



Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
Agency: Thumb Electric Cooperative  
Application: TEC Region

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e.	Amount of Funds Requested	\$6,583,329.13	Project Cost	\$13,193,124.62
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 Agency: Thumb Electric Cooperative  
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FOR OFFICE USE ONLY: Version # \_\_\_\_\_

APP # 230090

**Contacts**

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## Project Overview

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

APP # 230090

### Project Overview

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

This project will bring high-speed, low-latency fiber internet to the rural thumb area. Most of the residents in this area are deemed unserved by the State of Michigan and are in need of broadband internet to close the digital divide. Our fiber internet will offer up to 1 Gbps symmetrical speeds to an area with no other high-speed options. Thumb Electric Cooperative was established in 1937 to bring electricity to unserved rural areas. Our history as a non-profit demonstrates our success in offering essential services in low-density areas that others will not serve.

**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.):**

Building in low-density, rural areas is expensive with little return on investment. As a non-profit cooperative, we are not beholden to shareholders and are in a position to invest in the community. Large ISPs have ignored our service area for decades. This ROBIN funding will allow us to expand our small footprint and service a number of locals who do not have any other options.

**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

FOR OFFICE USE ONLY:      Version # \_\_\_\_\_      APP # 230090

### 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.):**

Our proposed service area consists of locations in or near our electric footprint that have yet to receive funding. As a local cooperative, we are in a unique position to understand the area and provide broadband service to areas that are in desperate need of it.

Please upload a PDF overview map of proposed service area

[436\\_ThumbElectricCooperative\\_TECRegion\\_ServiceArea.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
Huron County Fiber Route	<a href="#">437_0_ThumbElectricCooperative_TECRegion_HuronRoute.zip</a>
Huron County Coverage	<a href="#">437_1_ThumbElectricCooperative_TECRegion_HuronCoverage.zip</a>
Sanilac County Fiber Route	<a href="#">437_2_ThumbElectricCooperative_TECRegion_SanilacRoute.zip</a>
Sanilac County Coverage	<a href="#">437_3_ThumbElectricCooperative_TECRegion_SanilacCoverage.zip</a>
Huron SubZone Route	<a href="#">437_4_ThumbElectricCooperative_TECRegion_HuronSubZoneRoute.zip</a>
Huron SubZone Coverage	<a href="#">437_5_ThumbElectricCooperative_TECRegion_HuronSubZoneCoverage.zip</a>
Sanilac SubZone Route	<a href="#">437_6_ThumbElectricCooperative_TECRegion_SanilacSubZoneRoute.zip</a>
Sanilac SubZone Coverage	<a href="#">437_7_ThumbElectricCooperative_TECRegion_SanilacSubZoneCoverage.zip</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\\_ThumbElectricCooperative\\_TECRegion\\_Addresses.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	1,356
Businesses	
Community Anchor Institutions	
<b>Total Locations Passed</b>	1,356

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

**City(ies)/Village(s):** n/a

**Township(s):** Lake, Hume, Dwight, Huron, Gore, Chandler, Meade, Lincoln, Sand Beach, Sigel, Verona, Colfax, Oliver, Winsor, Brookfield, Grant, Sheridan, Bingham, Paris, Sherman, Lamotte, Marlette

**County(ies):**

- Huron
- Sanilac

**State House District(s):**

- State House District 98

**State Senate District(s):**

- State Senate District 25

**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 26063951000

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.):

Thumb Electric Cooperative proposes delivering broadband services of 250Mbps and 1Gbps with no data caps using a Passive Optical Network (PON) architecture. Services will be shared bandwidth using Calix E7-2 GPON OLT's & ONT's with a maximum of 32 ONT's per OLT PON port. Optional Voice over IP service is available. Managed wifi service is included using Calix GigaSphere BLAST Wifi 6 routers and mesh units.

**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	85.00	Unlimited
1,000	1,000	125.00	Unlimited

**Affidavit of commitment**

[442\\_\\_ThumbElectricCooperative\\_TECRegion\\_Affidavit.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.

## Project Costs and Budget

### Project Costs and Budget

Please complete the following table with project cost information.

<b>Total Project Cost:</b>	13,193,124.62
<b>Total Grant Request:</b>	6,583,329.13
<b>Total Match Amount:</b>	6,609,795.49
<b>Total Match Percentage:</b>	50.10

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
Letter of Credit			

#### Match commitment letters or evidence

Name of Attachment	Match commitment letters or evidence
CFC Letter of Credit	<a href="#">319_0_ThumbElectricCooperative_TECRegion_LetterOfCredit.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.):



Budget Summary for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
 Agency: Thumb Electric Cooperative  
 Application: TEC Region

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	Category	Total	Requested	Cash	Inkind	Narrative
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).

Our budget includes material, construction, labor, operating, and equipment costs. Our estimate per mile is based on years of experience in construction broadband fiber networks in addition to consulting services provided by NRTC. Equipment costs are calculated per household, and labor/operating costs are based on our current model and our 2022 construction data.

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
Professional Engineer Certification	<a href="#">353_0_ThumbElectricCooperative_TECRegion_PECertification.pdf</a>
Construction Typical Mile	<a href="#">353_1_ThumbElectricCooperative_TECRegion_ConstructionTypicals.pdf</a>
ROBIN Network Map	<a href="#">353_2_ThumbElectricCooperative_TECRegion_ROBINNetworkMap.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.

Our proposed network has been designed, validated, and approved by the National Rural Telecommunications Cooperative and their professional engineer. A nearly identical construction plan is currently being carried out by our network team in other TEC Fiber builds. This includes miles of constuctions and service drops to locations in addition to in-home deployment.

### Evidence of network scalability

Evidence of network scalability

Name of Attachment	Evidence of network scalability
Network Scalability Demonstration	<a href="#">357_0_ThumbElectricCooperative_TECRegion_Network.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.):

Thumb Electric Cooperative proposes delivering broadband services of 250Mbps and 1Gbps with no data caps using a Passive Optical Network (PON) architecture. Services will be shared bandwidth using Calix E7-2 GPON OLT's & ONT's with a maximum of 32 ONT's per OLT PON port. Optional Voice over IP service is available. Managed wifi service is included using Calix GigaSphere BLAST Wifi 6 routers and mesh units.

### 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.)

Project Readiness for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023  
 Agency: Thumb Electric Cooperative  
 Application: TEC Region

Task	2023		2024				2025				2026			
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Network Construction in Central Huron County	<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"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network Construction in Northern and Eastern Huron County	<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"/>
Network Construction in Western Huron County	<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"/>	<input type="checkbox"/>
Network Construction in Sanilac County	<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 type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Service Remaining Drop Locations	<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 checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Anticipated completion date**

Please indicate the anticipated date upon which service to the last location in the proposed project area will be made available. 06/31/2026

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

Delays may be caused by weather or supply chain issues.

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.

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
ROW Permit Example	<a href="#">390_0_ThumbElectricCooperative_TECReg ion_ROWPermitExample.pdf</a>
Drain Permit Example	<a href="#">390_1_ThumbElectricCooperative_TECReg ion_DrainPermitExample.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.

ROW and drain permits have been secured in the relevant counties. Attached are examples of the permits secured, and the counties have agreed to renew these permits in perpetuity until the project is complete. Many individual townships as well have offered assistance with any zoning or regulatory issues that may arise during construction.

## Applicant Capacity

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

APP # 230090

### 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.):

Thumb Electric Cooperative began building out its fiber network in fall of 2021. In addition, TEC acquired internet service provider Air Advantage at this time. This presented TEC with the expertise and experience necessary to design, construct, and manage its new fiber network. Since that time, TEC has been slowly expanding its fiber network as financial assistance arises.

### Organization Chart & Resumes

Applicant organizational chart

Name of Attachment	Organizational chart
Organizational Chart	<a href="#">329_0_ThumbElectricCooperative_TECRegion_TECOrgChart.pdf</a>

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

Personnel Name	Resume
Brad Essenmacher	<a href="#">332_0_ThumbElectricCooperative_TECRegion_ResumeBrad.pdf</a>
John Montgomery	<a href="#">332_1_ThumbElectricCooperative_TECRegion_ResumeJohn.pdf</a>
Leroy Koglin	<a href="#">332_2_ThumbElectricCooperative_TECRegion_ResumeLeroy.pdf</a>
Alan Chizmadia	<a href="#">332_3_ThumbElectricCooperative_TECRegion_ResumeAlan.pdf</a>
Kevin Mazure	<a href="#">332_4_ThumbElectricCooperative_TECRegion_ResumeKevin.pdf</a>

### Audited Financial Statements

Three years of audited financial statements

Attachment Name	Audited Financial Statements
2020 Finances	<a href="#">336_0_ThumbElectricCooperative_TECRegion_Finances2020.pdf</a>
2021 Finances	<a href="#">336_1_ThumbElectricCooperative_TECRegion_Finances2021.pdf</a>
2022 Finances	<a href="#">336_2_ThumbElectricCooperative_TECRegion_Finances2022.pdf</a>
RUS Loan Securement	<a href="#">336_3_ThumbElectricCooperative_TECRegion_RUSLoan.pdf</a>

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

Attached are the audited financial statements for Thumb Electric Cooperative. As a non-profit, our IRS filings are available to our members and the public as a whole. Additionally, as a non-profit Cooperative, TEC has federally-backed RUS loans available to draw upon for a low interest rate.

#### **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.

Construction will be performed by Lecom Inc. headquartered in Warren, Michigan. Their expertise and workforce is essential in the prompt deployment of our fiber network. Thumb Electric has been working with Lecom since 2021 and has a strong working relationship with the contractor.

Contractors are required to be qualified to work in or near the power sapce. Therefore, they must be signatory with local 17 thereby ensuring a trained, knowledgable, and safety-oriented workforce.

Distributers include Graybar, Millennium, and Irby. Manufactures include AFL Global, Preformed Line Products, Hubbell Inc, Commscope, OFS Optics, Clearfield Inc, and Calix.

#### **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.

Since TEC is primarily an electric cooperative, a culture of safety is well-established and fostered by management. In October 2022, Thumb Electric reached a milestone of 4 years with no lost time due to workplace injury. We are proud to promote safety in every department through monthly safety meetings led by our dedicated Safety Coordinator Anthony Schember.

#### **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.

Thumb Electric Cooperative is a strong supporter of our workplace union IBEW Local 17. Collectively bargained wages are higher than those found in the local community. Futhermore, Local 17 has agreed to integrate the broadband division into the union, further demonstrating our commitment to our workers and the community at large.

#### **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. 3

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

Contractors working are required to be qualified to work in or near the power space. Therefore must be signatory with local union 17, thereby ensuring a trained, knowledgeable, and safety-oriented workforce paid a high collectively-bargained wage.

**Prioritization efforts to hire local workers**

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

N/A



## Community and Economic Impact

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

APP # 230090

### 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
Rep. Gregory Alexander	<a href="#">414_0_ThumbElectricCooperative_TECRegion_SupportLetterAlexander.pdf</a>
Rep. Matt Bierlein	<a href="#">414_1_ThumbElectricCooperative_TECRegion_SupportLetterBierlein.pdf</a>
Sen. Kevin Daley	<a href="#">414_2_ThumbElectricCooperative_TECRegion_SupportLetterDaley.pdf</a>
Rep. Phil Green	<a href="#">414_3_ThumbElectricCooperative_TECRegion_SupportLetterGreen.pdf</a>
Sen. Dan Lauwers	<a href="#">414_4_ThumbElectricCooperative_TECRegion_SupportLetterLauwers.pdf</a>
Bingham Township	<a href="#">414_5_ThumbElectricCooperative_TECRegion_SupportLetterBingham.pdf</a>
Brookfield Township	<a href="#">414_6_ThumbElectricCooperative_TECRegion_SupportLetterBrookfield.pdf</a>
Huron County Commissioners	<a href="#">414_7_ThumbElectricCooperative_TECRegion_SupportLetterHURON CO.pdf</a>
Paris Township	<a href="#">414_8_ThumbElectricCooperative_TECRegion_SupportLetterParis.pdf</a>
Sand Beach Township	<a href="#">414_9_ThumbElectricCooperative_TECRegion_SupportLetterSandBeach.pdf</a>
Sheridan Township	<a href="#">414_10_ThumbElectricCooperative_TECRegion_SupportLetterSheridan.pdf</a>
Verona Township	<a href="#">414_11_ThumbElectricCooperative_TECRegion_SupportLetterVerona.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.

Attached are letters of support from various communities and representatives demonstrating the desire and

need for broadband internet service to be provided to the rural areas.

**Community Interest**

Demonstration of customer interest

Name of Attachment	Customer Interest
Customer Comments	<a href="#">394_0_ThumbElectricCooperative_TECRegion_CustomerInterest.pdf</a>
Additional Addresses	<a href="#">394_1_ThumbElectricCooperative_TECRegion_ThompsonAddresses.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.

Customers have readily engaged with our social media team and the community. In small-town rural areas, word-of-mouth is the most effective way of garnering interest. Attached are some customer testimonials of satisfied customers who gave us permission to use their comments. In areas with no high-speed internet, comments such as these are the best way to gauge community interest and achieve higher take rates in future construction plans.

Additionally, we have included addresses and support from some members of our community deemed ineligible for funding because they were served. Their testimonials demonstrate that Xfinity is in fact NOT at these locations and there is a strong desire from the community to receive broadband internet. Not only does this prove our customer interest, it also demonstrates the capacity of Thumb Electric Cooperative to identify areas of need in the community and respond accordingly.

**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

**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
Huron County EDC Support Letter	<a href="#">398_0_ThumbElectricCooperative_TECRegion_SupportLetterHuronEDC.pdf</a>
Sanilac County EDC Support Letter	<a href="#">398_1_ThumbElectricCooperative_TECRegion_SupportLetterSanilacEDC.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.

Local economic development entities have identified the dire need for broadband internet and recognize the opportunity for local small-businesses. Broadband internet will allow businesses to reach new markets and healthcare professionals to better treat patients. Children can participate in distance learning, conduct adequate research for homework, and fill out online applications for college scholarships or entrance.

**Direct job creation**

Evidence of job creation

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.

## Training and Awareness

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

APP # 230090

### 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.

TEC Fiber estimates that we will partake in approximately five digital literacy training events annually. These will happen in the form of community-sponsored events, career fairs, and our electric cooperative's annual meeting, in which we will educate customers and community members in person on internet usage. TEC Fiber will also increase digital literacy in the form of written educational materials explaining different aspects of the internet. These will be distributed via social media posts, on our company website, through our bi-monthly cooperative magazine, and will be made available in print form at our office and for in-person community events.

Please upload evidence of training partnership, materials, etc.

[508\\_ThumbElectricCooperative\\_TECRegion\\_Trainings.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.

TEC Fiber will provide residents and businesses with information about the benefits of reliable internet use in a variety of ways. We have customer testimonials that highlight the benefits of fiber internet related to online learning, telehealth, remote work, etc. We will promote these via social media, on our website, and in-person at community events. We also plan on partnering with our local Economic Development Corporations. This will show current community members and those considering moving to the area that reliable internet service is available, and will help us explain the economic, educational, and safety benefits of our service. Additionally, TEC Fiber has been in talks with groups about cybersecurity education. These groups come to local libraries to present the importance of cybersecurity, and warn community members about internet safety risks.

Evidence of awareness activities

[511\\_ThumbElectricCooperative\\_TECRegion\\_Materials.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.

TEC Fiber will improve the adoption rate of broadband services by offering various discounts to

customers. This includes a \$5 per month discount for our cooperative's electric members who are also signed up for paperless billing. We will waive the \$50 installation fee for any customer who signs up for service while we are currently working in their area. We are also offering a discount of \$2.50 a month for any customer who prepays their monthly fees 12 months in advance. TEC Fiber also does not require a contract after the initial 12-month service agreement, thus making potential customers more eager to try fiber internet without feeling like we are trying to lock them in. Moreover, we are also offering additional devices that will enhance their online experiences. These include parental controls and other security features available through the Calix CommandIQ app. We also offer Wi-Fi Mesh Extenders for \$5 per month, Static IP Addresses for \$5 each per month, and Residential VoIP service for \$45 per month. Finally, TEC Fiber offers Managed Wi-Fi to help solve any home-based internet issues customers may experience.

**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.

We will be marketing TEC Fiber service using several different methods. These include social media promotion, print ads, signage, sponsorship of local events/teams/businesses, in-person promotion, written articles, customer testimonials, radio ads, distributing clothing and other materials with our logo on them, etc. Currently, TEC Fiber's anticipated take rate is 40%. This is based on the pre-project estimate by National Rural Telecommunications Cooperative in addition to early data collected from current fiber build outs.