

Alabama Broadband Accessibility Fund  
2020 Round One Grant Application and Guide



[broadband.fund@adeca.alabama.gov](mailto:broadband.fund@adeca.alabama.gov)

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**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 7<sup>th</sup> floor Auditorium. Seating is limited; therefore, all attendees must register by calling (334) 242-5292 or emailing [broadband.fund@adeca.alabama.gov](mailto: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](mailto: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](mailto: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: **Hwy 90 Subdivision**

Legal Name of Entity: **Mediacom Southeast LLC**

Mailing Address: **1 Mediacom Way, Mediacom Park, NY 10918**

Name and Title of CEO: **Rocco Commisso, CEO**

Name and Title of Contact: **Christopher Lord, Government Relations Manager**

Phone Number and Email of Contact: **850.737.0098, clord@mediacomcc.com**

Autonomous System Number (ASN)

List Internet Exchange Membership (if any)

PeeringDB entries ([www.perringdb.com](http://www.perringdb.com))

**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	97
Number of Businesses / Industries to be served	0
Number of Community Anchors to be served	0

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

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.**

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
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).
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.
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.
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.

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	\$105,179.00
65% of Total Project Cost (minimum match)	\$68,366.35
35% of Total Project Cost (grant maximum)	\$36,812.65
<b>Total Grant Amount Requested (not to exceed \$1.5 million)</b>	<b>\$36,812.65</b>

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	\$0	\$0	\$0
Materials	\$31,525.90	\$11,034.00	\$20,491.90
Labor	\$73,653.10	\$25,778.65	\$47,874.45
Construction/Installation	\$0	\$0	\$0
Other (please specify)	\$0	\$0	\$0
<b>Total</b>	<b>\$105,179.00</b>	<b>\$36,812.65</b>	<b>\$68,366.35</b>

2. A discussion of the applicant's necessary financial resources to:
  - a. sustain service to the project area (business model); and
  - b. provide adequate project financing (additional documentation may be requested by ADECA).

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.
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.
  - 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<br><input checked="" type="checkbox"/> | NO<br><input type="checkbox"/> | If yes, include an explanation and documentation in a file titled Attachment C |
| Will this project be an extension of existing infrastructure?   | YES<br><input checked="" type="checkbox"/> | NO<br><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<br><input checked="" type="checkbox"/> | NO<br><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<br><input checked="" type="checkbox"/> | NO<br><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      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

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: 12/13/19
Title of Applicant: Group Vice President	

For more information regarding the Alabama Broadband Accessibility Fund, please send questions to Maureen Neighbors at [broadband.fund@adeca.alabama.gov](mailto: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.

**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	97
Number of Businesses / Industries to be served	0
Number of Community Anchors to be served	0

The Hwy 90 Subdivision project is a build that will provide high speed broadband services to 93 homes and 4 empty lots that will someday become homes. There are no community anchors included in this project. This project is located in Loxley, AL which is a town in Alabama with a population of 1,632. 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 1GIG	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 - \$105,179

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

The Hwy 90 Subdivision project will cost a total of \$105,179 in order to complete. This will include 1.23 underground miles and 2.02 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

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.

### 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.**

<b>Budget Item</b>	<b>Total Cost</b>	<b>Grant</b>	<b>Match</b>
Engineering/Design	\$0	\$0	\$0
Materials	\$31,525.90	\$11,034.00	\$20,491.90
Labor	\$73,653.10	\$25,778.65	\$47,874.45
Construction/Installation	\$0	\$0	\$0
Other (please specify)	\$0	\$0	\$0
<b>Total</b>	<b>\$105,179.00</b>	<b>\$36,812.65</b>	<b>\$68,366.35</b>

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

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

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.

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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.

**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 would be JJT Communications. JJT has been a contractor for Mediacom in service and construction since August 12, 2015. They are headquartered out of 3000 Mountainview Way, Bessemer, AL 35020. JJT would handle the construction of fiber and coaxial cable from our current existing network to the homes in this build. They would be monitored by our construction coordinators and in-house staff to make sure all work is up to spec and meets our guidelines.

**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 running along Hwy 90. This grant will allow us to extend this infrastructure to provide service to these homes.

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

Service has been requested by residents of Hwy 90 subdivision residents 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.

## A.4 Update

The addresses in this project are currently unserved by any fixed broadband provider offering service of 25 Mbps download, 3 Mbps upload. While it does not meet the map criteria, ADECA has pre-approved Mediacom Communications to show documentation that these addresses are unserved. Currently, the only fixed broadband provider in the area is AT&T. When these are searched by AT&T serviceability, these addresses are clearly shown as unserviceable. If more examples are needed, they can be provided.

The image shows two identical screenshots of the AT&T website's service selection process. The top screenshot shows the 'TV your way' header with the address '27951 YORKSHIRE DR 36551'. Under the 'Internet' tab, there is a message: 'Internet isn't available. We're sorry. Internet isn't available at your address. 27951 YORKSHIRE DR, LOXLEY, AL 36551. Enter a different address >'. A 'Chat live' button is visible on the right. The bottom screenshot is identical but includes a 'Feedback' link on the right side.

TV Internet Order online, or call us for assistance at (844)-855-1539

I'm a business customer.

TV Remove

Choose a base package

Required

**INTERNET**

**Internet isn't available**  
We're sorry. Internet isn't available at your address.  
27951 YORKSHIRE DR, LOXLEY, AL 36551  
Enter a different address >

Chat live

Feedback

TV Internet Order online, or call us for assistance at (844)-855-1539

I'm a business customer.

TV Remove

Choose a base package

Required

**INTERNET**

**Internet isn't available**  
We're sorry. Internet isn't available at your address.  
27951 YORKSHIRE DR, LOXLEY, AL 36551  
Enter a different address >

Chat live

## A.4 Update

The addresses in this project are currently unserved by any fixed broadband provider offering service of 25 Mbps download, 3 Mbps upload. While it does not meet the map criteria, ADECA has pre-approved Mediacom Communications to show documentation that these addresses are unserved. Currently, the only fixed broadband provider in the area is AT&T. When these are searched by AT&T serviceability, these addresses are clearly shown as unserviceable. If more examples are needed, they can be provided.

The screenshot shows the AT&T website interface for a TV bundle. At the top, the address is 27951 YORKSHIRE DR, LOXLEY, AL 36551. The page is titled "TV your way" and includes a navigation menu with "TV" and "Internet" (selected). A message states "Order online, or call us for assistance at (844)-855-1539". There is a checkbox for "I'm a business customer." and a "Remove" button. A dropdown menu for "Choose a base package" is open, showing "Required" and "INTERNET". Below this, a message says "Internet isn't available" with the address 27951 YORKSHIRE DR, LOXLEY, AL 36551 and a link to "Enter a different address". A "Chat live" button is visible in the bottom right corner.

This screenshot is similar to the one above but for a different address: 14009 US HIGHWAY 90, LOXLEY, AL 36551. The layout is identical, showing the "TV your way" header, navigation menu, and the "Internet isn't available" message for the specified address. A "Chat live" button is also present in the bottom right corner.

# TV your way

Your address 13901 US HIGHWAY 90 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

✓ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry. Internet isn't available at your address.

13901 US HIGHWAY 90, LOXLEY, AL 36551

[Enter a different address >](#)



# TV your way

Your address 27921 AUTUMN WOODS CIR 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

✓ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry. Internet isn't available at your address.

27921 AUTUMN WOODS CIR, LOXLEY, AL 36551

[Enter a different address >](#)



# TV your way

Your address 28044 LANDMARK AVE 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

✓ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry, internet isn't available at your address.

28044 LANDMARK AVE, LOXLEY, AL 36551

[Enter a different address >](#)



# TV your way

Your address 28119 LANDMARK AVE 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

✓ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry, internet isn't available at your address.

28119 LANDMARK AVE, LOXLEY, AL 36551

[Enter a different address >](#)



# TV your way

Your address 13696 KEARNEY DR 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

∨ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry, Internet isn't available at your address.

13696 KEARNEY DR, LOXLEY, AL 36551

[Enter a different address >](#)



# TV your way

Your address 13745 KEARNEY DR 36551 >

TV Internet

Order online, or call us for assistance at (844)-855-1539

 See small business services

TV

Remove

∨ Choose a base package

 Required

## INTERNET

### Internet isn't available

We're sorry, Internet isn't available at your address.

13745 KEARNEY DR, LOXLEY, AL 36551

[Enter a different address >](#)

