Alabama Broadband Accessibility Fund 2019 Grant Application

Southeast Alabama Broadband Accessibility Project #3

July 29, 2019

Applicant Information

Project Name: Southeast Alabama Broadband Accessibility Project # 3

Legal Name of Entity: Troy Cablevision, Inc.

Mailing Address: PO Box 1228 Troy, AL 36081-1228

Name and Title of CEO: William H. Freeman, President

Name and Title of Contact: Jacob T. Cowen, CFO / General Manager

Phone Number and Email of Contact: (334) 770-3328, jake.cowen@troycable.com

Introduction

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

Troy Cable is located in the southeastern portion of Alabama and includes the counties of Barbour, Bullock, Coffee, Coosa, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Macon, Montgomery, Pike, and Tallapoosa. There are forty-eight (48) rural communities within the fourteen county footprint who had limited or no broadband services available to their area. Troy Cable recognized the needs of our communities and built a fiber optic network to connect the rural communities to a Middle Mile broadband network.

Troy Cable is applying for a Broadband Accessibility Grant under the Alabama Department of Economic and Community Affairs (ADECA). The areas intended to be served under the Southeast Alabama Broadband Accessibility Project #3 ("Project #3") are throughout extremely rural to rural areas in the Montgomery County. The end points for these broadband connections will originate or terminate in or near Pike Road.

With the expansion of our network, through Project #3, approximately 2.44 miles of fiber optic infrastructure will be added throughout the proposed funded service area ("PFSA"). This Project will pass approximately 37 residences within the PFSA.

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

The expanded network will offer broadband transport, redundancy, diverse routing, and business continuity for strategic community applications as well as wholesale services for Last Mile providers. Troy Cable is a carriers' carrier and transports cell traffic and other carriers in our geographic service footprint. Troy Cable's current and proposed infrastructure is built for future-proof scalability. Troy Cable currently meets and exceeds the FCC's existing speed benchmark of 25 Mbps download and 3 Mbps upload for fixed services. All customers connected to the network have a capacity of up to 1 Gigabit per second ("Gbps"), with the opportunity for upgrade to 10 Gbps by adding additional equipment. Troy Cable subscribers have fiber optic access without data caps.

Southeast Alabama Broadband Accessibility Project #3

Attachment A, Project Description

Section A.1

Area Served Discussion

Troy Cable plans to deploy approximately 2.44 total route miles of Last Mile Fiber infrastructure offering connectivity to 37 total locations. Project #3 will seek funding for approximately 2.44 route miles for 37 eligible locations within the Project #3 PFSA. Project #3 encompasses areas of Montgomery County including extremely rural Pike Road community.

As stated in the Alabama Broadband Accessibility Act ("Act"), rural area is defined as "Any area within this state not included within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census." The following population amounts in this paragraph were obtained from the 2010 United States Census Data. The population of Montgomery County is 229,363 with the largest incorporated city in Montgomery County being Montgomery with 205,764 inhabitants. Therefore, the remainder of Montgomery County is considered to be rural according to the Act, as there are less than 25,000 total inhabitants outside the incorporated city of Montgomery. The Act's definition of rural is met for Project #3 PFSA.

See Attachment A, Project Description, Area Served Map w/ kmz link as descriptive pins and proposed route information regarding designated eligible residences throughout the PFSA are provided. The proposed fiber infrastructure will offer Last Mile services to all households in the service area to include high speed internet, voice, video, security and home automation services thus stimulating economic growth and job creation. Troy Cable is a carriers' carrier and transports cell traffic and other carriers in our geographic service footprint.

See the following attachments in regards to Project Description:

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

Section A.2

Technology Discussion

Troy Cable will use Fiber-to-the-Home ("FTTH") architecture utilizing Gigabit Passive Optical Network ("GPON") technology to be deployed with Optical Line Terminals ("OLT's") housed in cabinets or hub sites. FTTH will be completed with Optical Network Terminals ("ONT's") deployed at the customer premise. Currently, two routers connect to the internet backbone. The routers are co-located in Atlanta, GA and Dallas, TX. Two optical waves are leased to connect the routers to our network in Dothan and Montgomery, Alabama. Troy Cable is connected to public internet exchanges in Atlanta, GA and Dallas, TX. All IP providers are dual homed and load balanced in Atlanta, GA and Dallas, TX. The network currently has four IP transit providers. No additional IP bandwidth is needed for Project #3 as excess capacity is already available in our current network configuration.

The maximum capacity of the GPON design is 2,500 Mbps to 32 homes, based on the density of homes per mile and the optical link budget. Optical splits will be made in the field using a tap system rather than at the Central Office to reduce fiber cost. Bandwidth accessibility per home is up to 1 Gbps. 1 Gbps is equivalent to 1,000 Mbps. Any businesses and CAI's that locate to the area will have accessibility to speeds up to 10 Gbps or 10,000 Mbps with upgrade or installation of additional equipment. New equipment at each site allows for future-proof scalability of up to 4,000 Gbps by adding electronics (40 channels at 100 Gbps per channel). Troy Cable's architecture delivery is packet based using Internet Protocol. Troy Cable anticipates a 85% take rate of subscribers passed based on historical deployment average. Our reasonable future usage projection is to reach 85% deployment within 2 to 3 years.

Troy Cable owns and operates the back office equipment to deliver internet, voice, and video along with the necessary billing and provisioning platforms to serve customers within the PFSA. Presently, Troy Cable has over 36,000 GPON capable residences and businesses. The Southeast Alabama SmartBand Project ("SmartBand") network has upgraded Troy Cable's current Middle Mile ring to 100 Gbps connecting our master headend to nine remote hubs. New equipment at each site has allowed for future-proof scalability of up to 4,000 Gbps by adding

electronics (40 channels at 100 Gbps per channel). The next upgrade from our GPON vendor allows for 10 Gbps (or 10,000 Mbps) service delivery to each home or business. This growth path allows for future-proof scalability of our network with only the change of electronics required for this upgrade, and no new fiber deployment is required. Troy Cable's FTTH infrastructure is engineered by our own onsite engineering staff. As technology platform capabilities expand, Troy Cable is committed to fulfilling customer demand for speed. This deployment experience has provided the knowledge and familiarity needed to deploy the proposed Project #3 design expeditiously.

Section A.3

Service Discussion

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

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

Service Tier (Mbps)	**Monthly Rate** (plus applicable taxes & fees)
****Broadband Internet ~ Residential**	
GPON – 100/100	$ 69.95
GPON – 500/100	$ 79.95
GPON – 1000/100	$ 119.95

*Commercial Service Applications	
	Internet Only
GPON – 50/25	$ 139.95
GPON – 100/50	$ 213.95
GPON – 200/100	$ 320.95
GPON – 500/250	$ 534.95
*Metro Ethernet or Layer 2 connection pricing available upon request and based on site visit. If network access pricing decreases in the next few years those same savings will be offered on to the customer in this Project build.	
**Residential customers can receive bundled discounts with purchase of other non-broadband products	

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

Section A.4

Technical Project Evaluation

1) Technical evaluation

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

2) Project Cost Estimate

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

3) Project Schedule & Timeline

Troy Cable currently employs its own engineering staff which has constructed our FTTH network that serves over 36,000 GPON homes passed with future-proof scalability. All engineering and network design on our network is handled by our internal engineers. A copy of our certified Project Schedule and Timeline is included as Attachment A, Project Description, Project Schedule & Timeline.

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

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

Section A.5

Technical and Managerial Capabilities

The combination of Troy Cable's 30+ year history, its understanding of local market conditions and the team's technical and management qualifications, Troy Cable is uniquely qualified to implement, manage, operate and successfully launch and complete Project #3 within two years.

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

In 1993, Troy Cable hit an important milestone. After much examination, Mr. Freeman decided video transport could be handled by a relatively new product in the cable industry called fiber. He began a build out using fiber optic transport to Luverne, Alabama, which allowed Troy

Cable to maintain one video headend while saving costs required to build and maintain two separate headends.

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

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

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

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

In 2015, Troy Cable acquired Union Springs Telephone Company, Inc., a rural Local Exchange Carrier. Today, Troy Cable is a majority female owned and operated telecommunications business operating in the Southeastern region of Alabama. Troy Cable has an established commitment to deploy cutting-edge technology and offers its users access to state-of-the-art digital video services, broadband internet as well as IP voice services. Troy Cable is managed by a team of professionals dedicated to providing customers and the communities they serve with the highest level of quality services.

In July 2019, Troy Cable was awarded two Alabama Broadband Accessibility Fund Grants. These Projects encompass the deployment of 131 total route miles of last mile fiber infrastructure expanding connectivity to 1,397 total locations: 918 residences, 109 businesses, and 5 community anchor institutions. The Project encompasses extremely rural areas of Coffee, Crenshaw, Geneva, Houston and Pike Counties. Through this grant all residences, businesses, and CAI's passed will have access to state-of-the-art digital video services, broadband internet speeds exceeding 25/3 Megabits per second ("Mbps"), security services as well as IP voice service at standard rates. The current Projects have a target completion date by July 2021.

Key Personnel

Troy Cable's President, William H. "Dick" Freeman, has over forty years of experience in a leadership role in the telecommunications industry and extensive experience in cable television operations. During his tenure, Mr. Freeman has directed a measured expansion of Troy Cable's overall network capacity. His background includes knowledge and experience in engineering, operations, & regulatory affairs; attributes which will be invaluable in the management of the Project #3.

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

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

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

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

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

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

Chad Copeland has been Troy Cable's Construction Manager for over 15 years. He develops, manages, constructs, maintains, repairs, and oversees daily operations of construction, mapping, and permitting. During Chad's tenure, his management, development, and oversight of Troy Cable's multi-county fiber network has yielded a growth from 700 to over 3,015 miles. Through his experience, Chad has been afforded the opportunity to design and maintain over 36,000 FTTH passings. His extensive experience recruiting and managing aerial and underground teams, subcontractors, and administrative personnel is evidenced in the successful construction

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

Troy Cable has well qualified and trained support staff in place to assist key management with Project #3. The technical skills, network management, and provisioning ability of Troy Cable's operations are a superior, efficient, and well-disciplined machine.

Qualifications and Past Performance

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

BTOP Award Recipient

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

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

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

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

Broadband Adoption Lifeline Pilot Program Award Recipient

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

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

Additional Network Project's

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

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

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

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

Troy Cable offers customers access to state-of-the-art digital video services, broadband internet, and IP voice services. Troy Cable has designed, installed and currently operates and maintains one of the largest if not the largest FTTH networks in Alabama. Troy Cable's FTTH network is comprised of two technologies: RFoG and GPON. Troy Cable has over 36,000 GPON capable residences and businesses. Design, construction, installation and maintenance of this emerging technology is performed solely by Troy Cable employees.

In July 2019, Troy Cable was awarded two Alabama Broadband Accessibility Fund Grants. These Projects encompass the deployment of 131 total route miles of last mile fiber infrastructure expanding connectivity to 1,397 total locations: 918 residences, 109 businesses, and 5 community anchor institutions. The Project encompasses extremely rural areas of Coffee, Crenshaw, Geneva, Houston and Pike Counties. Through this grant all residences, businesses, and CAI's passed will have access to state-of-the-art digital video services, broadband internet speeds exceeding 25/3 Megabits per second ("Mbps"), security services as well as IP voice service at standard rates. The current Projects have a target completion date by July 2021.

Southeast Alabama Broadband Accessibility Project #3

Attachment B, Application Budget

Section B.1

Itemize Eligible Project Expenses

For the purpose of this application, Troy Cable has attached an itemized budget detailing eligible project costs associated with construction and construction related costs of broadband infrastructure. Troy Cable's construction and construction related cost of broadband infrastructure is composed of electronic equipment, outside plant construction, customer premise equipment, and engineering. Equipment costs include 1 switch port with optics, fiber management rectifier and batteries; 2 GPON outputs to include OLTs & small form-factor pluggable transceivers (SFP's), and labor. Outside plant construction costs include aerial / underground materials & labor (including fiber, conduit and taps). Customer premise equipment costs include GPON installation equipment, labor, and wiring (does not include any routers or STB. These will be covered with Troy Cable's operations budget). Engineering costs include environmental, design, permitting, inspection, and as-built mapping.

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

Project Type A: ☐ 10 Mbps download and 1 Mbps upload

Project Type B: ☑ 25 Mbps download and 3 Mbps upload

Total Eligible Project Cost	$	117,773.40
20% of Total Project Cost	$	23,554.68
Total Grant Amount Requested	**$**	**23,554.68**

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

Section B.2

Financial Resources Discussion

Troy Cable has the cash on hand to complete Project #3, as well as a $10,000,000 revolving line of credit from CoBank. Based on the 20% of Total Eligible Project Cost, Project #3 is eligible for $23,554.68 in funding. Project #3 funding and other operational expenses will be funded by cash flows from Troy Cable's current subscriber base.

Troy Cable will leverage existing infrastructure and additional builds to complete Project #3. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations. Project #3 would be an addition to Troy Cable's current over 50,000 homes passed, who can receive broadband service. Troy Cable has received 29 requests from customers for service in the PFSA. A number of individuals who desire service mailed their questionnaire, as they did not have internet access to complete the on-line survey. These initial requests for service represent 90% of our overall goal for customer penetration. Based on Troy Cables internal projections, Project #3's network expansion will be self-sustaining once 85% overall penetration is reached. Troy Cable projects the 85% overall penetration will be reached by the end of Project #3, Year 2 due to consumers in the PFSA pent-up demand for broadband and lack of access; which is evidenced by the percentage of customer expression of interest. Troy Cable is requesting funds from ADECA to extend broadband service to the rural communities surrounding the substations.

Section B.3

Partner Association

Troy Cable is a leader in working with local communities, civic organizations and public entities. Troy Cable is committed to furthering its partnerships with local power cooperatives and request additional State funds for building out FTTH for consumers in the area. Said partnerships allow for expansion of power facilities to enhance their ability to better manage their electric distribution network.

Section B.4

Federal Funds Discussion

Troy Cable will not associate federal funds with Project #3. No federal funds will be used in the deployment of the PFSA. Troy Cable does have experience from a prior federal SmartBand grant award. Troy Cable will leverage the existing core network from our past federal grant award, to build out fiber in the PFSA.

Troy Cable has provided success stories and letters of support to demonstrate the desire by the City and County Commissions, Local and State government, Economic Development Agencies, Emergency Management Agencies, and other Community Support Organizations to develop Broadband services in their area. As many have mentioned in their letters, there is a dire need for Broadband services in order for their communities to thrive. Below are just some of the letters of support for Project #3. Troy Cable continues to receive letters of support on a daily basis for proposed Project. Additional letters of support are available upon request.

	Organization	Contact	Date of Correspondence
1	Alabama State Senate	Senator Billy Beasley, District 28	10/9/2018
2	Alabama House of Representatives	Representative Chris Sells, District 90	*10/24/2018
3	Alabama House of Representatives	Representative Alan Boothe, District 89	11/5/2018
4	McGregor – McKinney Public Library	Stephanie Riley, Director	11/5/2018
5	Coffee County Emergency Communications Board	Marvin McIlwain, 911 Coordinator	11/5/2018
6	U.S. House of Representatives	Representative Martha Roby	10/16/2018
7	City of Florala	Mayor Terry Holley	10/15/2018
8	City of Luverne	Mayor Ed Beasley	10/15/2018
9	Covington County Commission	Commission Panel	10/09/2018
10	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
11	Dothan Area Chamber of Commerce	Matt Parker, President Dean Mitchell, Executive Director	09/27/2018
12	Houston County Commission	Mark S. Culver, Chairman	
13	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
14	Pike County Economic Development Corp.	Marsha Gaylard, President	10/11/2018
15	Pike County Commission	Russell Johnson, Vice Chairman	
16	Pike County Commission	Robin Sullivan, Chairman	
17	Alabama House of Representatives	Representative Donnie Chesteen	10/15/2018
18	Pike County Commission	Commissioner Jimmy Barron	
19	Alabama House of Representatives	Representative Paul Lee	10/09/2018
20	Alabama State Senate	Senator Harri Anne Smith	10/09/2018
21	City of Brundidge	Mayor Isabell Boyd	10/10/2018
22	City of Dothan	Mayor Mark Saliba	10/18/2018
23	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018
24	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
25	South Alabama Electric Cooperative	David Bailey, General Manager	

26	SARCOA Area Agency on Aging	Dana G. Eidson, Executive Director	10/16/2018
27	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
28	Pike County Commission	Commissioner Charlie Harris	
29	Troy University	Chancellor Jack Hawkins, Jr., Ph.D.	10/10/2018
30	Ozark-Dale County Economic Development Corporation	Veronica Crock	10/22/2018
31	Town of Black	Mayor Maxine DeBord	10/23/2018
32	Southeast Gas	Wiley Lott, Director of External Affairs and Economic Development	10/26/2018
* Correspondence mailed directly to ADECA			

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

Troy Cable will offer broadband services to all CAI's, businesses & residences located within the PFSA. Due to the lack of access to broadband services, twenty-nine of the thirty-seven projected customers to be served in the PFSA contacted and requested service from Troy Cable without any marketing or other form of contact from Troy Cable. This high level demand and unsolicited response further demonstrates the lack of access to broadband services in this area. These findings are included under Attachment B, Application Budget, as:

- Attachment B.1_Community Support_Third Party Broadband Request

Southeast Alabama Broadband Accessibility Project #3

Attachment C, Other Program Priorities

Other Program Priorities

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

Section C.1

Grant Funds Leveraged Through Private Investment

Troy Cable will seek to leverage grant funding in the amount of $23,554.68, which is equivalent to 20% of Total Eligible Project Cost. Project #3's Total Eligible Project Cost is $117,773.40. This budget is composed of four primary components: Electronic Equipment, Outside Plant, Customer Premise Equipment and Engineering. These primary components will be funded with a combination of Alabama Broadband Accessibility Act Funds and Cash Matching Funds. Troy Cable will make an equity contribution in the form of $94,218.72 to Project #3. The funds for this contribution by Troy Cable will stem from current operations and/or be borrowed from CoBank. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations as reflected in its December 31, 2018 audited financial statements. Troy Cable will have "skin in the game".

Section C.2

Extension of Existing Infrastructure

Troy Cable is located in the southeastern portion of Alabama and includes the counties of Barbour, Bullock, Coffee, Coosa, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Macon, Montgomery, Pike, and Tallapoosa. There are forty-eight (48) rural communities within the fourteen county footprint who have limited or no broadband services available to their area. Troy Cable recognized the needs of our communities and built a fiber optic network to connect the rural communities to a Middle Mile broadband network. Troy Cable intends to expand our network with Project #3 which will add approximately 2.44 miles of fiber optic cable throughout the PFSA. The expansion of the existing fiber network will pass an additional 37 residences in the PFSA.

The expanded network will continue to offer broadband, transport, redundancy, diverse routing, and business continuity for strategic community applications and wholesale services for Last Mile providers. This expanded Project #3 will add approximately 2.44 total eligible miles of fiber optic cable that will either be constructed on existing utility poles or in the ground along

various existing, federal, state, city or county right-of-ways and utility easements throughout the PFSA. There will be approximately 2.44 miles of new buried fiber optic cable utilized in areas where electrical distribution and/or telecommunication cable routes are non-existent or conditions would be favorable for plowing. There will be no cable constructed outside the public right-of-way. The routes are based on the most economical selection and are maintained on a regular basis by city, county or state transportation departments.

Troy Cable's additional routes were selected based on existing fiber optic network and the ability to construct the additional Last Mile network within the Project #3 timeline. The proposed route involved determining connection points that would result in reaching more residences, businesses and critical CAI's. Once the locations were determined additional routes were established along the existing network to minimize the temporary environmental impacts associated with Project #3, while maximizing connectivity between the unserved and underserved areas.

Due to the lack of access to broadband services, twenty-nine of the thirty-seven projected customers to be served in the PFSA contacted and requested service from Troy Cable without any marketing or other form of contact from Troy Cable. This high level demand and unsolicited response further demonstrates the lack of access to broadband services in this area.

Attachments:
Attachment A, Community Anchor Institutions

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

Section C.3

Community Support

It is often said the whole is greater than the sum of its parts, and that is indeed the case for Project #3. The strength of its partnerships is among the Project's greatest assets. It is the result of a melding of private, public, government and non-profit community interests to improve the

standard of living and create opportunity in the PFSA. More than a construction Project; it is a means of meeting the Region's needs for economic development, education, healthcare, Public Safety and energy - all toward the goal of a more prosperous future for this unserved or underserved area.

Troy Cable has provided success stories and letters of support to demonstrate the desire by the City and County Commissions, Local and State government, Economic Development Agencies, and other Community Support Organizations to develop Broadband services in their area. Due to the lack of access to broadband services, twenty-nine of the thirty-seven projected customers to be served in the PFSA contacted and requested service from Troy Cable without any marketing or other form of contact from Troy Cable. This high level demand and unsolicited response further demonstrates the lack of access to broadband services in this area.

Troy Cable continues to receive letters of support on a daily basis for proposed Project. Additional letters of support are available upon request. Copies of all support letters and third party surveys are included in Attachment B, Application Budget, as:

- Attachment B, Community Support Letters
- Attachment B.1_Community Support_Third Party Broadband Requests

	Organization	Contact	Date of Correspondence
1	Alabama State Senate	Senator Billy Beasley, District 28	10/9/2018
2	Alabama House of Representatives	Representative Chris Sells, District 90	*10/24/2018
3	Alabama House of Representatives	Representative Alan Boothe, District 89	11/5/2018
4	McGregor – McKinney Public Library	Stephanie Riley, Director	11/5/2018
5	Coffee County Emergency Communications Board	Marvin McIlwain, 911 Coordinator	11/5/2018
6	U.S. House of Representatives	Representative Martha Roby	10/16/2018
7	City of Florala	Mayor Terry Holley	10/15/2018
8	City of Luverne	Mayor Ed Beasley	10/15/2018
9	Covington County Commission	Commission Panel	10/09/2018
10	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
11	Dothan Area Chamber of Commerce	Matt Parker, President Dean Mitchell, Executive Director	09/27/2018
12	Houston County Commission	Mark S. Culver, Chairman	
13	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
14	Pike County Economic Development Corp.	Marsha Gaylard, President	10/11/2018

15	Pike County Commission	Russell Johnson, Vice Chairman	
16	Pike County Commission	Robin Sullivan, Chairman	
17	Alabama House of Representatives	Representative Donnie Chesteen	10/15/2018
18	Pike County Commission	Commissioner Jimmy Barron	
19	Alabama House of Representatives	Representative Paul Lee	10/09/2018
20	Alabama State Senate	Senator Harri Anne Smith	10/09/2018
21	City of Brundidge	Mayor Isabell Boyd	10/10/2018
22	City of Dothan	Mayor Mark Saliba	10/18/2018
23	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018
24	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
25	South Alabama Electric Cooperative	David Bailey, General Manager	
26	SARCOA Area Agency on Aging	Dana G. Eidson, Executive Director	10/16/2018
27	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
28	Pike County Commission	Commissioner Charlie Harris	
29	Troy University	Chancellor Jack Hawkins, Jr., Ph.D.	10/10/2018
30	Ozark-Dale County Economic Development Corporation	Veronica Crock	10/22/2018
31	Town of Black	Mayor Maxine DeBord	10/23/2018
32	Southeast Gas	Wiley Lott, Director of External Affairs and Economic Development	10/26/2018
* Correspondence mailed directly to ADECA			

Troy Cable will offer broadband services to all CAI's, businesses & residences located within the PFSA. These findings are included in Attachment B, Application Budget, as:

- Attachment B.1_Community Support_Third Party Broadband Requests

Section C.4

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

Project #3 PFSA encompasses approximately 37 locations, along 2.44 route miles. Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. Access to affordable broadband has now joined electricity, farming, highways, water, and sewer as a core infrastructure. In the new global economy, access is essential to economic development of rural areas because it enables individuals and businesses to participate fully in the online economy regardless of geographical location. The PFSA's businesses and residents are poised for growth, yet stunted in their ability to access the broadband services they need to be competitive in business, education, healthcare, Public Safety, and energy management. For example, aside

from enabling existing businesses to remain in their rural locations, broadband access could attract new business enterprises drawn by lower costs and a more desirable lifestyle.

Innovations in technology and with Troy Cable's deployment of Project #3, individuals with disabilities are able to access many resources to aide in their employment, education, healthcare needs, and also the use of additional resources like: Telecommute, Telemedicine, Video Relay Services, Two-way Video, Video Response Systems and Screen Readers as well as Braille Screens. Through Broadband technology individuals with disabilities will be able to participate in everyday activities that they otherwise would not be able to experience. All of the aforementioned services require a Broadband connection in order to avoid interruption in services.

Education Opportunities

Teachers in the PFSA can use the latest on-line lessons, educational portals, distance learning, video streaming and other tools to prepare students to enter a new internet-enabled workforce. Project #3 will provide the ability to connect the Department of Health and Human Services and other Community Support Organizations, where distance learning, healthcare and other services support school readiness for low income children.

Health Care Needs

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

Public Safety Issues

Public Safety agencies in the PFSA are arguably the entities most severely impacted by the substandard level of technology available. Volunteer firefighters are most often underfunded and reliant upon less than state-of-the-art facilities and equipment. The Pike Road Volunteer

Fire Department is located approximately 5 miles from proposed PFSA. Due to the time necessary to activate a volunteer response team, it is imperative that all other delays be decreased to the maximum extent possible. Slow network service for location information is one of those delays. Providing reliable Broadband connectivity to Public Safety officers will allow quick access to online resources and connections to network-enabled devices, in an effort to react to crises more quickly, while facilitating cooperation between multiple Public Safety agencies. The rural communities served by the proposed Project #3 will benefit from broadband by allowing accessibility to crucial community services, including distance learning, Next Generation 911 services, and telemedicine. Project #3 will deploy Last Mile broadband infrastructure to Public Safety entities that locate in the region.

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

Attachments:
Attachment A, Community Anchor Institutions
Attachment A, Project Description, Area Served Map w/ kmz link

Section C.5
Highest Broadband Speeds

Troy Cable's current and proposed infrastructure is built for future-proof scalability. Troy Cable currently meets and exceeds the FCC's existing speed benchmark of 25 Mbps download and 3 Mbps upload for fixed services. All customers connected to the network have a capacity of up to 1 Gbps, with the opportunity for upgrade to 10 Gbps by adding additional equipment. Troy Cable subscribers have fiber optic access without data caps. Troy Cable recently changed electronics to allow for even higher broadband speeds. Access to high-speed internet is vital to the success and well-being of individuals throughout the PFSA. With broadband access people can save time and money by paying bills, applying for jobs, doing their taxes, and banking

online. Citizens can access social networks to strengthen their ties with faraway friends and family. Students can use high-speed internet to improve their academic performance and prepare for future jobs. In many cases, individuals without internet access are unable to apply for jobs or government benefits.

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

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

- Attachment B.1_Community Support_Third Party Broadband Requests

Section C.6
Hospital Broadband Enhancements

Due to the extreme rural nature of the Project, there are no public medical clinics or hospitals located along the PFSA, however, should a hospital relocate or be built along the routes, Troy Cable will make every attempt to connect services to said location with same accessibility as all other residential, business and CAI's passing outlined in eligible Project #3 areas. Broadband is essential to managing the electronic health records and patient medical images. Accessibility to broadband allows for services such as eHealth and Telemedicine. Through Telemedicine, patients can have access to remote diagnoses, treatment, and monitoring. This includes real-time transmission of medical imagery to enable remote interpretation of MRI, ultrasound, X-rays, and other diagnostic procedures which ensure a quick diagnosis.

Attachment:

Third Party survey findings are included under Attachment B, Application Budget, Attachment B.3_Community Support_Third Party Broadband Requests

Section C.7

Assisting Local Libraries

There are no libraries located along the PFSA, however, the Pike Road Library is located approximately 6 miles from proposed PFSA. Should another library relocate or be built along the proposed route, Troy Cable will make every attempt to connect services to said location with same accessibility as all other residential, business and CAI's passing outlined in eligible Project #3 areas.

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

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

Attachment:

Third Party survey findings are included under Attachment B, Application Budget, Attachment B.3_Community Support_Third Party Broadband Requests.

Southeast Alabama Broadband Accessibility Project #3

Attachment D, Certifications

Certifications

1. The applicant certifies that it is a non-governmental entity.

2. The applicant certifies all new customers served as a result of this project will have access to an internet connection that provides a capacity for transmission at an average speed per customer of at least 10 Mbps download and at least 1 Mbps upload.

3. The applicant certifies that all new customers served as a result of this project are not located within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census.

4. The applicant certifies that it has the technical and managerial capabilities to complete the project within two years of the effective date of the grant agreement.

5. Choose one:

   a. ☒ The applicant certifies that for any area served as a result of this project there is not at least one provider of terrestrial broadband service that is either:

      i) offering a connection to the internet meeting the minimum service threshold; or

      ii) required, under the terms of the Federal Universal Service Fund or other federal or state grant, to provide a connection to the internet at speeds meeting the minimum service threshold within five years of the effective date of the Broadband Accessibility Act.

   b. ☐ The applicant certifies that the project has received funds through other federal universal service funding programs designed specifically to encourage broadband deployment in an area without broadband access in an amount not exceeding fifty percent of the total project cost, and that any award of state funds shall only be utilized to either:

      i) fund project components that extend beyond the specifications supported by the federal funding, said eligible components being extension of service to unserved rural areas not otherwise served by the federally supported project, or

      ii) ensure that areas being served by the federal funding at speeds less than 25 megabits per second of download speed and three megabits per second of upload speed will, in fact, receive faster speeds of not less than 25 megabits per second of download speed and three megabits per second of upload speed.

Certification	
I the undersigned am authorized to obligate my entity and enter into agreements for my organization. I understand that the above certifications do not guarantee funding and a grant agreement will be executed prior to project funds being expended. I further understand that if the above statements cannot be verified, no grant funds will be awarded under this program. Finally, to the best of my knowledge the above certifications are true and correct.	
Signature of Applicant:	Date: July 29, 2019
Printed Name: Jacob T. Cowen	
Title of Applicant: Chief Financial Officer	

ATTACHMENT(S)

Attachment A, Project Description
Area Served Maps

Attachment A, Project Description
Route Breakdown

	Eligible routes		Ineligible routes		Eligible Homes	Eligible Farms	Eligible Business	Eligible VFD	Eligible Church	Ineligible Homes	Ineligible Farm	Ineligible Business	Ineligible VFD	Ineligible Church	Total Res	Total Bus
Old Pike Trace	Aerial	UG	Aerial	UG												
	0	2.44	0	0	37	0	0	0	0	0	0	0	0	0	37	0
Total	2.44				HPM	15										

	Eligible routes		Ineligible routes		Eligible Homes	Eligible Farms	Eligible Business	Eligible VFD	Eligible Church	Ineligible Homes	Ineligible Farm	Ineligible Business	Ineligible VFD	Ineligible Church	Total Res	Total Bus
Total Project	Aerial	UG	Aerial	UG												
	0	2.44	0	0	37	0	0	0	0	0	0	0	0	0	37	0
	2.44				HPM	15										

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

Farm
Residence
Business
Church
CAI
Buildout Zone
Proposed Fiber Infrastructure
Census Tract
Montgomery County - Pike Road FIPS: 01101005604 1045
McDaniel Ave
Fair Meadow Ln
Old Pike Trce
101
Old Carter Hill Rd
85
Pike Rd
Hudson Rd
40
83
Flinn Rd
© 2018 Google

Attachment A, Project Description
Community Anchor Institutions

There are no Community Anchor Institutions currently located within the PFSA, however the Pike Road Library; Fire Department; and Town Hall are all located less than ten miles from the proposed PFSA. Should any CAI's locate or relocate in the PFSA in the future, Troy Cable will make every attempt to connect services to said locations with the same accessibility as all other residential, business and CAI passings outlined in the eligible Project # 3 areas.

Attachment A, Project Description
Network Diagram

Attachment A, Project Description
Project Budget

Attachment A
Project Description
Project Budget

BUDGET	No. of Units	Unit Costs	Total	Grant	Match	Description
BROADBAND SYSTEM						
Eligible						
Electronic Equipment (FTTH, wireless, etc.) 37 FTTH passings	1 OLT	$ 3,172.00	$ 3,172.00	$ 634.40	$ 2,537.60	1 switch port with optics, existing cabinet with chassis, fiber management rectifier and batteries; 2 GPON outputs to include OLTs & SFPs, and Labor
Outside Plant Construction (fiber, coaxial, copper, etc.)	2.44 Miles	$ 35,182.21	$ 85,844.60	$ 17,168.92	$ 68,675.68	Aerial / Underground Materials & Labor (including fiber, conduit and taps)
Customer Premises Equipment (Customers based upon 85% take rate)	32 Customers	$ 630.40	$ 20,172.80	$ 4,034.56	$ 16,138.24	GPON installation equipment, labor, and wiring *(Does not include any routers or STB. These will be covered with Troy Cable's operations budget).*
Make Ready	0 Miles	$ -	$ -	$ -	$ -	Underground construction only, no make ready required.
Site Preparation	0 Cabinet	$ -	$ -	$ -	$ -	Existing cabinet will be used, no site prep required.
Engineering	2.44 Miles	$ 3,518.03	$ 8,584.00	$ 1,716.80	$ 6,867.20	Engineering expenses to include environmental, design, permitting, inspection and as-built mapping.
Total Eligible Expenses			**$ 117,773.40**	**$ 23,554.68**	**$ 94,218.72**	
Total Broadband System			**$ 117,773.40**	**$ 23,554.68**	**$ 94,218.72**	
SUMMARY OF EXPENSES						
Eligible			$ 117,773.40	$ 23,554.68	$ 94,218.72	
TOTAL			**$ 117,773.40**	**$ 23,554.68**	**$ 94,218.72**	

Accuracy and Due Diligence

By signing below, I certify that all statements contained in the attached form are true and accurate to the best of my knowledge, and that I have undertaken due diligence to obtain knowledge regarding these claims.

Date: July 29, 2019

Attachment A, Project Description
Project Schedule & Timeline

Substantial Project Milestones

Project Objectives and Activities	Year 1				Year 2			
	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4
BROADBAND SYSTEM								
Requisitioning of Materials	0%	25%	100%	100%	100%	100%	100%	100%
Engineering	25%	50%	100%	100%	100%	100%	100%	100%
Design	0%	0%	100%	100%	100%	100%	100%	100%
Permitting	10%	50%	100%	100%	100%	100%	100%	100%
As-built Mapping	0%	0%	0%	25%	100%	100%	100%	100%
Inspection	0%	4%	25%	95%	100%	100%	100%	100%
Fiber Route Construction	0%	5%	25%	100%	100%	100%	100%	100%
Splicing	0%	3%	10%	100%	100%	100%	100%	100%
Site Prep (Cabinet site)	0%	0%	0%	0%	100%	100%	100%	100%
Optical Electronic Activation	0%	3%	10%	100%	100%	100%	100%	100%
Customer premises equipment	0%	0%	0%	25%	100%	100%	100%	100%

Accuracy and Due Dilligence

By signing below, I certify that all statements contained in the attached form are true and accurate to the best of my knowledge, and that I have undertaken due diligence to obtain knowledge regarding these claims.

Date: July 29, 2019

Attachment B, Application Budget
Private Investment

Troy Cable has the cash on hand to complete Project #3, as well as a $10,000,000 revolving line of credit from CoBank. Based on the 20% of Total Eligible Project Cost, Project #3 is eligible for $23,554.68 in funding. Project #3 funding and other operational expenses will be funded by cash flows from Troy Cable's current subscriber base.

Troy Cable will leverage existing infrastructure and additional builds to complete Project #3. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations. Project #3 would be an addition to Troy Cable's current over 50,000 homes passed, who can receive broadband service. Project #3's network expansion will be self-sustaining once 85% overall penetration is reached. Troy Cable projects the 85% overall penetration will be reached by the end of Project #3, Year 2 due to consumers in the PFSA pent-up demand for broadband and lack of access; which is evidenced by the percentage of customer pre-orders.

Due to the lack of access to broadband services, twenty-nine of the thirty-seven projected customers to be served in the PFSA contacted and requested service from Troy Cable without any marketing or other form of contact from Troy Cable. This high level demand and unsolicited response further demonstrates the lack of access to broadband services in this area. Troy Cable is requesting funds from ADECA to extend broadband service to the rural communities surrounding the substations.

Attachment B, Application Budget

Community Support Letters

	Organization	Contact	Date of Correspondence
1	Alabama State Senate	Senator Billy Beasley, District 28	10/9/2018
2	Alabama House of Representatives	Representative Chris Sells, District 90	*10/24/2018
3	Alabama House of Representatives	Representative Alan Boothe, District 89	11/5/2018
4	McGregor – McKinney Public Library	Stephanie Riley, Director	11/5/2018
5	Coffee County Emergency Communications Board	Marvin McIlwain, 911 Coordinator	11/5/2018
6	U.S. House of Representatives	Representative Martha Roby	10/16/2018
7	City of Florala	Mayor Terry Holley	10/15/2018
8	City of Luverne	Mayor Ed Beasley	10/15/2018
9	Covington County Commission	Commission Panel	10/09/2018
10	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
11	Dothan Area Chamber of Commerce	Matt Parker, President Dean Mitchell, Executive Director	09/27/2018
12	Houston County Commission	Mark S. Culver, Chairman	
13	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
14	Pike County Economic Development Corp.	Marsha Gaylard, President	10/11/2018
15	Pike County Commission	Russell Johnson, Vice Chairman	
16	Pike County Commission	Robin Sullivan, Chairman	
17	Alabama House of Representatives	Representative Donnie Chesteen	10/15/2018
18	Pike County Commission	Commissioner Jimmy Barron	
19	Alabama House of Representatives	Representative Paul Lee	10/09/2018
20	Alabama State Senate	Senator Harri Anne Smith	10/09/2018
21	City of Brundidge	Mayor Isabell Boyd	10/10/2018
22	City of Dothan	Mayor Mark Saliba	10/18/2018
23	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018
24	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
25	South Alabama Electric Cooperative	David Bailey, General Manager	
26	SARCOA Area Agency on Aging	Dana G. Eidson, Executive Director	10/16/2018
27	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
28	Pike County Commission	Commissioner Charlie Harris	
29	Troy University	Chancellor Jack Hawkins, Jr., Ph.D.	10/10/2018
30	Ozark-Dale County Economic Development Corporation	Veronica Crock	10/22/2018
31	Town of Black	Mayor Maxine DeBord	10/23/2018
32	Southeast Gas	Wiley Lott, Director of External Affairs and Economic Development	10/26/2018
* Correspondence mailed directly to ADECA			

Attachment B.1, Application Budget
Community Support – Third Party Broadband Requests
Unsolicited request for service through www.join.troycable.net

Oak Ridge Trace
Oak Ridge Trace
Oak Ridge Trace

Id	**	Service Street Address	Service City	Service State	Service Zip	Zone Name	Zone ID	sub_code	*Registrant Source
14978	Resident	4132 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
15153	Resident	4133 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
9706	Resident	4141 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14846	Resident	4149 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
16283	Resident	4157 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14916	Resident	4165 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14923	Resident	4181 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14922	Resident	4223 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
17558	Resident	4240 Mcdaniel Ave	Pike Road	AL	36064				www.join.troycable.net
14920	Resident	4241 Mcdaniel Ave	Pike Road	AL	36064				www.join.troycable.net
10363	Resident	4258 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14918	Resident	4258 Mcdaniel Ave	Pike Road	AL	36064				www.join.troycable.net
14913	Resident	4259 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14914	Resident	4276 Fair Meadow Ln	Pike Road	AL	36064-2610				www.join.troycable.net
14984	Resident	4301 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14915	Resident	4350 Fair Meadow Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
14919	Resident	4380 Fair Meadow Ln	Pike Road	AL	36064				www.join.troycable.net
15065	Resident	4380 Sanderson Pl	Pike Road	AL	36064				www.join.troycable.net
15280	Resident	4381 Fair Meadow Ln	Pike Road	AL	36064-2603				www.join.troycable.net
14917	Resident	4891 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
14907	Resident	4930 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
15014	Resident	5040 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
15267	Resident	5101 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
10781	Resident	5150 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
15082	Resident	5151 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
14906	Resident	5185 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
14932	Resident	5266 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
14925	Resident	5333 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net
14974	Resident	5365 Old Pike Trce	Pike Road	AL	36064				www.join.troycable.net

*Unsolicited registrants from www.join.troycable.net. Twenty-nine of the thirty-seven residents located in the proposed PFSA have expressed an interest in Troy Cablevision through our join.troycable.net site.

**Registrant name, email and phone number are withheld for compliance with CPNI.

Attachment C, Other Program Priorities

- Attachment A, Project Description, Area Served Map
- Attachment A, Project Description, Kmz file link and Pdf Maps with Boundaries
- Attachment A, Project Description, Community Anchor Institutions
- Attachment B, Application Budget, Private Investment
- Attachment B, Application Budget, Community Support Letters
- Attachment B.1, Application Budget, Community Support – Third Party Broadband Request