

BEAD Pie – How to Get Your Slice!

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Mid-America Telecom
Showcase & Seminar



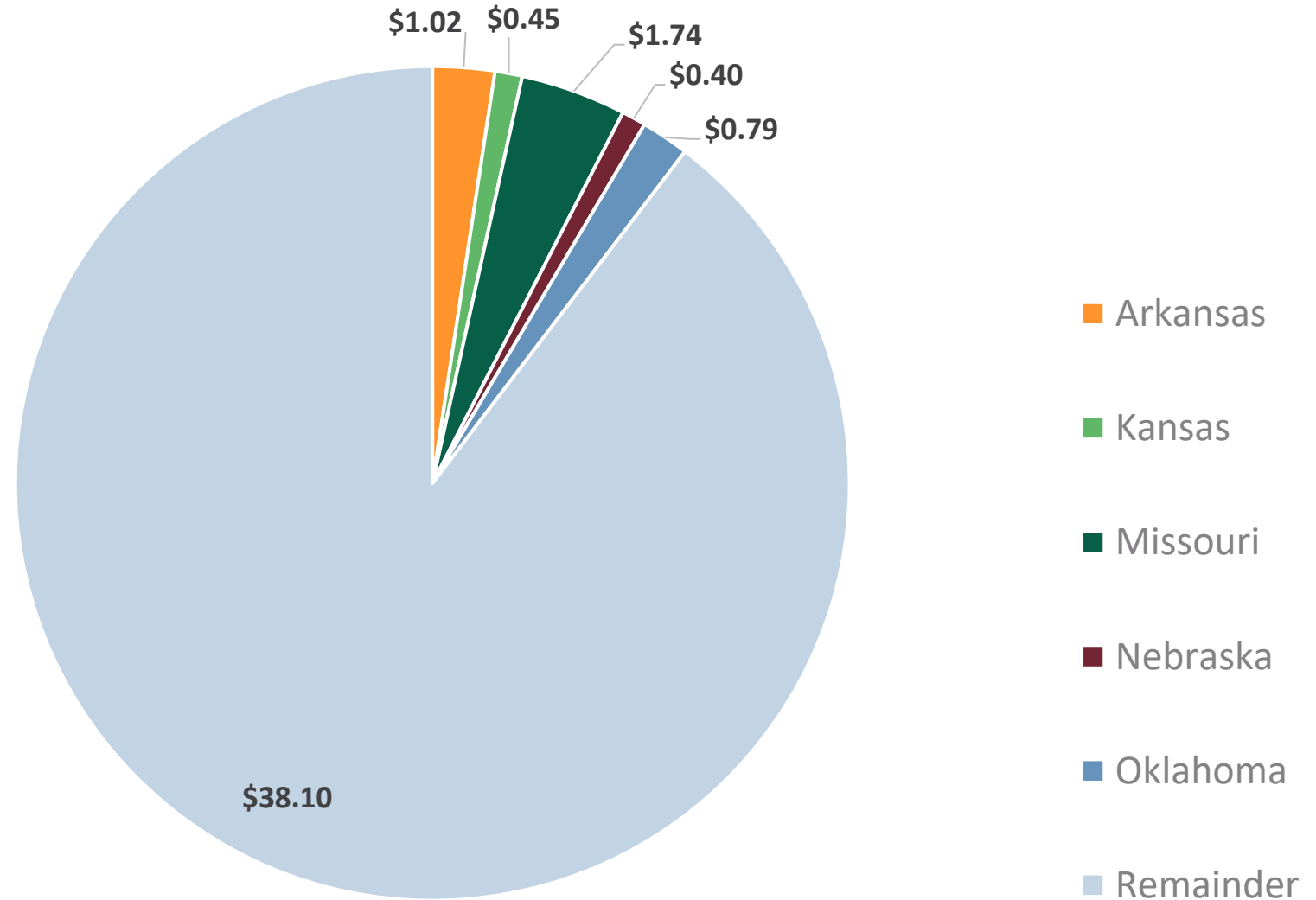
How Long Have We Been Talking BEAD???

BEAD Timeline – *States*

Letters of Intent	Due July 18, 2022
Initial Planning Funds Request (Up to 10%)	Due August 15, 2022
5 Year Action Plans	Due no later than 270 days after receipt of Initial Planning Funds request
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 Initial Proposals 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

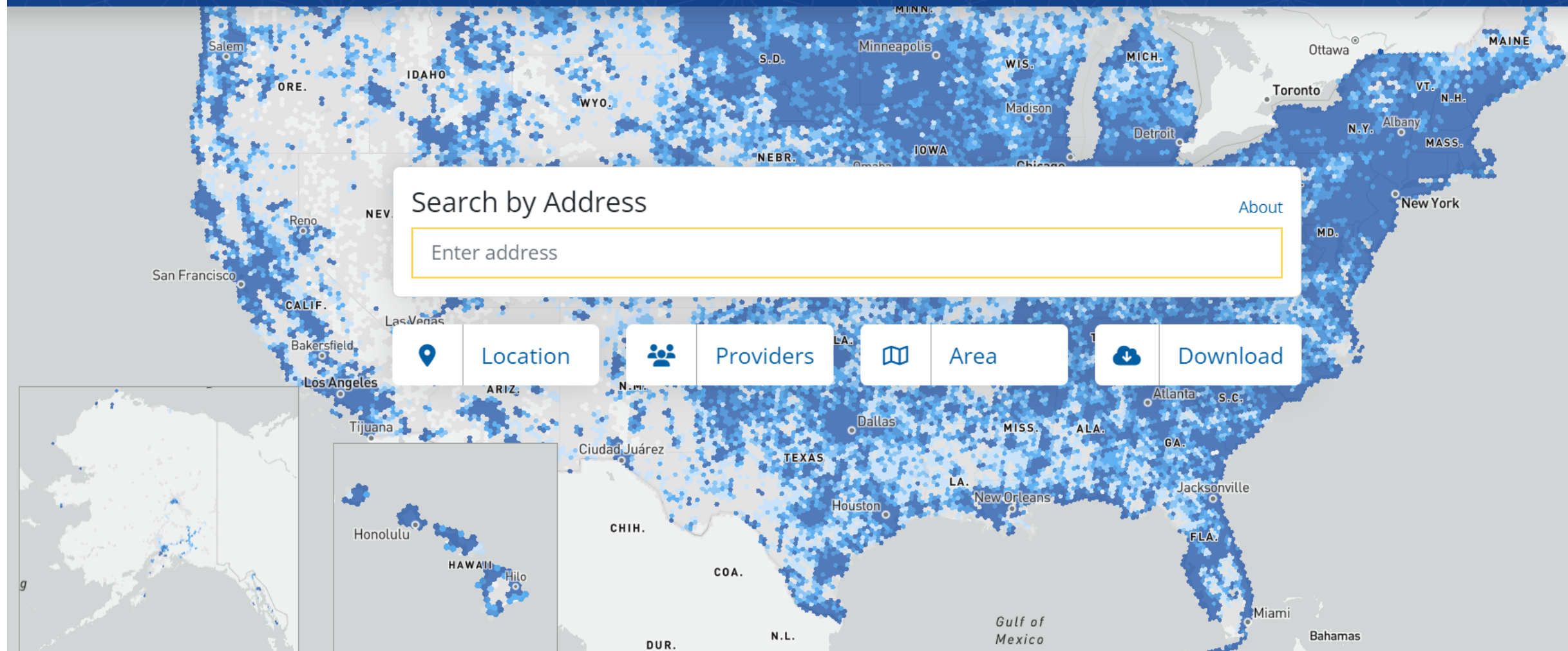


Reviewing information, exploring opportunities, considering options, and making decisions **NOW** will save you time, headaches, and heartburn later.

(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



www.broadbandmap.fcc.gov

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

An aerial photograph of a desert landscape, likely in the southwestern United States. The terrain is a mix of brown, rocky hills and green, vegetated areas. A large, irregular green area covers the left and center of the image. To the right, there's a more developed area with some buildings and roads, also partially covered by green overlays. The text "Start With a Map" is overlaid in the top left.

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:



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THANK YOU