be provided including, but not limited to, the technology to be used, will bandwidth be dedicated or shared, etc. (250 words max.):



Project Costs and Budget

17. Total Project Cost: Please complete the table below

Total Project Cost	\$292,127
Total Grant Request	\$145,077
Total Match Amount	\$147,050
Total Match Percentage	50.3%

Attachment 4: Match commitment letters or evidence

Name of Attachment 4:

AirAdvantage_Attachment_4.pdf

18. Total matching funds: Please complete the table below summarizing the source, amount, and type of matching funds contributed to the project. Applicants should also indicate if the match is secured or not. Attach additional sheets if necessary.

Source	Amount	Type	Secured?
Last Mile Construction - Operational Budget	\$34,688	<input checked="" type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Middle Mile Construction - Operational Budget	\$70,532	<input checked="" type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Construction Material - Operational Budget	\$30,250	<input checked="" type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
CPE and Install Labor - Operational Budget	\$9,202	<input checked="" type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Other Mat'ls and Labor - Operational Budget	\$2,378	<input checked="" type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> Cash <input type="checkbox"/> In-Kind	<input type="checkbox"/> Yes <input type="checkbox"/> No

19. If matching funds or in-kind contributions listed above are not yet secured, please describe the process remaining to secure the funds and the anticipated timeline to do so, (250 words max.):

20. Project Budget: Please use the following table to provide a budget for the proposed project.

Category	Match Amount	Grant Amount	Total
Buildings and Labor		0	0
Last Mile Construction Labor			\$34,689
Middle Mile Construction Labor		\$113,417	183,949
Construction Material		22,859	53,109
Customer Premise Equipment			7,062
Customer Premise Installation			2,140
Electronics		5,300	5,300
Permits			\$0.00
Professional Services and Engineering			\$0.00
Other:		3,500	5,878
		Total	\$292,128

21. Please briefly describe why this project needs funding from the CMIC Grant program and why the project could not proceed without this funding (250 words max.):

Akron is a small community of 190 households, 19 businesses, and 5 CIAs. Building fiber to each of the 214 premises in this community is not economical without the help of grant funding to deter the costs. The poverty level in Akron is above the State average and residents cannot afford to pay large installation fees to bring fiber to their homes. Yet, these same residents need fiber to work and learn from home, especially during COVID shutdowns. The average commute for residents is over 34 minutes which also reduces the limited disposable income for residents.

Experience and Financial Wherewithal

Attachment 5: Applicant organizational chart

Name of Attachment 5:

AirAdvantage_Attachment_5.pdf

Attachment 6: Resumes of key officers, management personnel, and proposed project management team

Name of Attachment 6:

AirAdvantage_Attachment_6.pdf

22. Please provide a brief history of your organization including experience relevant to the proposed project, (250 words max.):

Air Advantage began providing broadband wireless service throughout the Thumb of Michigan in 2002 with five tower transmission sites serving a potential market of about 2,000 people. Air Advantage's initial geographic market included Huron, Tuscola and Sanilac Counties located in Michigan's "Thumb". This entire geographic area represents approximately 68,000 households and about 4.6% of the total land mass of Michigan. This area is considered rural and averages 45 households per square mile compared to 175 Statewide. Since its inception, Air Advantage has expanded its coverage throughout the Thumb to include Saginaw, Bay, Lapeer, St. Clair Counties, and portions of Oakland and Macomb Counties. Our network has grown to over 140 towers serving nearly 6,000 commercial and residential customers and it now passes over 150,000 premises. Nearly 1,000 of those customers are connected directly to the fiber network. Air Advantage has a 600+ mile fiber network providing backhaul bandwidth to its existing towers and fiber to the premise (FTTP) service to schools, businesses, governmental organizations, and health care facilities. We also deliver FTTP service to rural communities throughout the Thumb. Partnership agreements with other privately-owned fiber networks provides Air Advantage access to an additional nearly 500 miles of fiber throughout the Region.

Attachment 7: Three years of audited financial statements

Name of Attachment 7:

AirAdvantage_Attachment_7_2020.pdf; *.*_2019.pdf; *.*_2018.pdf; *.*_2017.pdf;

23. Please provide a brief statement to accompany your attached audited financial statements and documentation (250 words max.):

Air Advantage is a non-public entity and as such does not have annual audited statements. The statements provided with this application are compiled by outside accountants each month and again on an annual basis. The principals of Air Advantage are trained accountants and the President is a former CPA. This experience along with the compiled financial statements provides a level of certainty that our financial statements are a fair representation of our financial wherewithal and sustainability.

Long-Term Viability

24. Use the template below to complete a five-year stand-alone project financial plan/forecast.

Five-Year Stand-Alone Project Financial Plan						
Project Name:	Akron FTTH	Year 1	Year 2	Year 3	Year 4	Year 5
[REDACTED]		[REDACTED]				
[REDACTED]		[REDACTED]				
[REDACTED]		[REDACTED]				

25. Please provide a brief narrative to accompany your five-year stand-alone project financial plan/forecast (400 words max.):

[REDACTED]

Attachment 8: Affidavit of commitment to offer the proposed service and cost in the proposed service area for a minimum of three years after project completion.

Name of Attachment 8:

AirAdvantage_Attachment_8.pdf

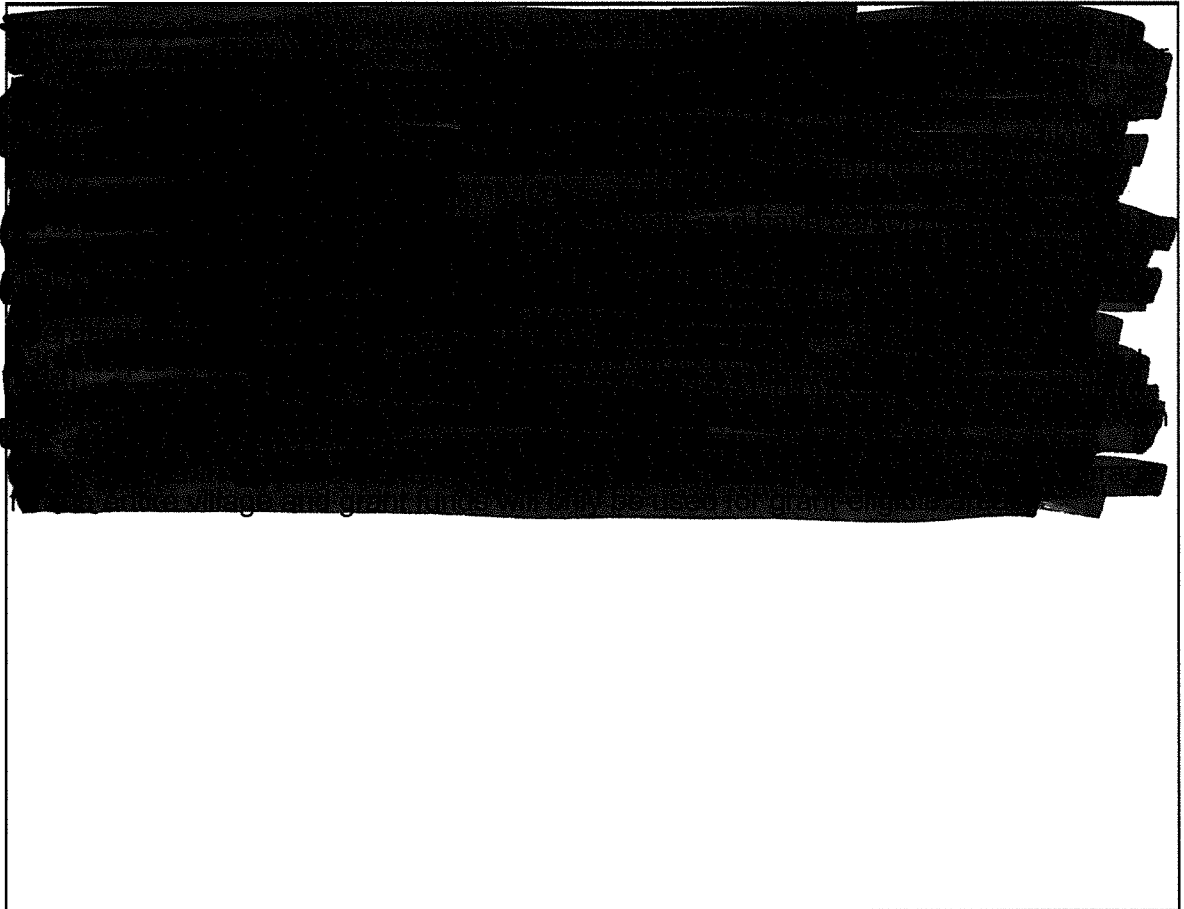
Readiness and Scalability

Attachment 9: Budgetary engineering designs, diagrams, and maps that show the proposed project. Design documents must clearly demonstrate the applicant's complete understanding of the project and ability to provide the proposed solution. This information must be certified by a Professional Engineer registered in Michigan.

Name of Attachment 9:

AirAdvantage_Attachment_9.pdf

26. Please provide a brief statement to accompany your attached engineering designs, diagrams, and maps indicating your readiness to build, manage, and operate the proposed network, (400 words max.):



Attachment 10: Evidence of network scalability

Name of Attachment 10:

AirAdvantage_Attachment_10.pdf

27. Please provide a description and evidence that the proposed infrastructure is scalable to meet the anticipated future connectivity demands of the proposed service area. Please indicate the end- user connection speed to which the proposed network is designed to scale. This information must be certified by the equipment manufacturer or a professional engineer, (250 words max.):

The Air Advantage network that already passes through Akron is designed with Ciena Cyan electronics that are capable of multi-gigabit backbone scalability. These electronics are compatible with 100 gbe channel modules for future growth. This system is fully described in Attachment 10. This network will scale to accommodate 214 new potential subscribers. Air Advantage will offer bandwidth packages of 50, 75, 100, 250, 500 and 1,000 Mbps to Akron residents and businesses when this network is completed.

28. Please use the table below to complete a project schedule outlining individual tasks and their timing by quarter and year. Attach additional pages if necessary. All projects must be complete by September 30, 2025.

Task	2021	2022				2023				2024				2025		
	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3
[REDACTED]																
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29. Please indicate the anticipated date upon which service to the last location in the proposed project area will be turned on:

We expect to complete this infrastructure project within 6 months of funding or 12/31/2022. We anticipate that subscribers will be added until 9/30/2025.

30. Please list any factors that would change or delay the proposed schedule:

Untimely awarding from State, challenges in equipment delivery due to COVID, or unforeseen COVID lockdown restrictions.

31. Have all the required local/city/county/state approvals necessary for this project to proceed been obtained?

Yes No

If not, what remains to be done and what is required for completing the process of obtaining approvals? Include this information in the project schedule.

Local permitting is the only approval necessary to complete this project. At a council meeting on December 15, 2020, the Village Council endorsed this project and we do not anticipate any obstacles in obtaining permits once this grant is awarded. Please see AirAdvantage_Question_31.pdf showing the December 2020 newsletter distributed by the Village of Akron supporting this project.

32. Have state environmental review requirements been met, if applicable?

Yes No

If not, what remains to be done and what is required for completing the process of obtaining approvals? Also include this information in the project schedule.

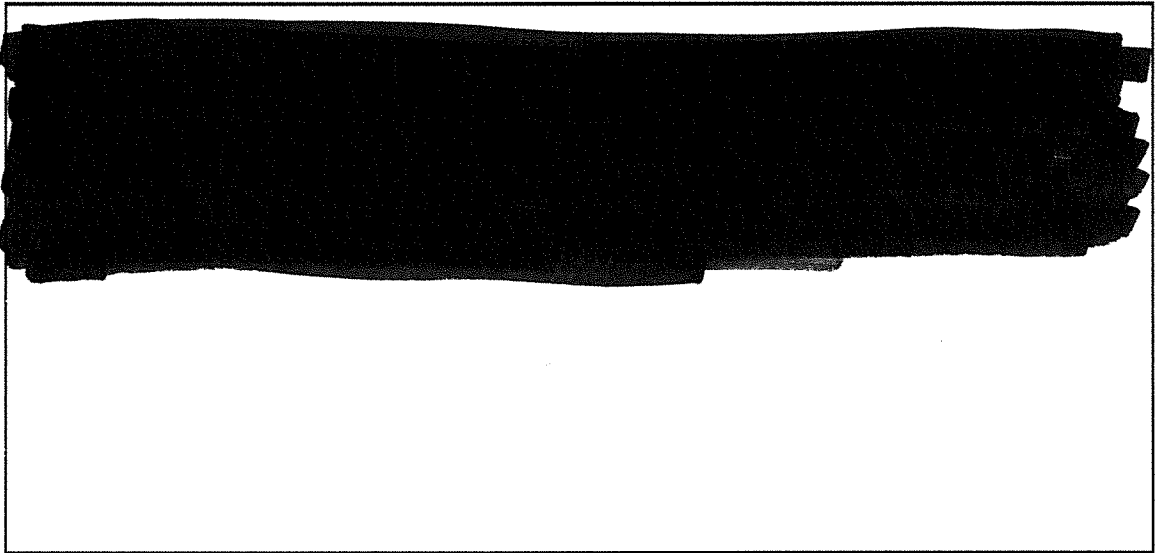
All fiber infrastructure is planned for construction in existing road right of way. Customer locations will be installed on the premise owner's private property.

33. Does this project affect/is the project located in or near local, state, or federal historic or potentially historic, architectural, or archeological resources?
Yes No

If not, what remains to be done and what is required for completing the process of obtaining approvals? Include this information in the project schedule.

Once approved, we will apply for local permits which have been processed in less than a month in the past. This project is ready to begin as soon as funding is made available.

34. Please briefly describe how the proposed project will leverage existing broadband networks, where practical, or be built in conjunction with other broadband infrastructure project(s), (250 words max.):



Attachment 11: Additional evidence of project readiness

Name of Attachment 11:

AirAdvantage_Attachment_11.pdf

35. Please provide any additional evidence of your project's readiness. This evidence can include, but is not limited to, letters of intent, memorandums of understanding, land/tower lease agreements, right-of-way agreements, permits, etc. Provide a short narrative to accompany this additional evidence, (250 words max.):

As mentioned previously, this project is an extension of an already existing network. We have solicited letters from Village residents and the Tuscola Intermediate School District which all indicate the need for this service. The biggest obstacle to this project would be obtaining the Right of Way along the State highway through Akron. The Air Advantage fiber network is already in place along this portion of the Village and thus only local permitting is required. There are no tower and/or land agreements that are required to complete this project. This is a small project and the backbone infrastructure to pass each home and business in the Village is expected to take 8-10 weeks to complete. Once this backbone is in place, customer connections will begin immediately. The six quarter timeline noted in Question 28 above reflects the estimated time to complete all the infrastructure. We anticipate customers will adopt service over the remaining quarters until 9/30/2025 to achieve our 50% estimated take rate. See also customer interest letters in Attachment 12.

Community and Economic Development

Attachment 12: Demonstration of customer interest in the proposed project

Name of Attachment 12:

AirAdvantage_Attachment_12.pdf

36. Please provide a brief statement to accompany the demonstration of customer interest you have attached to this application. This description should include the method used for gauging customer interest and the results, (250 words max.):

Due to COVID restrictions, feet on the ground surveys were not able to be conducted. However, the Village of Akron announced the intention of Air Advantage to apply for this grant and asked for emails showing the lack of 10 Mbps or higher internet availability and interest in the project. Those emails are attached to this application in Attachment 12. Air Advantage has served this community since 2002 and we understand the needs of the residents. We know that no solution exists that provides 10 Mbps service or better based on our experience in the area, as well as the emails we have received asking for resident input and showing of interest. Attachment 12 confirms our knowledge and provides further evidence that the residents of the Village of Akron are needing and asking for improved broadband service, specifically fiber to the home. Additionally, the agricultural community continues to struggle with retaining growers and labor in the rural community. Bringing FTTP technology to this community will improve quality of life for these rural residents and help retain and attract laborers to the market.

Attachment 13: Demonstration of interest/impact/support from businesses

Name of Attachment 13:

AirAdvantage_Attachment_13.pdf

- 37. Please provide a brief description of the businesses needing improved broadband service in the proposed project area and the level of improvement needed. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact those businesses (250 words max.):**

The proposed service area consists of mostly residential or home-based businesses. Some of the major businesses located within the Village of Akron are currently utilizing fiber service from Air Advantage or MPLS/T-1 lines. T-1 and MPLS lines are expensive and cost-prohibitive to this community. This project seeks to expand more affordable service to smaller businesses, residents, and students while improving Internet service that will allow participation in on-line and e-commerce activities. This project will enable students to complete homework assignments, participate in on-line educational programs, participate in on-line college courses and other educational opportunities. These opportunities do not presently exist in the proposed service area for these students and residents because service offerings are not sufficient for them to participate in such activities.

Attachment 14: Demonstration of interest/impact/support from the agricultural community

Name of Attachment 14:

AirAdvantage_Attachment_14.pdf

38. If the proposed service area has a significant agricultural presence, please briefly describe how the proposed service will impact farmers and the agricultural community. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact the agricultural community (250 words max.):

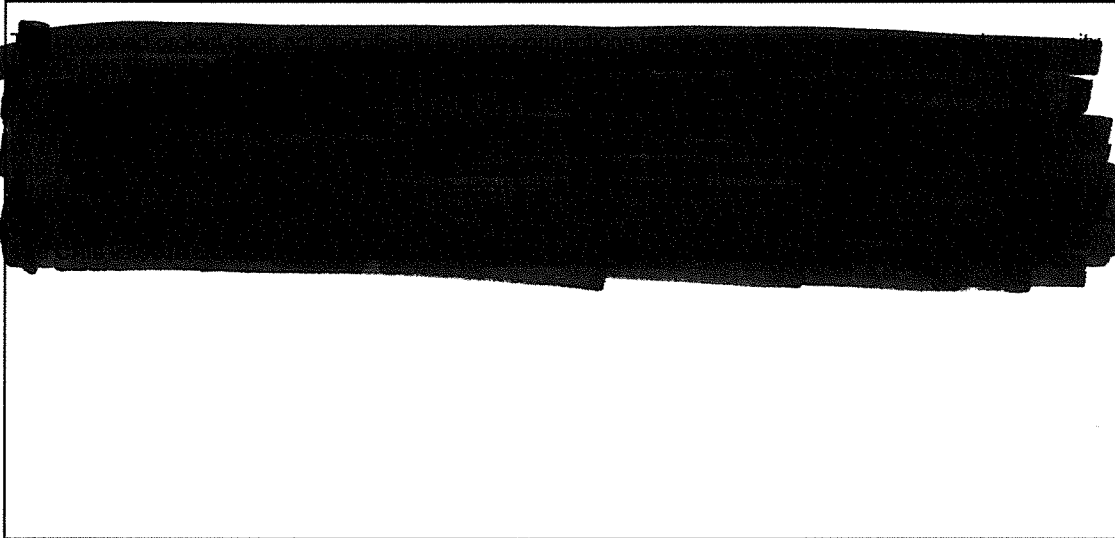
Farmers are increasingly dependent on Internet access to successfully operate. Farmers start their day by checking the weather. Real-time access to markets is essential for making business decisions. Farmers provide Farm to Fork data by entering crop records into on-line programs offered by businesses such as Michigan Sugar, Star of the West Milling Company and Co-Op Elevator Company. Land and equipment is purchased via on-line auction. Businesses have on-line programs allowing farmers to enter data in the field that synchronizes this information to the home computer. John Deere's JDLink allows farmers to track and monitor fuel consumption, set up maintenance plans, receive equipment diagnostic information, and map production data. Michigan Sugar conducts all acreage contracting on-line. USDA's NASS compiles data on farms. In order to participate in government programs, farmers much provide NASS data and statistics on-line and without adequate access, farmers are not able to participate in programs.

Attachment 15: Demonstration of interest/impact/support from CAIs

Name of Attachment 15:

AirAdvantage_Attachment_15.pdf

39. Please provide a brief description of the community anchor institutions (CAIs) needing improved broadband service in the proposed project area and the level of improvement needed. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact those CAIs (250 words max).



40. In the table below, please list the specific community anchor institutions (CAIs) to be served by the proposed project. Attach additional sheets if necessary.

CAI Name	Address	Type (healthcare, library, school, etc.)
Village of Akron	4380 Beach St, Akron MI 48701	Municipal
Akron Fire Department	4380 Beach St, PO Box 271 Akron MI 48701	Fire
Akron Police Department	4380 Beach St, Akron MI 48701	Police
Akron-Fairgrove Schools	2800 Thomas Rd, Fairgrove MI 48733	School District
Tuscola Intermediate School District	1401 Cleaver Rd, Caro MI 48723	Intermediate School District

Attachment 16: Evidence of application for a SPIN (if applicable)
 Name of Attachment 16:

AirAdvantage_Attachment_16.pdf

41. If the proposed project includes connections to schools or libraries, please provide your SPIN or evidence of application for a SPIN from the FCC Universal Service Administrative Company (USAC) and demonstration of your knowledge of E-rate and working with the FCC/USAC, (250 words max.):

Air Advantage SPIN is 143025508

Attachment 17: Demonstration of interest/impact/support from communities
Name of Attachment 17:

AirAdvantage_Attachment_17.pdf

42. Please provide a brief description of the communities needing improved broadband service in the proposed project area and the level of improvement needed. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact those communities (250 words max).

The Village of Akron is currently served by fixed wireless broadband service from various providers and AT&T DSL. No technologies currently in place are capable of providing greater than 10 Mbps service as evidenced by the letters attached in Attachment 12. This project will provide FTTP to each residential home and business within the Village limits. This FTTP project will provide a minimum of 50 Mbps service with package plans available up to 1,000 Mbps service. As COVID continues to impact employment and learning, FTTP will allow people to work from home and students to engage in on-line learning opportunities. These opportunities are severely hampered by the lack of broadband currently available. State mandates require students in the Akron-Fairgrove Schools to engage in on-line instruction. Many students cannot participate due to insufficient available bandwidth. As noted in the REMC 10 support letter in Attachment 15, "lack of adequate bandwidth puts our students, healthcare professionals, and those serving our community at a disadvantage..." The average commute to work for an Akron resident is over 30 minutes. Having sufficient bandwidth will allow residents to work remotely more often saving travel time and expense. In many cases, broadband Internet will allow some of these residents to retain existing or find new, higher paying jobs that allow for working remotely.

43. Is broadband included in a local, county, or regional economic development plan, master plan, or similar up-to-date planning document, or does the community in which the proposed service is to be deployed have a specific broadband/technology plan in place?

Yes No

If yes, please list the name of the relevant plan and the jurisdiction implementing the plan.

Plan Name:

Michigan Department of Technology Plan (MI Roadmap)

Jurisdiction:

State of Michigan

Affordability and Service Limitations

44. Using the table below, please indicate the download and upload speeds of the services to be offered in the proposed service area offered over the initial five years of the project (attach additional sheets if necessary). The non-discounted or rack rate monthly pricing of unbundled internet-only service should be included for each service offered, as well as the monthly data allowance for customers (if applicable):

Download Speed (Mbps)	Upload Speed (Mbps)	Monthly Cost	Monthly Data Allowance (GB)
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]

45. Do you participate in the federal Lifeline program?

Yes No

46. Do you plan to offer a lower-cost monthly subscription plan for low-income households in the proposed service area?

Yes No

If yes, please briefly describe the program including the type of service to be offered, the monthly cost for qualifying household, and how you plan to determine household eligibility for such a program, (400 words max.):

If funded, Air Advantage will provide low-income households within the proposed service area a lower-cost monthly subscription rate. Air Advantage will discount any subscriber demonstrating this need in accordance with State definitions. If a student qualifies for the Federal Free and Reduced Lunch program, Air Advantage will provide them with a discount as well. Discounts will generally be \$25.00 per month per service offering and special circumstances will also be taken into account. Air Advantage has offered "Internet Scholarships" for the past several years. This program provides a student with free Internet access while in High School for the entire term of their schooling. This service has been offered to many students over the past 17 years of our existence and we have seen remarkable results from this program. We will continue this program with or without this award.

47. Does any of the proposed service area include (wholly or partially) an eligible distressed area (a list of eligible distressed areas can be found here: https://www.michigan.gov/mshda/0,4641,7-141-48987_75951-181277--,00.html)?
 Yes No

If yes, please list the distressed community(ies) impacted by the proposed service area:

Adoption Strategy

- 48. Please describe any proposed digital literacy training events, materials, and/or resources that will be provided to residents or businesses impacted by the proposed connectivity. Include the number and type of events, including commitments from any partners included in the digital literacy training and the anticipated outcomes from related activities. The description must provide clear detail and contain measurable metrics (400 words max.):

When people go from having slower than desired Internet at home to having high speed Internet, they often are well aware of ways they can utilize that speed to be more efficient and increase their on-line experience. However, there are other adopters who may need help understanding ways they can then make better use of this new Internet access. Air Advantage has conducted many training sessions in the past for rural residents. That training may have simply covered basic computer use, or it may be very detailed training regarding specific programs such as Microsoft Excel, Word, GoToMeeting, how to use FaceTime and others. In order to provide necessary training we partner with area libraries, schools, or government agencies who are also our current customers to ensure we meet the needs of a particular area. Training may occur in a library, school or community center. Such training can provide residents with the ability to be better informed, more efficient or an improved quality of life. Air Advantage will conduct such training sessions to rural residents if funding is approved. Please see attachment AirAdvantage_Question_48.pdf for example training sessions that Air Advantage has conducted in the past. Upon successful funding of this grant, Air Advantage will update these course materials and provide the necessary training to interested residents of the funded service area. REMC10 and Akron-Fairgrove Schools have both committed to providing their facilities for awareness and adoption training. See their letters of support in attachment entitled AirAdvantage_Question_49.pdf.

49. Please describe the materials and method(s) to be used for providing residents and businesses with information promoting the use of an internet connection for improving quality of life, access to resources, economic opportunity, etc., in the proposed service area. Partnerships with local CAIs that build awareness for enriching online opportunities for residents and businesses are highly encouraged. Examples of these opportunities include, but are not limited to, telehealth applications, access to government services, e-learning, job and career readiness programs, public safety information, cybersecurity training, etc. This description must provide clear detail and contain measurable metrics (400 words max.):

Experience has shown us that working with local entities is the best way to get the word out to increase Internet access and offer training opportunities on how to best utilize that access. Local schools and libraries are often key areas for rural communities, thus a large percentage of the population can be reached by utilizing school newsletters or local newspaper articles regarding announcing training for improved Internet access and improved on-line opportunities. REMC10 and Akron-Fairgrove Schools have both committed to providing their facilities for awareness and adoption training. See their letters of support in attachment entitled AirAdvantage_Question_49.pdf.

Grant Funded Fiber to the Home Coverage



Attachment 3

Village of Akron

Number	Street	Address	City	State	Zip Code
4034	AKRON RD	4034 AKRON ROAD	AKRON	MI	48701
4197	BEACH ST	4197 BEACH STREET	AKRON	MI	48701
4265	BEACH ST	4265 BEACH STREET	AKRON	MI	48701
4438	BEACH ST	4438 BEACH STREET	AKRON	MI	48701
4152	BEACH ST	4152 BEACH STREET	AKRON	MI	48701
4263	BEACH ST	4263 BEACH STREET	AKRON	MI	48701
4114	BEACH ST	4114 BEACH STREET	AKRON	MI	48701
4201	BEACH ST	4201 BEACH STREET	AKRON	MI	48701
4211	BEACH ST	4211 BEACH STREET	AKRON	MI	48701
4278	BEACH ST	4278 BEACH STREET	AKRON	MI	48701
4146	BEACH ST	4146 BEACH STREET	AKRON	MI	48701
4282	BEACH ST	4282 BEACH STREET	AKRON	MI	48701
4198	BEACH ST	4198 BEACH STRRET	AKRON	MI	48701
4219	BEACH ST	4219 BEACH STREET	AKRON	MI	48701
4289	BEACH ST	4289 BEACH STREET	AKRON	MI	48701
4172	BEACH ST	4172 BEACH STREET	AKRON	MI	48701
4232	BEACH ST	4232 BEACH STREET	AKRON	MI	48701
4300	BEACH ST	4300 BEACH STREET	AKRON	MI	48701
4180	BEACH ST	4180 BEACH STREET	AKRON	MI	48701
4239	BEACH ST	4239 BEACH STREET	AKRON	MI	48701
4304	BEACH ST	4304 BEACH STREET	AKRON	MI	48701
4183	BEACH ST	4183 BEACH STREET	AKRON	MI	48701
4240	BEACH ST	4240 BEACH STREET	AKRON	MI	48701
4311	BEACH ST	4311 BEACH STREET	AKRON	MI	48701
4188	BEACH ST	4188 BEACH STREET	AKRON	MI	48701
4180	BEACH ST	4180 BEACH STREET	AKRON	MI	48701
4326	BEACH ST	4326 BEACH STREET	AKRON	MI	48701
4191	BEACH ST	4191 BEACH STREET	AKRON	MI	48701
4256	BEACH ST	4256 BEACH STREET	AKRON	MI	48701
4262	BEACH ST	4262 BEACH STREET	AKRON	MI	48701
4311	BEACH ST	4311 BEACH STREET	AKRON	MI	48701
4334	BEACH ST	4334 BEACH STREET	AKRON	MI	48701
4423	BEACH ST	4423 BEACH STREET	AKRON	MI	48701
4268	CENTER ST	4268 CENTER STREET	AKRON	MI	48701
4341	BEACH ST	4341 BEACH STREET	AKRON	MI	48701
4434	BEACH ST	4434 BEACH STREET	AKRON	MI	48701
4437	BEACH ST	4437 BEACH STREET	AKRON	MI	48701
4342	BEACH ST	4342 BEACH STREET	AKRON	MI	48701
4347	BEACH ST	4347 BEACH STREET	AKRON	MI	48701
4439	BEACH ST	4439 BEACH STREET	AKRON	MI	48701
4360	BEACH ST	4360 BEACH STREET	AKRON	MI	48701

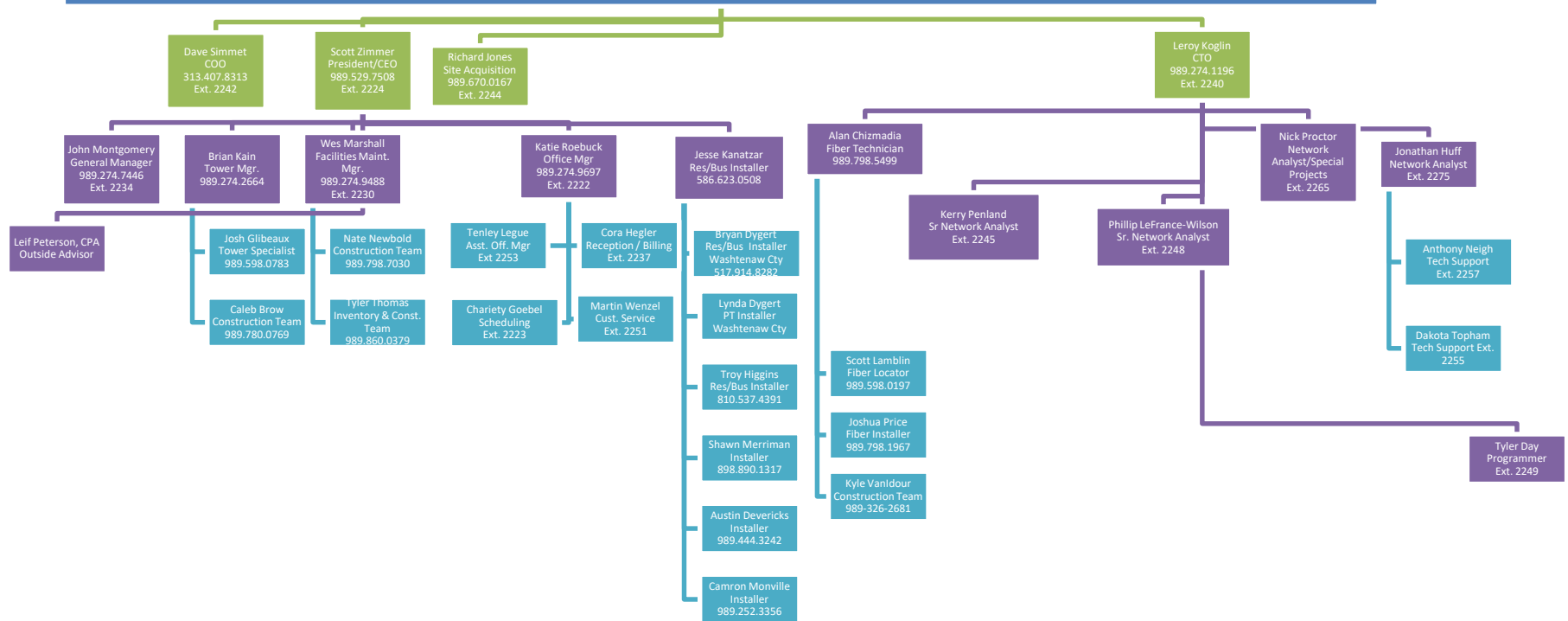
4452	BEACH ST	4452 BEACH STREET	AKRON	MI	48701
4366	BEACH ST	4366 BEACH STREET	AKRON	MI	48701
4117	BEACH ST	4117 BEACH STREET	AKRON	MI	48701
4412	BEACH ST	4412 BEACH STREET	AKRON	MI	48701
4260	CENTER ST	4260 CENTER STREET	AKRON	MI	48701
4276	CENTER ST	4276 CENTER STREET	AKRON	MI	48701
3746	N. MAIN ST	3746 N. MAIN STREET	AKRON	MI	48701
4284	CENTER ST	4284 CENTER STREET	AKRON	MI	48701
4287	CENTER ST	4287 CENTER STREET	AKRON	MI	48701
4292	CENTER ST	4292 CENTER STREET	AKRON	MI	48701
4296	CENTER ST	4296 CENTER STREET	AKRON	MI	48701
4297	CENTER ST	4297 CENTER STREET	AKRON	MI	48701
4267	CHURCH ST	4267 CHURCH STREET	AKRON	MI	48701
4279	CHURCH ST	4279 CHURCH STREET	AKRON	MI	48701
3540	DAVIS ST	3540 DAVIS STREET	AKRON	MI	48701
4177	EAST ST	4177 EAST STREET	AKRON	MI	48701
4181	EAST ST	4181 EAST STREET	AKRON	MI	48701
4187	EAST ST	4187 EAST STREET	AKRON	MI	48701
4210	EAST ST	4210 EAST STREET	AKRON	MI	48701
3400	PINE ST	3400 PINE STREET	AKRON	MI	48701
3632	EMERY ST	3632 EMERY STREET	AKRON	MI	48701
3636	EMERY ST	3636 EMERY STREET	AKRON	MI	48701
3641	EMERY ST	3641 EMERY STREET	AKRON	MI	48701
3654	EMERY ST	3654 EMERY STREET	AKRON	MI	48701
3673	EMERY ST	3673 EMERY STREET	AKRON	MI	48701
3677	EMERY ST	3677 EMERY STREET	AKRON	MI	48701
3680	EMERY ST	3680 EMERY STREET	AKRON	MI	48701
4280	LYNN ST	4280 LYNN STREET	AKRON	MI	48701
4230	LYNN ST	4230 LYNN STREET	AKRON	MI	48701
4264	LYNN ST	4264 LYNN STREET	AKRON	MI	48701
4270	LYNN ST	4270 LYNN STREET	AKRON	MI	48701
4275	LYNN ST	4275 LYNN STREET	AKRON	MI	48701
4276	LYNN ST	4276 LYNN STREET	AKRON	MI	48701
4281	LYNN ST	4281 LYNN STREET	AKRON	MI	48701
4286	LYNN ST	4286 LYNN STREET	AKRON	MI	48701
4290	LYNN ST	4290 LYNN STREET	AKRON	MI	48701
3520	N. MAIN ST	3520 N. MAIN STREET	AKRON	MI	48701
3616	N. MAIN ST	3616 N. MAIN STREET	AKRON	MI	48701
3626	N. MAIN ST	3626 N. MAIN STREET	AKRON	MI	48701
3640	N. MAIN ST	3640 N. MAIN STREET	AKRON	MI	48701
3654	N. MAIN ST	3654 N. MAIN STREET	AKRON	MI	48701
4260	CENTER ST	4260 CENTER STREET	AKRON	MI	48701
3663	N. MAIN ST	3663 N. MAIN STREET	AKRON	MI	48701
3676	N. MAIN ST	3676 N. MAIN STREET	AKRON	MI	48701

3684	N. MAIN ST	3684 N. MAIN STREET	AKRON	MI	48701
3685	N. MAIN ST	3685 N. MAIN STREET	AKRON	MI	48701
3693	N. MAIN ST	3693 N. MAIN STREET	AKRON	MI	48701
3703	N. MAIN ST	3703 N. MAIN STREET	AKRON	MI	48701
3708	N. MAIN ST	3708 N. MAIN STREET	AKRON	MI	48701
3711	N. MAIN ST	3711 N. MAIN STREET	AKRON	MI	48701
3729	N. MAIN ST	3729 N. MAIN STREET	AKRON	MI	48701
3736	N. MAIN ST	3736 N. MAIN STREET	AKRON	MI	48701
3739	N. MAIN ST	3739 N. MAIN STREET	AKRON	MI	48701
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3752	N. MAIN ST	3752 N. MAIN STREET	AKRON	MI	48701
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3771	N. MAIN ST	3771 N. MAIN STREET	AKRON	MI	48701
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3796	N. MAIN ST	3796 N. MAIN STREET	AKRON	MI	48701
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3259	S. MAIN ST	3259 S. MAIN STREET	AKRON	MI	48701
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3288	S. MAIN ST	3288 S. MAIN STREET	AKRON	MI	48701
3337	S. MAIN ST	3337 S. MAIN STREET	AKRON	MI	48701
3356	S. MAIN ST	3356 S. MAIN STREET	AKRON	MI	48701
3357	S. MAIN ST	3357 S. MAIN STREET	AKRON	MI	48701
3390	S. MAIN ST	3390 S. MAIN STREET	AKRON	MI	48701
3402	S. MAIN ST	3402 S. MAIN STREET	AKRON	MI	48701
3418	S. MAIN ST	3418 S. MAIN STREET	AKRON	MI	48701
3429	S. MAIN ST	3429 S. MAIN STREET	AKRON	MI	48701
3432	S. MAIN ST	3432 S. MAIN STREET	AKRON	MI	48701
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3319	MERRY RD	3319 MERRY ROAD	AKRON	MI	48701
3410	MILL ST	3410 MILL STREET	AKRON	MI	48701
3419	MILL ST	3419 MILL STREET	AKRON	MI	48701
3670	N. PINE ST	3670 N. PINE STREET	AKRON	MI	48701
3433	MILL ST	3433 MILL STREET	AKRON	MI	48701
3453	MILL ST	3453 MILL STREET	AKRON	MI	48701
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3465	MILL ST	3465 MILL STREET	AKRON	MI	48701
3479	MILL ST	3479 MILL STREET	AKRON	MI	48701
3480	MILL ST	3480 MILL STREET	AKRON	MI	48701
4267	NORTH ST	4267 NORTH STREET	AKRON	MI	48701
4273	NORTH ST	4273 NORTH STREET	AKRON	MI	48701
4274	NORTH ST	4274 NORTH STREET	AKRON	MI	48701

4284	NORTH ST	4284 NORTH STREET	AKRON	MI	48701
4285	NORTH ST	4285 NORTH STREET	AKRON	MI	48701
4288	NORTH ST	4288 NORTH STREET	AKRON	MI	48701
4295	NORTH ST	4295 NORTH STREET	AKRON	MI	48701
4304	NORTH ST	4304 NORTH STREET	AKRON	MI	48701
4320	NORTH ST	4320 NORTH STREET	AKRON	MI	48701
4330	NORTH ST	4330 NORTH STREET	AKRON	MI	48701
3450	N. PINE ST	3450 N. PINE STREET	AKRON	MI	48701
3380	S. PINE ST	3380 S. PINE STREET	AKRON	MI	48701
3409	S. PINE ST	3409 NORTH STREET	AKRON	MI	48701
3412	S. PINE ST	3412 S. PINE STREET	AKRON	MI	48701
3413	S. PINE ST	3413 S. PINE STREET	AKRON	MI	48701
4265	WILBUR ST	4265 WILBUR STREET	AKRON	MI	48701
4271	WILBUR ST	4271 WILBUR STREET	AKRON	MI	48701
4272	WILBUR ST	4272 WILBUR STREET	AKRON	MI	48701
4318	WILBUR ST	4318 WILBUR STREET	AKRON	MI	48701
4331	WILBUR ST	4331 WILBUR STREET	AKRON	MI	48701
3416	S. PINE ST	3416 S. PINE STREET	AKRON	MI	48701
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4373	S. PINE ST	4373 S. PINE STREET	AKRON	MI	48701
4374	S. PINE ST	4374 S. PINE STREET	AKRON	MI	48701
4397	S. PINE ST	4397 S. PINE STREET	AKRON	MI	48701
4419	S. PINE ST	4419 S. PINE STREET	AKRON	MI	48701
3802	RAYL RD	3802 RAYL ROAD	AKRON	MI	48701
3803	RAYL RD	3803 RAYL ROAD	AKRON	MI	48701
3706	RINGLE RD	3706 RINGLE ROAD	AKRON	MI	48701
3415	S. SCHOOL ST	3415 S. SCHOOL ST	AKRON	MI	48701
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3441	S. SCHOOL ST	3441 S. SCHOOL ST	AKRON	MI	48701
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4282	BEACH ST	4282 BEACH STREET	AKRON	MI	48701
4470	BEACH ST	4470 BEACH STREET	AKRON	MI	48701

4262	BEACH ST	4262 BEACH STREET	AKRON	MI	48701
4263	CENTER ST	4263 CENTER STREET	AKRON	MI	48701
4281	CENTER ST	4281 CENTER STREET	AKRON	MI	48701
3555	N. SCHOOL ST	3555 N. SCHOOL	AKRON	MI	48701
3543	DAVIS ST	3543 DAVIS STREET	AKRON	MI	48701
3615	DAVIS ST	3615 DAVIS STREET	AKRON	MI	48701
4225	EAST ST	4225 EAST STREET	AKRON	MI	48701
3661	EMERY ST	3661 EMERY STREET	AKRON	MI	48701
3641	EMERY ST	3641 EMERY STREET	AKRON	MI	48701
3254	JUDD RD	3254 S. JUDD ROAD	AKRON	MI	48701
4330	LYNN ST	4330 LYNN STREET	AKRON	MI	48701
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3583	N. MAIN ST	3583 N. MAIN STREET	AKRON	MI	48701
3592	N. MAIN ST	3592 N. MAIN STREET	AKRON	MI	48701
3603	N. MAIN ST	3603 N. MAIN STREET	AKRON	MI	48701
3609	N. MAIN ST	3609 N. MAIN STREET	AKRON	MI	48701
3617	N. MAIN ST	3617 N. MAIN STREET	AKRON	MI	48701
3660	N. MAIN ST	3660 N. MAIN STREET	AKRON	MI	48701
3749	N. MAIN ST	3749 N. MAIN STREET	AKRON	MI	48701
3763	N. MAIN ST	3763 N. MAIN STREET	AKRON	MI	48701
3778	N. MAIN ST	3778 N. MAIN STREET	AKRON	MI	48701
3793	N. MAIN ST	3793 N. MAIN STREET	AKRON	MI	48701
3403	S. MAIN ST	3403 S. MAIN STREET	AKRON	MI	48701
3419	S. MAIN ST	3419 S. MAIN STREET	AKRON	MI	48701
3451	S. MAIN ST	3451 S. MAIN STREET	AKRON	MI	48701
3466	S. MAIN ST	3466 S. MAIN STREET	AKRON	MI	48701
4300	NORTH ST	4300 NORTH STREET	AKRON	MI	48701
4325	NORTH ST	4325 NORTH STREET	AKRON	MI	48701
4334	NORTH ST	4334 NORTH STREET	AKRON	MI	48701
3419	S. PINE ST	3419 S. PINE STREET	AKRON	MI	48701
4408	S. PINE ST	4408 S. PINE STREET	AKRON	MI	48701
3810	RAYL RD	3810 RAYL ROAD	AKRON	MI	48701
3649	N. SCHOOL ST	3649 N. SCHOOL STREET	AKRON	MI	48701
3659	N. SCHOOL ST	3659 N. SCHOOL STREET	AKRON	MI	48701
3880	RAYL RD	3880 RAYL RD	AKRON	MI	48701
4380	BEACH ST	4380 BEACH ST	AKRON	MI	48701
4384	BEACH ST	4384 BEACH ST	AKRON	MI	48701

Air Advantage Customers





Air Advantage History and Summary Background

Air Advantage began providing broadband wireless service throughout the Thumb of Michigan in 2002 with 5 tower antennas serving a potential market of about 2,000 people. Air Advantage connected its first customer on July 25, 2002 in Pigeon Michigan. Its initial geographic market included Huron, Tuscola and Sanilac Counties located in what is considered the heart of Michigan's "Thumb". This entire geographic area represents approximately 61,000 households and about 4.6% of the total land mass of Michigan. This area is considered very rural and averages 45 households per square mile compared to the statewide average of 175 households per square mile.

Since its inception, Air Advantage has expanded its coverage throughout the Thumb. In addition to its original coverage area, Air Advantage now serves portions of rural Saginaw, Bay, Lapeer, St. Clair, Shiawassee, Genesee, Oakland, Washtenaw, and Macomb Counties. The Company's original 5-tower network has grown to over 144 towers serving nearly 6,000 commercial and residential customers. Our network passes nearly 300,000 potential subscribers.

In 2012, Air Advantage built and activated a 450-mile fiber network designed to provide unlimited backhaul bandwidth to its existing towers. In addition to serving those wireless towers, the fiber network also delivers fiber to the premise (FTTP) service to schools, businesses, governmental organizations, health care facilities, and residential homes. That fiber network has grown to over 600 miles since 2012. This network is positioned to deliver fiber to the home (FTTH) service to rural communities throughout the Thumb. Partnership agreements with other privately-owned fiber networks provides Air Advantage access to an additional nearly 500 miles of fiber throughout the Region.

Air Advantage is a Michigan-based limited liability company whose Founder owners include Scott and Dawn Zimmer, Leroy A. Koglin, Jr. and David Simmet. Together, these Founder Members own 71% of the total member units. The Michigan Economic Development Corporation is a Preferred Member through a 2011 investment made in Air Advantage giving them 25% of the member units. Two individual Investor Members own 4% of the member units. Dawn Zimmer was President and Founder of Zimco, Inc., a technology consulting firm delivering technology consulting, training and support services to educational customers throughout the Mid-Michigan region since 1994. Dawn sold Zimco in 2018 and continues in an advisory role to Air Advantage.

In the early 2000's while Zimco was expanding its consulting services to schools in the rural Thumb of Michigan, its employees were often made aware of customer challenges in finding a cost-effective provider of broadband services. In addition, Zimco, as a technology-consulting firm, required Internet access. It was crucial to its core business, yet commercial service prices were being quoted in excess of \$400/month for ISDN service which was deemed not cost effective for this growing business need. Less than 20 miles away, that same service was available for as little as \$50/month and Zimco quickly learned the economics of traditional telecommunication service offerings. Zimco began the search for a viable alternative to the high cost of telecom and cable high-speed access to the Internet.

The Air Advantage concept was developed by owners and employees of Zimco as an affordable answer to this search for high-speed data services in a rural area. This wireless broadband solution gives the Company the ability to provide service to a wide geographic area at an affordable cost.



Air Advantage Key Personnel

Scott Zimmer is the Founder, President/CEO, and Managing Partner of Air Advantage. He graduated Cum Laude with a Bachelor of Business Administration from Saginaw Valley State University. His majors include Accounting and Management. He became a Certified Public Accountant in 1992. Prior to joining his wife at Zimco in 1999, Scott worked at Deloitte & Touche, an international accounting firm where he was responsible for tax and audit services to Fortune 500 clients such as The Dow Chemical Company and General Motors Corporation. In 1992, he joined The F.P. Horak Company as a controller. His last position there was Vice President of Finance and Accounting where he was responsible for financial statement preparation and presentation, budgeting, strategic planning and operational management for a \$23 million corporation.

In 2002 Scott and Dawn created Air Advantage, a wireless Internet Service Provider serving rural customers throughout the Thumb and Mid-Michigan. In 2004 he also helped create PowerComm Electric, a local electrical contractor providing commercial and residential electrical contracting services throughout Michigan.

Scott is a past member of the Frankenmuth School Board where he served three years as President. He is currently active in the Frankenmuth Rotary Club. His other past community service includes the Frankenmuth Community Foundation Board of Governors, the Board of Directors of Lutheran Homes of Michigan and the Frankenmuth Chamber of Commerce Board of Directors. He is active at St. Lorenz Church where he currently sits on the Ministry Council, sings in the Contemporary Praise Band and has served on its Board of Elders and as an Usher.

Dawn Zimmer is the Founder and President of Zimco, Inc which was sold in 2018. Dawn graduated Summa Cum Laude with a Bachelor of Business Administration from Northwood University. Dawn was the Valedictorian of her Associate Degree class and Bachelor's Degree class. Her majors include Computer Information Management, Management and Marketing. Prior to forming Zimco in 1994, Dawn worked for nine years with IBM Corporation where she received several awards for outstanding customer service performance. Two of her prestigious awards included the "100% Club" as well as the "IBM Systems Engineering Symposium". As an Account Systems Engineer, Dawn was responsible for technical consulting and marketing support.

Dawn's responsibilities included business development, technical consulting, and training. Dawn is a four-year Committee Member of the Relay for Life of Frankenmuth. She was also the captain of the Air Advantage Relay for Life team – the Noma Nixers. Dawn has coached both of her sons in youth and middle-school and high-school basketball in the past.



David Simmet is currently a principal and Chief Operating Officer for Air Advantage. He joined Air Advantage in 2007 after 14 years of service at Credit Acceptance Corporation (CACC:Nasdaq). At Credit Acceptance he was most recently the Chief Information Officer (2001 – 2006). Prior to becoming the CIO, he was the Vice President of Information Systems (1997 – 2001) and Director of Information Systems (1992 – 1997). While at Credit Acceptance he oversaw all aspects of information systems, project management, and data warehouse and information security. During his 14 years at Credit Acceptance Dave oversaw the development of a web based application system that drove 100% of revenue for Credit Acceptance. This system became the primary channel for revenue creation as well as cost reduction from an operational standpoint.

Prior to Credit Acceptance Dave worked for Arthur Anderson & Co. (1988 – 1992) as a Senior Consultant within the Business Systems Consulting practice. During this time Dave did project work for many different clients in many different industries including finance, manufacturing, retail and not-for-profit.

Dave is currently a board member for Grosse Pointe Park Little League and has coached his children's baseball teams for the past 15 years.

Dave has a BA in accounting and an MBA with an emphasis in Accounting Information Systems from Michigan State University.

Leroy A. Koglin, Jr. is Air Advantage's Chief Technology Officer. Leroy began working with technology at Harbor Beach Community Schools while in Junior High. While in Junior and Senior High School at Harbor Beach, Leroy was their on-staff technology coordinator. After High School, Leroy spent two years working for Abadata, Inc. as a network technician. He then spent two years at Tuscola Intermediate School District (TISD) as Network Systems Engineer resolving technical issues for 9 schools in Tuscola County. Leroy joined Zimco in November 1999 as a Systems Engineer and helped the Zimmers form Air Advantage in 2002.

Leroy has obtained excellent technical and communication skills through his experiences at TISD, Zimco and Air Advantage. He is responsible for the smooth operation of the fiber and wireless network that serves over 7,000 customers. His duties include co-ownership with responsibilities in all areas of the technology operations. His other responsibilities include: Customer Service & Public Relations; Sales; Resolution of Technical Issues; Network Security; Developing Emerging Technology; and Exploring and Testing Best Solutions for Wireless Technology Delivery.

AFFIDAVIT OF COMMITMENT

STATE OF MICHIGAN)
 ss.
COUNTY OF SAGINAW)

Scott Zimmer, being first duly sworn, deposes and states that he can competently testify to the following facts from his personal knowledge if called as a witness in this case.

- 1.) I execute this affidavit based upon my own personal knowledge and in my capacity as president of Air Advantage, LLC whose principle place of business is 465 North Franklin, Suite C, Frankenmuth, MI 48734.
- 2.) Air Advantage, LLC is an internet broadband service provider.
- 3.) I make this affidavit in conjunction with Air Advantage, LLC’s applications for certain grants titled and pursuant to the Connecting Michigan Communities Grant(s) from the State of Michigan Department of Technology, Management and Budget whose address is George W. Romney Building, 111 South Capitol Avenue, Lansing, MI 48933.
- 4.) Air Advantage, LLC is committed to offer its proposed service and costs in the proposed service area identified in the CMIC Grant application in Tuscola County for not less than five (5) years after project completion.

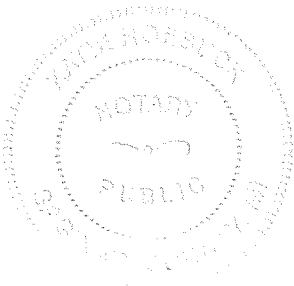
Further deponent sayeth not.

Dated: 1/4/2021

Scott Zimmer
Scott Zimmer, in his capacity as president
of Air Advantage, LLC

Subscribed and sworn to before me, a Notary Public, on this 04 day of January 2019, by Scott Zimmer, in his capacity as president of Air Advantage, LLC.

Katie Roebuck
Katie Roebuck, Notary Public
State of Michigan, County of Saginaw
My commission expires: 12-28-2025
Acting in the County of Saginaw





COOPERATIVE ELEVATOR CO.

"In Unity There Is Strength"

MAIN OFFICE: 7211 E. Michigan Ave. • P.O. Box 619 • Pigeon, MI 48755-0619
Tel: (989) 453-4500 • Fax: (989) 453-3942

December 10, 2020

Scott Zimmer, President
Air Advantage
465 N. Franklin Street, Suite C
Frankenmuth, MI 48734

Dear Mr. Zimmer,

I support the efforts of Air Advantage to enhance the broadband service in the Village of Akron, Michigan. The area customers of Cooperative Elevator Co. urgently need the ability to connect to high-speed internet in order to provide desperately needed services such as access to online commodity market information and agronomy product pricing.

Since the COVID 19 pandemic, more and more people are relying on high-speed internet. The residents in rural areas have been severely impacted by COVID as our access to high-speed internet is very limited.

We are happy to support the adoption of the many uses of having high-speed internet access.

Sincerely,

Barry Albrecht
Vice-President of Information Technology



516 South Main Street, Suite D | Frankenmuth, Michigan | 989.262.85

December 30, 2020

Mr. Scott Zimmer
Air Advantage
465 N Franklin, Suite C
Frankenmuth, Michigan

Dear Scott:

The Michigan Bean Commission supports the efforts of Air Advantage to enhance broadband throughout Tuscola County, specifically through its grant application for providing Fiber to the Home in Akron, Michigan along with Fiber to the Home and fixed wireless upgrades in Deford, Michigan.

The agricultural community is strong throughout Tuscola County. Agriculture is Tuscola County's leading industry. Area farmers desperately need better broadband services to connect with local ag-related suppliers, to obtain up to the minute weather reporting, gain access to commodity market information and pricing, and to improve their quality of life.

Many Tuscola County farm families include spouses and school-aged or college students at home that need better broadband to work and learn remotely as businesses and schools are shut down due to the on-going pandemic. Services in the two areas mentioned above are lacking and significant improvements are needed. The projects proposed by Air Advantage will provide significant improvement to the area.

COVID-19 has resulted in more and more people relying on high-speed broadband services. Rural areas have been disproportionately hard hit as broadband access above 10 Mbps is severely limited throughout Tuscola County.

The projects proposed by Air Advantage will help improve broadband access throughout the areas they propose to serve with these grant funds. The Michigan Bean Commission strongly supports these efforts and looks forward to seeing these broadband services improved.

Sincerely,

MICHIGAN BEAN COMMISSION

Joe Cramer

Joseph Cramer, Executive Director



Star of the West Milling Co.

P.O. Box 146
Frankenmuth, Michigan 48734
Telephone (989) 652-9971
Fax (989) 652-6358

December 30, 2020

Mr. Scott Zimmer
Air Advantage
465 N. Franklin, Suite C
Frankenmuth, MI 48734

Dear Scott,

Star of the West Milling Company strongly supports your efforts to expand and enhance broadband internet coverage throughout rural Tuscola County. We are excited about your current grant proposal to provide fiber connectivity into Akron and Deford, Michigan along with enhanced wireless transmission equipment on the tower located in Deford, Michigan.

As an agri-business operating heavily in Tuscola County, we recognize the need by the farming community in rural Tuscola county to have access to real-time market information, weather, and agricultural news. This is only possible with access to high speed broadband internet connectivity. Agriculture is the largest industry in Tuscola county and without access to leading edge technology and information, the industry continues to operate at a disadvantage to other regions of the state and country.

In addition to a direct impact on agri-business in Tuscola county, high speed broadband internet access impacts the quality of life for all residents of this county. Agriculture continues to struggle with retaining growers and labor in rural communities. Lacking high speed broadband internet access negatively impacts quality of life for the residents of rural communities and gives young people another reason to leave the farm for other occupations in other parts of the state and regions of the country. This next generation remaining in agriculture is vital to our ability to provide a cost effective and sustainable food supply for the nation and the world.

Star of the West Milling Company applauds the initiative by Air Advantage and looks forward to broadband improvements that these grant funds will support.

Yours truly,

Michael Fassezke
President, Flour Milling Division
Star of the West Milling Company



COOPERATIVE ELEVATOR CO.

"In Unity There Is Strength"

MAIN OFFICE: 7211 E. Michigan Ave. • P.O. Box 619 • Pigeon, MI 48755-0619
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December 10, 2020

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Air Advantage
465 N. Franklin Street, Suite C
Frankenmuth, MI 48734

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Sincerely,

Barry Albrecht
Vice-President of Information Technology



516 South Main Street, Suite D | Frankenmuth, Michigan | 989.262.85

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Many Tuscola County farm families include spouses and school-aged or college students at home that need better broadband to work and learn remotely as businesses and schools are shut down due to the on-going pandemic. Services in the two areas mentioned above are lacking and significant improvements are needed. The projects proposed by Air Advantage will provide significant improvement to the area.

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The projects proposed by Air Advantage will help improve broadband access throughout the areas they propose to serve with these grant funds. The Michigan Bean Commission strongly supports these efforts and looks forward to seeing these broadband services improved.

Sincerely,

MICHIGAN BEAN COMMISSION

Joe Cramer

Joseph Cramer, Executive Director



Star of the West Milling Co.

P.O. Box 146
Frankenmuth, Michigan 48734
Telephone (989) 652-9971
Fax (989) 652-6358

December 30, 2020

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Air Advantage
465 N. Franklin, Suite C
Frankenmuth, MI 48734

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In addition to a direct impact on agri-business in Tuscola county, high speed broadband internet access impacts the quality of life for all residents of this county. Agriculture continues to struggle with retaining growers and labor in rural communities. Lacking high speed broadband internet access negatively impacts quality of life for the residents of rural communities and gives young people another reason to leave the farm for other occupations in other parts of the state and regions of the country. This next generation remaining in agriculture is vital to our ability to provide a cost effective and sustainable food supply for the nation and the world.

Star of the West Milling Company applauds the initiative by Air Advantage and looks forward to broadband improvements that these grant funds will support.

Yours truly,

Michael Fassezke
President, Flour Milling Division
Star of the West Milling Company

Community Anchor Institutions

All Community Anchor Institutions* (CAIs) in Akron are already served by the Air Advantage Fiber Network. While the implementation of this project (Akron Fiber To The Home) will not have a direct impact on the CAIs in Akron, it will certainly have an impact on the residents who utilize the CAI services.

For example, residents will be more likely to attend a remote Village of Akron Board Meeting if the resident have internet that is capable of participating in a Zoom meeting. A resident could look up key area police information if they have reliable and capable internet.

Perhaps most important, the funding of this project will have a major impact on the students, parents and teachers of Akron-Fairgrove Schools. COVID-19 has exposed a critical need for faster internet connection speeds in rural areas. Today more than ever, students without fast and reliable internet for online schooling are being left behind.

According to a local school Superintendent, "Internet is like electricity, like water. It's become so ingrained in learning. I think the pandemic has put it in the forefront. Education can't be that unequal for kids."

The benefits are clear for the students and teachers in the Akron-Fairgrove Schools district.

* Village of Akron, Akron Fire Department, Akron Police Department, Akron-Fairgrove Schools

Regional Educational Media Center #10

Serving the Schools of the Thumb

www.remc10.org



December 16, 2020

Dear Air Advantage,

I am writing on behalf of REMC 10 expressing support for Air Advantage's application for the Connecting Michigan Communities Grant, and their pursuit of funding designed to expand broadband services in {Lapeer/St Clair/Tuscola} County.

REMC 10 and it's 26 member schools are connected by fiber in each building. However, the pandemic has really shown how badly many students in rural areas lack sufficient broadband service necessary to participate in virtual learning, complete homework and on-line assignments. Expanding broadband service such as what Air Advantage is proposing will help students get the access they need to help in their educational experience.

Insufficient access to broadband service limits our area in opportunity compared to areas with reliable, high speed Internet service. This lack of adequate broadband puts our students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace. This lack of sufficient broadband service stifles the economic development of our region and limits the ability for local businesses to compete, students to learn, and residents to perform simple on-line tasks such as participating in school board and other public meetings, bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade Internet access in our area, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and economic development for our area, and provide our residents with a better quality of life.

We support Air Advantage implementing the latest Internet technology in our area and are excited about the opportunities that would be provided by this grant funding.

We appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high speed, reliable broadband Internet service to Tuscola County and the greater Thumb Area.

Sincerely

A handwritten signature in black ink that reads 'Robert J. Frost'.

Robert J. Frost
Director

REMC 10, 1401 Cleaver Rd, Caro, MI 48723

Web: <http://www.remc10.org> * Phone: 989.269.7212 * Fax: 989.673.4228 * Email: rfrost@remc10.org



Akron-Fairgrove Schools



2800 N. Thomas Rd., Box 319, Fairgrove, Michigan 48733

Central Office: 989.693.6163

www.akronfairgrove.org

December 31, 2020

Scott Zimmer, President
Air Advantage
465 N. Franklin Street, Suite C
Frankenmuth, MI 48734

Dear Mr. Zimmer,

I would like to let you know of my support of the efforts of Air Advantage to enhance the broadband service in the Village of Akron, Michigan. The students, teachers and the community of Akron-Fairgrove Schools urgently need the ability to connect to high-speed internet in order to provide desperately needed services such as access to online instruction, health-care, and the ability to work from home.

Due to the COVID 19 pandemic, and particularly in our case, we have had to increasingly rely on high-speed internet, yet, residents in rural areas have been severely impacted by COVID as our access to high-speed internet is so limited. Even without remote learning, students and teachers need the ability to have usable, reliable internet access at home.

Akron-Fairgrove Schools would be willing to partner with Air Advantage and/or the public to allow the use of our facilities (where appropriate) for digital literacy training for area residents and businesses. Accordingly, we would lend support by allowing Air Advantage to provide flyers that can be distributed from the school to our families.

Sincerely,

Diane Foster, Superintendent
Akron-Fairgrove Schools



TUSCOLA COUNTY
ECONOMIC DEVELOPMENT CORP

Empowering Leaders in Agriculture, Manufacturing, and Clean Energy

December 16, 2020

Air Advantage
Mr. Scott Zimmer
465 N. Franklin #C
Frankenmuth, MI 48734

Dear Scott,

Please consider this a letter of support from the Tuscola County Economic Development Corporation and the Brownfield Redevelopment Authority for the grant application to be submitted by Air Advantage for the Connecting Michigan Communities program. The Tuscola County EDC is based in Caro, but provides service to all types of businesses - including manufacturing home-based businesses and agricultural processing - throughout all parts of Tuscola County. This includes the communities of Akron and Deford.

The EDC staff knows from talking to business owners, managers and educational officials first hand over the past several years that a large number of Tuscola County business and home locations still need access to high-speed broadband internet service.

All the EDC staff and some of our board members have worked with Air Advantage in the past, and appreciate your knowledge of what internet service is needed in Tuscola County and the entire Thumb Area. We also thank you for allowing the EDC to provide this input and support for the CMC grant application. The EDC encourages the Michigan Department of Technology Management and Budget to continue this funding opportunity in the future!

Thank you to Air Advantage for the great service you have provided to Tuscola County over the past year.

Sincerely,

Stephen D. Erickson
Executive Director

Jim McLoskey
Communications Director



COMMITTEES:
ECONOMIC AND SMALL BUSINESS
DEVELOPMENT, CHAIR
EDUCATION AND CAREER READINESS,
VICE CHAIR
ENERGY AND TECHNOLOGY,
VICE CHAIR
INSURANCE AND BANKING

MICHIGAN SENATE
KEN HORN
STATE SENATOR
32ND DISTRICT

APPROPRIATIONS SUBCOMMITTEES
CAPITAL OUTLAY, CHAIR
TALENT AND ECONOMIC
DEVELOPMENT/MEDC, CHAIR
UNIVERSITIES AND COMMUNITY
COLLEGES, VICE CHAIR

December 17, 2020

Air Advantage
Attn: Scott Zimmer
465 North Franklin Street
Suite C
Frankenmuth, MI 48734

RE: Connecting Michigan Communities Grant

To Whom It May Concern:

I write today to express my support for Air Advantage's application for the Connecting Michigan Communities Grant and their pursuit of funding designed to expand broadband services in Michigan's Thumb Region.

Insufficient access to broadband services limits the Thumb area in opportunity compared to other areas with reliable and high-speed internet service. Now more than ever, this lack of adequate broadband puts students, healthcare professionals and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace. This absence of sufficient broadband service stifles the economic development of the region and limits the ability for local businesses to compete, students to learn and residents to perform simple online tasks such as bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade and expand internet access in the Thumb region, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and job creation, and provide residents with a higher quality of life. The need for access to reliable internet has only been increasingly highlighted as our state continues to deal with the COVID-19 pandemic.

Please accept this letter as my strong endorsement for grant funding for Air Advantage. I appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high-speed, reliable broadband internet service to the residents of Michigan's Thumb.

Sincerely,

Ken Horn
State Senator
The 32nd District



84TH DISTRICT
STATE CAPITOL
P.O. BOX 30014
LANSING, MI 48909-7514
PHONE: (517) 373-0476
FAX: (517) 373-9852
RepPhilGreen@house.mi.gov
www.RepPhilGreen.com

MICHIGAN HOUSE OF REPRESENTATIVES

PHIL GREEN
STATE REPRESENTATIVE

COMMITTEES:
APPROPRIATIONS
SUBCOMMITTEES:
HEALTH AND HUMAN SERVICES,
VICE CHAIR
NATURAL RESOURCES AND
ENVIRONMENTAL QUALITY
HIGHER EDUCATION AND
COMMUNITY COLLEGES
AGRICULTURE AND RURAL
DEVELOPMENT

December 17, 2020

Air Advantage
Attn: Scott Zimmer
465 N Franklin Street
Suite C
Frankenmuth, MI 48734

Dear Air Advantage,

I write to express my support for Air Advantage's application for the Connecting Michigan Communities Grant, and their pursuit of funding designed to expand broadband services in Michigan's Thumb Region through bringing fiber into the Akron and Deford area.

Insufficient access to broadband service limits opportunities available in the Thumb compared to other areas with reliable, high speed internet service. This lack of adequate broadband puts students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. The changes brought about by COVID-19 have made this need particularly urgent. Broadband is vital to keep up with an increasingly modernized and global marketplace. This lack of sufficient broadband service stifles the economic development of the region and limits the ability for local businesses to compete, students to learn, and residents to perform simple on-line tasks such as bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade and expand internet access in the Thumb area, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and economic development for the area, and provide residents with a better quality of life.

I support Air Advantage's efforts to implement the latest internet technology in the Thumb area and am excited about the opportunities that would be provided by this grant funding. Your efforts to expand broadband throughout Michigan's Thumb are appreciated.

Sincerely,

Phil Green
State Representative
Michigan's 84th District





THE SENATE
STATE OF MICHIGAN

KEVIN DALEY
31ST DISTRICT
P.O. BOX 30036
LANSING, MI 48909-7536
PHONE: (517) 373-1777
FAX: (517) 373-6871
senkdaley@senate.michigan.gov

COMMITTEES:
AGRICULTURE, CHAIR
ENVIRONMENTAL QUALITY, VICE CHAIR
EDUCATION AND CAREER READINESS
FINANCE
INSURANCE AND BANKING
LOCAL GOVERNMENT
APPROPRIATIONS SUBCOMMITTEES:
AGRICULTURE AND RURAL
DEVELOPMENT, VICE CHAIR
K-12 AND MICHIGAN
DEPARTMENT OF EDUCATION

December 17, 2020

To Whom it May Concern,

I am writing to express my support for Air Advantage's application for the Connect Michigan Communities Grant and their pursuit of expanding broadband services in the Village of Akron and the Deford area. Insufficient access to broadband service limits opportunities in these areas compared to other areas with reliable, high speed internet service.

This lack of adequate broadband puts students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace – now more than ever as rural families struggle with internet connection while learning and working from home. The lack of sufficient broadband services stifles the economic development of the region, limits the ability for local businesses to compete, and stops residents from being able to perform simple online tasks such as bill paying and e-commerce.

The approval of Air Advantage's grant application will upgrade and expand internet access in the Village of Akron and the Deford area, leading to improved efficiency for local education, healthcare, public safety and community centers. The area will continue to become more viable for businesses and economic development while bringing the area's residents the connection modern society demands.

I support Air Advantage implementing the latest technology in the Village of Akron and Deford area and am excited about the opportunities that would be provided by the grant funding. I appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high speed, reliable broadband internet service to Michigan's Thumb.

Sincerely,

Senator Kevin Daley
31st District



Village of Akron Winter Newsletter



4380 Beach Street
Akron, MI 48701

see page 2

President - Jim Dickinson

Village Officials

Jim Dickinson - President
Carol Dworzecki - Pro Tem
Karen Kramer - Trustee
Roxanne Huizar - Trustee
Dana Cox - Trustee
Michael Cox - Trustee

Village of Akron Website

www.villageofakron.org

Village Hours

Mon. 4 pm - 6pm
Tues. & Thurs. 6:30 am -2:30 pm
Wed. 6:30 am - 5:00 Pm
Fri. 4 pm - 8 pm

Village Council Meetings

Third Tuesday of every month
at 6 pm at the Village Hall.

Water and Sewer Rates

Water:

Res. \$32.35
Comm. (Non-Metered) \$42.21
Comm. Base Fee Metered \$42.21

Sewer:

Res. \$25.59
Comm. \$32.44
A-F School \$201.68

Ready to Serve - Sewer:

Res. \$12.80
Comm. \$16.22

Ready to Serve - Water:

Res. \$16.18
Comm. \$21.10

Trash Collection

Every Wednesday

Police Reminders:

**No Parking on Village streets
between 3 am and 6 am.**

Village Reminders

Please remember to pickup
your garbage cans and keep
them off the streets in order
that the streets are able to be
plowed.

Village Police

For those of you that are lucky
enough to get out the area for
the winter, all winter or just a
week or two. Please go online
to the village website and there
is a vacation log to fill out and
return to the Akron Police
Department. This way the Chief
can make sure to go by your
house periodically to check on
it.

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**Merry Christmas and a
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Village of Akron Winter Newsletter



4380 Beach Street
Akron, MI 48701

President - Jim Dickinson

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The grant asks that Air Advantage show there is interest and need for better broadband in Akron. You can show your interest by emailing: info@airadvantage.net to tell them you want fiber in your neighborhood. Your email should include your name, address and a statement that says broadband service above 10MB is not available where you live.

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SPIN	Service Provider Name	Doing Business As	Contact Name	Contact Address	Contact Phone	Form 499 Filer	SPAC Filed
143025508	Air Advantage, LLC		Katie Roebuck	465 N. Franklin, Suite C Frankenmuth MI 48734	989652-9500		2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020

Regional Educational Media Center #10

Serving the Schools of the Thumb

www.remc10.org



December 16, 2020

Dear Air Advantage,

I am writing on behalf of REMC 10 expressing support for Air Advantage's application for the Connecting Michigan Communities Grant, and their pursuit of funding designed to expand broadband services in {Lapeer/St Clair/Tuscola} County.

REMC 10 and it's 26 member schools are connected by fiber in each building. However, the pandemic has really shown how badly many students in rural areas lack sufficient broadband service necessary to participate in virtual learning, complete homework and on-line assignments. Expanding broadband service such as what Air Advantage is proposing will help students get the access they need to help in their educational experience.

Insufficient access to broadband service limits our area in opportunity compared to areas with reliable, high speed Internet service. This lack of adequate broadband puts our students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace. This lack of sufficient broadband service stifles the economic development of our region and limits the ability for local businesses to compete, students to learn, and residents to perform simple on-line tasks such as participating in school board and other public meetings, bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade Internet access in our area, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and economic development for our area, and provide our residents with a better quality of life.

We support Air Advantage implementing the latest Internet technology in our area and are excited about the opportunities that would be provided by this grant funding.

We appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high speed, reliable broadband Internet service to Tuscola County and the greater Thumb Area.

Sincerely

A handwritten signature in black ink, appearing to read 'Robert J. Frost', is written in a cursive style.

Robert J. Frost
Director

REMC 10, 1401 Cleaver Rd, Caro, MI 48723

Web: <http://www.remc10.org> * Phone: 989.269.7212 * Fax: 989.673.4228 * Email: rfrost@remc10.org



Akron-Fairgrove Schools

2800 N. Thomas Rd., Box 319, Fairgrove, Michigan 48733

Central Office: 989.693.6163

www.akronfairgrove.org

December 31, 2020

Scott Zimmer, President
Air Advantage
465 N. Franklin Street, Suite C
Frankenmuth, MI 48734

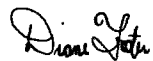
Dear Mr. Zimmer,

I would like to let you know of my support of the efforts of Air Advantage to enhance the broadband service in the Village of Akron, Michigan. The students, teachers and the community of Akron-Fairgrove Schools urgently need the ability to connect to high-speed internet in order to provide desperately needed services such as access to online instruction, health-care, and the ability to work from home.

Due to the COVID 19 pandemic, and particularly in our case, we have had to increasingly rely on high-speed internet, yet, residents in rural areas have been severely impacted by COVID as our access to high-speed internet is so limited. Even without remote learning, students and teachers need the ability to have usable, reliable internet access at home.

Akron-Fairgrove Schools would be willing to partner with Air Advantage and/or the public to allow the use of our facilities (where appropriate) for digital literacy training for area residents and businesses. Accordingly, we would lend support by allowing Air Advantage to provide flyers that can be distributed from the school to our families.

Sincerely,



Diane Foster, Superintendent
Akron-Fairgrove Schools



TUSCOLA COUNTY
ECONOMIC DEVELOPMENT CORP

Empowering Leaders in Agriculture, Manufacturing, and Clean Energy

December 16, 2020

Air Advantage
Mr. Scott Zimmer
465 N. Franklin #C
Frankenmuth, MI 48734

Dear Scott,

Please consider this a letter of support from the Tuscola County Economic Development Corporation and the Brownfield Redevelopment Authority for the grant application to be submitted by Air Advantage for the Connecting Michigan Communities program. The Tuscola County EDC is based in Caro, but provides service to all types of businesses - including manufacturing home-based businesses and agricultural processing - throughout all parts of Tuscola County. This includes the communities of Akron and Deford.

The EDC staff knows from talking to business owners, managers and educational officials first hand over the past several years that a large number of Tuscola County business and home locations still need access to high-speed broadband internet service.

All the EDC staff and some of our board members have worked with Air Advantage in the past, and appreciate your knowledge of what internet service is needed in Tuscola County and the entire Thumb Area. We also thank you for allowing the EDC to provide this input and support for the CMC grant application. The EDC encourages the Michigan Department of Technology Management and Budget to continue this funding opportunity in the future!

Thank you to Air Advantage for the great service you have provided to Tuscola County over the past year.

Sincerely,

Stephen D. Erickson
Executive Director

Jim McLoskey
Communications Director



COMMITTEES
ECONOMIC AND SMALL BUSINESS
DEVELOPMENT, CHAIR
EDUCATION AND CAREER READINESS,
VICE CHAIR
ENERGY AND TECHNOLOGY,
VICE CHAIR
INSURANCE AND BANKING

MICHIGAN SENATE
KEN HORN
STATE SENATOR
32ND DISTRICT

APPROPRIATIONS SUBCOMMITTEES
CAPITAL OUTLAY, CHAIR
TALENT AND ECONOMIC
DEVELOPMENT (MEDC) CHAIR
UNIVERSITIES AND COMMUNITY
COLLEGE, VICE CHAIR

December 17, 2020

Air Advantage
Attn: Scott Zimmer
465 North Franklin Street
Suite C
Frankenmuth, MI 48734

RE: Connecting Michigan Communities Grant

To Whom It May Concern:

I write today to express my support for Air Advantage's application for the Connecting Michigan Communities Grant and their pursuit of funding designed to expand broadband services in Michigan's Thumb Region.

Insufficient access to broadband services limits the Thumb area in opportunity compared to other areas with reliable and high-speed internet service. Now more than ever, this lack of adequate broadband puts students, healthcare professionals and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace. This absence of sufficient broadband service stifles the economic development of the region and limits the ability for local businesses to compete, students to learn and residents to perform simple online tasks such as bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade and expand internet access in the Thumb region, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and job creation, and provide residents with a higher quality of life. The need for access to reliable internet has only been increasingly highlighted as our state continues to deal with the COVID-19 pandemic.

Please accept this letter as my strong endorsement for grant funding for Air Advantage. I appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high-speed, reliable broadband internet service to the residents of Michigan's Thumb.

Sincerely,

Ken Horn
State Senator
The 32nd District



84TH DISTRICT
STATE CAPITOL
P.O. BOX 30014
LANSING, MI 48909-7514
PHONE: (517) 373-0476
FAX (517) 373-9852
RepPhilGreen@house.mi.gov
www.RepPhilGreen.com

MICHIGAN HOUSE OF REPRESENTATIVES

PHIL GREEN
STATE REPRESENTATIVE

COMMITTEES:
APPROPRIATIONS
SUBCOMMITTEES:
HEALTH AND HUMAN SERVICES,
VICE CHAIR
NATURAL RESOURCES AND
ENVIRONMENTAL QUALITY
HIGHER EDUCATION AND
COMMUNITY COLLEGES
AGRICULTURE AND RURAL
DEVELOPMENT

December 17, 2020

Air Advantage
Attn: Scott Zimmer
465 N Franklin Street
Suite C
Frankenmuth, MI 48734

Dear Air Advantage,

I write to express my support for Air Advantage's application for the Connecting Michigan Communities Grant, and their pursuit of funding designed to expand broadband services in Michigan's Thumb Region through bringing fiber into the Akron and Deford area.

Insufficient access to broadband service limits opportunities available in the Thumb compared to other areas with reliable, high speed internet service. This lack of adequate broadband puts students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. The changes brought about by COVID-19 have made this need particularly urgent. Broadband is vital to keep up with an increasingly modernized and global marketplace. This lack of sufficient broadband service stifles the economic development of the region and limits the ability for local businesses to compete, students to learn, and residents to perform simple on-line tasks such as bill paying and e-commerce.

Approving Air Advantage's grant application will upgrade and expand internet access in the Thumb area, improve the efficiency of local education, healthcare, public safety and community centers, improve the viability of the area for businesses and economic development for the area, and provide residents with a better quality of life.

I support Air Advantage's efforts to implement the latest internet technology in the Thumb area and am excited about the opportunities that would be provided by this grant funding. Your efforts to expand broadband throughout Michigan's Thumb are appreciated.

Sincerely,

Phil Green
State Representative
Michigan's 84th District



THE SENATE
STATE OF MICHIGAN

KEVIN DALEY
31ST DISTRICT
P.O. BOX 30036
LANSING, MI 48909-7536
PHONE: (517) 373-1777
FAX: (517) 373-5871
senkdaley@senate.michigan.gov

COMMITTEES:
AGRICULTURE, CHAIR
ENVIRONMENTAL QUALITY, VICE CHAIR
EDUCATION AND CAREER READINESS
FINANCE
INSURANCE AND BANKING
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APPROPRIATIONS SUBCOMMITTEES:
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K-12 AND MICHIGAN
DEPARTMENT OF EDUCATION

December 17, 2020

To Whom it May Concern,

I am writing to express my support for Air Advantage's application for the Connect Michigan Communities Grant and their pursuit of expanding broadband services in the Village of Akron and the Deford area. Insufficient access to broadband service limits opportunities in these areas compared to other areas with reliable, high speed internet service.

This lack of adequate broadband puts students, healthcare professionals, and those serving our community at a disadvantage compared to more urban areas. Broadband is vital to keep up with an increasingly modernized and global marketplace – now more than ever as rural families struggle with internet connection while learning and working from home. The lack of sufficient broadband services stifles the economic development of the region, limits the ability for local businesses to compete, and stops residents from being able to perform simple online tasks such as bill paying and e-commerce.

The approval of Air Advantage's grant application will upgrade and expand internet access in the Village of Akron and the Deford area, leading to improved efficiency for local education, healthcare, public safety and community centers. The area will continue to become more viable for businesses and economic development while bringing the area's residents the connection modern society demands.

I support Air Advantage implementing the latest technology in the Village of Akron and Deford area and am excited about the opportunities that would be provided by the grant funding. I appreciate your efforts to expand broadband throughout Michigan and look forward to Air Advantage bringing high speed, reliable broadband internet service to Michigan's Thumb.

Sincerely,

Senator Kevin Daley
31st District



Village of Akron Winter Newsletter



4380 Beach Street
Akron, MI 48701

see page 2

President - Jim Dickinson

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Stand Alone Financial Statement - Village of Akron

Data	Monthly	Year 1	Year 2	Year 3	Year 4	Year 5
Total Customers in Air Advantage Network	5,676					
Existing Customers in Service Area	38					
% of Total in Service Area	0.67%					
2019 Avg Monthly Operational Expenses thru July 2019	335,781.55					
Service Area % Share of Monthly Operating Expenses	2,248.01					
Existing Customers in Service Area	38					
Average Monthly Rev. per User	50.82					
Rev. Generated by Existing Users	\$ 1,931.16	\$ 23,173.92	\$ 23,173.92	\$ 23,173.92	\$ 23,173.92	\$ 23,173.92
Subscribers Passed in Service Area	214					
Expected Take Rate	50%					
Expected New Customers Added	107					
Average Monthly Rev. per User (FTTH Ave = \$76 vs \$51 for wireless)	76.34					
Expected Rev. from New Users	\$ 8,168.38	\$ 9,802.06	\$ 49,010.28	\$ 73,515.42	\$ 88,218.50	\$ 98,020.56
Add'l Rev from Converting 38 Existing Customers (diff in fttth vs wireless)	\$ 969.76	\$ 11,637.12	\$ 11,637.12	\$ 11,637.12	\$ 11,637.12	\$ 11,637.12
Total Expected Monthly Revenue after Completion	\$ 11,069.30	\$ 44,613.10	\$ 83,821.32	\$ 108,326.46	\$ 123,029.54	\$ 132,831.60
Less:						
- Pro Rata Share of Air Adv Monthly Operating Exp per Above	(2,248.01)	(26,976.11)	(27,515.63)	(28,891.41)	(28,999.32)	(29,673.72)
- Expected Depreciation Expense on Project Assets						
- Total Project Funds	\$ 292,127.01					
- Project Funds 5 year Life Equip (SU & Electronics)	20,381.00					
- Project Funds 25 Year Life Equip (Fiber)	271,746.01					
- Straight Line Depreciation on 5 Year Equipment (60 months)	(339.68)	(4,076.20)	(4,076.20)	(4,076.20)	(4,076.20)	(4,076.20)
- Straight Line Depreciation on 25 Year Equipment (300 Months)	(905.82)	(10,869.84)	(10,869.84)	(10,869.84)	(10,869.84)	(10,869.84)
Operating Expenses	\$ (3,493.51)	\$ (41,922.15)	\$ (42,461.67)	\$ (43,837.45)	\$ (43,945.36)	\$ (44,619.76)
Annual Operating Income After Operating Expenses	\$ 7,575.79	\$ 2,690.95	\$ 41,359.65	\$ 64,489.01	\$ 79,084.19	\$ 88,211.84
Total Requested Grant Funds	\$ 145,076.54	\$ 14,507.65	\$ 130,568.89			
Number of Expected Subscribers after Project Completion (Existing + New)	145					
Anticipated Cost per Subscriber	\$ 1,000.53					
Cash Flow (Annual)		\$ 17,198.60	\$ 171,928.54	\$ 64,489.01	\$ 79,084.19	\$ 88,211.84
Cash Flow (Cummulative)			\$ 189,127.14	\$ 253,616.15	\$ 332,700.33	\$ 420,912.18



Village of Akron Winter Newsletter



4380 Beach Street
Akron, MI 48701

see page 2

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Training Sessions Provided by Air Advantage

Training Descriptions

Internet Class – Access for Medical Care

If you're interested in conducting a Doctor appointment online, this class is for you. We will go over the basics on what technology you need to make this happen, as well as the overall process. We will also review the benefits of using the online health charts utilized by area healthcare providers.

Length: 1.5 hours

Prerequisites: None

Internet Class – Utilizing the USDA Website & Tools

The USDA offers a wealth of information and services for farmers. Learn how to get information on cutting edge agriculture research, collect and share information on markets, and even get technical assistance for common challenges you are facing on your farm.

Length: 1 hour

Prerequisites: None

Want to start your own business?? Learn about free online tools

What key factors do you need to consider when starting your own business? Where can you get some free advice? How about some help with the important, but dreaded business plan?! This class is for you! You will learn about some key online tools to help get you started down the road to owning your own business.

Length: 2 hours

Prerequisites: None

Internet & Email Basics

If you are ready to venture into the online world, but just need a little nudge, this class is for you. We will get you setup with your own (free) email address, show you how to send an email, and we'll get you some basics on finding things on the internet.

Prerequisites: None

Internet & Email Q&A

If you already have an email address, but you have some burning questions that you just need a little help with, sign up for this class! All questions are welcome. We want you to get the most out of your email and internet experience!

Prerequisites: Prior use of email.

Job Hunting Online

Learn the most effective ways to search for a job online. What sites are the most helpful? You will also learn potential pitfalls of doing an online job search.

Prerequisites: None

Regional Educational Media Center #10
Serving the Schools of the Thumb
www.remc10.org



December 30, 2020

To Whom It May Concern

REMC 10 and it's 3 member Intermediate School Districts and 23 member Local School Districts have training facilities available throughout the Thumb. We would be happy to collaborate with Air Advantage to help to provide Internet training and awareness using our facilities and staff as needed.

These locations are hubs of the communities and provide a safe and comfortable environment for community members to come and learn. We also have a great working relationship with many of the public Libraries in our area and many of them also have interest and physical capacity to host trainings and would also be willing to distribute awareness materials to patrons.

Please feel free to contact me with any questions.

Sincerely

A handwritten signature in black ink, appearing to read 'Robert J. Frost'.

Robert J. Frost
Director

REMC 10, 1401 Cleaver Rd, Caro, MI 48723

Web: <http://www.remc10.org> * Phone: 989.269.7212 * Fax: 989.673.4228 * Email: rfrost@remc10.org



Akron-Fairgrove Schools



2800 N. Thomas Rd., Box 319, Fairgrove, Michigan 48733

Central Office: 989.693.6163

www.akronfairgrove.org

December 31, 2020

Scott Zimmer, President
Air Advantage
465 N. Franklin Street, Suite C
Frankenmuth, MI 48734

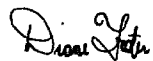
Dear Mr. Zimmer,

I would like to let you know of my support of the efforts of Air Advantage to enhance the broadband service in the Village of Akron, Michigan. The students, teachers and the community of Akron-Fairgrove Schools urgently need the ability to connect to high-speed internet in order to provide desperately needed services such as access to online instruction, health-care, and the ability to work from home.

Due to the COVID 19 pandemic, and particularly in our case, we have had to increasingly rely on high-speed internet, yet, residents in rural areas have been severely impacted by COVID as our access to high-speed internet is so limited. Even without remote learning, students and teachers need the ability to have usable, reliable internet access at home.

Akron-Fairgrove Schools would be willing to partner with Air Advantage and/or the public to allow the use of our facilities (where appropriate) for digital literacy training for area residents and businesses. Accordingly, we would lend support by allowing Air Advantage to provide flyers that can be distributed from the school to our families.

Sincerely,



Diane Foster, Superintendent
Akron-Fairgrove Schools