

BEAD Pie – How to Get Your Slice!

Carmen O'Neill | Director Of Engineering | Vantage Point

Kristy Szabo | Director Of Consulting | Vantage Point

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Mid-America Telecom
Showcase & Seminar

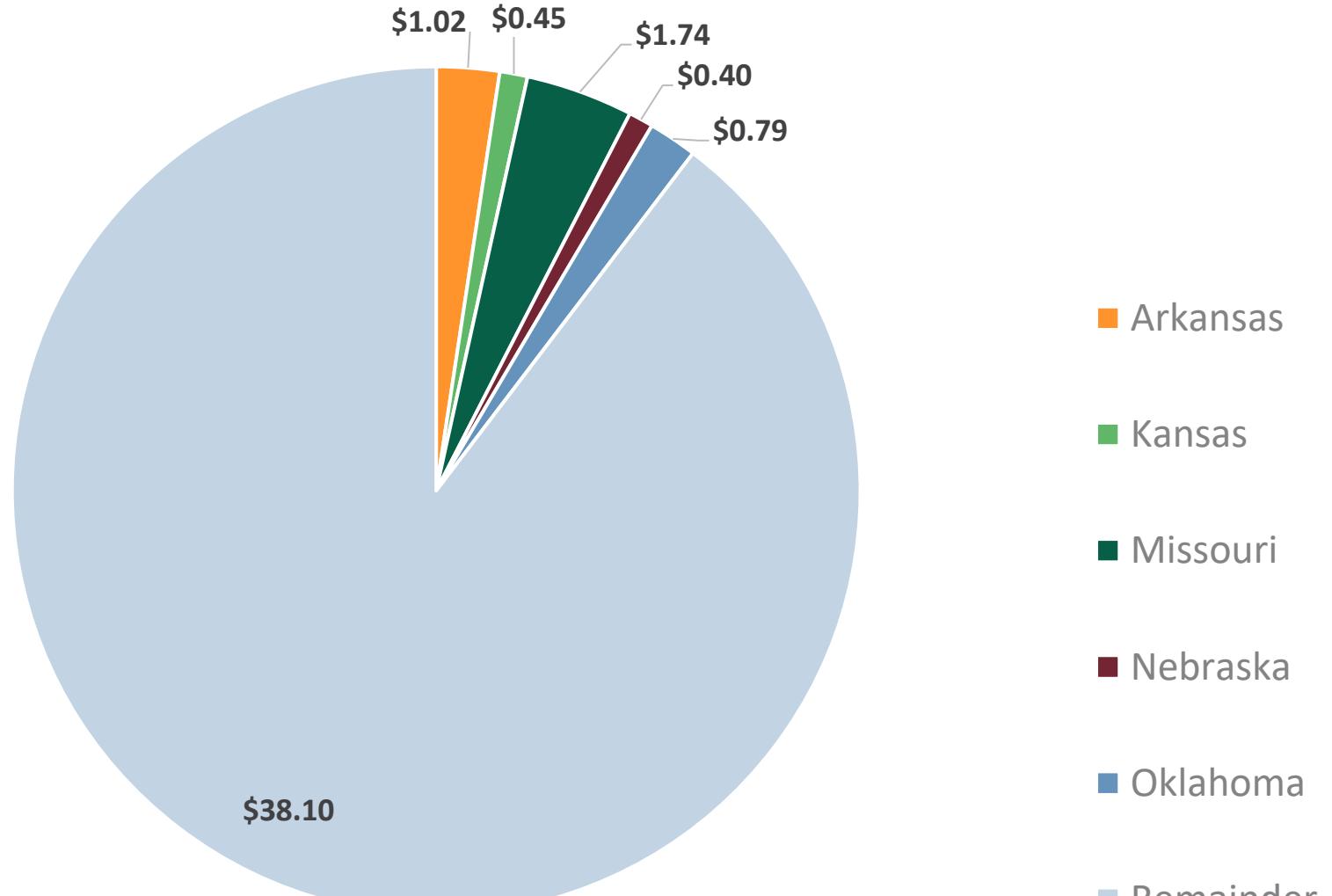


How Long Have We Been Talking BEAD???

BEAD Timeline – States

Letters of Intent	Due July 18, 2022
Initial Planning Funds Request (Up to \$100,000)	August 15, 2022 Less than 270 days after receipt of Initial Planning Funds request
5 Year Action Plans	
Notification of Funding Formula Allocations	June 2023
Initial Proposals (20%)	No later than 180 days after formal notification of funding formula allocations No later than December 27 th 2023
Final Proposals (Remaining 80%)	No later than 365 days after approval of Possibly February / March 2025 ??

BEAD Pie



Reflected in Billions

STATE ALLOCATION TOTALS

State	Total Allocation	Unserved Locations	One-Pager (PDF)	State Award Profile
Arkansas	\$ 1,024,303,993.86	215,621	Download One-Pager	Visit State Profile
Kansas	\$ 451,725,998.15	87,489	Download One-Pager	Visit State Profile
Missouri	\$ 1,736,302,708.39	337,484	Download One-Pager	Visit State Profile
Nebraska	\$ 405,281,070.41	70,478	Download One-Pager	Visit State Profile
Oklahoma	\$ 797,435,691.25	150,718	Download One-Pager	Visit State Profile



ARE YOU
READY

?

5 Steps for a Winning Strategy (that you can do NOW)

- Strategize
- Network Planning
- Feasibility
- Cybersecurity Plans
- Community Leaders



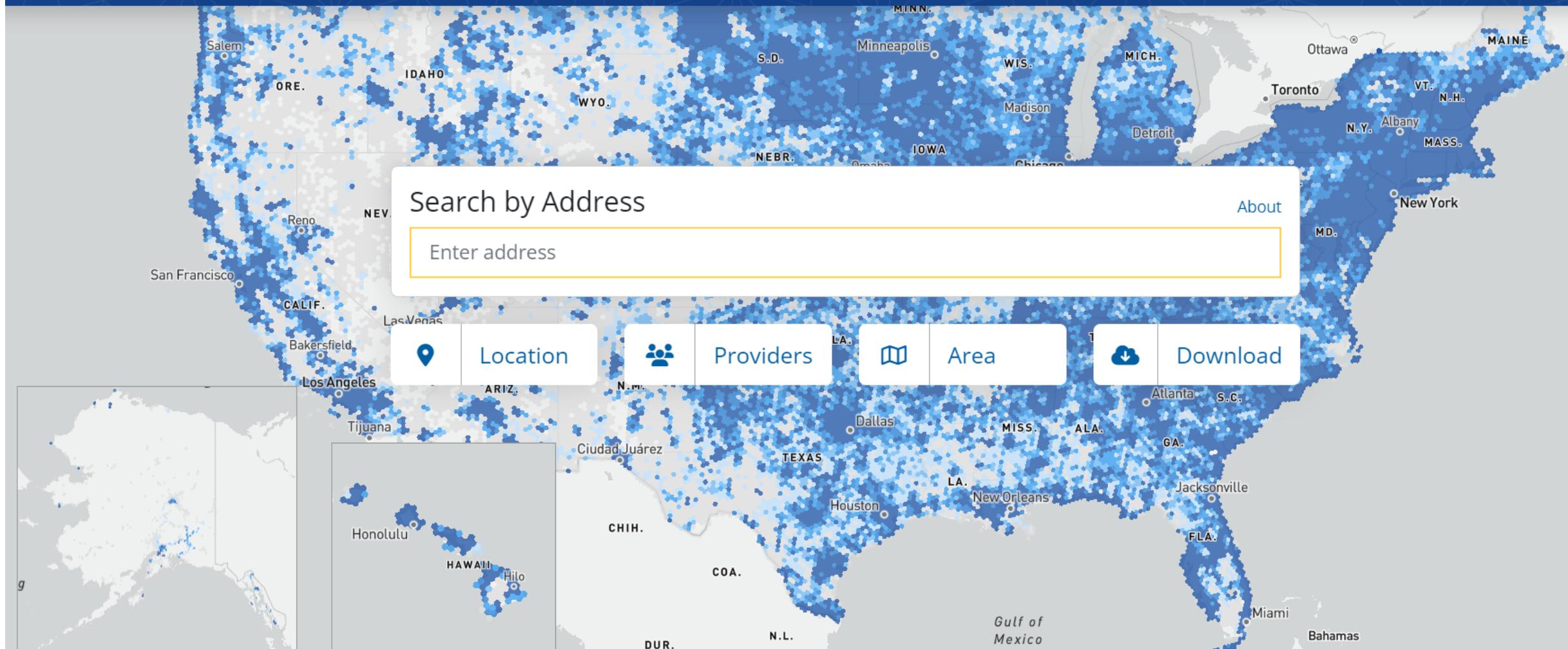
Reviewing information, exploring opportunities, considering options, and making decisions NOW will save you time, headaches, and heartburn later.

(And your competition is already doing it.)

1. Strategize, Plan, Network, Think

- Offense or Defense?
- BE STRATEGIC!
 - Where do you see your company down the road?
 - Growth Strategies
 - Where do you want to expand?
 - Are you land locked?
 - Partnerships

FCC National Broadband Map



Enhanced ACAM – Did You Accept?

- **August 30, 2023** - FCC released official E-ACAM offers to carriers
- Carriers had to decide by **September 29, 2023**
- FCC issued Public Notice **October 4, 2023**
- E-ACAM areas NOT eligible for BEAD



Start With a Map

GO BIG
...or go home

2. Network Planning: Layout - Think it through

- Fiber layouts
- Buried or Aerial?
 - Make ready?
- Engineering Design

Capital Expenditure Estimates

- Cost to Build
 - Existing Infrastructure to Leverage?
- Services to be Offered
- Buildout obligations
- Prevailing Wage
- Permitting headaches
- Environmental considerations

3. Financial Feasibility

- Project specific
- CapEx/OpEx
- 10 Year View
- End User Revenues
- Funding Needs

DOES IT
PENCIL OUT?

4. Cybersecurity Requirements

- Cybersecurity Risk Management Plan
- Supply Chain Risk Management Plan
- Both plans:
 - Operational, or ready to be operational upon providing services
 - Submit the Plan to the State prior to the allocation of funds

Did you Accept E-ACAM? If Yes, Need this Sooner Rather than Later!

5. Engage Community Leaders

- Needs & Impact
- Economic Development
- Counties, Townships
- Local stakeholders
- Anchor Institutions



As You Look at BEAD – What Should You Keep in Mind?

BEAD Requirements – Items to be Aware of!

- Cybersecurity Risk Management Plan
 - Reflects NIST Framework
- Supply Chain Risk Management Plan
- Participate in Affordable Connectivity Program (ACP)
- Irrevocable Letter of Credit Required (as of now!) – Equal to 25% of Grant
 - Letter of Opinion from Legal - Bankruptcy
- Open Access – Wholesale

Equitable Work Force Development

- Support Development and Use of Highly Skilled Workforce
- Develop and Promote Partnerships Among
 - Employers, Education & Training Providers, Public Workforce System, Unions & Worker Organizations, Community Based Organizations
 - Intent to Attract, Train, Transition to Meet Workforce and Job Opportunities
- Ensure Job Opportunities Created Made Available to Diverse Pool of Workers
- Provide Registered Apprenticeships / Pre-Apprenticeships



Treatment of Grant Revenues

- **Grant Revenues – TAXABLE!**

- Discuss with Tax Auditor
 - Aid to Construction vs. Deferred Revenue
 - Impact to Cooperatives



Reporting Requirements

- Semi-Annual Report (at least, may be more)
 - Address locations
 - Type of facilities constructed
 - Speeds
 - Prices
 - Status of Agreements
 - Financial Reports
 - Labor Status

BEAD / Funding Gotchas.....

- Assuming Each Program is Same - One Size Fits All!
- Documentation – Or Lack Of!
- Be Organized – From the Start!
- Accounting Records – Invoicing - Reimbursements!
- Assuming a Waiver – Not a Guarantee!

Closing Thoughts.....

- Funding assistance is beneficial to the build of the project.
- Complete Due Diligence on requirements associated with the funding.
- Know what you are getting in for.
- Free Money is Great.....BUT.....is it Really Free??

Be Prepared!

Here for all your questions:



Carmen O'Neill, PE – Director of Engineering

Carmen.ONeill@vantagepnt.com

605-999-7375 / 605-995-1754



Kristy Szabo – Director of Consulting

Kristy.Szabo@vantagepnt.com

605-770-2960 / 605-995-1786

THANK YOU