



New Hampshire Department of Business and
Economic Affairs (BEA)

Office of Broadband Initiatives

Broadband Equity, Access, and Deployment
Program (BEAD)

Project Application Guidance



Table of Contents

Part 1: Introduction	3
Part 2: Application Overview.....	3
BEA’s BEAD Subgrantee Selection Process	3
Phase 1 – Prospective Applicant Pre-Qualification Evaluation	3
Phase 2 – BEAD Project Application Period	4
Part 3: Application Guide.....	4
Application Submission	4
Project Plan Information	5
Project Financial Information	5
Project Application Certification Template.....	6
Part 4: Appendix	6



Part 1: Introduction

New Hampshire has been awarded \$196.5 million in federal funding from the Broadband Equity, Access, and Deployment (BEAD) Program by the National Telecommunications and Information Administration (NTIA) to connect homes and businesses to quality high-speed broadband. The BEAD funding will focus on expanding broadband service to unserved and underserved Broadband Serviceable Locations (BSLs) and eligible Community Anchor Institutions (CAIs), under the management of the Department of Business and Economic Affairs (BEA) Office of Broadband Initiatives.

BEA is seeking projects that address specific BEAD Broadband Serviceable Locations (BSLs) that lack reliable broadband service across the state. Subgrants will be awarded to eligible applicants. Projects must comply with all applicable award requirements mandated by NTIA, 2 CFR 200 Uniform Guidance, and the State of New Hampshire.

This document serves as a comprehensive guide for applicants on the project application period which constitutes the second phase of BEA's two-phase BEAD subgrantee selection process, following the pre-qualification phase. Guidance for the pre-qualification phase can be found [here](#). This document provides an overview of the procedures, requirements, and steps for submitting successful applications.

Due to the scope of this effort and potential for additional guidance from NTIA, there may be subsequent adjustments made to the outlined processes in the future. In such cases, the application guidance may be amended to reflect new or updated requirements.

Part 2: Application Overview

The primary objective of the project application phase is to solicit applications to serve specific project areas. During this phase, BEA is asking applicants to provide detailed information on their proposed projects, which will help guide BEAD infrastructure deployment.

During the project application phase, BEA will post a list of unserved and underserved BSLs and CAIs on its webpage. This list will be divided into BSLs/CAIs within each municipality or unincorporated place which will define the Project Service Areas (PSAs). Applicants must base their applications on these lists of unserved and underserved BSLs and CAIs. Each application can only cover one PSA. Each application must build out service to all unserved and underserved locations within the designated PSA.

BEA's BEAD Subgrantee Selection Process

The subgrantee selection process consists of two phases:

Phase 1 – Prospective Applicant Pre-Qualification Evaluation

- Prospective applicants will submit organization-level information to demonstrate their ability to meet BEAD program requirements.
- The pre-qualification window will remain open through the project application period and BEA will review prospective applicants on a rolling basis.
- It is strongly advised that prospective applicants complete the pre-qualification process prior to submitting an application in Phase 2 as applications will not be reviewed prior to pre-qualification approval.



Phase 2 – BEAD Project Application Period

- Applicants approved in Phase 1 will be invited to submit project applications for BEAD funding.
- The applications will include bids for specific Project Areas and detailed project-level information.

For more information on the required organizational qualifications to participate in the New Hampshire BEAD program, please consult the Pre-Qualification Application Guidance which can be found [here](#).

Part 3: Application Guide

Application Submission

After successfully completing the pre-qualification process, approved applicants will proceed to Phase 2 of the subgrantee selection process. This phase includes three steps that applicants must complete:

1. Selection of the Project Service Area
2. Completion of the BEAD Project Application Form
3. Upload of required documentation through Kiteworks

A map and an Excel Spreadsheet detailing all Project Service Areas and all eligible BSLs/CAIs within the PSAs will be posted to the BEA [Subgrantee Selection website](#). Applicants will use these resources to decide which PSAs they believe that they can fully service and will apply for. Applications must provide service to all unserved and underserved locations within the PSA and should include eligible CAIs.

If an applicant believes that a location in the project service area should not be serviced using BEAD funding (for example, if the location is an auxiliary building like a shed that does not require broadband service), the applicant may complete the "Non-Served BEAD Locations" template. This template will require the applicant to provide evidence to support that the location should not receive BEAD funding. The template can be found on the BEA website. Removal of locations is subject to BEA and NTIA approval. If removal of the location is approved, the applicant may exclude the location from their proposed project. **Please submit this template and supporting evidence through the Kiteworks link used to submit application materials.**

Once the applicant has identified the PSA(s) that they will apply for, they will need to complete the BEAD Project Application Form via Microsoft Forms, which can be accessed on the BEA [Subgrantee Selection website](#). This form will gather project specific information such as project name, PSA covered, total cost, etc.

Once the BEAD Project Application Form has been completed, prospective applicants will receive an email from a Guidehouse.com email address to complete the application. The email with the subject line "File request: NH BEAD Project Application" will contain a link to Kiteworks, which is a service to securely submit large numbers of files. Applicants will then follow the link in the email to begin uploading files. Please note for security reasons the emailed link is **only active for 72 hours** and each link is only valid for one submission. If the link expires before prospective applicants have uploaded the files or need to upload additional files, please email broadband@livefree.nh.gov to request a new link.

Following the completion of the BEAD Project Application Form and the submission of supporting documentation through Kiteworks, the BEA team will be in touch regarding any clarification or additional documentation needed. BEA will allow applicants up to fifteen calendar days after notification to cure an incomplete application. If you have any concerns with submitting the required documentation through Kiteworks, please email broadband@livefree.nh.gov to discuss alternative options for submission.



The following sections provide a brief overview of the information and documentation required as part of the BEAD Project Application. **For a comprehensive list of the specific information and documents that are required, please refer to the Appendix.**

Project Plan Information

Applicants seeking to serve a BEAD PSA must submit a comprehensive application demonstrating their capacity to deliver reliable, high-speed broadband to all unserved and underserved locations, and CAIs within a PSA. This begins with basic organizational information, including a unique project name, organization name, address, and contact information (name, email, and phone number). Applicants must specify which project service area the application will cover, ensuring all unserved and underserved locations within its boundaries are serviced.

Applicants need to estimate the project's physical infrastructure requirements, detailing the miles of both aerial and buried fiber they plan to build. They must also submit a detailed technical narrative explaining how the infrastructure will meet or exceed required speeds and latency (100 Mbps/20 Mbps) for each BSL in the PSA. Please note that an application should cover all BSLs and CAIs within a PSA. CAIs must receive the speeds and latency of 1 Gbps/1 Gbps. Additional required documentation includes shapefiles showing a network design map (including BSLs, CAIs if applicable, fiber routes, and project boundaries) and a logical network diagram that illustrates the network's capacity to deliver the required broadband speeds and latency. The application should also include a detailed cost estimate, a project timeline demonstrating milestone completion within a four-year timeframe, and a Professional Engineer Certification from an engineer licensed in the State of New Hampshire, as a PDF, that is signed and certifies the accuracy and completeness of the materials uploaded in this section. The application should also include a Letter of Good Standing, as a PDF, signed by the New Hampshire Secretary of State.

Finally, applicants should provide detailed information on risk mitigation strategies to promote network resiliency and reliability. Applicants should detail mitigation strategies for network resiliency strategies specifically with regard to flooding, severe winter weather, and high winds. Applicants should also provide details on network reliability which outline how purported speed and latency will be maintained; and in the case of failure for any reason, how service will be maintained or restored. For more information on the risk level of specific counties in New Hampshire, please consult the [2023 New Hampshire State Hazard Mitigation Plan](#).

Though not required, applicants may submit a letter of support from local municipalities to demonstrate coordination which enhances the strength of the application. As referenced in section 2.4 of New Hampshire's Initial Proposal Volume II, applications will be scored using a standardized merit scoring rubric with guidance on calculating points to facilitate an objective evaluation process.

Project Financial Information

It is crucial for applicants to demonstrate they are financially qualified to meet the obligations associated with BEAD projects. As part of the application process, applicants are required to provide financial information at the project level including but not limited to, the total cost for the project, the total BEAD funding amount, and details on the applicants' low-cost plan. Additionally, applicants are required to upload supporting documentation for this information including a project budget narrative and details.

Alongside their application, applicants must also submit a letter from an eligible bank committing to issue an irrevocable standby letter of credit. The letter—valued at no less than 25% of the subaward—must be secured before entering into a subgrantee agreement. The letter must meet the Eligible Entity's criteria



and include an opinion letter from legal counsel ensuring that the letter of credit is protected from being part of a bankruptcy estate.

NTIA has issued a waiver for the Letter of Credit requirement of 25% of the value of the grant in addition to the minimum match. The NTIA Letter of Credit Waiver options can be found here:
<https://broadbandusa.ntia.gov/funding-programs/policies-waivers/BEAD-Letter-of-Credit-Waiver>.

Project Application Certification Template

Applicants must submit the completed Project Application Certification Template which can be downloaded from BEA’s website. This template acts as a central document for all project application required certifications. The template must be completed by an authorized officer, director, or equivalent with the authority to obligate the organization/entity and enter into agreements on its behalf. The template should be filled out with all required and conditional (if applicable) certifications. Applicants may either print and sign the template by hand before scanning and uploading or they may utilize an electronic signature on the document before uploading the file. Once completed, the Project Application Certification Template should be uploaded with the other required documentation for the project application. Files should be in PDF format.

Part 4: Appendix

Table of Required Documentation

Table 1: Application Required Information

Number	Description of Information
Project Information	
1	Provide a unique project name
2	Organization Name
3	Organization Address
4	Primary Contact Name and Title
5	Organization Unique Entity Identifier (UEI)
6	Primary Contact Email
7	Primary Contact Phone Number
8	Which project service area will this application cover? <i>Note: All applications will need to provide service to all unserved and underserved locations within the entire project area boundary. Eligible CAIs should also be provided service. If an applicant has evidence that a location(s) in the project service area should not be funded by BEAD (location is a shed, boulder, haybale, etc), the applicant must submit a “Non-Served BEAD Locations” template and supporting evidence to have the location(s) removed from the project area. Removal of locations is subject to Broadband BEA and NTIA approval.</i>
8	How many months does the applicant commit to completing the project in, including build-out and initiation of service?
9	Provide the monthly price at which the applicant commits to offering either: A) Symmetrical 1 Gbps service in the project area, if the project is fiber, or



	<p>B) 100 Mbps/ 20 Mbps service in the project area if the project is non-fiber.</p> <p>This price should have no installation, equipment rental fees, or other charges to the end user. Please note that providing symmetrical 1 Gbps is not a requirement but rather part of the Affordability score, see the Scoring Rubric for more details.</p>
Financial Information	
10	What is the total cost for the proposed project?
11	Provide the average cost per passing of BEAD eligible BSLs in the PSA.
12	Provide the applicant’s proposed Total Funding Request (how much grant funding the applicant is seeking with this application) rounded to the nearest cent.
13	Provide the applicant’s proposed Total Match amount. Note: the minimum match requirement is 25 percent of the total project.
14	Provide the total amount of cash and in-kind matching funds for the project to be provided by the applicant itself.
15	Provide the total amount of cash and in-kind matching funds for the project to be provided by other sources such as non-profit organizations or eligible federal funding. For more information on allowable match sources, see the BEAD Match Primer
16	Does the applicant commit to providing a low-cost plan that meets the requirements set forth in the New Hampshire Initial Proposal Volume 2? (Section 2.12)
17	Provide the applicant’s proposed rate for the low-cost service plan. This rate should not exceed \$30. Modifications may be made to the low-cost rate if the applicant can provide evidence that the \$30 rate is financially unsustainable. If you plan to seek a modified rate please contact BEA.

Table 2: Document Submission Guide

Document Name	Description of Documentation
Project Plan Information	
Technical Narrative	Applicants must submit a technical narrative as a PDF detailing how the proposed infrastructure will deliver service that reliably meets or exceeds the program-required speeds and latency for all proposed BSLs and CAIs in the project area as outlined in the BEAD NOFO. This narrative should outline the planned technology and service offerings, including pricing, upload and download speeds, latency, any applicable data caps, and any planned quality-of-service metrics and/or reports.
Network Resiliency and Reliability Narrative	<p>Applicants should submit a narrative detailing the proposed network’s resiliency and reliability plan which demonstrates mitigation strategies as outlined in New Hampshire’s Initial Proposal vol II, Section 2.11.1, specifically with regard to flooding, severe winter weather, and high winds. The narrative should include current and expected weather and climate-related risks, an emergency response plan and communication strategy, description of mitigation strategies and of periodic reviews of said strategies. For more information on the risk level of specific counties in New Hampshire, please consult the 2023 New Hampshire State Hazard Mitigation Plan.</p> <p>This narrative should also detail the proposed network’s reliability including technology specifications, that clearly indicate how purported speed and latency will be maintained and in the case of failure for any reason, how service will be</p>



	maintained or restored. This narrative should also include information on the applicant’s network monitoring and restoration capabilities, operational systems redundancy and back up capabilities, and plans to restore service in the event of an outage.
Network Design Map Shapefiles	Applicants must submit a zipped file folder containing shapefiles illustrating map of the applicant’s proposed network design. The shapefiles will include all BSL and CAI locations to be served by the project, all proposed infrastructure routes to be constructed via the project, and project area boundary polygons encompassing all infrastructure routes, BSLs, and CAIs.
Network Diagram PDF	Applicants must submit a logical network design drawing (Network Diagram) as a PDF that illustrates the logical connectivity for the network and conveys the network’s capacity to provide each proposed BSL and CAI with the required broadband speeds and latency. Ensure that all information is clearly legible.
Project Timeline	Applicants must submit a detailed project timeline demonstrating the applicant’s ability to complete the project within the four-year timeframe and identifying the project milestones.
Professional Engineer Certification	Applicants must submit a PDF document signed by a currently licensed Professional Engineer in the State of New Hampshire that certifies the accuracy and completeness of the materials uploaded in this section and attests that the proposed network can deliver broadband service that meets the requisite performance requirements to all locations served by the project within the required four-year deployment timeline.
Professional Engineer Supporting Documentation	Applicants must also submit documentation of the Professional Engineer’s licenses as well as any written reports, letters, or analysis provided by the Professional Engineer regarding the proposed project.
Letter of Local Coordination	Applicants may submit a letter of support from the municipality associated with the PSA to demonstrate coordination with the municipality and improve their application. <i>Note: This letter is not a required component of the application but does contribute to additional scoring.</i>
Certifications	
Project Application Certification Template	Applicants must submit the completed Certification Template which can be downloaded from BEA’s website. This template acts as a central document for all project application required certifications. The template should be completed by an authorized signer such as an Officer or Director-level employee, (e.g., President, CEO, CFO, Treasurer, or equivalent).
Letter of Good Standing	Applicants must submit a Letter of Good Standing signed by the Secretary of State of New Hampshire.
Project Financial Information	
Letter of Credit	Alongside their application, applicants must submit a letter from an eligible bank that meets eligibility requirements consistent with those set forth in 47 C.F.R. § 54.804(c)(2) committing to issue an irrevocable standby letter of credit, in the required form, to the prospective subgrantee as outlined in the BEAD NOFO. Before entering into a subgrantee agreement, the applicant must obtain this letter, valued at no less than 25% of the subaward. The letter must meet the Eligible Entity’s requirements and include an opinion letter from legal



	<p>counseling confirming that the letter of credit and its process are protected from being considered part of a bankruptcy estate.</p> <p>NTIA has issued a waiver for the Letter of Credit requirement of 25% of the value of the grant in addition to the minimum match. This waiver establishes alternate options to fulfil the Letter of Credit requirements. The NTIA Letter of Credit Waiver options can be found here: https://broadbandusa.ntia.gov/funding-programs/policies-waivers/BEAD-Letter-of-Credit-Waiver.</p> <p><i>Note: The Letter of Credit itself is not required as part of the project application response but will be required prior to signing a subgrant agreement. If the applicant chooses to pursue the waiver, documentation outlined in the above link must be submitted alongside the application.</i></p>
Project Budget	<p>Applicant must submit a detailed project budget for the proposed project using the budget template provided on the BEA website which contains information on the required budget categories. A narrative justification for each line item must also be included.</p>
Project Pro Forma	<p>Applicant must provide a pro forma statement of cash flows and a pro forma detail of operating expenses over the course of construction and start-up operations for a 7-year period</p>
Project Pro Forma Explanation	<p>Applicant must submit a document to explain the pro forma assumptions regarding take-rates, churn, revenue per user, operating expenses, cash flow, and capital expenditures and detail any anticipated financial challenges.</p>
Low-Cost Plan Details	<p>Applicant must submit a plan which details the proposed rate for the low-cost service plan, which must not exceed \$30, and includes:</p> <ul style="list-style-type: none"> • How the proposed rate is affordable to low income individuals; • Per-subscriber costs in an area indicating that the target effective rate above would be financially unsustainable; and, • The impact on average revenue per user (ARPU) and total project revenue of the target effective rate above would be financially unsustainable given actual or projected subscriber adoption patterns. <p>If the applicant is not able to provide a low-cost service plan at a rate of \$30, a waiver may be sought to increase this threshold to \$50. If an applicant seeks to acquire this waiver, please contact BEA at broadband@livefree.nh.gov. For more information on the Low-Cost Plan requirements, please consult New Hampshire’s Initial Proposal vol II, Section 2.12.</p>



Scoring Rubric

Priority Broadband Projects

The BEAD scoring rubric has been copied from New Hampshire’s Initial Proposal vol. II below. Please note that this scoring rubric will be used when more than one applicant applies to a single PSA.

The primary selection criteria below will represent 75 percent of the available points to be awarded. Points may be awarded based upon a comparison of different proposals in relation to the criteria.

Table 3: Primary Scoring, Priority Broadband Projects

Primary Criteria	Maximum Available Points	Explanation
Minimal BEAD Program Outlay	45	<p>BEA will consider the total BEAD funding that will be required to complete the project, accounting for both total projected cost and the prospective subgrantee’s proposed match (which, absent a waiver, must cover no less than 25 percent of the project cost). The specific points awarded will increase as the BEAD outlay decreases; i.e., lower BEAD outlay costs (as opposed to total project costs or the extent of the match above 25 percent) will be awarded more points, up to a maximum of 30.</p> <p>Applications for the same project area with the lowest BEAD outlay cost will be awarded all 30 points. Applications for the same project area with the second lowest BEAD outlay costs will receive 20 points. Applications with the third lowest BEAD outlay costs will receive 10 points, and applications with the fourth or subsequent lowest BEAD outlay costs will receive no points.</p> <p>In addition, points will be awarded for network designs that promote resiliency and reliability.</p> <p>(A) Resiliency: In particular, up to 10 points will be awarded to applications that demonstrate mitigation strategies as outlined in Section 2.11.1, specifically with regard to (1) flooding; (2) severe winter weather; (3) and high winds. The mitigation strategies should include a description of periodic reviews of mitigation strategies. Points will be awarded to subgrantees’ that address each of the following areas (see Section 2.11.1):</p> <ul style="list-style-type: none"> (a) describe the current and expected (20 years following deployment) weather and climate-related risks applicable to the proposed network infrastructure in the project area. (2 points); (b) describe how the subgrantee will avoid and/or mitigate the weather and/or climate related risks identified (4 points); (c) submit an emergency response plan and communication strategy to ensure timely, effective response to extreme weather events (2 points);



Primary Criteria	Maximum Available Points	Explanation
		<p>(d) describe plans for periodically repeating (a), (b) and (c) above over the 20-year period following deployment (2 points).</p> <p>(B) Reliability: Up to 5 points will be awarded to applications that provide a network design (consistent with that provided in Section 2.4.13), including technology specifications, that clearly indicate how purported speed and latency will be maintained; and in the case of failure for any reason, how service will be maintained or restored. Points will be awarded to subgrantees that describe:</p> <ul style="list-style-type: none"> (1) how speed and network latency will be monitored and maintained at each location in the project area (2 points); and (2) plans to restore service in the event of a service outage, including their use of network and facility redundancies (3 points). <p>In responding to (1) and (2) above, applicants may reference past indications of network performance and restoration (such key performance indicators, Performance Measure Modules, or other existing reporting metrics) as support evidence of reliability.</p>
Affordability	20	<p>Applicants should demonstrate their commitment to provide the most affordable total price to the customer for 1 Gbps/1 Gbps service in the project area. BEA will award points based upon an applicant’s proposed total price, including all taxes and fees. The most affordable total price will receive the full 20 points under this criterion. Other applications will receive fewer points based on the percentage difference from the most affordable application; that is, an application that commits to a price that is 10 percent higher than that offered by the lowest-priced application will receive 10 percent fewer points (18 points, rather than 20).</p>
Fair Labor Practices	10	<p>Applicants should demonstrate their record of compliance with federal labor and employment laws, as well as the records of any other entities that will participate in the project, including contractors and subcontractors, including the certification of past compliance and written disclosure of any instances of non-compliance. New entrants without a record of compliance with federal labor and employment laws must provide a detailed, forward-looking plan describing how compliance will be achieved. Applications should include plans for ensuring compliance for this project.</p> <p>Points for this criterion will be awarded based upon the information an applicant shall submit as required by section 2.7.1, below.</p>



Primary Criteria	Maximum Available Points	Explanation
		<p>Specifically, applications should include a certification from an Officer/Director-level employee (or equivalent) evidencing consistent past compliance with federal labor and employment laws (including information about their contractors and subcontractors) shall be awarded points as follows:</p> <ul style="list-style-type: none"> • Certifications of compliance for no less than three years will receive 5 full points; • Certifications of compliance for no less than five years will receive 7 full points; • Certification of compliance for no less than ten years will receive 10 full points. <p>New entrants without a record of compliance with federal labor and employment laws will be able to instead receive points based on the completeness of their detailed, forward-looking plans describing commitments regarding how compliance will be achieved. New entrants' forward-looking plans should include a certification from an Officer/Director-level employee (or equivalent) committing to compliance with federal labor and employment laws (including information about their contractors and subcontractors). Specifically, new entrants' applications will be awarded up to a maximum total of 10 points in this criterion based on the completeness of their plan's descriptions as follows:</p> <ul style="list-style-type: none"> • Descriptions of overall plans to ensure compliance (including contractors and subcontractors) will receive 4 full points; • Descriptions of information on applicable wage scales and wage and overtime payment practices for each class of employees expected to be involved directly in the physical construction of the broadband network will receive an additional 3 full points • Descriptions of how the applicant will ensure the implementation of workplace safety committees that are authorized to raise health and safety concerns in connection with the delivery of deployment projects will receive a further 3 additional full points.
TOTAL POSSIBLE POINTS	75	



The following secondary selection criteria for Priority Broadband Projects will represent 25 percent of the available points to be awarded.

Table 4: Secondary Scoring, Priority Broadband Projects

Secondary Criteria	Maximum Available Points	Explanation
Speed to Deployment	5	<p>All BEAD subgrantees must deploy the planned broadband network and begin providing services to each customer that desires broadband services within the project area not later than four years after the date on which the subgrantee receives the subgrant from BEA. Subgrantees that offer a binding commitment to provide service by an earlier date certain with contractual penalties for failure to achieve the earlier date will receive more points in this category than subgrantees that commit only to the four-year deployment requirement. Points will be awarded as follows (rounded to the closest month):</p> <ul style="list-style-type: none"> ▪ 0-1 years from contract award to provision of service - 5 points ▪ > 1 but < 2 years from contract award to provision of service - 4 points ▪ > 2 but < 3 years from contract award to provision of service – 3 points ▪ > 3 but < 4 years from contract award to provision of service - 2 points ▪ 4 years from contract award to provision of service - 1 point
Local Coordination	7	<p>While the BEAD program requires BEA to invite proposals directly from broadband providers, this scoring criteria is designed to provide an opportunity for cities, towns, and unincorporated places to weigh in on the preferred provider of the locality to address the remaining gaps without broadband access. Seven points will be awarded in this category for subgrantees that demonstrate that they have coordinated with localities in their project area through a letter of support from the municipality. A municipality may support more than one application. To obtain the seven points, letters of support must be included in the application from the applicable body: for towns, the Select Board or Town Council; for cities, the Board of Aldermen or City Council; or, in the case of unincorporated places, the county Board of Commissioners. Applications without such letters will not receive any points in this category.</p>



Secondary Criteria	Maximum Available Points	Explanation
Workforce Development	5	Applicants should provide a narrative explaining their efforts to recruit and train women and other historically under-represented populations for workforce development opportunities and jobs related to BEAD-funded eligible activities. This narrative should describe the applicant’s commitment and organizational structure of their workforce credentials, specifically for the project scope of work defined in their application. This will include past job experience and adherence to safety in the workplace. This will include their own direct workforce and that of subcontractors. Applications that include this information will be awarded three points. An additional two points will be awarded to applicants that demonstrate they have registered with ApprenticeshipNH (https://apprenticeshipnh.com/), a workforce training program of the Community College System of New Hampshire.
Cost Per Passing	8	Applications should include the average cost per passing of BEAD-eligible BSLs. The application for any given project area (i.e., cities or towns, both of which may include unincorporated areas) with the lowest average cost per passing among applications received for that project area will be awarded eight points.
TOTAL POINTS	25	



Other Last Mile Broadband Projects

BEA will use the following prioritization and scoring criteria to select subgrantees with Other Last Mile Broadband Projects (those that will not use end-to-end fiber-optic architecture).

Other Last Mile Broadband Projects: The primary selection criteria below will represent 75 percent of the available points to be awarded. Points may be awarded based on a comparison of different proposals relative to the criteria.

Table 5: Primary Scoring, Other Last Mile Broadband Projects

Primary Criteria	Maximum Available Points	Explanation
Minimal BEAD Program Outlay	45	<p>BEA will consider the total BEAD funding that will be required to complete the project, accounting for both total projected cost and the prospective subgrantee’s proposed match (which, absent a waiver, must cover no less than 25 percent of the project cost). The specific points awarded will increase as the BEAD outlay decreases; i.e., lower BEAD outlay costs (as opposed to total project costs or the extent of the match above 25 percent) will be awarded more points, up to a maximum of 30.</p> <p>Applications for the same project area with the lowest BEAD outlay cost will be awarded all 30 points. Applications for the same project area with the second lowest BEAD outlay costs will receive 20 points. Applications with the third lowest BEAD outlay costs will receive 10 points, and applications with the fourth or subsequent lowest BEAD outlay costs will receive no points. In addition, points will be awarded for network designs that promote resiliency and reliability.</p> <p>(A) Resiliency: In particular, up to 10 points will be awarded to applications that demonstrate mitigation strategies as outlined in Section 2.11.1, specifically with regard to (1) flooding; (2) severe winter weather; (3) and high winds. The mitigation strategies should include a description of periodic reviews of mitigation strategies. Points will be awarded based on subgrantees’ addressing each of the following areas (see Section 2.11.1):</p> <ul style="list-style-type: none"> (a) describe the current and expected (20 years following deployment) weather and climate-related risks applicable to the proposed network infrastructure in the project area (2 points); (b) describe how the subgrantee will avoid and/or mitigate the weather and/or climate related risks identified (4 points); (c) submit an emergency response plan and communication strategy to ensure timely, effective response to extreme weather events (2 points);



Primary Criteria	Maximum Available Points	Explanation
		<p>(d) describe plans for periodically repeating (a) and (b) above over the 20-year period following deployment (2 points).</p> <p>(B) Reliability: Up to 5 points will be awarded to applications that provide a network design (consistent with that provided in Section 2.4.13), including technology specifications, that clearly indicate how purported speed and latency will be maintained; and in the case of failure for any reason, how service will be maintained or restored. Points will be awarded based on subgrantees' addressing:</p> <ul style="list-style-type: none"> (1) how speed and network latency will be monitored and maintained at each location in the project area (2 points); and (2) plans to restore service in the event of a service outage, including their use of network and facility redundancies (3 points). <p>In responding to (1) and (2) applicants may reference past indications of network performance and restoration (such as key performance indicators, Performance Measure Modules or other existing reporting metrics) as supporting evidence of reliability.</p>
Affordability	20	<p>Applicants should demonstrate their commitment to provide the most affordable total price to the customer for 100 Mbps/20 Mbps service in the project area. BEA will award points based upon an applicant's proposed total price, including all taxes and fees. The most affordable total price will receive the full 20 points under this criterion. Other applications will receive fewer points based on the percentage difference from the most affordable application; that is, an application that commits to a price that is 10 percent higher than that offered by the lowest-priced application will receive 10 percent fewer points (18 points, rather than 20).</p>
Fair Labor Practices	10	<p>Applicants should demonstrate their record of compliance with federal labor and employment laws, as well as the records of any other entities that will participate in the project, including contractors and subcontractors, including the certification of past compliance and written disclosure of any instances of non-compliance. New entrants without a record of compliance with federal labor and employment laws must provide a detailed, forward-looking plan describing how compliance will be achieved. Applications should include plans for ensuring compliance for this project.</p>



Primary Criteria	Maximum Available Points	Explanation
		<p>Points for this criterion will be awarded based upon the information an applicant shall submit as required by section 2.7.1, below. Specifically, applications should include a certification from an Officer/Director-level employee (or equivalent) evidencing consistent past compliance with federal labor and employment laws (including information about their contractors and subcontractors) shall be awarded points as follows:</p> <ul style="list-style-type: none"> ▪ Certifications of compliance for no less than three years will receive 5 full points; ▪ Certifications of compliance for no less than five years will receive 7 full points; ▪ Certification of compliance for no less than ten years will receive 10 full points. <p>New entrants without a record of compliance with federal labor and employment laws will be able to instead receive points based on the completeness of their detailed, forward-looking plans describing commitments regarding how compliance will be achieved. New entrants’ forward-looking plans should include a certification from an Officer/Director-level employee (or equivalent) committing to compliance with federal labor and employment laws (including information about their contractors and subcontractors). Specifically, new entrants’ applications will be awarded up to a maximum to total of 10 points in this criterion based on the completeness of their plan’s descriptions as follows:</p> <ul style="list-style-type: none"> ▪ Descriptions of overall plans to ensure compliance (including contractors and subcontractors) will receive 4 full points; ▪ Descriptions of information on applicable wage scales and wage and overtime payment practices for each class of employees expected to be involved directly in the physical construction of the broadband network will receive an additional 3 full points ▪ Descriptions of how the applicant will ensure the implementation of workplace safety committees that are authorized to raise health and safety concerns in connection with the delivery of deployment projects will receive a further 3 additional full points.
TOTAL POINTS	75	



The following secondary selection criteria for Other Last Mile Projects will represent 25 percent of the available points to be awarded.

Table 6: Secondary Scoring, Other Last Mile Broadband Projects

Secondary Criteria	Maximum Available Points	Explanation
Speed to Deployment	5	<p>All BEAD subgrantees must deploy the planned broadband network and begin providing services to each customer that desires broadband services within the project area not later than four years after the date on which the subgrantee receives the subgrant from BEA. Subgrantees that offer a binding commitment to provide service by an earlier date certain with contractual penalties for failure to achieve the earlier date will receive more points in this category than subgrantees that commit only to the four-year deployment requirement. Points will be awarded as follows (rounded to the closest month):</p> <ul style="list-style-type: none"> ▪ 0-1 years from contract award to provision of service: 5 points ▪ > 1 but < 2 years from contract award to provision of service 4 points ▪ > 2 but < 3 years from contract award to provision of service 3 points ▪ > 3 but < 4 years from contract award to provision of service 2 points ▪ 4 years from contract award to provision of service: 1 point.
Local Coordination	5	<p>While the BEAD program requires BEA to invite proposals directly from broadband providers, this scoring criteria is designed to provide an opportunity for cities, towns, and unincorporated areas to weigh in on the preferred provider of the locality to address the remaining gaps without broadband access. Five points will be awarded in this category for subgrantees that demonstrate that they have coordinated with localities in their project area through a letter of support from the municipality. A municipality may support more than one application. To obtain the five points, letters of support must be included in the application from the applicable body: for towns, the Select Board or Town Council; for cities, the Board of Aldermen or City Council; or, in the case of unincorporated areas, the county Board of Commissioners. Applications without such letters will not receive any points in this category.</p>
Speed of Network and Other Technical Capabilities.	5	<p>BEA will weigh the speeds, latency, and other technical capabilities of the technologies proposed by prospective subgrantees. Applications proposing to use technologies that exhibit greater ease of scalability with lower future investment and whose capital assets have longer useable lives should be afforded additional weight over those proposing technologies with higher costs to upgrade and shorter capital asset cycles. Regardless of</p>



Secondary Criteria	Maximum Available Points	Explanation												
		<p>the proposed technology, maximum latency may not exceed 100 milliseconds.</p> <p>Scoring (speeds based on applicant’s initial offering):</p> <table border="0"> <tr> <td>Minimum downstream/upstream speed (Mbps)</td> <td>Points awarded</td> </tr> <tr> <td>100/20</td> <td>0</td> </tr> <tr> <td>150/20</td> <td>1</td> </tr> <tr> <td>200/50</td> <td>2</td> </tr> <tr> <td>400/100</td> <td>3</td> </tr> <tr> <td>1000/250</td> <td>4</td> </tr> </table> <p>One (1) additional point may be awarded for ease of scalability with lower future investment.</p> <p>Subgrantees must demonstrate that the proposed network design has the ability to deliver the above performance levels to all eligible locations within the application area, including a reasonable assessment of how the proposed network can add incremental capacity in a cost-effective manner as new customers are added.</p>	Minimum downstream/upstream speed (Mbps)	Points awarded	100/20	0	150/20	1	200/50	2	400/100	3	1000/250	4
Minimum downstream/upstream speed (Mbps)	Points awarded													
100/20	0													
150/20	1													
200/50	2													
400/100	3													
1000/250	4													
Workforce Development	5	<p>Applicants should provide a narrative explaining their efforts to recruit and train women and other historically under-represented populations for workforce development opportunities and jobs related to BEAD-funded eligible activities. This narrative should describe the applicant’s commitment and organizational structure of their workforce credentials, specifically for the project scope of work defined in their application. This will include past job experience and adherence to safety in the workplace. This will include their own direct workforce and that of subcontractors. Applications that include this information will be awarded three points. An additional two points will be awarded to applicants that demonstrate they have registered with ApprenticeshipNH (https://apprenticeshipnh.com/), a workforce training program of the Community College System of New Hampshire.</p>												
Cost Per Passing	5	<p>Applications should include the average cost per passing of BEAD-eligible BSLs. The application for any given project area (i.e., cities or towns, both of which may include unincorporated areas) with the lowest average cost per passing among applications received for that project area will be awarded five points.</p>												
TOTAL POINTS	25													