

Alabama Broadband Accessibility Fund 2018 Grant Application



Southeast Alabama Broadband Accessibility Project #1

October 24, 2018

Applicant Information

Project Name: SOUTHEAST ALABAMA BROADBAND ACCESSIBILITY PROJECT # 1

Legal Name of Entity: TROY CABLEVISION, INC.

Mailing Address: PO BOX 1228 TROY, AL 36081-1228

Name and Title of CEO: WILLIAM H. FREEMAN, PRESIDENT

Name and Title of Contact: JACOB T. COWEN, CFO / GENERAL MANAGER

Phone Number and Email of Contact: (334) 770-3328, JAKE.COWEN@TROYCABLE.COM

Introduction

Founded in 1985 by William Harold Freeman, Sr., Troy Cablevision, Inc. (“Troy Cable”) began by delivering analog video to Troy, Alabama and the surrounding area. Troy Cable remains family owned and operated, while currently training the 4th generation in the family business. Today, Troy Cable is a majority female owned and operated telecommunications business operating in 14 counties of southeast Alabama. Troy Cable has an established commitment to deploy cutting-edge technology and offers its users access to state-of-the-art digital video services, broadband internet as well as Internet Protocol (“IP”) voice services. Troy Cable is managed by a team of professionals dedicated to providing customers and the communities they serve with the highest level of quality services.

Troy Cable is located in the southeastern portion of Alabama and includes the counties of Barbour, Bullock, Coffee, Coosa, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Macon, Montgomery, Pike, and Tallapoosa. There are forty-six (46) rural communities within the fourteen county footprint who had limited or no broadband services available to their area. Troy Cable recognized the needs of our communities and built a fiber optic network to connect the rural communities to a Middle Mile broadband network.

Troy Cable is applying for a Broadband Accessibility Grant under the Alabama Department of Economic and Community Affairs (ADECA). The areas intended to be served under the Southeast Alabama Broadband Accessibility Project #1 (“Project #1”) are throughout extremely rural to rural areas in the Coffee, Covington, Geneva, and Houston counties. The end points for these broadband connections will originate or terminate in or near the following cities and towns: Black, Columbia, Cottonwood, Florala, Hartford, Samson, Slocomb, and the unincorporated area of Chancellor in Geneva County.

With the expansion of our network, through Project #1, approximately 207 miles of fiber optic infrastructure will be added throughout the proposed funded service area (“PFSA”). This Project will pass approximately 2,108 residences, 153 businesses and 11 Community Anchor Institutions (“CAI’s”) within the PFSA. Proposed CAI’s are tabularized on the following page:

	Proposed Community Anchor Institution	Location	Type of CAI
Eligible CAI's			
1.	Black United States Post Office	128 N Main St, Black, AL 36314	U.S. Post Office
2.	Black Volunteer Fire Department	171 N Main St, Black, AL 36314	Public Safety
3.	Coffee Springs Volunteer Fire Department	103 N Main St, Coffee Springs, AL 36318	Public Safety
4.	Coffee Springs United States Post Office	147 N Main St, Coffee Springs, AL 36318	U.S. Post Office
5.	Coffee Springs Senior Center	195 Spring St, Coffee Springs, AL 36318	Community Support Organization
6.	Coffee Springs Town Hall	222 Spring St, Coffee Springs, AL 36318	Community Support Organization
7.	Coffee County Water Authority Tower	1153 County Road 665, New Brockton, AL 36351	Public Safety
8.	Cottonwood United States Post Office	53 Joe Cook St, Cottonwood, AL 36320	U.S. Post Office
9.	Cherokees of Southeast Alabama	Firetower Road, Pansey, AL 36370	Native American Tribal Organization
10.	Houston County EMA Weather Siren	6334 E Co Road 8, Pansey, AL 36370	Public Safety
11.	Lowery Community Center	W State Highway 52, Kinston, AL 36453	Community Support Organization
Ineligible CAI's			
12.	Chancellor United States Post Office	10701 N State Highway 27, Chancellor, AL 36316	U.S. Post Office
13.	North Geneva County Water Authority Tower	N State Highway 27, Chancellor, AL 36316	Public Safety
14.	City of Samson Water Tower	W State Highway 52, Samson, AL 36477	Public Safety

All residences, businesses, and CAI's passed will have access to state-of-the-art digital video services, broadband internet speeds exceeding 25/3 Megabits per second (“Mbps”), security services as well as IP voice service at standard rates.

The expanded network will offer broadband transport, redundancy, diverse routing, and business continuity for strategic community applications as well as wholesale services for Last Mile providers. Troy Cable is a carriers’ carrier and transports cell traffic and other carriers in our geographic service footprint.

Troy Cable's current and proposed infrastructure is built for future-proof scalability. Troy Cable currently meets and exceeds the FCC's existing speed benchmark of 25 Mbps download and 3 Mbps upload for fixed services. All customers connected to the network have a capacity of up to 1 Gigabit per second ("Gbps"), with the opportunity for upgrade to 10 Gbps by adding additional equipment. Troy Cable subscribers have fiber optic access without data caps.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 457 ineligible residences, 26 ineligible business, and 3 ineligible CAI's will be passed by Troy Cable in Project #1. Troy Cable is willing to solely invest \$503,760.06 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.



Southeast Alabama Broadband Accessibility Project #1

Attachment A, Project Description

Section A.1

Area Served Discussion

Troy Cable plans to deploy approximately 220 total route miles of Last Mile Fiber infrastructure offering connectivity to 2,758 total locations. Project #1 will seek funding for approximately 207 route miles for 2,272 eligible locations within the Project #1 PFSA. Additionally, Troy Cable will offer services to approximately 11 CAI's throughout the Project #1 eligible service area. Project #1 encompasses areas of Coffee, Covington, Geneva, and Houston counties including extremely rural communities in Black, Columbia, Cottonwood, Florala, Hartford, Samson, and Slocomb, and the unincorporated area of Chancellor in Geneva County.

As stated in the Alabama Broadband Accessibility Act ("Act"), rural area is defined as "Any area within this state not included within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census." The following population amounts in this paragraph were obtained from the 2010 United States Census Data. The population of Coffee County is 49,948 with the largest incorporated city in Coffee County being Enterprise with 26,139 inhabitants. Therefore, the remainder of Coffee County is considered to be rural according to the Act, as there are less than 25,000 total inhabitants outside the incorporated city of Enterprise. Covington County population is 37,765 with the largest incorporated cities being the city of Andalusia with 9,015 inhabitants, and the city of Opp with 6,659 inhabitants. Since, the PFSA is neither in the city of Andalusia or Opp, the area meets the definition of rural for the remainder of the county because there are less than 25,000 inhabitants in Covington County when Andalusia and Opp are excluded. Geneva County population is 26,790 with the largest incorporated city being Geneva with 4,370 inhabitants. Therefore, the remainder of Geneva County is considered to be rural according to the Act, as there are less than 25,000 total inhabitants outside the incorporated city of Geneva. Houston County population is 101,547 with the largest incorporated city being Dothan with 64,541 inhabitants. Other than Dothan, there is not another city or town with an excess of 25,000 inhabitants in Houston County. The Act's definition of rural is met for Project #1 PFSA.

See the following attachments in regards to Project Description:

- Attachment A, Project Description, Route Breakdown
- Attachment A, Project Description, Area Served Map w/ kmz link
- Attachment A, Project Description, Community Anchor Institutions

Proposed CAI's are tabularized below:

	Proposed Community Anchor Institution	Location	Type of CAI
Eligible CAI's			
1.	Black United States Post Office	128 N Main St, Black, AL 36314	U.S. Post Office
2.	Black Volunteer Fire Department	171 N Main St, Black, AL 36314	Public Safety
3.	Coffee Springs Volunteer Fire Department	103 N Main St, Coffee Springs, AL 36318	Public Safety
4.	Coffee Springs United States Post Office	147 N Main St, Coffee Springs, AL 36318	U.S. Post Office
5.	Coffee Springs Senior Center	195 Spring St, Coffee Springs, AL 36318	Community Support Organization
6.	Coffee Springs Town Hall	222 Spring St, Coffee Springs, AL 36318	Community Support Organization
7.	Coffee County Water Authority Tower	1153 County Road 665, New Brockton, AL 36351	Public Safety
8.	Cottonwood United States Post Office	53 Joe Cook St, Cottonwood, AL 36320	U.S. Post Office
9.	Cherokees of Southeast Alabama	Firetower Road, Pansey, AL 36370	Native American Tribal Organization
10.	Houston County EMA Weather Siren	6334 E Co Road 8, Pansey, AL 36370	Public Safety
11.	Lowery Community Center	W State Highway 52, Kinston, AL 36453	Community Support Organization
Ineligible CAI's			
12.	Chancellor United States Post Office	10701 N State Highway 27, Chancellor, AL 36316	U.S. Post Office
13.	North Geneva County Water Authority Tower	N State Highway 27, Chancellor, AL 36316	Public Safety
14.	City of Samson Water Tower	W State Highway 52, Samson, AL 36477	Public Safety

Section A.2

Technology Discussion

Troy Cable will use Fiber-to-the-Home (“FTTH”) architecture utilizing Gigabit Passive Optical Network (“GPON”) technology to be deployed with Optical Line Terminals (“OLT’s”) housed in cabinets or hub sites. FTTH will be completed with Optical Network Terminals (“ONT’s”) deployed at the customer premise. Troy Cable will deploy four new cabinet sites within the PFSA. Currently, two routers connect to the internet backbone. The routers are co-located in Atlanta, GA and Dallas, TX. Two optical waves are leased to connect the routers to our network in Dothan and Montgomery, Alabama. Troy Cable is connected to public internet exchanges in Atlanta, GA and Dallas, TX. All IP providers are dual homed and load balanced in Atlanta, GA and Dallas, TX. The network currently has four IP transit providers. No additional IP bandwidth is needed for Project #1 as excess capacity is already available in our current network configuration.

The maximum capacity of the GPON design is 2,500 Mbps to 32 homes, based on the density of homes per mile and the optical link budget. Optical splits will be made in the field using a tap system rather than at the Central Office to reduce fiber cost. Bandwidth accessibility per home is up to 1 Gbps. 1 Gbps is equivalent to 1,000 Mbps. Businesses and CAI’s will have the accessibility to speeds up to 10 Gbps or 10,000 Mbps with upgrade or installation of additional equipment. New equipment at each site allows for future-proof scalability of up to 4,000 Gbps by adding electronics (40 channels at 100 Gbps per channel). Troy Cable’s architecture delivery is packet based using Internet Protocol. Troy Cable anticipates a 40% take rate of subscribers passed based on historical deployment average. Our reasonable future usage projection is to reach 40% deployment within 2 to 3 years.

Troy Cable owns and operates the back office equipment to deliver internet, voice, and video along with the necessary billing and provisioning platforms to serve customers within the PFSA. Presently, Troy Cable has 31,500 GPON capable residences and businesses. The Southeast Alabama SmartBand Project (“SmartBand”) network has upgraded Troy Cable’s current Middle Mile ring to 100 Gbps connecting our master headend to nine remote hubs. New

equipment at each site has allowed for future-proof scalability of up to 4,000 Gbps by adding electronics (40 channels at 100 Gbps per channel). The next upgrade from our GPON vendor allows for 10 Gbps (or 10,000 Mbps) service delivery to each home or business. This growth path allows for future-proof scalability of our network with only the change of electronics required for this upgrade, and no new fiber deployment is required. Troy Cable's FTTH infrastructure is engineered by our own onsite engineering staff. As technology platform capabilities expand, Troy Cable is committed to fulfilling customer demand for speed. This deployment experience has provided the knowledge and familiarity needed to deploy the proposed Project #1 design expeditiously.

Section A.3

Service Discussion

Troy Cable's network offers broadband, transport, redundancy, diverse routing, and business continuity for strategic community operations and wholesale services for Last Mile Providers. Troy Cable offers its users fiber optic access, without data caps. Bandwidth accessibility per home is up to 1 Gbps. Businesses and CAI's will have the accessibility to speeds up to 10 Gbps or 10,000 Mbps with upgrade or installation of additional equipment. New equipment at each site has allowed for future-proof scalability of up to 4,000 Gbps by adding electronics (40 channels at 100 Gbps per channel).

A list of service offerings and pricing for broadband services is included in the table on the following page:

Service Tier (Mbps)	Monthly Rate (plus applicable taxes & fees)	
**Broadband Internet ~ Residential		
GPON – 100/100	\$ 69.95	
GPON – 500/100	\$ 79.95	
GPON – 1000/100	\$ 119.95	
*Commercial Service Applications		
	Internet & Phone Bundle	Internet Only
GPON – 16/8	\$ 128.90	\$ 100.00
GPON – 50/25	\$ 169.90	\$ 210.00
GPON – 100/50	\$ 199.90	\$ 299.00
GPON – 200/100	\$ 269.90	\$ 550.00
GPON – 500/250	\$ 549.90	\$ 1,455.00
<p>*Metro Ethernet or Layer 2 connection pricing available upon request and based on site visit. If network access pricing decreases in the next few years those same savings will be offered on to the customer in this Project build.</p>		
<p>**Residential customers can receive bundled discounts with purchase of other non-broadband products</p>		

All residences, businesses and CAI's passed will have access to state-of-the-art digital video services, broadband internet, security services as well as IP voice service at standard rates.

Section A.4

Technical Project Evaluation

1) Technical evaluation

Troy Cable's Network Diagram shows a 32:1 split coming off an OLT. Our network deployment model has not changed since 2015. Distances of the homes are no more than 30 kilometers. A copy of our Network Diagram is included as Attachment A, Project Description, Network Diagram.

2) Project Cost Estimate

A copy of our Project Budget is included as Attachment A, Project Description, Project Budget.

3) Project Schedule & Timeline

Troy Cable currently employs its own engineering staff which has constructed our FTTH network that serves 31,500 GPON homes passed with future-proof scalability. All engineering and network design on our network is handled by our internal engineers. A copy of our certified Project Schedule and Timeline is included as Attachment A, Project Description, Project Schedule & Timeline.

4) Maps showing proposed project area, US Census boundaries, and area eligibility (unserved).

A copy of our Proposed Service Area as Attachment A, Project Description, Area Served Map w/ kmz link.

Section A.5

Technical and Managerial Capabilities

The combination of Troy Cable's 30+ year history, its understanding of local market conditions and the team's technical and management qualifications, Troy Cable is uniquely qualified to implement, manage, operate and successfully launch and complete Project #1 within two years.

Founded in 1985 by William Harold Freeman, Sr., Troy Cable began by delivering analog video to Troy, Alabama and the surrounding area. Troy Cable remains family owned and operated, while currently training the 4th generation in the family business.

In 1993, Troy Cable hit an important milestone. After much examination, Mr. Freeman decided video transport could be handled by a relatively new product in the cable industry called fiber. He began a build out using fiber optic transport to Luverne, Alabama, which allowed Troy Cable to maintain one video headend while saving costs required to build and maintain two separate headends.

Before Mr. Freeman passed in 1998, he laid the foundation for Troy Cable to become an Internet Service Provider. The passing of Mr. Freeman began the next big milestone as the torch was passed to the current leadership of William H. (Dick) Freeman, Jr. Around this time, Troy Cable's next generation began a build out of fiber optic transport to the node, creating a fiber coaxial system to connect many rural communities in Southeast Alabama. Troy Cable also began to deploy cable modems and direct fiber connections to schools and businesses.

By 2005, Troy Cable had become a Competitive Local Exchange Carrier (CLEC) approved by the Alabama Public Service Commission. Troy Cable owns and maintains a Class 5 MetaSwitch in Troy, which delivers Voice-over-Internet-Protocol services.

In 2006, Troy Cable received funding from CoBank and constructed its first FTTH build in Elba, Alabama using RFoG (Radio Frequency over Glass) technology.

In 2010, Troy Cable began deploying a 595 Middle Mile project funded by The American Recovery and Reinvestment Act of 2009 (ARRA) under the Broadband Technology Opportunities Program ("BTOP"). This BTOP program was administered by National Telecommunications and Information Administration (NTIA).

In 2015, Troy Cable acquired Union Springs Telephone Company, Inc., a rural Local Exchange Carrier.

Today, Troy Cable is a majority female owned and operated telecommunications business operating in the Southeastern region of Alabama. Troy Cable has an established commitment to deploy cutting-edge technology and offers its users access to state-of-the-art digital video services, broadband internet as well as IP voice services. Troy Cable is managed by a team of professionals dedicated to providing customers and the communities they serve with the highest level of quality services.

Key Personnel

Troy Cable's President, William H. "Dick" Freeman, has over forty years of experience in a leadership role in the telecommunications industry and extensive experience in cable television operations. During his tenure, Mr. Freeman has directed a measured expansion of Troy Cable's overall network capacity. His background includes knowledge and experience in engineering, operations, & regulatory affairs; attributes which will be invaluable in the management of the Project #1.

Vicki F. McPherson serves as Chairman and Secretary/Treasurer. She has an impressive accounting background; working in various business areas such as real estate, insurance, and exportation. Vicki also has experience in legal documentation and administrative management.

Jacob T. Cowen has served as the General Manager and Chief Financial Officer for the last 8 years. During his tenure, Jake has provided oversight for regulatory compliance on all federal grants. As a Certified Public Accountant, he has conducted audits for nonprofits, federal grants, local governments and financial institutions. Jake currently serves as Chairman of Wiregrass Economic Development Corporation and sits on the following boards: Wiregrass United Way-Coffee County Board of Directors, Wiregrass United Way Board of Trustees, Montgomery Internet Exchange (MGMix) Technical Advisory Board and the Technical Advisory Board for Enterprise State Junior College Technology Department.

Troy Cable's Director of Special Projects and Business Development is Jimmy R. Copeland. Jimmy has over 18 years of experience in the telecommunication industry helping to bridge the digital divide between local government, community healthcare facilities, public service, and Public Safety entities. Problem resolution comes easy for Jimmy, with over 48 years of experience in the public service arena coupled with his commanding role during the Persian Gulf War.

Kenneth O. Jordan has served Troy Cable as the Head Engineer for 17 years. Overall Ken has more than 26 years of experience in the telecommunications industry. Ken is responsible for design, development, installation, operation, and troubleshooting for all network infrastructure at Troy Cable.

Ashlee M. Johnson, Director of Operations, is a third generation telecommunications professional. She manages a team of professionals dedicated to providing customers with the highest level of service. Ashlee oversees the daily activities for all service deployments in Troy Cable's network footprint. She started with Troy Cable in August of 1996 and has aided in the transition of three company acquisitions.

Troy Cable is known for delivery of forward thinking and cutting edge technology. Helping to develop and deploy this technology is Conley Freeman, Chief Technology Officer. Conley has specialized in the telecommunications industry for 22 years, 18 being with Troy Cable. Research and development is Conley's forte, aiding in the design, development and implementation of advanced technologies to create a more enjoyable customer experience.

Chad Copeland has been Troy Cable's Construction Manager for over 15 years. He develops, manages, constructs, maintains, repairs, and oversees daily operations of construction, mapping, and permitting. During Chad's tenure, his management, development, and oversight of Troy Cable's multi-county fiber network has yielded a growth from 700 to over 3,015 miles. Through his experience, Chad has been afforded the opportunity to design and maintain over 31,500 FTTH passings. His extensive experience recruiting and managing aerial and underground teams, subcontractors, and administrative personnel is evidenced in the successful construction

of our overall network. In addition to Chad's extensive background, he is a certified Master Electricians Contractor.

Troy Cable has well qualified and trained support staff in place to assist key management with Project #1. The technical skills, network management, and provisioning ability of Troy Cable's operations are a superior, efficient, and well-disciplined machine.

Qualifications and Past Performance

Troy Cable has a proven track record of planning, developing, and deploying large scale Middle and Last Mile fiber infrastructure. The following is a brief description of some of the projects the Troy Cable management team has implemented and managed:

BTOP Award Recipient

In August, 2010, Troy Cable was awarded a federal grant, as part of the Broadband Technologies Opportunities Program (BTOP), to build a 595 mile fiber optic network. The network provides high speed internet and associated fiber routes between four southeast Alabama counties - Pike, Crenshaw, Coffee, Dale, and key internet points of presence or "on-ramps" to the global internet in Montgomery and Dothan, Alabama.

SmartBand is the foundation of this award. SmartBand is a public-private broadband project leveraging technology and community support to raise the standard of living in low economic, underserved Southeast Alabama.

SmartBand's four county network covers 136,106 people, 53,809 households, 3,681 businesses, and 673 critical community institutions and Public Safety entities. Community-serving organizations in these areas typically lack internet access at the speeds necessary to provide key services like Next Generation 911, distance learning, and telemedicine. By providing broadband access to hundreds of businesses and CAI's, SmartBand bolstered the region's ability to compete economically and improve their residents' quality of life.

In 2013, Troy Cable applied for and received a No-cost Extension to the Grant to add approximately 54 route miles to the original SmartBand Project. The overall infrastructure budget of the SmartBand network was \$32,612,412. Troy Cable made cash contributions equal to 20% of the total SmartBand Project cost. This significant investment in our communities stimulates economic growth, job creation and promotes economic recovery. The SmartBand Project was completed under budget by \$1.9 million and without findings.

Broadband Adoption Lifeline Pilot Program Award Recipient

In addition to the awarded BTOP Project, Troy Cable is a recipient of the *Broadband Adoption Lifeline Pilot Program, WC Docket No. 11-42*. As part of this Program, Troy Cable agreed to provide a minimum broadband service of 4 Mbps download and 1 Mbps upload speeds (4/1). In February 2013, Troy Cable moved all existing customers not receiving this minimum threshold to the 4/1 speed at no additional charge to the customer.

In 2018, Troy Cable increased all residential coaxial customers who were below the 25/3 threshold set by the Federal Communications Commission to a minimum broadband speed of either 25/4 or 50/4 at no extra cost to the subscriber. Further, Troy Cable increased all commercial coaxial customers' minimum speeds to either 30/4 or 50/4 speed tiers, also at no additional cost.

Additional Network Project's

Prior to award of the aforementioned projects, Troy Cable managed a network of comparable size and provided Middle Mile and Last Mile end users voice, video and data services to a comparable sum of subscribers. The advanced technology deployed during the BTOP award implementation was the same as existing equipment and services being utilized in the Troy Cable network.

Troy Cable has made a significant investment in its communities in an effort to stimulate economic growth, job creation and to promote economic recovery. With the expansion of Troy Cable's network came the creation of 24 rural Computing Centers within the existing footprint. The creation of these rural centers was a collaborative effort between Troy Cable, Fox Sports

South, South Alabama Electric Cooperative and Alabama Power providing free computers, wireless equipment and broadband internet service to extremely rural areas in Pike, Crenshaw, Dale and Coffee Counties.

Troy Cable designed, installed and currently operates and maintains two regional Sonet Networks. These networks serve 104 public school sites, government facilities, secondary education sites, and provide commercial voice, video and data transport in Butler, Coffee, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Lowndes, Montgomery, and Pike Counties in Southeast Alabama.

Troy Cable offers customers access to state-of-the-art digital video services, broadband internet, and IP voice services. Troy Cable has designed, installed and currently operates and maintains one of the largest if not the largest FTTH networks in Alabama. Troy Cable's FTTH network is comprised of two technologies: RFoG and GPON. Troy Cable has 31,500 GPON capable residences and businesses. Design, construction, installation and maintenance of this emerging technology is performed solely by Troy Cable employees.



Southeast Alabama Broadband Accessibility Project #1

Attachment B, Application Budget

Section B.1

Itemize Eligible Project Expenses

For the purpose of this application, Troy Cable has attached an itemized budget detailing eligible project costs associated with construction and construction related costs of broadband infrastructure. Troy Cable's construction and construction related cost of broadband infrastructure is composed of electronic equipment, outside plant construction, customer premise equipment, make ready, site preparation, and engineering. Equipment costs include 4 switch ports with optics, 4 cabinets with chassis, fiber management rectifier and batteries; 85-90 GPON outputs to include OLTs & small form-factor pluggable transceivers (SFP's), and labor. Outside plant construction costs include aerial / underground materials & labor (including fiber, conduit and taps). Customer premise equipment costs include GPON installation equipment, labor, and wiring (does not include any routers or STB. These will be covered with Troy Cable's operations budget). Make ready costs include preparing pole line so fiber may be attached to the current utility. Site preparation costs include labor and materials to prep 4 cabinet sites which will be installed on right-of-way. Engineering costs include environmental, design, permitting, inspection, and as-built mapping.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 457 ineligible residences, 26 ineligible business, and 3 ineligible CAI's will be passed by Troy Cable in Project #1. Troy Cable is willing to solely invest \$503,760.06 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

The proposed project will provide internet speeds of at least (check one):

Project Type A: 10 Mbps download and 1 Mbps upload

Project Type B: 25 Mbps download and 3 Mbps upload

Total Eligible Project Cost	\$ 6,251,457.10
20% of Total Project Cost	\$ 1,250,291.42
Total Grant Amount Requested	\$ 1,250,291.42

A copy of our Project Budget as Attachment A, Project Description, Project Budget.

Section B.2

Financial Resources Discussion

Troy Cable has the cash on hand to complete Project #1, as well as a \$10,000,000 revolving line of credit from CoBank. CoBank has also expressed interest in extending additional credit if needed, which is reflected in Attachment B, CoBank Comfort Letter. Based on the 20% of Total Eligible Project Cost, Project #1 is eligible for \$1,250,291.42 in funding. Project #1 funding and other operational expenses will be funded by cash flows from Troy Cable's current subscriber base.

Troy Cable will leverage existing infrastructure and additional builds to complete Project #1. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations. Project #1 would be an addition to Troy Cable's current 48,000 homes passed, who can receive broadband service. Troy Cable has received 196 requests from customers for service in the PFSA. A number of individuals who desire service mailed their questionnaire, as they did not have internet access to complete the on-line survey. These initial requests for service represent 18% of our overall goal for customer penetration. Based on Troy Cables internal projections, Project #1's network expansion will be self-sustaining once 40% overall penetration is reached. Troy Cable projects the 40% overall penetration will be reached by the end of Project #1, Year 2 due to consumers in the PFSA pent-up demand for broadband and lack of access; which is evidenced by the percentage of customer pre-orders.

Troy Cable has also contracted for the next 10 years with Wiregrass Electric Cooperative ("WEC") to deliver broadband services to all of their substations and offices. These electric substations will serve as anchor institutions for the network expansion. The routes and substations are not included in Project #1 due to the fact Troy Cable and WEC had previously committed to build these routes as part of their ongoing public-private partnership. Troy Cable and WEC are requesting these funds from ADECA to extend broadband service to the rural communities surrounding the substations.

Section B.3

Partner Association

Troy Cable is a leader in working with local communities, civic organizations and public entities. Troy Cable and WEC recently entered into a public-private partnership where Troy Cable will provide gigabit service to all of WEC substations and offices. WEC has agreed to provide make ready expense funding for Project #1. Inside their network, WEC will be providing capital to make the pole line ready for communication attachments. WEC will help prepare pole line so fiber may be attached to the current utility. Troy Cable will supply integrated broadband connectivity for WEC to read power usage, initiate signal controls, and monitor network conditions from their headquarters in real time. Troy Cable is connecting all WEC's substations and offices which will effectively enhance their ability to better manage their electric distribution network. Connectivity will allow WEC to perform supervisory control and data acquisition ("SCADA") of power line data from the customer to the substation. SCADA is a system of software and hardware elements that allows industrial organizations to: Control industrial processes locally or at remote locations. Through SCADA, smart meters can be implemented to process real-time data as WEC may turn meters on and off from their headquarters. WEC will use these broadband connections to manage their electric grid more efficiently using SCADA and other methods to control the electric grid. Troy Cable is attempting to further continue this partnership and request additional State funds for building out FTTH for consumers in the area.

Section B.4

Federal Funds Discussion

Troy Cable will not associate federal funds with Project #1. No federal funds will be used in the deployment of the PFSA. Troy Cable does have experience from a prior federal SmartBand grant award. Troy Cable will leverage the existing core network from our past federal grant award, to build out fiber in the PFSA.

Improving rural communications infrastructure is Troy Cable’s focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 457 ineligible residences, 26 ineligible business, and 3 ineligible CAI’s will be passed by Troy Cable in Project #1. Troy Cable is willing to solely invest \$503,760.06 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable has provided success stories and letters of support to demonstrate the desire by the City and County Commissions, Local and State government, Economic Development Agencies, Emergency Management Agencies, and other Community Support Organizations to develop Broadband services in their area. As many have mentioned in their letters, there is a dire need for Broadband services in order for their communities to thrive. Below are just some of the letters of support for Project #1. Troy Cable continues to receive letters of support on a daily basis for proposed Project. Additional letters of support are available upon request.

	Organization	Contact	Date of Correspondence
1	U.S. House of Representatives	Representative Martha Roby	10/16/2018
2	City of Florala	Terry Holley, Mayor	10/15/2018
3	City of Troy	Jason A. Reeves, Mayor	10/15/2018
4	City of Luverne	Ed Beasley, Mayor	10/15/2018
5	Wiregrass Economic Development Corporation	Jonathan Tullos, Executive Director	9/28/2018
6	Covington County Commission	Gregory B. White, Chairman	10/9/2018
7	Covington County Commission	Kenneth Northey, District 1	10/9/2018
8	Covington County Commission	Joe Barton, District 2	10/9/2018
9	Covington County Commission	Tony L. Holmes, District 3	10/9/2018
10	Covington County Commission	Kyle Adams, District 4	10/9/2018
11	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
12	Dothan Area Chamber of	Matt Parker, President	9/27/2018

	Commerce	Dean Mitchell, Executive Director	
13	Houston County Commission	Mark Culver, Chairman	10/9/2018
14	Houston County Commission	Brandon Shoupe, District 4	10/22/2018
15	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
16	Pike County Economic Development Corporation	Marsha Gaylard, President	10/11/2018
17	Pike County Commission	Robin Sullivan, Chairman	10/15/2018
18	Pike County Commission	Homer Wright, District 1	10/15/2018
19	Pike County Commission	Russell Johnson, Vice Chairman, District 6	10/15/2018
20	Pike County Commission	Jimmy Barron, District 3	10/18/2018
21	Alabama House of Representatives	Representative Donnie Chesteen, District 87	10/15/2018
22	Alabama House of Representatives	Representative Paul W. Lee, District 86	10/9/2018
23	Alabama State Senate	Senator Harri Anne Smith, District 29	10/9/2018
24	Southeast Alabama Regional Planning and Development Commission	Kenneth S. (Scott) Farmer, AICP, Executive Director	10/16/2018
25	Crenshaw County Commission	Charlie Sankey, Jr., Chairman	10/16/2018
26	City of Brundidge	Isabell Boyd, Mayor	10/10/2018
27	City of Dothan	Mark Saliba, Mayor	10/18/2018
28	City of Geneva	Frankie Lindsey, Mayor	10/15/2018
29	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018
30	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
31	South Alabama Electric Cooperative	David Bailey, General Manager	10/18/2018
32	South Alabama Regional Council on Aging ("SARCOA")	Dana G. Eidson, Executive Director	10/16/2018
33	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
34	Alabama State Senate	Senator Jimmy Holley, District 31	*10/16/2018
35	Pike County Commission	Charlie Harris, District 5	10/22/2018
36	Troy University	Dr. Jack Hawkins, Jr., Chancellor	10/10/2018

* Correspondence mailed directly to ADECA

Copies of above Community Support letters are provided in Attachment B, Application Budget, Community Support.

Troy Cable will offer broadband services to all CAI's, businesses & residences located within the PFSA. Troy Cable reached out through target mailing, third party broadband questionnaires and town hall meetings with local officials, residents and businesses in the PFSA expressing our desire to connect their area to broadband. Troy Cable mailed broadband questionnaires to all residences in the PFSA requesting information regarding current service offerings and speeds. These findings are included under Attachment B, Application Budget, as:

- Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
- Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
- Attachment B.3_Community Support_Third Party Broadband Questionnaire #3



Southeast Alabama Broadband Accessibility Project #1

Attachment C, Other Program Priorities

Other Program Priorities

- | | | | | |
|-----|--|--|---|---|
| C.1 | Does this project seek to leverage grant funds through private investment? | YES
<input checked="" type="checkbox"/> | NO
<input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment B , Application Budget:
CoBank Comfort Letter |
| C.2 | Will this project be an extension of existing infrastructure? | YES
<input checked="" type="checkbox"/> | NO
<input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment A ,Project Description:
Community Anchor Institutions;
Attachment A, Project Description, Area Served Map w/ kmz link |
| C.3 | Does this project serve locations with demonstrated community support? | YES
<input checked="" type="checkbox"/> | NO
<input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment B, Application Budget:
Attachment B, Community Support Letters
Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
Attachment B.3_Community Support_Third Party Broadband Questionnaire #3 |
| C.4 | Will this project serve the highest number of unserved homes, businesses, and community anchor points for the least cost? | YES
<input checked="" type="checkbox"/> | NO
<input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment A ,Project Description:
Community Anchor Institutions;
Attachment A, Project Description, Area Served Map w/ kmz link |
| C.5 | Does this project emphasize the highest broadband speeds? | YES
<input checked="" type="checkbox"/> | NO
<input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment B, Application Budget:
Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
Attachment B.3_Community Support_Third Party Broadband Questionnaire #3 |
| C.6 | Will this project provide material broadband enhancements to hospitals located in rural areas as defined in Section 22-21-20, Code of Alabama 1975? | YES
<input type="checkbox"/> | NO
<input checked="" type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment B, Application Budget,
Attachment B.3_Community Support_Third Party Broadband Questionnaire #3 |
| C.7 | Will this project support local libraries in this state for the purpose of assisting the libraries in offering digital literacy training pursuant to state library and archive guidelines? | YES
<input type="checkbox"/> | NO
<input checked="" type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment B, Application Budget,
Attachment B.3_Community Support_Third Party Broadband Questionnaire #3 |

Section C.1

Grant Funds Leveraged Through Private Investment

Troy Cable will seek to leverage grant funding in the amount of \$1,250,291.42, which is equivalent to 20% of Total Eligible Project Cost. Project #1's Total Eligible Project Cost is \$6,251,457.10. This budget is composed of six primary components: Electronic Equipment (6%), Outside Plant (52%), Customer Premise Equipment (9%), Make Ready (28%), Site Preparation (0.3%), and Engineering (5%). These primary components will be funded with a combination of Alabama Broadband Accessibility Act Funds and Cash Matching Funds. Troy Cable will make an equity contribution in the form of \$5,001,165.68 to Project #1. The funds for this contribution by Troy Cable will stem from current operations and/or be borrowed from CoBank. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations as reflected in its December 31, 2017 audited financial statements. Troy Cable will have "skin in the game". The additional cash matching funds will be provided by CoBank through additional borrowings which will be repaid by Project #1.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 457 ineligible residences, 26 ineligible business, and 3 ineligible CAI's will be passed by Troy Cable in Project #1. Troy Cable is willing to solely invest \$503,760.06 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Attachment:

Attachment B, CoBank Comfort Letter

Section C.2

Extension of Existing Infrastructure

Troy Cable is located in the southeastern portion of Alabama and includes the counties of Barbour, Bullock, Coffee, Coosa, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Macon, Montgomery, Pike, and Tallapoosa. There are forty-six (46) rural communities within the fourteen county footprint who have limited or no broadband services available to their area.

Troy Cable recognized the needs of our communities and built a fiber optic network to connect the rural communities to a Middle Mile broadband network. Troy Cable intends to expand our network with Project #1 which will add approximately 207 miles of fiber optic cable throughout the PFSA. The expansion of the existing fiber network will pass an additional 153 businesses, 2,108 residences, and 11 critical CAI's and Public Safety entities in the PFSA. The newly proposed CAI's include: 3 United States Post Offices, 3 Community Support Organizations, 1 Native American Tribal Organization, and 4 Public Safety Entities. Proposed CAI's are tabularized below:

	Proposed Community Anchor Institution	Location	Type of CAI
Eligible CAI's			
1.	Black United States Post Office	128 N Main St, Black, AL 36314	U.S. Post Office
2.	Black Volunteer Fire Department	171 N Main St, Black, AL 36314	Public Safety
3.	Coffee Springs Volunteer Fire Department	103 N Main St, Coffee Springs, AL 36318	Public Safety
4.	Coffee Springs United States Post Office	147 N Main St, Coffee Springs, AL 36318	U.S. Post Office
5.	Coffee Springs Senior Center	195 Spring St, Coffee Springs, AL 36318	Community Support Organization
6.	Coffee Springs Town Hall	222 Spring St, Coffee Springs, AL 36318	Community Support Organization
7.	Coffee County Water Authority Tower	1153 County Road 665, New Brockton, AL 36351	Public Safety
8.	Cottonwood United States Post Office	53 Joe Cook St, Cottonwood, AL 36320	U.S. Post Office
9.	Cherokees of Southeast Alabama	Firetower Road, Pansey, AL 36370	Native American Tribal Organization
10.	Houston County EMA Weather Siren	6334 E Co Road 8, Pansey, AL 36370	Public Safety
11.	Lowery Community Center	W State Highway 52, Kinston, AL 36453	Community Support Organization
Ineligible CAI's			
12.	Chancellor United States Post Office	10701 N State Highway 27, Chancellor, AL 36316	U.S. Post Office
13.	North Geneva County Water Authority Tower	N State Highway 27, Chancellor, AL 36316	Public Safety
14.	City of Samson Water Tower	W State Highway 52, Samson, AL 36477	Public Safety

The expanded network will continue to offer broadband, transport, redundancy, diverse routing, and business continuity for strategic community applications and wholesale services for Last Mile providers. This expanded Project #1 will add approximately 207 eligible (220 total) miles of fiber optic cable that will either be constructed on existing utility poles or in the ground along various existing, federal, state, city or county right-of-ways and utility easements throughout the PFSA. There will be approximately 162 miles of new aerial fiber optic cable, along with approximately 45 miles of buried fiber optic cable utilized in areas where electrical distribution and/or telecommunication cable routes are non-existent or conditions would be favorable for plowing. There will be no cable constructed outside the public right-of-way. The routes are based on the most economical selection and are maintained on a regular basis by city, county or state transportation departments. If necessary, deteriorated wooden poles located along the roadside would be replaced in kind, concurrent with cable installation. Each utility that will be replacing any of their poles during the construction of Project #1 will be responsible for disposing of the pole as required by any and all local, state, and federal laws. If a pole does require replacement and it has useful life left, that pole would be reused in another location.

Troy Cable's additional routes were selected based on existing fiber optic network and the ability to construct the additional Last Mile network within the Project #1 timeline. The proposed route involved determining connection points that would result in reaching more residences, businesses and critical CAI's. Once the locations were determined additional routes were established along the existing network to minimize the temporary environmental impacts associated with Project #1, while maximizing connectivity between the unserved and underserved areas.

Attachments:

Attachment A, Community Anchor Institutions

Attachment A, Project Description, Area Served Map w/ kmz link

Section C.3

Community Support

It is often said the whole is greater than the sum of its parts, and that is indeed the case for Project #1. The strength of its partnerships is among the Project's greatest assets. It is the result of a melding of private, public, government and non-profit community interests to improve the standard of living and create opportunity in the PFSA. More than a construction Project; it is a means of meeting the Region's needs for economic development, education, healthcare, Public Safety and energy - all toward the goal of a more prosperous future for this unserved or underserved area. Troy Cable has provided success stories and letters of support to demonstrate the desire by the City and County Commissions, Local and State government, Economic Development Agencies, and other Community Support Organizations to develop Broadband services in their area. As many have mentioned in their letters, there is a dire need for Broadband services in order for their communities to thrive. Below are just some of the letters of support for Project #1. Troy Cable continues to receive letters of support on a daily basis for proposed Project. Additional letters of support are available upon request. Copies of all support letters and third party surveys are included in Attachment B, Application Budget, as:

- Attachment B, Community Support Letters
- Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
- Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
- Attachment B.3_Community Support_Third Party Broadband Questionnaire #3

	Organization	Contact	Date of Correspondence
1	U.S. House of Representatives	Representative Martha Roby	10/16/2018
2	City of Florala	Terry Holley, Mayor	10/15/2018
3	City of Troy	Jason A. Reeves, Mayor	10/15/2018
4	City of Luverne	Ed Beasley, Mayor	10/15/2018
5	Wiregrass Economic Development Corporation	Jonathan Tullos, Executive Director	9/28/2018
6	Covington County	Gregory B. White, Chairman	10/9/2018

	Commission		
7	Covington County Commission	Kenneth Northey, District 1	10/9/2018
8	Covington County Commission	Joe Barton, District 2	10/9/2018
9	Covington County Commission	Tony L. Holmes, District 3	10/9/2018
10	Covington County Commission	Kyle Adams, District 4	10/9/2018
11	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
12	Dothan Area Chamber of Commerce	Matt Parker, President Dean Mitchell, Executive Director	9/27/2018
13	Houston County Commission	Mark Culver, Chairman	10/9/2018
14	Houston County Commission	Brandon Shoupe, District 4	10/22/2018
15	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
16	Pike County Economic Development Corporation	Marsha Gaylard, President	10/11/2018
17	Pike County Commission	Robin Sullivan, Chairman	10/15/2018
18	Pike County Commission	Homer Wright, District 1	10/15/2018
19	Pike County Commission	Russell Johnson, Vice Chairman, District 6	10/15/2018
20	Pike County Commission	Jimmy Barron, District 3	10/18/2018
21	Alabama House of Representatives	Representative Donnie Chesteen, District 87	10/15/2018
22	Alabama House of Representatives	Representative Paul W. Lee, District 86	10/9/2018
23	Alabama State Senate	Senator Harri Anne Smith, District 29	10/9/2018
24	Southeast Alabama Regional Planning and Development Commission	Kenneth S. (Scott) Farmer, AICP, Executive Director	10/16/2018
25	Crenshaw County Commission	Charlie Sankey, Jr., Chairman	10/16/2018
26	City of Brundidge	Isabell Boyd, Mayor	10/10/2018
27	City of Dothan	Mark Saliba, Mayor	10/18/2018
28	City of Geneva	Frankie Lindsey, Mayor	10/15/2018
29	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018

30	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
31	South Alabama Electric Cooperative	David Bailey, General Manager	10/18/2018
32	South Alabama Regional Council on Aging ("SARCOA")	Dana G. Eidson, Executive Director	10/16/2018
33	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
34	Alabama State Senate	Senator Jimmy Holley, District 31	*10/16/2018
35	Pike County Commission	Charlie Harris, District 5	10/22/2018
36	Troy University	Dr. Jack Hawkins, Jr., Chancellor	10/10/2018

* Correspondence mailed directly to ADECA

Troy Cable will offer broadband services to all CAI's, businesses & residences located within the PFSA. Troy Cable reached out through target mailing, third party broadband questionnaires and town hall meetings with local officials, residents and businesses in the PFSA expressing our desire to connect their area to broadband. Troy Cable mailed broadband questionnaires to all residences in the PFSA requesting information regarding current service offerings and speeds. These findings are included in Attachment B, Application Budget, as:

- Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
- Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
- Attachment B.3_Community Support_Third Party Broadband Questionnaire #3

A number of individuals who desire service mailed their questionnaire, as they did not have internet access to complete the online survey. The towns concerns regarding lack of Broadband service are substantiated by Broadband Questionnaire responses, Letters of Support, Speed tests from authorities, businesses, and residences. Based on results from the aforementioned sources, does not currently have service that meets the minimum broadband service requirement outlined in the Act and thus should be considered an eligible area for funding.

Section C.4

Most Unserved Homes/Businesses/CAI's for the Least Cost

Project #1 PFSA encompasses approximately 2,270 locations, along 207 route miles. Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. Access to affordable broadband has now joined electricity, farming, highways, water, and sewer as a core infrastructure. In the new global economy, access is essential to economic development of rural areas because it enables individuals and businesses to participate fully in the online economy regardless of geographical location. The PFSA's businesses and residents are poised for growth, yet stunted in their ability to access the broadband services they need to be competitive in business, education, healthcare, Public Safety, and energy management. For example, aside from enabling existing businesses to remain in their rural locations, broadband access could attract new business enterprises drawn by lower costs and a more desirable lifestyle.

Innovations in technology and with Troy Cable's deployment of Project #1, individuals with disabilities are able to access many resources to aide in their employment, education, healthcare needs, and also the use of additional resources like: Telecommute, Telemedicine, Video Relay Services, Two-way Video, Video Response Systems and Screen Readers as well as Braille Screens. Through Broadband technology individuals with disabilities will be able to participate in everyday activities that they otherwise would not be able to experience. All of the aforementioned services require a Broadband connection in order to avoid interruption in services.

Education Opportunities

Teachers in the PFSA can use the latest on-line lessons, educational portals, distance learning, video streaming and other tools to prepare students to enter a new internet-enabled workforce. Project #1 will provide connections to the Department of Health and Human Services and other Community Support Organizations, where distance learning, healthcare and other services support school readiness for low income children.

Health Care Needs

There are no public medical clinics or hospitals within the PFSA. However, broadband is essential to managing the electronic health records and patient medical images. Broadband allows accessibility to services such as eHealth and Telemedicine. Through Telemedicine, patients can have access to remote diagnoses, treatment, and monitoring. This includes real-time transmission of medical imagery to enable remote interpretation of MRI, ultrasound, X-rays, and other diagnostic procedures which ensure a quick diagnosis.

Public Safety Issues

Public Safety agencies in the PFSA are arguably the entities most severely impacted by the substandard level of technology available. Volunteer firefighters are most often underfunded and reliant upon less than state-of-the-art facilities and equipment. Due to the time necessary to activate a volunteer response team, it is imperative that all other delays be decreased to the maximum extent possible. Slow network service for location information is one of those delays. Providing reliable Broadband connectivity to Public Safety officers will allow quick access to online resources and connections to network-enabled devices, in an effort to react to crises more quickly, while facilitating cooperation between multiple Public Safety agencies. The rural communities served by the proposed Project #1 will benefit from broadband by allowing accessibility to crucial community services, including distance learning, Next Generation 911 services, and telemedicine. Project #1 will deploy Last Mile broadband infrastructure to Public Safety entities in the region.

The proposed fiber infrastructure will offer Last Mile service to all households, businesses, and CAI's in the service area to include high speed internet, voice and video services thus stimulating economic growth and job creation. Essentially, broadband allows businesses and individuals in rural America to live locally while competing globally in an online environment.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 457 ineligible residences, 26 ineligible business, and 3 ineligible CAI's will be passed by Troy Cable in Project

#1. Troy Cable is willing to solely invest \$503,760.06 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Attachments:

Attachment A, Community Anchor Institutions

Attachment A, Project Description, Area Served Map w/ kmz link

Proposed CAI's are tabularized below:

	Proposed Community Anchor Institution	Location	Type of CAI
Eligible CAI's			
1.	Black United States Post Office	128 N Main St, Black, AL 36314	U.S. Post Office
2.	Black Volunteer Fire Department	171 N Main St, Black, AL 36314	Public Safety
3.	Coffee Springs Volunteer Fire Department	103 N Main St, Coffee Springs, AL 36318	Public Safety
4.	Coffee Springs United States Post Office	147 N Main St, Coffee Springs, AL 36318	U.S. Post Office
5.	Coffee Springs Senior Center	195 Spring St, Coffee Springs, AL 36318	Community Support Organization
6.	Coffee Springs Town Hall	222 Spring St, Coffee Springs, AL 36318	Community Support Organization
7.	Coffee County Water Authority Tower	1153 County Road 665, New Brockton, AL 36351	Public Safety
8.	Cottonwood United States Post Office	53 Joe Cook St, Cottonwood, AL 36320	U.S. Post Office
9.	Cherokees of Southeast Alabama	Firetower Road, Pansey, AL 36370	Native American Tribal Organization
10.	Houston County EMA Weather Siren	6334 E Co Road 8, Pansey, AL 36370	Public Safety
11.	Lowery Community Center	W State Highway 52, Kinston, AL 36453	Community Support Organization
Ineligible CAI's			
12.	Chancellor United States Post Office	10701 N State Highway 27, Chancellor, AL 36316	U.S. Post Office
13.	North Geneva County Water Authority Tower	N State Highway 27, Chancellor, AL 36316	Public Safety
14.	City of Samson Water Tower	W State Highway 52, Samson, AL 36477	Public Safety

Section C.5

Highest Broadband Speeds

Troy Cable's current and proposed infrastructure is built for future-proof scalability. Troy Cable currently meets and exceeds the FCC's existing speed benchmark of 25 Mbps download and 3 Mbps upload for fixed services. All customers connected to the network have a capacity of up to 1 Gbps, with the opportunity for upgrade to 10 Gbps by adding additional equipment. Troy Cable subscribers have fiber optic access without data caps. Troy Cable recently changed electronics to allow for even higher broadband speeds. Access to high-speed internet is vital to the success and well-being of individuals throughout the PFSA. With broadband access people can save time and money by paying bills, applying for jobs, doing their taxes, and banking online. Citizens can access social networks to strengthen their ties with faraway friends and family. Students can use high-speed internet to improve their academic performance and prepare for future jobs. In many cases, individuals without internet access are unable to apply for jobs or government benefits.

Public Safety agencies in the PFSA are arguably the entities most severely impacted by the substandard level of technology available. Volunteer firefighters are most often underfunded and reliant upon less than state-of-the-art facilities and equipment. Due to the time necessary to activate a volunteer response team, it is imperative that all other delays be decreased to the maximum extent possible. Slow network service for location information is one of those delays. Providing reliable broadband connectivity to Public Safety officers will allow quick access to online resources and connections to network-enabled devices, in an effort to react to crises more quickly, while facilitating cooperation between multiple Public Safety agencies.

Attachments:

Third Party speed test findings are included under Attachment B, Application Budget, as:

- Attachment B.1_Community Support_Third Party Broadband Questionnaire #1
- Attachment B.2_Community Support_Third Party Broadband Questionnaire #2
- Attachment B.3_Community Support_Third Party Broadband Questionnaire #3

Section C.6

Hospital Broadband Enhancements

Due to the extreme rural nature of the Project, there are no public medical clinics or hospitals located along the PFSA, however, should a hospital relocate or be built along the routes, Troy Cable will make every attempt to connect services to said location with same accessibility as all other residential, business and CAI's passing outlined in eligible Project #1 areas. Broadband is essential to managing the electronic health records and patient medical images. Accessibility to broadband allows for services such as eHealth and Telemedicine. Through Telemedicine, patients can have access to remote diagnoses, treatment, and monitoring. This includes real-time transmission of medical imagery to enable remote interpretation of MRI, ultrasound, X-rays, and other diagnostic procedures which ensure a quick diagnosis.

Troy Cable has received a response from 88 potential customers who indicate they are located more than 15 miles from a hospital; although they would be interested in using their broadband access for telehealth. We believe many residents in the PFSA were not able to respond to the online survey due to lack of broadband access.

Attachment:

Third Party survey findings are included under Attachment B, Application Budget, Attachment B.3_Community Support_Third Party Broadband Questionnaire #3. Surveys reflect that there are no available Hospitals located within 15 miles of the residence or business in some areas due to the extreme rurality of their location.

Section C.7

Assisting Local Libraries

There are no libraries located along the PFSA, however, should a library relocate or be built along the routes, Troy Cable will make every attempt to connect services to said location with same accessibility as all other residential, business and CAI's passing outlined in eligible Project #1 areas.

Troy Cable has made a significant investment in its communities in an effort to stimulate economic growth, job creation and to promote economic recovery. With the expansion of Troy Cable's network came the creation of 24 rural Computing Centers within the existing footprint. The creation of these rural centers was a collaborative effort between Troy Cable, Fox Sports South, South Alabama Electric Cooperative and Alabama Power providing free computers, wireless equipment and broadband internet service to extremely rural areas in Pike, Crenshaw, Dale and Coffee Counties.

Troy Cable designed, installed and currently operates and maintains two regional Sonet Networks. These networks serve 104 public school sites, government facilities, secondary education sites, and provide commercial voice, video and data transport in Butler, Coffee, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Lowndes, Montgomery, and Pike Counties in Southeast Alabama.

Troy Cable has received a response from 69 potential customers who indicate they are located more than 15 miles from a library; although they would be interested in using their broadband access for Kindergarten through grade 12 education, Technical Certification, College, Continued Education, or Teaching. We believe many residents in the PFSA were not able to respond to the online survey due to lack of broadband access.

Attachment:

Third Party survey findings are included under Attachment B, Application Budget, Attachment B.3_Community Support_Third Party Broadband Questionnaire #3. Surveys reflect that there are no available Libraries located within 15 miles of the residence or business in some areas due to the extreme rurality of their location.



Southeast Alabama Broadband Accessibility Project #1

Attachment D, Certifications

Certifications

1. The applicant certifies that it is a non-governmental entity.
2. The applicant certifies all new customers served as a result of this project will have access to an internet connection that provides a capacity for transmission at an average speed per customer of at least 10 Mbps download and at least 1 Mbps upload.
3. The applicant certifies that all new customers served as a result of this project are not located within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census.
4. The applicant certifies that it has the technical and managerial capabilities to complete the project within two years of the effective date of the grant agreement.
5. Choose one:
 - a. The applicant certifies that for any area served as a result of this project there is not at least one provider of terrestrial broadband service that is either:
 - i) offering a connection to the internet meeting the minimum service threshold; or
 - ii) required, under the terms of the Federal Universal Service Fund or other federal or state grant, to provide a connection to the internet at speeds meeting the minimum service threshold within five years of the effective date of the Broadband Accessibility Act.
 - b. The applicant certifies that the project has received funds through other federal universal service funding programs designed specifically to encourage broadband deployment in an area without broadband access in an amount not exceeding fifty percent of the total project cost, and that any award of state funds shall only be utilized to either:
 - i) fund project components that extend beyond the specifications supported by the federal funding, said eligible components being extension of service to unserved rural areas not otherwise served by the federally supported project, or
 - ii) ensure that areas being served by the federal funding at speeds less than 25 megabits per second of download speed and three megabits per second of upload speed will, in fact, receive faster speeds of not less than 25 megabits per second of download speed and three megabits per second of upload speed.

Certification

I the undersigned am authorized to obligate my entity and enter into agreements for my organization. I understand that the above certifications do not guarantee funding and a grant agreement will be executed prior to project funds being expended. I further understand that if the above statements cannot be verified, no grant funds will be awarded under this program. Finally, to the best of my knowledge the above certifications are true and correct.

Signature of Applicant:



Date:

October 24, 2018

Printed Name: Jacob T. Cowen

Title of Applicant: Chief Financial Officer

ATTACHMENT(S)

Attachment A, Project Description
Area Served Map w/ kmz link

**Attachment A, Project Description
Route Breakdown**

Attachment A, Project Description
Kmz file link and Pdf Maps with Boundaries

**Attachment A, Project Description
Community Anchor Institutions**

**Attachment A, Project Description
Network Diagram**

**Attachment A, Project Description
Project Budget**

**Attachment A, Project Description
Project Schedule & Timeline**

**Attachment B, Application Budget
CoBank Comfort Letter**

Attachment B, Application Budget
Community Support Letters

**Attachment B.1, Application Budget
Community Support – Third Party Broadband Questionnaire #1**

**Attachment B.2, Application Budget
Community Support – Third Party Broadband Questionnaire #2**

**Attachment B.3, Application Budget
Community Support – Third Party Broadband Questionnaire # 3**

Attachment C, Other Program Priorities

- Attachment A, Project Description, Area Served Map w/ kmz link
- Attachment A, Project Description, Kmz file link and Pdf Maps with Boundaries
- Attachment A, Project Description, Community Anchor Institutions
- Attachment B, Application Budget, CoBank Comfort Letter
- Attachment B, Application Budget, Community Support Letters
- Attachment B.1, Application Budget, Community Support – Third Party Broadband Questionnaire #1
- Attachment B.2, Application Budget, Community Support – Third Party Broadband Questionnaire #2
- Attachment B.3, Application Budget, Community Support – Third Party Broadband Questionnaire # 3