

## Ottawa County-wide Fiber Network

### Applicant

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Version # \_\_\_\_\_

APP # 230155

#### Applicant Information

- a. Applicant Name 123.Net, Inc.  
 b. Does Business as 123NET  
 c. Address 24700 Northwestern Hwy.  
 d. Address 2 Suite 700  
 e. City Southfield State MI Zip 48075  
 f. Federal ID Number 38-3455841 DUNS Number 02-685-5119 Unique Entity Id.  
 g. Agency Type

- Licensed under the Michigan Telecommunications Act (1991 PA 179, MCL484.2101 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  
 Public private-partnership between a governmental entity and an internet service provider  
 Private, Non-Profit

**As an applicant to the ROBIN Program I certify that I have read and understand the ROBIN Program Guidance and any linked or accompanying information in its entirety and understand the program guidelines, restrictions, reporting, compliance, and regulations.**

- Agree  Disagree

Please provide additional details on how you are eligible for this program

Based on the information provided in the program fact sheet, eligible applicants for the ROBIN (Realizing Opportunities with Broadband Infrastructure Networks) program in Michigan must meet the following criteria:  
 Must be an internet service provider, licensed under the MI Telecommunications Act, franchise holder under the Uniform Video Services Local Franchise Act, or any entity currently providing broadband service in the state.  
 Governmental entities may apply only as a public-private partnership with an internet service provider.  
 Must demonstrate experience and financial wherewithal, readiness to build, operate, and maintain the project, long-term project viability, network scalability, and demonstrated community support.  
 Must participate in the FCC's Affordable Connectivity Program.  
 Must expend all program funds by the end of 2026.  
 123NET meets or exceeds all of the previous aforementioned criteria.

Please provide evidence of eligibility [433\\_\\_123NET\\_OttawaCounty\\_Utility License.pdf](#)

Are you registered with the Michigan Public Service Commission's Intrastate Telecommunications Service Providers Registry (ITSP)?

- Yes  No  Unsure

Have you provided broadband availability data to the Federal Communications Commission within the last two years?

- Yes  No  Unsure

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

Michigan Tax Identification Number: 38-3455841

Michigan Vendor Identification Number (SIGMA ID): CV0042980

Federal Communications Commission Registration Number (FRN): 0008590846

Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
Agency: 123NET  
Application: Ottawa County-wide Fiber Network

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Service Provider Identification Number (SPIN): 143033395

**Project Information**

- a. Project Name Ottawa County-wide Fiber Network
- b. Is implementing agency same As Applicant  Yes  No
- c. Implementing Agency Name
- d. Project Start Date Oct-01-2023 End Date Dec-01-2026
- e. Amount of Funds Requested \$16,528,806.00 Project Cost \$27,594,000.00

Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
 Agency: 123NET  
 Application: Ottawa County-wide Fiber Network

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**Contacts**

## a. Primary Grant Contact

Name Jonathan Eyerman  
 Title Vice President  
 Mailing Address 24700 Northwestern Hwy.  
 City Southfield State MI Zip 48075  
 Telephone (248) 228-8245 Fax  
 E-mail Address jeyerman@123.net

## b. Application Author

Name Devon Puruleski  
 Title Admin Assistant  
 Mailing Address 24700 Northwestern Hwy.  
 City Southfield State MI Zip 48075  
 Telephone (248) 228-8256 Fax  
 E-mail Address dpuruleski@123.net

## c. Authorized Official

Name Justin Lampman  
 Title Vice President  
 Mailing Address 24700 Northwestern Hwy.  
 City Southfield State MI Zip 48075  
 Telephone (248) 228-8219 Fax  
 E-mail Address jl@123.net

## d. Financial Officer

Name Stefania Stoenica  
 Title Chief Financial Officer  
 Mailing Address 24700 Northwestern Hwy.  
 City Southfield State MI Zip 48075  
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 E-mail Address stoenica@123.NET

## Project Overview

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### Project Overview

**Please provide a Project Summary not exceeding 250 words**

Ottawa County, with its breathtaking shorelines and vibrant coastal cities, also encompasses a vast rural landscape, making high-speed fiber network implementation a challenge. With a population of about 290,000 residents, the county lacks access to high-speed internet.

Ottawa County has partnered with 123NET through a competitive bid process to implement world-class fiber internet access to the unserved and underserved locations in the county. Through a newly established Public-Private Partnership, the county will contribute \$7.5M to the project, which has a total cost of \$27.6M. The partnership also includes a contribution of \$3.5M from 123NET, which aims to secure an additional \$16.6M in ROBIN funding.

123NET's commitment to providing carrier-neutral, open-access solutions is evident in its plans for the Ottawa County network. The network will be 100% carrier-neutral and open-access, allowing ISPs, cable companies, cell carriers, and others to use it as a platform. This approach will increase connectivity and reduce costs across the county. The network will be underground and state-of-the-art, offering residents up to 6 Gbps services and network architecture designed to support more advanced platforms in the future.

The partnership between Ottawa County and 123NET means enterprises, agriculture, and local governments will access 123NET's full suite of world-class products, including dark fiber, network services, and connections to Michigan's best-connected data centers the Detroit Internet Exchange.

With the additional funding from ROBIN and the County combined with 123NET's ability to execute, this project will help Ottawa County become one of the best-connected counties in the world.

**Please briefly describe why this project needs funding from the ROBIN Grant Program and why the project could not proceed without this funding. (250 words max.):**

Reliable high-speed internet access has become an essential component of modern society. The COVID-19 pandemic underscored this fact as millions of Americans depended on the internet to work remotely and participate in online education. By expanding access in Ottawa County, significant economic benefits can be realized in various areas, such as telemedicine, distance learning, connected agriculture, increased home values, and thriving local small businesses.

123NET and Ottawa County acknowledge the necessity for high-speed internet access to be available to rural areas that have traditionally been overlooked due to the high costs per passing. Recouping the initial investment could take decades without additional funding, making it unattractive for providers. However, with the combined investment from the State of Michigan and 123NET, the long-standing gap in access will finally be bridged.

**Is the proposed project a last-mile or middle-mile infrastructure proposal as defined in the ROBIN Grant Program Guidance?**

- Last-Mile
- Middle-Mile

## Project Service Delivery

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### Proposed Service Area Information

**PLEASE READ THE FOLLOWING CAREFULLY**

**ENTER INFORMATION IN THIS SECTION ONLY IF YOU SELECTED 'LAST-MILE' AS A PROJECT TYPE**

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

123NET includes a map of the area impacted by the proposed project. 123NET's proposed network will stretch across Ottawa County and serve the following communities: Allendale Charter Township, Blendon Township, Chester Township, Coopersville, Crockery Township, Ferrysburg, Georgetown Charter Township, Grand Haven, Grand Haven Charter Township, Holland Charter Township, Hudsonville, Jamestown Charter Township, Olive Township, Park Township, Polkton Charter Township, Port Sheldon Township, Robinson Township, Spring Lake Township, Tallmadge Charter Township, Wright Township, Zeeland, and Zeeland Charter Township.

Please upload a PDF overview map of proposed service area

[436\\_123NET\\_Ottawa County\\_HLD.pdf](#)

### Proposed infrastructure to be deployed including route locations

Please upload a GIS-compatible file(s) of the proposed infrastructure to be deployed including route locations and other supportive infrastructure to be deployed as a result of the grant. This file(s) should contain the actual proposed locations of infrastructure to be deployed including, but not limited to: fiber transport, fiber to the premise, coaxial, or other similar network routes, cabinets, nodes, pedestals, splice enclosures, towers, huts, etc.

**Acceptable file types:** ESRI Geodatabase (.gdb), ESRI Shapefile (.shp, .shx, .dbf, .sbn or .sbx, .fbn or .fbx, .ain or .aih, .atx, .ixs, .mxd, .prj, and .xml), Google Earth files (.kml or .kmz).

**Please refer to the Application guidance to view an example of the output from such a GIS-compatible file**

Name	Attachment
Ottawa County High-Level Design	<a href="#">437_0_123NET_OttawaCounty_Ottawa_HLD.kmz</a>

### Spreadsheet of street addresses

Please upload a spreadsheet of street addresses/locations within the proposed service area. Spreadsheet should include full address string (number, street, city, state, zip), location type (residential, business, institution, other), latitude and longitude (if available), and whether the address is currently unserved at 25/3 Mbps or 100/20 Mbps or unknown.

[278\\_123NET\\_Ottawa County\\_AddressData.xlsx](#)

### Locations by Type

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:

Type	Locations
Households	3,880
Businesses	596
Community Anchor Institutions	119
<b>Total Locations Passed</b>	<b>4,595</b>

**Please list the jurisdictions impacted by the proposed service area:**

- City(ies)/Village(s):** Coopersville, Ferrysburg, Grand Haven, Hudsonville, Zeeland
- Township(s):** Allendale Charter Township, Blendon Township, Chester Township, Crockery Township, Georgetown Charter Township, Grand Haven Charter Township, Holland Charter Township, Jamestown Charter Township, Olive Township, Park Township, Polkton Charter Township, Port Sheldon Township, Robinson Township, Spring Lake Township, Tallmadge Charter Township, Wright Township, Zeeland Charter Township
- County(ies):**
- Ottawa
- State House District(s):**
- State House District 88       State House District 89       State House District 90
- State Senate District(s):**
- State Senate District 30

**Description of the broadband service to be provided**

Does the proposed service area include (wholly or partially) a Qualified Opportunity Zone?  Yes  No

If yes, please list the Census Tract numbers for the impacted Qualified Opportunity Zones

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.):

The broadband service that 123NET will be providing using XGS-PON (10 Gigabit-capable Passive Optical Network) technology is a high-speed, 100% fiber-optic internet service. XGS-PON is a point-to-multipoint access network technology that supports symmetric and asymmetric data rates of up to 10 Gbps. This means that users can experience very fast internet speeds for uploading and downloading.

When XGS-PON is used to provide shared broadband service, multiple users share the same fiber-optic connection, and the bandwidth is divided among them. This means that the internet speed and quality will vary depending on the number of users and their activities.

Additionally, 123NET is providing Active Ethernet service within the County. The service will have a maximum speed of up to 800/800 Gbps and is a dedicated service.

**Minimum Mbps**

Are you able to provide the minimum 100/100 Mbps required service speed to all locations identified in the proposed service area?  Yes  No

If No, the ROBIN Program allows for a minimum service speed of 100/20 Mbps in cases of extreme geographical, topographical, or financial impracticability of delivering 100/100 Mbps. Such connections must be scalable to 100/100 Mbps. Applicants must provide substantial evidence as to the impracticability of delivering 100/100 Mbps and the justification for providing a connection speed of 100/20 Mbps instead.

**Affordability and Service Limitations**

Using the table, please indicate the download and upload speeds of the services to be offered in the proposed service area, 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). Applicants must certify their commitment to providing the proposed level of service and cost for at least one (1) year after grant closeout. After this period, grantees are expected to maintain pricing and speed levels for the ROBIN project area consistent with those found in the grantee's non-ROBIN service areas elsewhere in the state.

Download Speed (Mbps)	Upload Speed (Mbps)	Monthly Cost \$	Monthly Data Allowance (GB)
250	250	59.00	Unlimited
1,000	1,000	99.00	Unlimited
6,000	6,000	159.00	Unlimited

**Affidavit of commitment**

[442\\_123NET\\_OttawaCounty\\_AFFIDAVIT OF SERVICE COMMITMENT.pdf](#)

**FCC's Affordable Connectivity Program (ACP)**

Do you participant in the FCC's Affordable Connectivity Program (ACP)?  Yes  No

If No, applicant must participate in ACP within 6 months of receiving a ROBIN grant award. Please attach evidence that they are pursuing ACP participation.

Do you provide a low-cost service offering in conjunction with the ACP that provides ACP eligible households with a net \$0 monthly cost of service?  Yes  No

If yes, please describe the low-cost service offering.

100/100 Mbps symmetrical fiber internet for \$30 a month. Since the ACP benefit provides a discount of up to \$30 a month, the net monthly cost could be as low as \$0.

123NET is committed to providing affordable and accessible internet service to all residents in Ottawa County, regardless of their income level. By participating in the ACP program, the company can provide discounted broadband service to low-income households, helping to increase access to the internet and improve their quality of life.

## Project Costs and Budget

### Project Costs and Budget

Please complete the following table with project cost information.

<b>Total Project Cost:</b>	27,594,000.00
<b>Total Grant Request:</b>	16,528,806.00
<b>Total Match Amount:</b>	11,065,194.00
<b>Total Match Percentage:</b>	40.10

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.

Source	Amount	Type	Secure
123NET, Ottawa County			

#### Match commitment letters or evidence

Name of Attachment	Match commitment letters or evidence
Letter of Commitment - Old National Bank	<a href="#">319_0_123NET_OttawaCounty_Letter_of_Commitment.pdf</a>
Ottawa County Letter of Intent	<a href="#">319_1_123NET_OttawaCounty_LetterofIntent.pdf</a>
Ottawa County Letter of Award	<a href="#">319_2_123NET_OttawaCounty_IntenttoAward.pdf</a>

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.):

All Funds are secured.



Budget Summary for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023

Agency: 123NET

Application: Ottawa County-wide Fiber Network

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	<b>Category</b>	<b>Total</b>	<b>Requested</b>	<b>Cash</b>	<b>Inkind</b>	<b>Narrative</b>
1	Building and Labor					
2	Last Mile Construction Labor					
3	Middle Mile Construction Labor					
4	Last Mile Construction Material					
5	Middle Mile Construction Material					
6	Customer Premise Equipment					
7	Customer Premise Installation					
8	Electronics					
9	Permits					
10	Professional Services and Engineering					
11	Other					
<b>TOTAL EXPENDITURES</b>						

## Budget Additional Information

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### Budget Narrative

Please provide a brief narrative to accompany your project budget (max 400 words).

### **BUDGET NARRATIVE**

Attach additional information as necessary

**Five-year stand-alone project financial plan/forecast.**

Please use the table to complete a five-year stand-alone project financial plan/forecast.

**Five-Year Stand-Alone Project Financial Plan**

Project Name	Year 1	Year 2	Year 3	Year 4	Year 5
Anticipated Revenue					
Anticipated Expenses					
Anticipated Grant Funds					
Cash Flow					
Cummulative Cash Flow					

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

Additional forecast information

## Project Readiness

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### Engineering designs, diagrams, and maps

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.

Name of Attachment:	Budgetary engineering designs
Overview Map	<a href="#">353_0_123NET_OttawaCounty_HLD.pdf</a>

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.

The attached pdf file is a snapshot of our high-level design. It demonstrates where fiber, access terminals, and cabinets will be placed to facilitate the network. This design must consider the hybrid active/passive design and ensure proper fiber counts throughout the network to facilitate the immediate and future needs of the network. The network is broken up into cabinet areas where the bulk of our equipment will be to service the County's residents. These cabinets will house transport equipment as well as the XGS-PON equipment.

123NET will conduct a field survey of the entire county, which it will then use to verify or adjust this high-level design and use as a basis for building a detailed level design. This final detailed level design will be used to obtain necessary permits and facilitate construction crews.

### Evidence of network scalability

Evidence of network scalability

Name of Attachment	Evidence of network scalability
Evidence of Network Scalability	<a href="#">357_0_123NET_OttawaCounty_NetworkScalability.pdf</a>

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.):

XGS-PON (10Gbps-capable Passive Optical Network) is a next-generation fiber-optic broadband technology designed to meet the increasing connectivity demands of residential and business customers. It is an evolution of GPON (Gigabit-capable Passive Optical Network) and can support symmetric speeds of up to 10 Gbps for downstream and upstream traffic. This makes it suitable for high-definition video streaming, online gaming, and telemedicine applications.

The scalability of XGS-PON is ensured by its ability to support a large number of subscribers and its support for wavelength division multiplexing (WDM). With WDM, multiple channels can be transmitted over a single optical fiber, increasing the network's capacity. XGS-PON supports a split ratio of 1:128, which means that a single optical line terminal (OLT) can support up to 128 optical network units (ONUs). This allows service providers to add more subscribers to the network without installing additional OLTs.

Since this network will be established based on single-mode fiber, 123NET will support Active

Ethernet and the previously mentioned PON. Active Ethernet is a symmetrical non-shared service offering that supports speeds up to 800 Gbps.

123NET will also offer dark fiber, which has virtually unlimited capacity.

All of the above will be supported as part of 123NET's open-access network. An open-access network is an infrastructure that allows multiple service providers to offer services to end users over the same network infrastructure. It allows for competition and consumer choice by separating the network infrastructure from the services provided over it.

**Project Schedule**

28. Please use the table below to complete a project schedule outlining individual tasks and their timing by quarter and year. All projects must be complete by December 31, 2026. (If you need to add additional lines, click on 'Save' and the system will add an additional five lines each time.)

Task	2023		2024				2025				2026			
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total Project Engineering and Design	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 1 - Permitting	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 1 - Fiber construction and implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 1 - Marketing to residents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 1 - Ready to turn up customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 2 - Permitting	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 2 - Fiber construction and implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 2 - Marketing to residents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 2 - Ready to turn up customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 3 - Permitting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 3 - Fiber construction and implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 3 - Marketing to residents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 3 - Ready to turn up customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 4 - Permitting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 4 - Fiber construction and implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 4 - Marketing to residents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 4 - Ready to turn up customers	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 5 - Permitting	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 5 - Fiber construction and implementation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 5 - Marketing to residents	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Phase 5 - Ready to turn up	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Project Readiness for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
 Agency: 123NET  
 Application: Ottawa County-wide Fiber Network

customers															
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**Anticipated completion date**

Please indicate the anticipated date upon which service to the last location in the proposed project area will be made available. 12/01/2026

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

- Availability of equipment Availability of fiber
- Inflationary influences
- Permits and regulatory compliance Right of way and Easements

Have all the required local/city/county/state approvals and/or permits necessary for this project to proceed been obtained?  Yes  No

If No, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

We believe that our intended partnership with Ottawa County will help pave the way for approval of the permits needed to complete this project.

Will this project require state or federal environmental review, approval, or permits?  Yes  No  Unsure

If Yes, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

Will this project require state or federal historic, architectural, or archeological review, approval, or permits?  Yes  No  Unsure

If Yes, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

**Project Readiness**

Additional evidence of project readiness

Name of Attachment:	Evidence of project readiness
Ottawa County Letter of Intent	<a href="#">390_0_123NET_OttawaCounty_LetterofIntent.pdf</a>
Ottawa County Intent of Award	<a href="#">390_1_123NET_OttawaCounty_IntenttoAward.pdf</a>

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.

123NET has obtained a letter of intent from Ottawa county that establishes this project as an important initiative for the county. We believe that this letter of intent is just the beginning of our partnership with the county and as this partnership develops that the underlying entities of the county will continue to help pave the way for the success of this project.

## Applicant Capacity

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### Brief history of your organization

Please provide a brief history of your organization including experience relevant to the proposed project and your technical, financial, and managerial capabilities to complete the project within the designated project period. (250 words max.):

123NET is a highly experienced organization with a proven track record in completing large fiber projects for some of the world's largest carriers and for General Motors, Ford Motor Company, and Michigan Statewide Education Network (MiSEN). The company established Michigan's largest carrier-neutral data center, DC1, home to the Detroit Internet Exchange (DET-iX).

As a not-for-profit Regional Internet Exchange Point, DET-iX was founded in 2014 to facilitate peering for local and regional Internet service providers. With 72 members and a maximum peak transfer speed of 1350.1 Gbit/s, DET-iX helps reduce costs, improve performance, and increase member reliability.

With its extensive experience in completing large fiber projects, 123NET has the technical expertise, financial resources, and managerial capabilities necessary to complete the proposed project within the designated project period successfully. The company's past projects, including constructing fiber networks for major corporations and educational institutions, demonstrate its ability to deliver high-quality services and solutions to its clients.

123NET's extensive experience, technical expertise, financial resources, and proven track record make it a highly qualified organization to undertake the proposed project.

### Organization Chart & Resumes

Applicant organizational chart

Name of Attachment	Organizational chart
Organizational Chart	<a href="#">329_0_123NET_Otta waCounty_ Org Chart.pdf</a>

Resumes of key officers, management personnel, and proposed project management team

Personnel Name	Resume
Patrick Tracy	<a href="#">332_0_123NET_Otta waCounty_ Resume Patrick Tracy.pdf</a>
Carol Johnsonbaugh	<a href="#">332_1_123NET_Otta waCounty_ Resume Carol Johnsonbaugh.pdf</a>
Chuck Irvin	<a href="#">332_2_123NET_Otta waCounty_ Resume Chuck Irvin.pdf</a>
Dan Irvin	<a href="#">332_3_123NET_Otta waCounty_ Resume Dan Irvin.pdf</a>
Greg Jacek	<a href="#">332_4_123NET_Otta waCounty_ Resume Greg Jacek.pdf</a>
James Kandler	<a href="#">332_5_123NET_Otta waCounty_ Resume James Kandler.pdf</a>



Jonathan Eyerman	<a href="#">332_6_123NET_Otta waCounty_Resume Jonathan Eyerman.pdf</a>
Justin Lampman	<a href="#">332_7_123NET_Otta waCounty_Resume Justin Lampman.pdf</a>
Michael Brumm	<a href="#">332_8_123NET_Otta waCounty_Resume Michael Brumm.pdf</a>
Ryan Duda	<a href="#">332_9_123NET_Otta waCounty_Resume Ryan Duda.pdf</a>
Stefania Stoenica	<a href="#">332_10_123NET_Ott awaCounty_Resume Stefania Stoenica.pdf</a>
Tracey Guidotti	<a href="#">332_11_123NET_Ott awaCounty_Resume Tracey Guidotti.pdf</a>

### Audited Financial Statements

Three years of audited financial statements

Attachment Name	Audited Financial Statements
2019 Reviewed	<a href="#">336_0_123NET_Otta waCounty_2019 REVIEWED.pdf</a>
2020 Reviewed	<a href="#">336_1_123NET_Otta waCounty_2020 REVIEWED.pdf</a>
2021 Reviewed	<a href="#">336_2_123NET_Otta waCounty_2021 REVIEWED.pdf</a>

Please provide a brief statement to accompany your attached audited financial statements and documentation.

### Partners, subcontractors, or vendors associated with the project's deliverables

Describe any partners, subcontractors, or vendors associated with the project's deliverables, including but not limited to adoption, deployment, and service delivery. Describe each party's role in the project. This should include a discussion of whether and to what extent the applicant, as well as its anticipated partners, subcontractors, or vendors are organizations incorporated, headquartered, or with a principal place of business in Michigan.

**Vendor**

**City**

### **Safety and training standards**

Describe the safety and training standards in place for your employees, including professional certification, licensure, and/or robust in-house training opportunities.

As a fiber internet provider, we prioritize our employees' safety and training standards. Our employees are responsible for installing, maintaining, and repairing fiber-optic networks, which requires specialized knowledge and skills to ensure the safety of our employees and the public. The following are the safety and training standards in place for our employees:

1. In-House Training Opportunities: We provide in-house training opportunities for our employees to stay current with the latest industry standards and technologies. This includes

regular training on OSHA regulations, equipment safety, and emergency procedures.

2. On-the-job training: We provide on-the-job training to our employees to ensure they are well-versed with our organization's specific techniques, procedures, and equipment.
3. Safety Audits and Inspections: We conduct regular safety audits and inspections to ensure that our employees follow proper safety procedures and that our equipment is in good working condition.
4. Regular safety drills: We conduct regular safety drills to ensure that our employees are prepared for emergencies and know how to react to them.

#### Violations of federal or state labor and employment laws

Have there been any recent violations of federal or state labor and employment laws by your organization?  Yes  No  Unsure

If Yes, please describe in detail.

#### Labor standards

Does your company incorporate strong labor standards, including project labor agreements and community benefits agreements that offer wages at or above the prevailing rate?  Yes  No

If Yes, please describe.

As noted elsewhere, 123NET is an Equal Opportunity employer, actively committed to compliance with federal, state and local labor and employment laws. Although 123NET does not have union workers nor any collective bargaining agreements in place, we have a demonstrated track record of providing competitive wage benefits to our employees. 123NET is fully committed to ensuring pay at or above the prevailing rate as applicable to this Project. 123NET has a proven track record of delivery on large fiber infrastructure projects and an unparalleled commitment to Michigan and deep local projects, including a commitment to its workforce. 123NET considers the "backbone" of its Internet backbone to be its employees, and our commitment to our workforce will be no different on this Project. 123NET's relationship with the County includes a commitment to hiring local workers. 123NET's proposal has clear and unequivocal community support from the County as evidenced by 123NET's selection through the County's competitive RFP process, the signed LOI with the County, and 123NET's close working partnership with the County and County residents, businesses and institutions.

#### Hiring Policy

For this project, will additional labor force needs be met by hiring staff directly with your organization or contracted through another entity?

- Directly with company  
 Contracted through another agency

If direct hire, please estimate the total number of new, directly hired staff needed to complete this project. 23

If this project will be completed using contracted labor, describe your policies and practices that ensure contractors and subcontractors meet high labor standards.

123NET is an Equal Opportunity employer, actively committed to compliance with federal, state and local labor and employment laws. 123NET does not have union workers nor any collective bargaining agreements in place. However, 123NET provides competitive wage benefits and training to its employees. For this project, 123NET may use contracted labor and is committed to hiring local workforce where possible and as available. 123NET

will require all contractors and subcontractors to comply with any grant guidelines and safety and employment law practices.

123NET will be outsourcing some construction and will be adding roughly 23 employees to its labor force.

**Prioritization efforts to hire local workers**

Describe any prioritization efforts to hire local workers and/or workers from historically disadvantaged communities for this project.

123NET is a Michigan-based organization, and all employees will be hired locally to complete and support this project.

## Community and Economic Impact

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### Community Support for this project

Demonstration of interest/impact/support from communities **(If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)**

Name of Community / Organization	Support Letters
Grand Haven Township	<a href="#">414_0_123NET_OttawaCounty_GrandHavenTownship_LetterofSupport.pdf</a>
Olive Township	<a href="#">414_1_123NET_OttawaCounty_OliveTownship_LetterofSupport.pdf</a>
Tallmadge Charter Township	<a href="#">414_2_123NET_OttawaCounty_TallmadgeLetterofSupport.pdf</a>
Ottawa County Letter of Intent	<a href="#">414_3_123NET_OttawaCounty_LetterofIntent.pdf</a>

Please provide a description of the community support for this project to accompany relevant attachments. Community support can be expressed through public-private partnerships, letters of support, memorandums of understanding, community broadband plans, or other relevant and appropriate documents.

123NET and Ottawa County have formed a partnership to provide broadband services as part of the "County-wide Broadband Plan." The attached letters of support from Grand Haven Township, Olive Township, and Tallmadge Charter Township demonstrate their endorsement of the broadband expansion plans of Ottawa County and 123NET.

### Community Interest

Demonstration of customer interest

Name of Attachment	Customer Interest
Letters of Support	<a href="#">394_0_123NET_OttawaCounty_ResidentialSupport.pdf</a>

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.

We have collected letters of support from residents, emphasizing the urgent need for this project to bridge the digital divide and provide dependable internet access to some of the most underserved communities in the state.

### Community Anchor Institutions (CAI) served

Please list the specific community anchor institutions (CAIs) to be served by the proposed project. Attach evidence of support for the project from impacted CAIs (if applicable). **(If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)**

CAI Name	Address	Type of CAI	Letter of Support
Ottawa County Sheriff's Office	12220 Fillmore St. West Olive	Other (Law Enforcement)	<a href="#">458_0_123NET_OttawaCounty_SheriffsOffice</a>

			<a href="#">LetterofSupport.pdf</a>
Ottawa Area ISD	12220 Fillmore St. West Olive	School	<a href="#">458_1_123NET_OttawaCounty_OttawaCountyBroadband_LetterofSupport.pdf</a>
Grand Valley State University	12220 Fillmore Street West Olive	School	<a href="#">458_2_123NET_OttawaCounty_GrandValley.pdf</a>

**SPIN Information**

Evidence of application for a SPIN (if applicable) **If the proposed project includes connections to schools or libraries, please ensure you have entered your SPIN at the beginning of this application. For applicants without a SPIN please provide evidence of your application for a SPIN.**

Name of Evidence	Evidence of Application for SPIN

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.

**Need for improved broadband service for businesses**

Evidence of interest, impact, or support from businesses. **(If you need to upload additional Evidence of Interest, click on 'Save' and the system will add an additional five lines.)**

Name of Attachment	Evidence of interest
Letter of Support Farm Bureau	<a href="#">398_0_123NET_OttawaCounty_FarmBureau_LetterofSupport.pdf</a>

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.

The proposed project area needs improved broadband service to support the growing needs of local businesses. These businesses include small and medium-sized enterprises such as retail stores, restaurants, professional services, and more significant industries such as healthcare, education, and agriculture.

The level of improvement needed varies among businesses. For example, small retail stores may only require basic internet connectivity for point-of-sale systems and online ordering. In contrast, larger industries such as healthcare require high-speed, reliable internet connectivity for telemedicine and electronic medical records.

The proposed connectivity solution will provide faster and more reliable internet service to businesses in the area, allowing them to improve their operations and expand their capabilities. For example, faster internet speeds will enable businesses to process transactions more quickly, improving customer service and increasing revenue. Reliable internet connectivity will also enable businesses to access new technologies and applications, such as cloud-based services and e-commerce platforms, which can improve efficiency and reduce costs.

In agriculture, the proposed connectivity solution will also benefit farmers, ranchers, and growers. High-speed internet access will enable farmers to access precision agriculture tools such as drones and sensors, allowing them to gather data, monitor crop health, and make better decisions about planting, fertilizing, and harvesting. This can help farmers optimize yields, reduce costs, and improve the overall efficiency of their operations. Additionally, high-speed internet will enable farmers to access new markets, such as online platforms for selling

their product.

**Direct job creation**

Evidence of job creation

[459\\_\\_123NET\\_OttawaCounty\\_community\\_impact\\_study.pdf](#)

Describe and account for any direct job creation in the proposed service area related to this project, if funded. Provide supplemental evidence if available. Job creation here means those jobs created in the community as a result of new internet connectivity being deployed, not any jobs created to deploy the proposed network.

Studies have shown positive impacts of broadband on local economies including accelerated distribution of information, fostering development of new products and processes, and facilitating the introduction of new work practices, entrepreneurial activities, and improved job matching.

"Increasing access and usage of broadband infrastructure in rural areas (and the amenities, digital skills, online education, and job search opportunities that come with it) lead to higher property values, increased job and population growth, higher rates of new business formation, and lower unemployment rates, according to researchers at the Federal Reserve Bank of Richmond." Brookings, The Benefits & Costs of Broadband Expansion (2021).



## Training and Awareness

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### Proposed digital literacy training events, materials

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 for the proposed programs or partnerships.

To provide residents and businesses with access to new internet connectivity, the following materials will be available:

1. User guides: Simple and easy-to-follow guides on how to set up and use the new internet service.
2. Tutorial videos: Short and informative videos demonstrating the installation process, connecting devices to the network, and using various features of the service.
3. Online resources: A dedicated website or portal containing FAQs, troubleshooting tips, and other relevant information about the service.
4. Community workshops: Hands-on workshops or classes for residents and businesses to learn about the new internet connectivity, digital literacy skills, and how to effectively use the service.
5. Marketing materials: Brochures, flyers, and posters to educate the community about the new service and its benefits.
6. Personalized support: A dedicated support team to answer questions and provide assistance to residents and businesses as they transition to the new service.

Please upload evidence of training partnership, materials, etc.

[508\\_\\_123NET\\_OttawaCounty\\_Evidence\\_ofTraining.pdf](#)

### Materials and Method(s) to be used

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.

123NET is planning to campaign on social media to bring awareness to the residents and businesses in Ottawa County. Additionally, a list of addresses will be used to send mailers to inform the community and bring awareness to the options that are available on a business-to-business and business-to-consumer level. Individuals who have submitted letters of support and registered on the support page will be added to a communications list to keep them updated on all developments related to the project. The project page is: <https://www.123.net/ottawa-county/>

Evidence of awareness activities

[511\\_\\_123NET\\_OttawaCounty\\_EvidenceofAwareness.pdf](#)

### Commitment to improving the adoption rate of broadband services

Describe how the project commits to improving the adoption rate of broadband services, including, but not limited to, special service rates, internet-enabled devices that meet the needs of the user, and digital skills training.

123NET will increase the adoption rate of broadband services is by making broadband services more affordable and accessible to a broader range of people, particularly those in rural or underserved areas such as most of Ottawa County. 123NET is dedicated to offering high-speed fiber internet in Michigan and takes pride in participating in the Affordable Connectivity Program (ACP). The ACP is a Federal Program that aids eligible residents and households in paying for internet connectivity. This project will allow eligible customers to receive a discount of up to \$30 per month on their residential internet service.

Another approach will be to educate the public on the benefits of broadband, such as increased productivity, improved education opportunities, and access to a wealth of online resources. Additionally, 123NET has an interest in partnering with local communities and government agencies to provide technical support and training that can help bridge the digital divide and encourage wider adoption of broadband services. By taking a multi-faceted approach and addressing the various barriers to adoption, the adoption rate of broadband services can be significantly improved, bringing the benefits of the digital age to more people and communities.

#### **Promotion of customer take rate**

Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate.

To maximize the customer take rate, 123NET has devised the following strategies:

1. Marketing Activities: Utilizing various media channels, such as television, radio, print, and online, to advertise and inform potential customers of the benefits of their services.
2. Outreach Plan: Reaching all serviceable addresses and units within the project area via door-to-door campaigns, community events, and informational sessions. This will target all demographics, including all businesses and households that can benefit from high-speed internet.
3. Public Relations: A public relations strategy to increase visibility and credibility for the project, which will include press releases, speaking engagements, and social media campaigns.
4. Incentives: Offering potential customers incentives to encourage sign up, such as free months and a residential referral program that gives free months of service for referrals.
5. Estimate Basis: Anticipated take rate estimated on historical data, market research, and target market analysis, as well as market research and analysis of other underserved and underserved areas and existing demand for high-speed internet within the county. 123NET estimates a take rate of 50%.