Alabama Broadband Accessibility Fund
2020 Round One Grant Application and Guide

broadband.fund@adeca.alabama.gov

Street Address: 401 Adams Avenue, Suite 560
Montgomery, Alabama 36104-4325

Mailing Address: Post Office Box 5690
Montgomery, Alabama 36103-5690

Alabama Broadband Accessibility Fund
2020 Round One Grant Application and Guide

2020 Grant Application Guidelines

An application workshop will be held at 10:00 a.m. on Tuesday, October 1, 2019 in the Alabama Center for Commerce 7th floor Auditorium. Seating is limited; therefore, all attendees must register by calling (334) 242-5292 or emailing broadband.fund@adeca.alabama.gov. 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 October 1, 2019. Completed applications must be submitted by 11:59 PM, CST, on December 30, 2019. 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 December 31, 2019 through February 11, 2020 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. Reimbursement will be made within 30 days of project completion and final inspection by ADECA.

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 percent of the funds awarded will be awarded to projects serving unincorporated areas. Further, grants awarded for middle mile and anchor institution projects shall not exceed 40 percent 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 FORMAT, COMPLETE IT IN ITS ENTIRETY, AND LABEL ATTACHMENTS AS INSTRUCTED. FAILURE TO DO SO, MAY RESULT IN A LOSS OF POINTS.

2020 Round One Grant Application

Applicant Information

Project Name: **Dauphin Island, AL**

Legal Name of Entity: **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**

Autonomous System Number (ASN) **N/A**

List Internet Exchange Membership (if any) **N/A**

Peering DB entries (www.perringdb.com) **N/A**

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 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	**2,500**
Number of Businesses / Industries to be Served	**76**
Number of Community Anchors to be Served	**24**

The proposed project covers all of the incorporated Town of Dauphin Island, comprised of approximately 2,600 residential and commercial addresses according to Town data. The significant number of seasonal visitors and rental units on Dauphin Island accounts for the difference between the address count and the U.S. Census

Bureau's 2010 population count of 1,238 (2018 estimate of 1,298). In either case, the Town satisfies the program's definition of "rural area" as an area "not included within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants."

Dauphin Island further falls within the definition of an "unserved area." Comcast currently provides residents and businesses video-only service, and no other provider delivers terrestrial broadband service that meets the minimum service threshold defined above.

This grant will facilitate Comcast's upgrade of its network on Dauphin Island to provide broadband services to all residents, businesses, and community anchors. Approximately 36 miles of plant will be constructed or upgraded as part of this project.

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 network capable of delivering multi-gigabit internet speeds. This is the same network and capacity available in Mobile and Mobile County. The network has proven reliable and readily scalable. The network architecture and DOCSIS 3.1 protocol support multi-gig internet speeds.

   Once upgraded, 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 17 times in the past 18 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 Mobile and would be available in Dauphin Island upon completion of the project. This pricing reflects an internet-only subscription and does not include any multi-product discounts:

   Internet Essentials (low-income broadband adoption program)—15/2Mbps: $9.95
   Xfinity Performance Starter—25/2Mbps: $50.00
   Xfinity Performance—100/5Mbps: $70.00
   Xfinity Blast—200/10Mbps: $80.00
   Xfinity Extreme—300/20Mbps: $90.00
   Xfinity Extreme Pro—600/20Mbps: $100.00
   Xfinity Gigabit—1Gig/35Mbps: $110.00

   Comcast provides all customers 1 Terabyte (T) of data per month. The average Comcast customer uses only 200G of data per month. The small percentage of customers who exceed 1T may purchase additional data in blocks of 50G for $10.00

per month. Comcast does not throttle customers' speeds as they approach 1T 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. The evaluation shall 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. 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). Other methodology to document an area is unserved, such as household surveys, may be acceptable, but shall be pre-approved by ADECA.

   A .kmz map showing the proposed project area (Attachment A – Dauphin Island Plant.kmz) is submitted with this application.

   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 - 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
   Total Estimated Project Completion = 18 Months

   As stated earlier, Comcast currently serves Dauphin Island with a video-only offering, and no other broadband service is available in the Town today. The entire Town of Dauphin Island is unserved, as illustrated on the ADECA Broadband Eligibility Map (Attachment A – Alabama Broadband Eligibility Map).

   This grant will facilitate Comcast's rebuilding of its existing plant in Dauphin Island and connection to its network in Mobile County. The Town of Dauphin Island controls fiber across the Dauphin Island Bridge, which fiber is critical to making this project possible.

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 60 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 $362M in technology and infrastructure capital since 2011, maintains more than 7,700 total plant miles, and constructed more than 150 miles of new plant in 2019.

   Comcast recently applied for and received a Broadband Accessibility Grant from the State of Tennessee, with which the company completed an upgrade and expansion project in rural Tipton County (very similar in scope and size to this proposed project) 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 and therefore does not charge pole attachment rates to other entities. Comcast pays a rate of $8.98 to attach its facilities to poles owned by Alabama Power in the Dauphin Island 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.

   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.comcast-nbcunisuppliers.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.

   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.

   This project will provide internet connectivity to the following Dauphin Island anchor institutions that do not have adequate connectivity today, as reported by Mayor Jeff Collier and Town staff:

   Dauphin Island Welcome Center, Library & Museum
   Dauphin Island Elementary School
   Dauphin Island Town Hall
   Dauphin Island Police Department
   Dauphin Island Fire & Rescue
   Dauphin Island Water & Sewer Authority
   Joy H. Russell, M.D. (only doctor's office on Dauphin Island)
   U.S. Coast Guard

U.S. Food & Drug Administration
Dauphin Island Sea Lab
Dauphin Island Park & Beach Board
Alabama Department of Conservation & Natural Resources
Mobile Bar Pilots
Mobile Bay Ferry
Dauphin Island Chamber of Commerce
Dauphin Island Foundation
Isle Dauphine Complex
Dauphin Island Property Owners Association
Dauphin Island Marina
Churches:
- **Church of the Island**
- **Dauphin Island Baptist Church**
- **Dauphin Island Methodist Church**
- **St. Edmunds by the Sea Catholic Church**
- **St. Francis Episcopal Church**

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	$2,345,000.00
65% of Total Project Cost (minimum match)	$1,524,250.00
35% of Total Project Cost (grant maximum)	$820,750.00
Total Grant Amount Requested (not to exceed $1.5 million)	**$820,750.00**

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. Operating

expenses will not be eligible expenses. Any additional expenses associated with the project, but not part of the grant budget, should be included.

Budget Item	Total Cost	Grant	Match
Engineering/Design	$103,600	$36,260	$67,340
Materials	$725,200	$253,820	$471,380
Labor	$1,371,200	$479,920	$891,280
Facilities Augmentation	$75,000	$26,250	$48,750
Electronics (Virtual Hub)	$70,000	$24,500	$45,500
Total	$2,345,000	$820,750	$1,524,250

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

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

      Comcast employs approximately 85 personnel in Mobile, Alabama, who support all aspects of the business, including 60 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 manage this project in-house through its Big South Region (based in Atlanta, Georgia). Costs have already been included in the 2020 capital budget. The total capital outlay for this project comprises less than 1% of the region's total capital budget of $240M for the coming year. The region's actual capital investment during 2019 was approximately $248M.

      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:

      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/0001193125-16-452423

If hard copies of the Form 10-K Annual Reports are desired, Comcast is happy to 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-day operations are performed by Comcast's approximately 85 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.

4. A discussion of any federal 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**.

Does this project seek to leverage grant funds through private investment?	YES ☒	NO ☐	If yes, include an explanation and documentation in a file titled Attachment C
Will this project be an extension of existing infrastructure?	YES ☒	NO ☐	If yes, include an explanation and documentation in a file titled Attachment C
Does this project serve locations with demonstrated community support?	YES ☒	NO ☐	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 ☒	NO ☐	If yes, include an explanation and documentation in a file titled Attachment C
Does this project emphasize the highest broadband speeds?	YES ☒	NO ☐	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 ☐	NO ☒	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 ☒	NO ☐	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 ☐	NO ☒	If yes, include an explanation and documentation in a file titled Attachment C

D. Certifications **See Attachment D – Comcast Signed Certification.**

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:
Title of Applicant:	

For more information regarding the Alabama Broadband Accessibility Fund, please send questions to Maureen Neighbors 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 Dauphin Island, 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 2,600 new residential and commercial addresses with the combination of investor and state capital funds.

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

   Yes, Comcast currently owns infrastructure in Mobile County. Comcast will build an additional 20 miles of plant to reach the base of the Dauphin Island Bridge from existing infrastructure in the Mobile market. This new 20-mile extension will be interconnection (middle-mile) plant only. From there, Comcast will upgrade its existing one-way plant on Dauphin Island to a two-way, hybrid fiber-coaxial network capable of delivering multi-gigabit internet speeds.

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

   Yes, please see attached letters of support from Mayor Jeff Collier and area legislators (Attachment C – Letter from Mayor Collier; Attachment C – Letter from Rep. Baker; Attachment C – Letter from Rep. Brown; Attachment C – Letter from Sen. Sessions).

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

   As described in Section A.9, Dauphin Island's anchor institutions do not have adequate connectivity today and, according to discussion with Mayor Collier, are likely to become customers:

   Dauphin Island Welcome Center, Library & Museum
   Dauphin Island Elementary School
   Dauphin Island Town Hall
   Dauphin Island Police Department
   Dauphin Island Fire & Rescue
   Dauphin Island Water & Sewer Authority
   Joy H. Russell, M.D. (only doctor's office on Dauphin Island)
   U.S. Coast Guard
   U.S. Food & Drug Administration

Dauphin Island Sea Lab
Dauphin Island Park & Beach Board
Alabama Department of Conservation & Natural Resources
Mobile Bar Pilots
Mobile Bay Ferry
Dauphin Island Chamber of Commerce
Dauphin Island Foundation
Isle Dauphine Complex
Dauphin Island Property Owners Association
Dauphin Island Marina
Churches:
- **Church of the Island**
- **Dauphin Island Baptist Church**
- **Dauphin Island Methodist Church**
- **St. Edmunds by the Sea Catholic Church**
- **St. Francis Episcopal Church**

Furthermore, Comcast is committed to promoting broadband adoption wherever the company operates, and Dauphin Island will be no exception. 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 Dauphin Island because the company owns infrastructure in place today. Comcast has existing pole attachment agreements with local pole owners and customer relationships with residents who currently subscribe to Comcast's video product. With the help of Mayor Collier, Comcast has identified community anchor points (see above) and plans to provide broadband access to those locations as part of the upgrade project.

Comcast has over 50 years' 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.

At a cost to the State of only $316 per passing, Comcast firmly believes this project will provide the best value and use of use 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 Dauphin Island 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 17 times in the past 18 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? **N/A**

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?

   Following completion of the network upgrade, the Dauphin Island library will have access to gigabit-speed internet service.

   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**