

**A.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	17
Number of Businesses / Industries to be served	0
Number of Community Anchors to be served	0

The Joe Carter Rd. project is a build that will provide high speed broadband services to 17 homes. There are no community anchors included in this project. This project is located in Bay Minette, Alabama, which is a city in Baldwin County, Alabama with a population of 8,044 per the 2010 Census. With this population and designation, it would fit the definition of a rural area. Currently there are no other terrestrial broadband service that is offering a broadband connection with speeds of 25 Mbps download, 3 Mbps upload. There are no other federal or state grants for this area at this time.

**A.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.**

Mediacom's services are delivered through a fiber-rich, technologically-advanced, route-diverse network that consists of a national backbone; large-scale, centralized platforms; regional networks and headends; neighborhood nodes; and last-mile connectivity to customer homes or businesses. We utilize an IP ring architecture that minimizes service outages through its redundant design, and our network operations center supports and continuously monitors our network. We believe our network infrastructure provides several advantages over most of our competitors, including significantly more bandwidth capacity, greater reliability and higher quality of service.

Mediacom's national backbone is connected to leading carriers, with a presence in several major carrier hotels, and allows us to introduce new services across all our markets and realize greater economic efficiencies and scale. Our national backbone connects centralized platforms that control video content delivery, HSD and phone services, provisioning, customer care and email, and provides access to several aggregation and exchange points in our regional networks to ensure network redundancy and enhanced quality of service.

The last-mile connectivity is delivered through Mediacom's hybrid fiber and coaxial ("HFC") network, transporting content via laser-fed fiber-optic cable by regional networks and headends to local nodes, and by coaxial cable from these nodes to our customers. We have installed back-up power supplies that are intended to allow our services to continue to be available in the event of a commercial power outage. For certain business customers that have high-capacity requirements, we extend fiber-optic cable from the node site directly to the customer's premise.

HSD customers continue to rapidly increase the amounts of bandwidth they consume, largely driven by increased usage of OTT video, and we expect their bandwidth usage to grow. To provide additional network capacity to facilitate meaningful bandwidth consumption increases, we have deployed multiple tools to recapture bandwidth and optimize our network, including the conversion of substantially all of our video delivery network to “all-digital” technology, freeing up spectrum that was previously used to deliver analog video signals that require more capacity. We have also transitioned substantially all of our HSD delivery to DOCSIS 3.1, allowing us to use our bandwidth in a more efficient manner. These bandwidth reclamation and optimization efforts and capital investments have enabled progressive increases in the speeds of our HSD service packages, culminating in the current availability of 1 Gbps downstream speeds to substantially all of our markets.

Mediacom’s future plans revolve around the cable industry’s recently announced development of a 10 gigabit network, which has been named 10G. The 10G platform will enable symmetrical residential internet speeds of up to 10 Gbps and will be a substantial enhancement of our existing DOCSIS platform, greatly improving latency, reliability and security. In the future, we expect to make the necessary investments in our network to begin testing 10G, which would position us to meet the future anticipated needs of a fully connected community.

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

At the time of this grant application, our current speeds, pricing, and data allowances are

Product	Speeds	Data Allowance	Price/month
Xtream Internet 60	60Mbps/5Mbps	400GB	\$69.99
Xtream Internet 100	100Mbps/10Mbps	1000GB	\$79.99
Xtream Internet 200	200Mbps/20Mbps	2000GB	\$99.99
Xtream Internet 500	500Mbps/30Mbps	4000GB	\$119.99
Xtream Internet 1 GIG	1000Mbps/50Mbps	6000GB	\$139.99

**A.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.

Cost Estimate - \$9,197

Project Schedule – The project will be complete within 1 year of grant award.

The Joe Carter Rd. project will cost a total of \$9,197 in order to complete. This will include 0.66 miles of aerial miles of cable. The maximum time to complete will be one year from the start of construction.

Prior to the submission of this grant application, an on-site walkout was performed in this area to review the broadband infrastructure and service provider network availability. Following the walkouts, we verified no other service provider is offering 10 Mbps down, 1 Mbps up, service in the provided area.

Mediacom would begin construction soon after the grant is approved and funding is provided. We would manage the construction of this project using timelines and processes as all other projects in the state of Alabama. This network is contiguous to Mediacom's current network and will be integrated into our current plant portfolio

The timeline following grant approval will be

- Months 1-3 – Permit requests and planning.
  - We will request all required state and federal grants in order to complete this project. Following permit requests, we will involve our construction contractors in order to build out the project.
- Months 3-6 – Underground Construction
  - Construction will begin and progress, with cable being laid throughout the project. All the underground work will be completed, nodes and taps will be placed in order to deliver service.
- Months 6-12 – Drops and Aerial
  - Drops will be run from the taps to the homes, homes will start to be connected and service will be delivered.

.KMZ file is included in the email, please see for network path.

**A.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**

Mediacom Communications Corporation

Applicant, Mediacom LLC, is a wholly-owned subsidiary of Mediacom Communications Corporation ("MCC"). MCC is the fifth largest cable operator in the U.S., serving almost 1.4 million residential and business customer relationships in smaller markets primarily in the Midwest and Southeast. MCC offers a wide array of information, communications and entertainment services to households and businesses, including video, high-speed data ("HSD"), phone, and home security and automation. Through Mediacom Business, MCC provides scalable broadband communications solutions to commercial and public sector customers of all sizes, and sells advertising and production services under the OnMedia brand.

Mediacom's cable systems are owned and operated through operating subsidiaries owned by Mediacom LLC and those of Mediacom Broadband LLC, another wholly-owned subsidiary of MCC. As of December 31, 2018, Mediacom's cable systems served approximately 776,000 video customers, 1,264,000 HSD customers and 614,000 phone customers, aggregating 2,654,000 million primary service units ("PSUs"). MCC is a privately-owned company. An entity wholly-owned by Rocco B. Commisso and related parties is the sole shareholder of MCC, a C corporation. Mr. Commisso founded MCC in 1995 and has served as its Chairman and Chief Executive Officer ever since. MCC manages Mediacom LLC pursuant to management agreements with our operating subsidiaries.

#### Mediacom LLC Subscriber Statistics

As of December 31, 2018, Mediacom LLC's subsidiaries operated cable systems served approximately 348,000 video customers, 565,000 HSD customers and 275,000 phone customers, aggregating 1,188,000 PSUs and 604,000 residential and business customer relationships.

#### Services

MCC offers video, HSD and phone services to residential and small- to medium-sized business ("SMB") customers over our hybrid fiber and coaxial cable network, and provides fiber-based network and transport services to medium- and large-sized businesses, governments and educational institutions. We also sell advertising to local, regional and national advertisers on television and digital platforms. Our services are typically offered on a subscription basis to residential and SMB customers, billed in advance, with a one-time installation fee and monthly rates and related charges that vary according to the level of service taken, whether the services are sold as a "bundle" or on an individual basis, and charges associated with equipment taken by customers. Residential customers generally have the option of paying on a month-to-month basis, or signing a contract to obtain more favorable rates, subject to a fee upon early cancellation.

#### Network Technology

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#### Community Relations

We are dedicated to fostering strong relations with the communities we serve and believe our local involvement strengthens the awareness and favorable perception of our brand. We support local charities and community causes in our markets with scholarships, events and campaigns to raise funds and supplies for persons in need, and in-kind donations that include production services and free airtime on cable networks. Mediacom LLC provides free video service to over 1,200 schools and free HSD service to over 40 schools, and also provided free video service to almost 2,400 government buildings, libraries and not-for-profit hospitals, nearly 200 of which also receive free HSD service.

#### Franchises

Mediacom LLC serves 884 communities under non-exclusive franchises granted to us by local or state governmental authorities. Many of the provisions of local franchises are subject to federal regulation under the Communications Act of 1934, as amended (the “Cable Act”). Our franchises typically impose numerous conditions, including requirements around construction of the cable network in certain of the franchise areas; customer service requirements; the broad categories of programming required; the provision of free service to schools and other public institutions; and the provision and funding of public access channels. Many of the provisions of local franchises are subject to a fee based on gross revenues of specified cable services that we typically pass through directly to the customer.

#### **A.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).**

We do not maintain poles, so we do not charge any pole rate attachments.

#### **A.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.**

We would not have any vendors or 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.

**A.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.**

This does not include any middle mile projects.

**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 would not provide service to any hospitals, public schools, public safety, or economic development projects.

**B.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	\$0	\$0	\$0
Materials	\$4,230	\$1,480.50	\$2,749.50
Labor	\$4,967	\$1,738.45	\$3,228.52
Construction/Installation	\$0	\$0	\$0
Other (please specify)	\$0	\$0	\$0
<b>Total</b>	<b>\$9,197</b>	<b>\$3,218.95</b>	<b>\$5,978.05</b>

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

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

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

Mediacom is the 5<sup>th</sup> largest cable television company in the United States with revenues of nearly \$2 billion and free cash flow of nearly \$320 million annually. Mediacom's capital contribution to this project will be funded out of cash reserves and will not need to be separately financed. As evidenced by Mediacom's full year results for 2018, the company is in a strong financial position. Highlights of Mediacom's full year results for 2018 include:

- Revenues were \$1,956.4 million, reflecting a 4.2% increase from the prior year
- Adjusted OIBDA was \$745.0 million, reflecting a 4.6% increase from the prior year
- Capital expenditures were \$333.7 million, compared to \$341.8 million in the prior year
- Free cash flow was \$319.5 million, compared to \$264.4 million in the prior year
- Net leverage ratio of 3.07x, compared to 3.62x at December 31, 2017
- Interest coverage ratio of 8.12x, compared to 6.73x at December 31, 2017
- Ending net debt of \$2,286.3 million, a \$293.5 million reduction from December 31, 2017

Additional information about the strength of Mediacom's financial position can be found at the following links:

Link to news release about Mediacom's full years results for 2018:

<https://mediacomcommunicationscorporation.gcs-web.com/news-releases/news-release-details/mediacom-communications-reports-combined-results-fourth-1>

Link to Mediacom LLC financial reports:

<https://mediacomcommunicationscorporation.gcs-web.com/Earnings/Mediacom-LLC-Reports>

Link to Mediacom Broadband LLC financial reports: <https://mediacomcommunicationscorporation.gcs-web.com/Earnings/Mediacom-Broadband-Reports>

**B.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.**

The only contractor we would use for this project is Bingham Cable. They have been in the CATV construction business since 1977 and operate in building high speed fiber and cable networks. They have been a contractor of Mediacom for many projects since we operated in the FL/AL regions. They are headquartered out of Gulf Breeze, FL and more information can be found here:  
<https://www.binghamcable.com/>

**B.4 - 4. A discussion of any federal funds associated with the project. Please explain if the following provisions apply to your project.**

**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.**

No federal funds will be used for this project.

**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.**

No federal funds will be used for this project.

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

Mediacom is a privately-owned company, thus all of our projects utilize private funds. In this project, private funds will be utilized for all costs outside what the grants provide.

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

Mediacom currently has infrastructure in the Bay Minette area and this will interconnect with our existing infrastructure.

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

Service has been requested by residents of Joe Carter Rd. numerous times. The community has demonstrated that they are in need of stronger broadband services and want our service at their location.

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



With this project, Mediacom will be able to provide a build out to all the unserved homes that are currently built in this unserved area for what we see as the least cost to provide the best quality of service.

**C.5 - Does this project emphasize the highest broadband speeds?**

Mediacom will offer a number of different speed packages in this area, which will provide speeds up to 1Gbps download and 50 Mbps upload.