

Alabama Broadband Accessibility Fund 2021 Grant Application and Guide



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Alabama Broadband Accessibility Fund
2021 Grant Application and Guide

2021 Grant Application Guidelines

An application workshop will be held at 10:00 A.M. on Monday, November 9, 2020. The meeting will be held virtually. To join the meeting, make sure that you have signed up to be on the Broadband Alabama Mailing List which can be found at <https://adeca.alabama.gov/Divisions/energy/broadband> and you will receive instructions on how to join. An online version of the workshop and questions and answers from the workshop will be posted on the Alabama Department of Economic and Community Affairs (ADECA) website after the workshop, at <http://adeca.alabama.gov/broadband>.

Applications shall be submitted in PDF format by email to broadband.fund@adeca.alabama.gov. Applications will be accepted starting on November 9, 2020. Completed applications must be submitted by 11:59 PM, CST, on February 8, 2021. Any applications received after the deadline will not be considered. All applications must be complete; however, ADECA reserves the right to contact applicants for additional information and/or clarifications. All applications received will be posted on ADECA's website at <http://adeca.alabama.gov/broadband>.

Existing service providers shall have from February 9, 2021 through March 23, 2021 to file objections to the eligibility of the proposed projects. All objections must be filed by email to broadband.fund@adeca.alabama.gov and must include verifiable documentation to support the challenge.

An applicant may submit more than one application; however, each project must have a separate application and budget. Each project must stand alone in meeting the Alabama Broadband Accessibility Fund program requirements.

Eligibility

An eligible applicant is a non-government entity that is a cooperative, corporation, limited liability company, partnership, or other private business entity that provides broadband service.

Funding

Projects must be completed within two years of the effective date of the grant agreement. The grant will be in the form of a reimbursement of eligible costs up to the award amount in the grant agreement. Providers' grants shall be paid within 30 days upon ADECA receiving written certification of the completion of the project and evidence of compliance with the terms of the grant as prescribed by ADECA. ADECA shall condition the release of any grant funds on operational testing, when possible, to confirm the level of service proposed in the grant application. Such regulations shall not exceed in degree or differ in kind from testing and reporting requirements imposed on the grant recipient by the Federal Communications Commission, as adjusted for the service specifications in the ADECA grant agreement.

All projects will be scored based on the established rating criteria. The criteria can be found at <http://adeca.alabama.gov/broadband>. Those eligible projects receiving the highest scores will be selected for funding. The number of projects funded will be determined by the funds available and the

total amount of requests made. ADECA may request amended projects and/or offer reduced grant participation.

ADECA shall ensure that Not less than 40% of funds appropriated for grants be utilized in unincorporated areas of the state. Further, grants awarded for middle mile and anchor institution projects shall not exceed 40% of the total funds appropriated for grants on an annual basis. Individual grant awards will be for projects in unserved areas, and may not exceed the lesser of 35 percent of the project cost, or \$1,500,000 for projects that will be capable of transmitting broadband signals at or above the minimum service threshold.

Definitions

END USER. A residential, business, institutional, or government entity that uses broadband services for its own purposes and does not resell such broadband services to other entities. An internet service provider (ISP) and mobile wireless service provider are not an end user for the purposes of this act.

MIDDLE MILE PROJECT. A broadband infrastructure project that does not provide broadband service to end users or to end-user devices.

MINIMUM SERVICE THRESHOLD. A connection to the Internet that provides capacity for transmission at an average speed per customer of at least 25 megabits (25 Mbps) per second downstream and at least three megabits (3 Mbps) per second upstream.

RURAL AREA. 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.

UNSERVED AREA. Any rural area in which there is not at least one provider of terrestrial broadband service that is either: (1) offering a connection to the Internet meeting the minimum service threshold; or (2) is 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 by March 28, 2023.

APPLICANTS MUST USE THE FOLLOWING APPLICATION FORM, COMPLETE IT IN ITS ENTIRETY, AND LABEL ATTACHMENTS AS INSTRUCTED. FAILURE TO DO SO, MAY RESULT IN A LOSS OF POINTS.

2021 Grant Application

Applicant Information

Project Name: **Mobile County, Alabama**

Legal Name of Entity: **Comcast Cable Communications, LLC on behalf of its affiliate, Comcast of Alabama, LLC**

Mailing Address: **6200 The Corners Parkway, Suite 200, Peachtree Corners, Georgia 30092**

Name and Title of CEO: **Brian Roberts, Chairman and CEO**

Name and Title of Contact: **James A. Macke, Vice President, External Affairs**

Phone Number and Email of Contact: **678.618.8084; andy_macke@comcast.com**

Note: All successful applicants will be required to complete and submit the Beason-Hammon Alabama Taxpayer and Citizen Protection Act Certification, submit a complete copy of their E-Verify Memorandum of Understanding (MOU), complete and submit the State of Alabama Disclosure Statement, complete and submit the Signatory Authority Form, and register in the State of Alabama Accounting and Resource System (STAARS).

A. Project Description

This section is worth up to 25 points. Up to an additional 10 bonus points may be available to applicants adequately demonstrating the criteria listed in number seven (7) below. Points will be awarded based on verifiable information only.

Please complete the project description sections below. Any additional documentation can be included in an attachment file titled Attachment A, Project Description.

1. A discussion of the area served including boundaries, number of households, businesses, and any community anchors (libraries, schools, police and fire stations, hospitals, etc.). This response shall also identify if the project area is located within an unincorporated area and provide information regarding how the area meets the definition of rural (US Census data). Please complete the following table.

Number of Households to be Served	240
Number of Businesses / Industries to be served	0
Number of Community Anchors to be served	0

The proposed project covers unserved unincorporated areas of Mobile County comprised of approximately 240 total addresses as represented in Attachment A-1 – Mobile County_revised.kmz.

This project satisfies the program's definition of "rural area" as the areas are "not included within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants." The project further falls within the definition of an "unserved area" as no other provider delivers terrestrial broadband service that meets the minimum service threshold defined above.

2. A discussion of the technology to be deployed (fiber, cable, DSL, etc.). Additionally, include a discussion of future usage projections and the ability to upgrade.

Comcast will deploy a hybrid fiber-coax (HFC) network capable of delivering gigabit internet speeds. This is the same network and capacity available in areas of Mobile County already served by Comcast. The network has proven reliable and readily scalable. The network architecture and DOCSIS 3.1 protocol support gig internet speeds.

Once deployed, the two-way network architecture will provide a cost-effective means to deliver video, voice, and data services today while allowing flexibility to expand both speed and traffic capacity in the future. Comcast has increased internet speeds 18 times in the past 19 years, including the 1G download speeds offered today.

3. A discussion of internet speeds, service tier and pricing levels, data caps, etc.

The pricing and speed-tiers below are available in the currently served areas of Mobile County and would be available in the newly deployed areas upon completion of the project. This pricing reflects an internet-only subscription, effective January 2021, and does not include any multi-product discounts:

Internet Essentials (low-income broadband adoption program)—50/5Mbps: \$9.95
Xfinity Performance Starter—25/2Mbps: \$56.00
Xfinity Performance—100/5Mbps: \$76.00
Xfinity Blast—200/10Mbps: \$86.00
Xfinity Extreme—400/20Mbps: \$96.00
Xfinity Extreme Pro—600/20Mbps: \$106.00
Xfinity Gigabit—1Gig/35Mbps: \$116.00

Comcast provides all customers 1.2 Terabyte (T) of data per month. The average Comcast customer uses only 200G of data per month. The small percentage of customers who exceed 1.2T may purchase additional data in blocks of 50G for \$10.00 per month or subscribe to an Unlimited Data Plan for \$30 per month. Comcast does not throttle customers' speeds as they approach 1.2T of data and provides tools that allow customers to monitor their data usage throughout the billing month.

4. A preliminary technical evaluation of the project that is certified by an engineer. This evaluation should document the ability of the proposed infrastructure to provide the minimum speeds required to all potential customers in the project area. The evaluation shall also include a project cost estimate, project schedule and timeline to include a completion date of no more than two years, and maps showing the proposed project area. Furthermore, the evaluation should demonstrate how promised speeds will be delivered consistently to the project area, show how the network will work using the proposed equipment, and demonstrate how the backhaul will be provided. **Maps shall be in .shp, .kml, or .kmz formats.**

Additionally, maps shall clearly show area eligibility (unserved areas and rural areas). Generally, applicants may establish that an area is unserved by using the ADECA

Broadband map showing unserved areas (<http://adeca.alabama.gov/broadband>). However, applicants are strongly encouraged to conduct a field review. If an area shown as unserved on ADECA's map but becomes served prior to the execution of the grant agreement, the project may not be eligible for funding. **An applicant will be required to receive approval from ADECA for methodology prior to submitting an application. Generally, the methodology will include testing or documentation at both ends of a street in question. A map showing all test sites must be included in the application.**

A .kmz map showing the proposed project area (**Attachment A-1 – Mobile County_revised.kmz**) is submitted with this application.

This grant will facilitate the deployment of a **13-mile** plant extension to unserved areas in unincorporated Mobile County as illustrated on the ADECA Broadband Eligibility Map (Attachment A-2-- Alabama Broadband Eligibility Map). The extension will connect with Comcast's existing HFC network serving the County.

The final design of this project will be certified by Donny FitzGerald, Vice President of Engineering & Construction for Comcast's Big South Region. Mr. FitzGerald has over 30 years' experience in engineering and construction in the telecommunications industry. He has significant experience in network construction, new product roll-out, project management, and process management. Mr. FitzGerald is responsible for all region construction including fiber-to-the-home builds in Nashville and Atlanta. His prior experience also includes the management of 145 headends and hubs serving over 2.4 million customers. Mr. FitzGerald and his team will oversee all project design and construction. Mr. FitzGerald's resume is attached with the application (Attachment A-3 - Donny Fitzgerald Resume).

Project Schedule:

Months 1–3: Design and Materials Order
Months 4–13: Construction and Make-Ready
Months 14–18: Splicing, Activation, and Plant Testing

5. A discussion of the operator's technical and managerial capabilities to complete the project within two years of the effective date of the grant award. Please be aware that grants shall be conditioned on project completion within two years of awarding of the grant. If a recipient fails to complete a project within the two-year deadline due to reasons other than delay caused by a government entity, ADECA may revoke the grant in its entirety.

Comcast fully expects to complete this project within the timeline established. The company maintains a technical and network operations staff of approximately 53 employees based in Mobile, Alabama, to support this project and the provision of broadband services moving forward and has access to construction and engineering resources nationwide. In Alabama alone, Comcast has invested \$407.2M in technology and infrastructure capital since 2011, maintains more than 7,850 total plant miles, and constructed 240 miles of new plant over the past three years.

Comcast recently applied for and received a Broadband Accessibility Grant from the State of Alabama, with which the company is completing an upgrade and expansion project in Dauphin Island in less than 18 months.

6. A discussion of the applicant's average pole attachment rates charged to an unaffiliated entity (does not apply to a utility as defined under Section 37-4-1 (7)a).

Comcast does not own poles in the project area and therefore does not charge pole attachment rates to other entities. Comcast pays a rate of \$10.88 to attach its facilities to poles owned by Alabama Power in the Mobile County area.

7. A discussion of the applicant's plan to use vendors and subcontractors that have been certified as a Minority Business Enterprise by the Alabama Minority Business Enterprise program and/or certified by another government entity as being a Disadvantaged Business Enterprise. Please be advised if an applicant chooses to claim consideration under this criterion, a quarterly report documenting activities will be required.

In 2019, Comcast spent over \$5.6 million with diverse suppliers in Alabama. Comcast is also actively seeking diverse vendors to manage the project proposed in this application should the company be awarded the Alabama Accessibility Fund grant.

The following summary sets forth Comcast's Supplier Diversity policy:

Comcast is committed to including in its supply chain and maximizing opportunities for diverse businesses to participate in the performance of Comcast contracts. Diverse supplier definitions are on the Comcast supplier diversity website at www.comcastnbcunisuppliers.com (collectively, "Diverse Suppliers"). If Contractor is not a Diverse Supplier, Contractor shall participate in Comcast Supplier Diversity Program at www.comcast-nbcunisuppliers.com, and shall report the amount that Contractor and its subcontractors of any tier spend with Diverse Supplier subcontractors and/or Diverse Suppliers of materials and services, in performing this Agreement. Contractor shall submit such reports at the frequency specified by Comcast, using Comcast online supplier reporting tool located at www.comcast-nbcunisuppliers.com.

Comcast is also committed to providing equal access and meaningful opportunities to all vendors. Our supplier diversity program is designed to maximize the inclusion of the following: Minority Business Enterprise; Women Business Enterprise; Veteran Business Enterprise; Service Disabled Veteran Business Enterprise; Historically Underutilized Business Enterprise; Lesbian, Gay, Bisexual, Transgender Business Enterprise; Persons with Disabilities; and Small Business (collectively, "Diverse Suppliers") in our supply chain. Comcast encourages our vendors to explore all available opportunities to partner with Diverse Suppliers who offer complementary products and/or services to be provided under any agreement. Comcast expects any such arrangements to augment and not duplicate the responsibilities and efforts of the vendor and other suppliers engaged in the provision of the Services, Additional Services and/or Hardware contemplated under this Agreement. We reserve the right to periodically evaluate the vendor's supplier diversity performance as an important consideration in the award of additional business opportunities with Comcast.

8. A discussion of Middle Mile Projects (if applicable). The applicant shall demonstrate that the project will connect other service providers eligible for grants under this section with broadband infrastructure further upstream in order to enable such providers to offer broadband service to end users; provided that eligible projects under this subdivision may include projects in (i) an unserved area or (ii) a rural area that does not meet the definition of an unserved area but otherwise meets the requirements of this section, for which the grant applicant demonstrates, by specific evidence, the need for

greater broadband speeds, capacity, or service which is not being offered by an existing service provider. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.

N/A

9. A discussion of hospital, public school, public safety, or economic development projects that do not meet the definition of unserved area, but otherwise meets the requirements of the program (if applicable). The applicant must demonstrate by specific evidence, the need for greater broadband speeds, capacity, or service which is not being offered by an existing service provider. Specific evidence may include documentation such as letters from local hospitals, public schools, and public safety institutions. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.

N/A

B. **Application Budget**

This section is worth up to 25 points. Points will be awarded based on verifiable information only.

For the table, please complete the shaded boxes. The unshaded boxes will populate automatically. If you are unable to use the formulas in the table, use the following formulas to calculate the percentages: i) 65 percent of total project cost is calculated by multiplying the total project cost by .65, ii) 35 percent of total project cost is calculated by multiplying the total project cost by .35. The total grant amount cannot exceed the lesser of 35 percent of total project costs, or \$1,500,000. If federal funds are involved in the project, please see number 4 below.

Total Project Cost	\$381,323.00
65% of Total Project Cost (minimum match)	\$247,859.95
35% of Total Project Cost (grant maximum)	\$133,463.05
Total Grant Amount Requested (not to exceed \$1.5 million)	\$133,463.05

Please complete the project budget sections below. Any additional documentation can be included in an attachment file titled Attachment B, Project Budget.

1. Itemize eligible project expenses. Generally, eligible expenses will be limited to construction and construction related costs of broadband infrastructure. For the table below, please complete the shaded boxes. The unshaded boxes will populate automatically. Operating expenses will not be eligible expenses. Any additional

expenses associated with the project, but not part of the grant budget, should be included in the narrative.

Budget Item	Total Cost	Grant	Match
Engineering/Design	\$4,228.00	\$1,479.80	\$2,748.20
Materials	\$140,139.00	\$49,048.65	\$91,090.35
Labor	\$236,956.00	\$82,934.60	\$154,021.40
Construction/Installation	\$0.00		
Other (Please Specify)	\$0.00		
Total	\$381,323.00	\$133,463.05	\$247,859.95

2. A discussion of the applicant's necessary financial resources to:

- a. sustain service to the project area (business model); and

Comcast employs approximately 87 people in Mobile, Alabama, who support all aspects of the business, including 53 technical and network operations staff based at the company's primary technical facility at 3248 Springhill Road, Mobile. Comcast also operates a retail Xfinity Store located at 1225 Satchel Paige Drive, Suite E102, Mobile, where customers can activate services, view and test products, make payments, and discuss billing. Comcast also maintains a robust digital presence to provide customer support, through www.xfinity.com, the My Account app, and social media.

- b. provide adequate project financing (additional documentation may be requested by ADECA).

Comcast will fund this project internally and has included it in its 2021 capital budget. This project represents less than 1% of the region's total capital budget. As a historical reference point, Comcast has averaged investing over \$40 million annually in capital projects within the State of Alabama over the past 10 years.

As a publicly traded company, Comcast submits copies of its Form 10-K Annual Reports filed with the United States Securities and Exchange Commission as proof of financing. These forms are voluminous; therefore, Comcast is providing electronic links to these forms. All financial reports can be found at: <http://www.cmcsa.com/annuals.cfm>.

Comcast's 10-K Annual Reports may be found specifically at:

2019: <https://www.cmcsa.com/sec-filings/sec-filing/10-k/0001166691-20-000008>
 2018: <https://www.cmcsa.com/sec-filings/sec-filing/10-k/0001166691-19-000005>
 2017: <https://www.cmcsa.com/sec-filings/sec-filing/10-k/0001166691-18-000004>
 2016: <https://www.cmcsa.com/sec-filings/sec-filing/10-k/0001193125-17-030512>
 2015: <https://www.cmcsa.com/sec-filings/sec-filing/annual/0001193125-16452423>

If hard copies of the Form 10-K Annual Reports are desired, Comcast will provide this information upon request.

3. A discussion of any partners or subcontractors associated with the project’s deliverables including but not limited to adoption, deployment, and service delivery. Please describe each party’s role in the project.

Comcast employs contractors for new construction projects. The contractors are selected on a regional basis and provide the necessary support for design, construction, and activation of the network. All subsequent maintenance and day-to-way operations are performed by Comcast’s approximately 87 technicians and support personnel locally based in Mobile.

Design work for the project will be performed by Rainbow Design Services, based in Louisville, Kentucky. Rainbow has provided network engineering, field services, and GIS & mapping services for over two decades and is Comcast’s primary design contractor in the southeastern United States.

Broadband Technical Resources (BTR), headquartered in Gallatin, Tennessee, will be Comcast’s primary contractor for the construction of the network. BTR was founded in 2002 and provides one of the largest contractor workforces in the southeast United States. BTR is a full-service contractor providing aerial and underground construction expertise.

Comcast is also seeking a qualified minority vendor to support the management of this project should grant funds be awarded by ADECA.

4. A discussion of any funds associated with the project. Please explain if the following provisions apply to your project: **N/A**
- a. Projects to serve unserved areas in which the grant applicant is either or both: (i) an existing or future service provider which has or will receive support through federal universal service funding programs designed specifically to encourage broadband deployment in an area without broadband access; or (ii) an existing or future service provider which has or will receive other forms of federal or state financial support or assistance, such as a grant or loan from the United States Department of Agriculture.
 - b. Any award of state funds under this act, when combined with other forms of state or federal support or assistance dedicated to the project, other than interest—bearing loans, may not exceed 60 percent of the total project costs.

C. Other Program Priorities

Please answer each of the following questions either “yes” or “no.” For each “yes” answer, please provide a brief narrative and any supporting documentation in an attachment labeled Attachment C, Other Program Priorities. Any claims that cannot be verified will receive zero points in our scoring system. “No” answers will receive zero points in our scoring system. **“Yes” answers (that can be verified) will receive up to 10 points.**


YES	NO	If yes, include an explanation and documentation in a file titled Attachment C
<input checked="" type="checkbox"/>	<input type="checkbox"/>	

Does this project seek to leverage grant funds through private investment?

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 C
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 C
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 C
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 C
Will this project provide material broadband enhancements to hospitals located in rural areas?	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	If yes, include an explanation and documentation in a file titled Attachment C
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 checked="" type="checkbox"/>	NO <input type="checkbox"/>	If yes, include an explanation and documentation in a file titled Attachment C
Is the applicant a certified Minority Business Enterprise under the Alabama Minority Business Enterprise Program? Or is it certified under another Disadvantaged Business Enterprise Program?	YES <input type="checkbox"/>	NO <input checked="" type="checkbox"/>	If yes, include an explanation and documentation in a file titled Attachment C

D. 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 25 Mbps download and at least 3 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. The applicant certifies that the area to be served does not have at least one provider of terrestrial broadband service that is either: (1) offering a connection to the Internet meeting the minimum service threshold; or (2) is 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 by March 28, 2023.

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: 04/05/2021
Title of Applicant: Vice President, External Affairs	

For more information regarding the Alabama Broadband Accessibility Fund, please send questions to Chris Murphy at broadband.fund@adeca.alabama.gov, or call (334) 242-5292 between the hours of 8:00 a.m. to 4:00 p.m., Monday through Friday.

Attachment C

Other Program Priorities

1. Does this project seek to leverage grant funds through private investment?

Comcast has and will continue to invest millions of dollars in private risk capital to expand and upgrade its facilities in Alabama. Projects like Mobile County, however, which pose substantial upgrade and connectivity costs combined with limited population in the proposed service area, fall below the benchmark the company has historically found necessary to earn a return on its investment in a reasonable time frame. Alabama's broadband grant program will enable this project to move forward and provide connectivity to 240 new residential addresses with the combination of \$247,859.95 investor capital and \$133,463.05 in state grant funds.

2. Will this project be an extension of existing infrastructure?

Yes, Comcast currently owns and operates infrastructure in Mobile County, the City of Mobile, and other communities in the area. Comcast will build out an additional 13 miles of plant off of existing infrastructure in Mobile County. The extension will be managed and operated under the normal course of business operations. All of the services currently available in the area will be afforded to the new residents being served by the plant extensions.

3. Does this project serve locations with demonstrated community support?

Yes, please see attached letters of support from area legislators (Attachment C-1 – Mobile County Letter from Rep. Brown; Attachment C-2– Mobile County Letter from Sen. Sessions).

Comcast believes this upgrade will benefit Mobile County's economic development, educational opportunities, tourism industry, and overall quality-of-life.

Furthermore, Comcast is committed to promoting broadband adoption wherever the company operates. In addition to marketing the company's customary residential and commercial products, Comcast will offer its Internet Essentials product to all families who qualify. Internet Essentials is the nation's largest, most comprehensive high-speed adoption program for low-income Americans. It was launched in 2011 and provides (1) low-cost internet service for \$9.95 per month plus tax, (2) the option to purchase an internet-ready computer for less than \$150.00, and (3) multiple options to access free digital literacy training. Through Internet Essentials and its tens of thousands of partners, Comcast has connected more than 8 million low-income Americans in 1.5 million households to the power of the internet in their homes—including 80,000 individuals in Alabama.

4. Will this project serve the highest number of unserved homes, businesses, and community anchor points for the least cost?

Yes, Comcast is in a unique position to provide broadband services in Mobile County because the company owns infrastructure in place throughout the County today and has existing pole attachment agreements with local pole owners.

Comcast has over 50 years of experience in constructing and operating cable and broadband networks and the ability to market and deliver innovative products over those networks in a financially sustainable model.

The project will yield a reasonable cost to the State of **\$556** per passing. Comcast firmly believes this project will provide the best value and use of taxpayer dollars for broadband deployment in Alabama.

5. Does this project emphasize the highest broadband speeds?

Upon completion of this project, any resident, business, or community anchor in the deployed area of Mobile County will have the ability to purchase up to gigabit-speed internet service. DOCSIS 3.1 modems give Comcast the flexibility to increase internet speeds as consumer demand requires it. As customer demands and data usage patterns change, Comcast's network is designed for scalability. Comcast has increased internet speeds 18 times in the past 19 years, including the 1G download speeds offered today.

6. Will the project provide material broadband enhancements to hospitals located in rural areas as defined in Section 22-21-20, Code of Alabama 1975?

The completion of this project will provide material enhancement to hospitals and other health care facilities by augmenting telehealth capabilities in the community. Specifically, telehealth expands the capacity of hospitals and other health care facilities by making care available to those with limited mobility as well as individuals that live a significant distance from those facilities including: primary, pre-operative, and post-operative care. Increased availability of primary and consultative care reduces the demand on emergency rooms and improves community health more generally.

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?

Comcast believes that digital literacy is the most important facilitator of getting people connected. Through its Internet Essentials program, Comcast has partnered with hundreds of libraries, schools, and non-profit partners to deliver digital literacy training through a combination of classroom-style instruction and a portfolio of online training materials, including best-in-class curricula to engage the senior population. Since 2011, Comcast has invested more than \$650 million in raising awareness of the importance of internet at home, teaching digital skills through community outreach and events, printing and distributing free materials, and supporting a network of tens of thousands of partners who share our vision of bringing the internet to everyone. These investments have reached 9.5 million people.

8. Is the applicant a certified Minority Business Enterprise under the Alabama Minority Business Enterprise Program? Or is it certified under another disadvantaged enterprise program? **N/A**