

Alabama Broadband Accessibility Fund 2021 Grant Application and Guide



SOUTHEAST ALABAMA BROADBAND ACCESSIBILITY PROJECT #6

TROY CABLEVISION, INC.

February 8, 2021

Electronic Submission to broadband.fund@adeca.alabama.gov

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

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

Alabama Broadband Accessibility Fund
2021 Grant Application and Guide

2021 Grant Application Guidelines

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

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

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

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

Eligibility

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

Funding

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

All projects will be scored based on the established rating criteria. The criteria can be found at <http://adeca.alabama.gov/broadband>. Those eligible projects receiving the highest scores will be selected for funding. The number of projects funded will be determined by the funds available and the total amount of requests made. ADECA may request amended projects and/or offer reduced grant participation.

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

Definitions

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

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

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

RURAL AREA. Any area within this state not included within the boundaries of any incorporated city or town having a population in excess of 25,000 inhabitants, according to the last federal census.

UNSERVED AREA. Any rural area in which there is not at least one provider of terrestrial broadband service that is either: (1) offering a connection to the Internet meeting the minimum service threshold; or (2) is required, under the terms of the Federal Universal Service Fund or other federal or state grant, to provide a connection to the Internet at speeds meeting the minimum service threshold by March 28, 2023.

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

2021 Grant Application

Applicant Information

Project Name: Southeast Alabama Broadband Accessibility Project #6

Legal Name of Entity: Troy Cablevision, Inc.

Mailing Address: P.O. 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

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

A. Project Description

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

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

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

Number of Households to be Served	289
Number of Businesses / Industries to be served	5
Number of Community Anchors to be served	0

Additional documentation and project descriptive information is provided in Attachment A, Project Description: Area Served Discussion .

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.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Technology Discussion.
3. A discussion of internet speeds, service tier and pricing levels, data caps, etc.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Service Discussion.
4. A preliminary technical evaluation of the project that is certified by an engineer. This evaluation should document the ability of the proposed infrastructure to provide the minimum speeds required to all potential customers in the project area. The evaluation shall also include a project cost estimate, project schedule and timeline to include a completion date of no more than two years, and maps showing the proposed project area. Furthermore, the evaluation should demonstrate how promised speeds will be delivered consistently to the project area, show how the network will work using the proposed equipment, and demonstrate how the backhaul will be provided. **Maps shall be in .shp, .kml, or .kmz formats.**

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

Additional documentation and project descriptive information is provided in Attachment A, Project Description: Technical Evaluation.

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.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Operator's Technical and Managerial Capabilities.
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).
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Pole Attachment Rates.

7. A discussion of the applicant's plan to use vendors and subcontractors that have been certified as a Minority Business Enterprise by the Alabama Minority Business Enterprise program and/or certified by another government entity as being a Disadvantaged Business Enterprise. Please be advised if an applicant chooses to claim consideration under this criterion, a quarterly report documenting activities will be required.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Minority Business Enterprise or 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. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: Middle Mile Projects.
9. A discussion of hospital, public school, public safety, or economic development projects that do not meet the definition of unserved area, but otherwise meets the requirements of the program (if applicable). The applicant must demonstrate by specific evidence, the need for greater broadband speeds, capacity, or service which is not being offered by an existing service provider. Specific evidence may include documentation such as letters from local hospitals, public schools, and public safety institutions. An example of specific evidence can be found in the Alabama Broadband Accessibility Fund Frequently Asked Questions.
Additional documentation and project descriptive information is provided in Attachment A, Project Description: CAI Discussion.

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	\$1,058,254.46
65% of Total Project Cost (minimum match)	\$687,865.40
35% of Total Project Cost (grant maximum)	\$370,389.06
Total Grant Amount Requested (not to exceed \$1.5 million)	\$370,389.06

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

1. Itemize eligible project expenses. Generally, eligible expenses will be limited to construction and construction related costs of broadband infrastructure. For the table below, please complete the shaded boxes. The unshaded boxes will populate automatically. Operating expenses will not be eligible expenses. Any additional expenses associated with the project, but not part of the grant budget, should be included in the narrative.

Engineering/Design	\$83,544.53	\$29,240.59	\$54,303.94
Materials	\$313,733.00	\$109,806.55	\$203,926.45
Labor	\$263,084.93	\$92,079.73	\$171,005.20
Construction/Installation	\$85,255.30	\$29,839.36	\$55,415.95
Other (Make Ready)	\$312,636.71	\$109,422.85	\$203,213.86
Total	\$1,058,254.47	\$370,389.06	\$687,865.41

Additional documentation and project descriptive information is provided in Attachment B, Project Budget: Itemized Eligible Project Expenses.

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.

Additional documentation and project descriptive information is provided in Attachment B, Project Budget: Partner Association .

4. A discussion of any 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.

Additional documentation and project descriptive information is provided in Attachment B, Project Budget: Federal or State Funds Discussion.

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 <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	Attachment C, Other Program Priorities: Grant Funds Leveraged through Private Investment
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Will this project be an extension of existing infrastructure?	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	Attachment C, Other Program Priorities: Existing Infrastructure Extension
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Does this project serve locations with demonstrated community support?	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	Attachment C, Other Program Priorities: Community Support
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Will this project serve the highest	YES <input checked="" type="checkbox"/>	NO <input type="checkbox"/>	Attachment C, Other Program Priorities: Unserved Homes, Business & CAI’s
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number of unserved homes, businesses, and community anchor points for the least cost?

Does this project emphasize the highest broadband speeds?

YES NO
☒ ☐

Attachment C, Other Program Priorities:
Highest Broadband Speeds

Will this project provide material broadband enhancements to hospitals located in rural areas?

YES NO
☐ ☒

Attachment C, Other Program Priorities:
Hospital Broadband Speeds

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
☐ ☒

Attachment C, Other Program Priorities:
Assisting Local Libraries


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
☒ ☐

Attachment C, Other Program Priorities:
Minority Business Ent. Or
Disadvantaged Business Enterprise

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: 02/08/2021
Title of Applicant: Jacob T. Cowen, General Manager / CFO	

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

ATTACHMENT(S)

ATTACHMENT A, PROJECT DESCRIPTION

Area Served Discussion

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 #6 (“Project #6”) are throughout extremely rural to rural areas in Houston county. The end points for these broadband connections will originate or terminate in or near the following cities or towns: Webb and Cottonwood; and near unincorporated area of Ardilla in Houston County.

With the expansion of our network, through Project #6, approximately 29.34 miles of fiber optic infrastructure will be added throughout the proposed funded service area (“PFSA”). This Project will pass approximately 289 residences and 5 businesses within the PFSA.

Number of Households to be Served	289
Number of Businesses / Industries to be served	5
Number of Community Anchors to be served	0

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”), WorryFree WiFi, 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.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 99 ineligible residences, 3 ineligible business and CAI's will be passed by Troy Cable in Project #6. Troy Cable is willing to solely invest an additional \$68,987.74 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 30.34 total route miles of Last Mile Fiber infrastructure offering connectivity to 396 total locations. Project #6 will seek funding for approximately 29.34 route miles for 294 eligible locations within the Project #6 PFSA. There are no Community Anchor Institutions ("CAI's") including libraries or medical facilities located along the PFSA, however, should one 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 #6 areas. Project #6 encompasses areas of Webb and Cottonwood; unincorporated areas near Ardilla in Houston County.

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 counts were obtained from the 2010 United States Census Data.

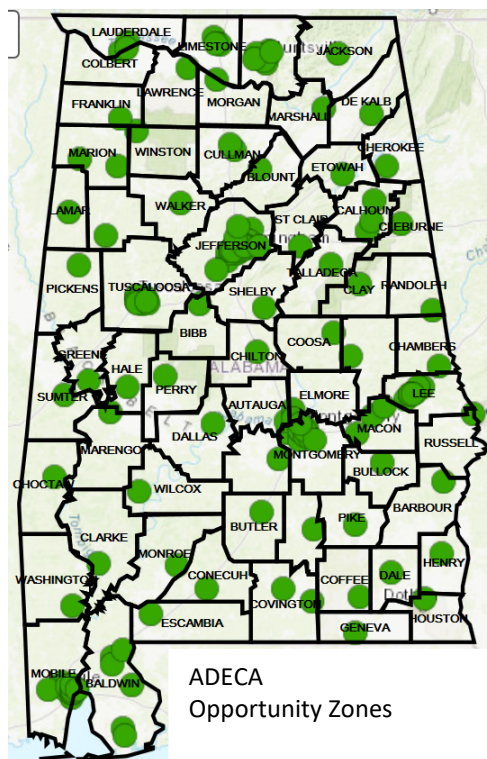
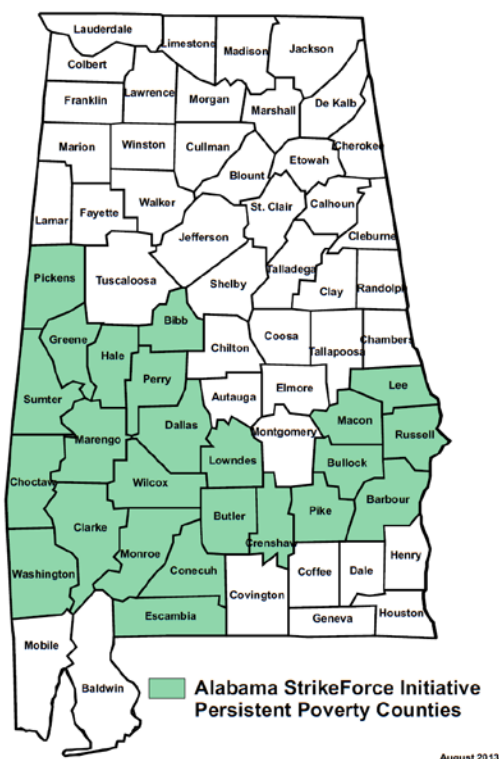
Houston County population is 101,547 with the largest incorporated city being Dothan with 64,541 inhabitants. Other than Dothan, there is not another city or town with an excess of 25,000 inhabitants in Houston County. The Act's definition of Rural Area is therefore met for all proposed areas in Project #6 PFSA.

See Attachment A, Project Description: Proposed Project Area Map as descriptive pins and proposed route information regarding designated eligible and ineligible residences, businesses and CAI's throughout the PFSA are provided. The proposed fiber infrastructure will offer Last Mile services to all households, businesses, and CAI's 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.

The geographic location creates challenges for the region as no major metropolitan areas with high paying jobs are within driving distance for its residents. ADECA has identified Opportunity Zones in our proposed service area of Houston County. Broadband services allow labor forces a possibility to work from home.

All proposed routes outlined in Project #6 are highly dependent on agriculture for employment opportunities. The State of Alabama is identified as a StrikeForce state with numerous counties outlined below surrounding the PFSA. In addition to Alabama's various StrikeForce designations, ADECA has identified Opportunity Zones in the proposed service area in Houston County.



ATTACHMENT A, PROJECT DESCRIPTION

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. Troy Cable will deploy three new cabinet sites within the PFSA. 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 #6 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. Businesses and CAI’s 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 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 40% take rate of subscribers passed based on historical deployment average. Our reasonable future usage projection is to reach 40% 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 38,000 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 #6 design expeditiously.

ATTACHMENT A, PROJECT DESCRIPTION
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. Businesses and CAI’s 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:

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 & Phone Bundle	Internet Only
GPON – 50/25	\$ 139.95	\$ 210.00
GPON – 100/50	\$ 213.95	\$ 299.00
GPON – 200/100	\$ 320.95	\$ 550.00
GPON – 500/250	\$ 534.95	\$ 1,455.00

*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, WorryFree WiFi, security services as well as IP voice service at standard rates.

ATTACHMENT A, PROJECT DESCRIPTION
Technical Project Evaluation

1) Certified 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 attached hereto as Certified Technical Evaluation.

2) Certified Project Cost Estimate

A copy of our Project Budget is attached hereto as Certified Project Cost Estimate.

3) Certified Project Schedule & Timeline

Troy Cable currently employs its own engineering staff which has constructed our FTTH network that serves over 38,000 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 attached hereto as Certified Project Schedule & Timeline.

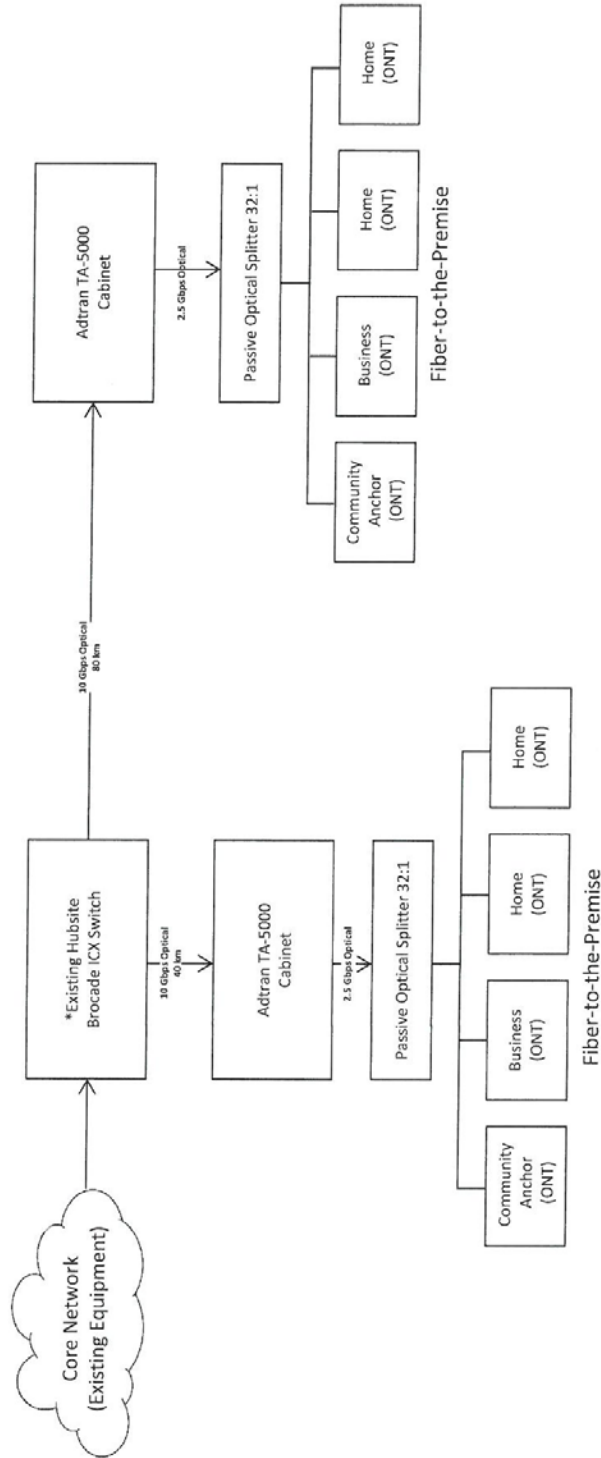
4) Maps showing proposed project area, US Census boundaries, and area eligibility (unserved). A copy of our Proposed Service Area is attached hereto as Proposed Project Area Map w/ kmz link.

5) Independent Third Party Internet Speed Test Study, conducted by Troy University - Sorrell College of Business. A copy of said survey is attached hereto as Independent Third Party Internet Speed Test Study (pages 25-40). Survey was previously approved and allowed in prior grant application window.

Certified Technical Evaluation

NETWORK DIAGRAM COFFEE, COVINGTON, GENEVA AND HOUSTON COUNTIES GPON CABINETS

All lines represent fiber connectivity.



*Location to be determined by final site survey and engineering sign off.



Certified Project Cost Estimate

Total Project Cost	\$1,058,254.46
65% of Total Project Cost (minimum match)	\$687,865.40
35% of Total Project Cost (grant maximum)	\$370,389.06
Total Grant Amount Requested (not to exceed \$1.5 million)	\$370,389.06

Budget Item	Total Cost	Grant	Match
Engineering/Design	\$ 83,544.53	\$ 29,240.59	\$ 54,303.95
Materials	\$ 313,733.00	\$ 109,806.55	\$ 203,926.45
Labor	\$ 263,084.93	\$ 92,079.72	\$ 171,005.20
Construction/Installation	\$ 85,255.30	\$ 29,839.35	\$ 55,415.94
Other (Make Ready)	\$ 312,636.71	\$ 109,422.85	\$ 203,213.86
Total	\$ 1,058,254.46	\$ 370,389.06	\$ 687,865.40

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 the due diligence to obtain knowledge regarding these claims.

Signed this 8th day of February, 2021.



Troy Cablevision, Inc.
Chad Copeland, Construction Manager

Certified Project Schedule and Timeline

Substantial Project Milestones									
Project Objectives and Activities	Year 1				Year 2				
	Qtr2	Qtr3	Qtr4	Qtr1	Qtr2	Qtr3	Qtr4	Qtr1	
BROADBAND SYSTEM									
Requisitioning of Materials	25%	50%	50%	50%	75%	100%	100%	100%	
Engineering									
Design	0%	0%	25%	50%	75%	100%	100%	100%	
Make Ready	0%	10%	20%	30%	50%	75%	100%	100%	
Permitting	10%	50%	75%	100%	100%	100%	100%	100%	
As-built Mapping	0%	0%	0%	25%	25%	50%	75%	100%	
Inspection	0%	4%	10%	22%	50%	73%	90%	100%	
Fiber Route Construction	0%	5%	12%	25%	55%	80%	100%	100%	
Splicing	0%	3%	10%	20%	50%	75%	95%	100%	
Site Prep (Cabinet site)	0%	0%	0%	0%	100%	100%	100%	100%	
Optical Electronic Activation	0%	3%	10%	20%	50%	75%	95%	100%	
Customer premises equipment	0%	0%	0%	10%	25%	50%	75%	100%	

Accuracy and Due Diligence

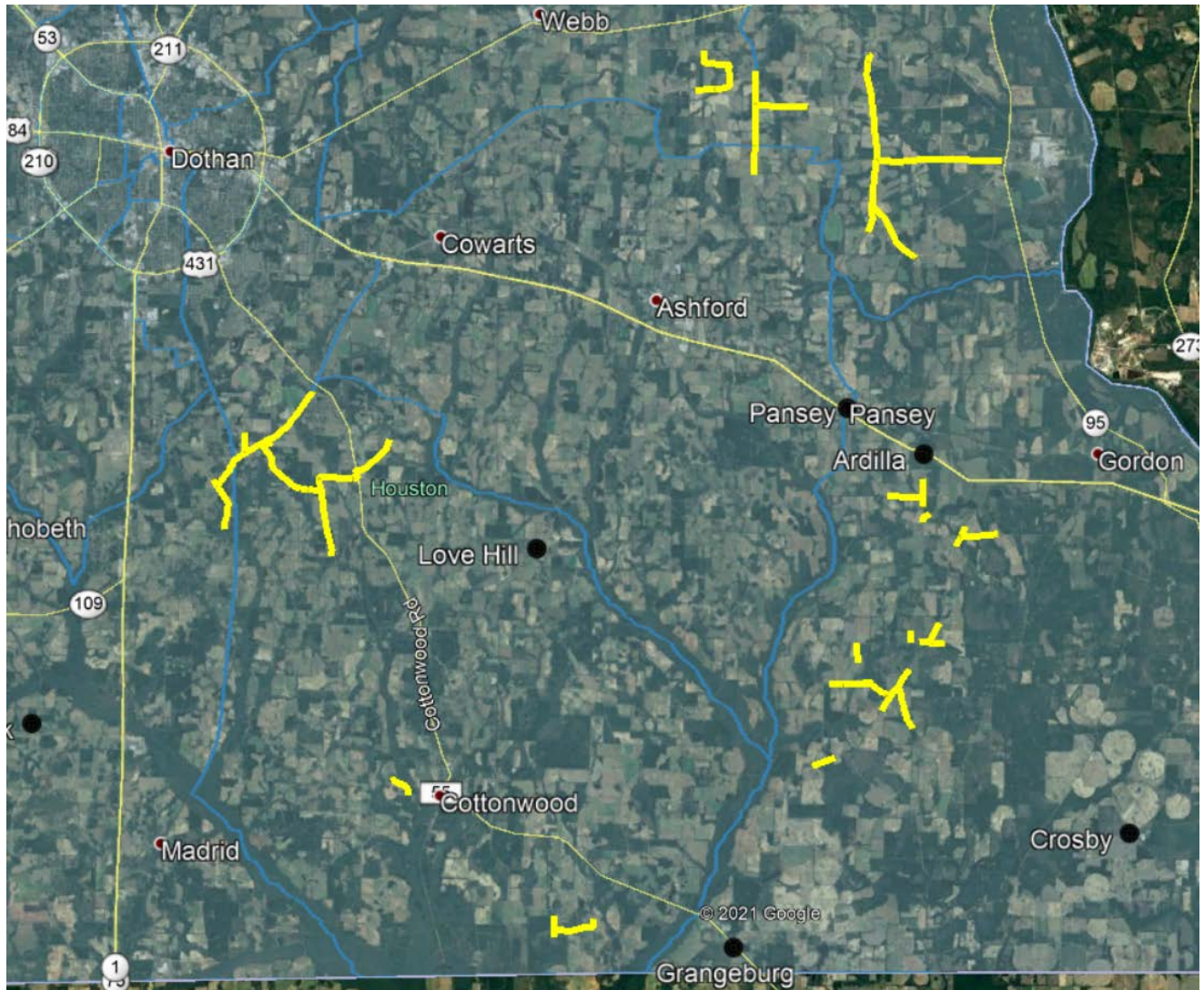
By signing below, I certify that all statements contained in the attached form are true and accurate to the best of my knowledge, and that I have undertaken the due diligence to obtain knowledge regarding these claims.

Signed this 8th day of February, 2021.



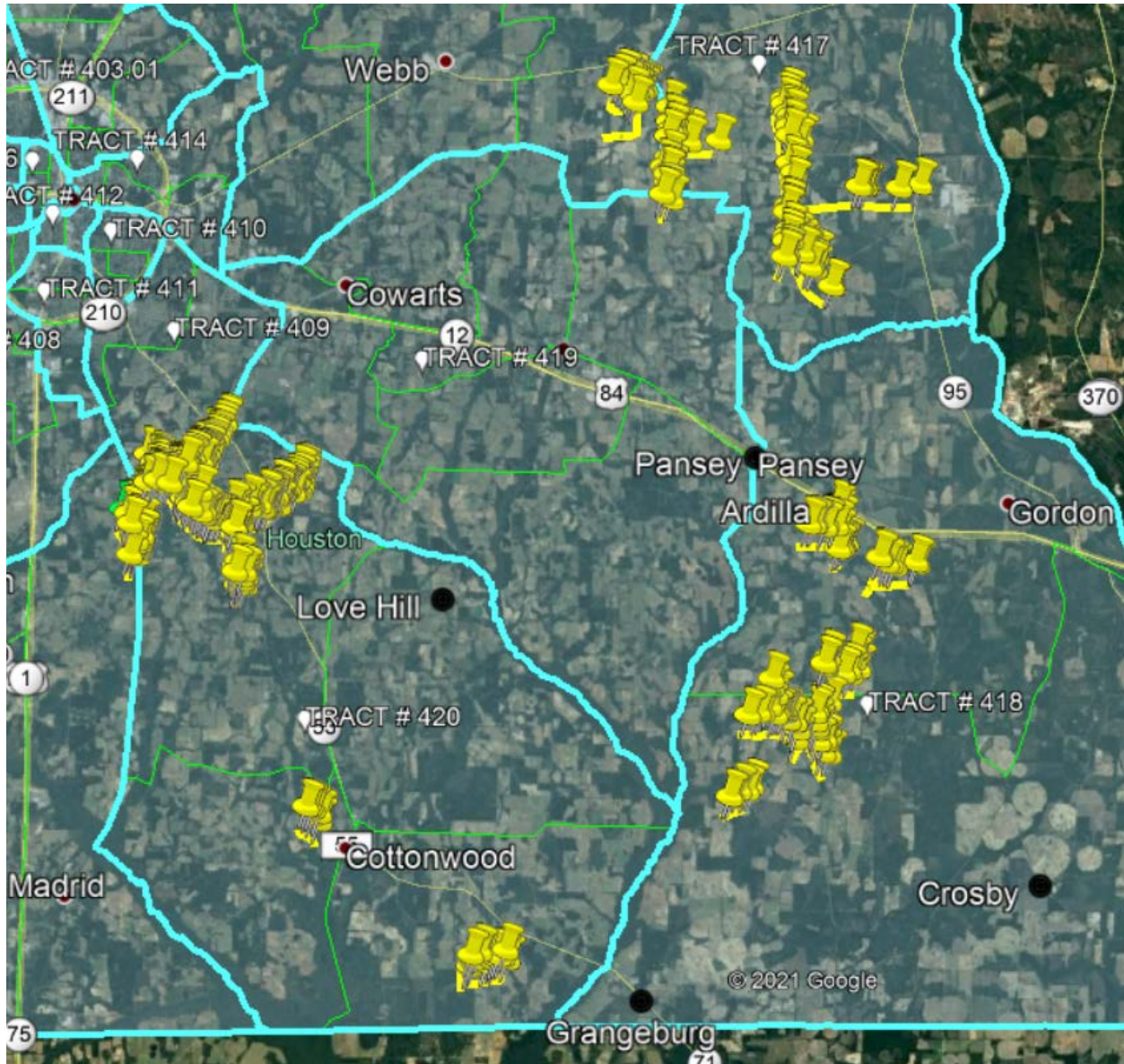
Troy Cablevision, Inc.
Chad Copeland, Construction Manager

ATTACHMENT A, PROJECT DESCRIPTION
Overview Proposed Project Areas – Houston County



Kmz file included for more detailed review of unserved eligible passings and line work

Overview Proposed Project Areas – Houston County 2 (with passings)



Independent Third Party Internet Speed Test Study



Wiregrass Electric Cooperative Internet Speed Test

Carmen Lewis, PhD

*Associate Dean, Sorrell College of Business
Troy University*

Steven Butterworth

*Global Business Student, Sorrell College of Business
Troy University*

Study Overview

Methodology The Wiregrass Electric Cooperative (WEC) Internet Speed Test Study launched in February of 2019 and closed in April of 2019 to provide data-informed information on Internet upload and download speeds throughout the Alabama service area. Respondents were asked to visit an online website (<http://wiregrass.speedtestcustom.com>) to participate in the study. Our data set includes responses from over 3,421 WEC members. Speeds are measured in Megabits per second (Mbps).

Table 1. Descriptive Statistics: Mbps Download and Upload Speeds

		Mbps Download	Mbps Upload
N	Valid	2402	2389
	Missing	2	15
Mean		28.8	7.7
Median		6.1	0.8
Mode		1.5	0.1
Std. Deviation		60.7	36.9
Range		877.9	740.8
Minimum		0.0	0.1
Maximum		878.0	740.8
Percentiles	25	1.8	0.4
	50	6.1	0.8
	75	36.9	5.9

Of the 3,421 respondents, 676 were physically located outside of the state of Alabama. As such, they were removed from the following analyses. Additionally, two Internet Service Providers (ISPs) were excluded because of their association with mobile hotspot networks, which is outside of the scope of this study. Therefore, the following results are based on 2,402 participants.

The Internet Speed Test Study modeled Internet speed with two variables, *Mbps Download* and *Mbps Upload*, both quantitative with ratio levels of measurement. Measures of centrality and dispersion are given in Table 1. The median for *Mbps Download* was 6.1, indicating that 50% of the respondents had download speeds below 6.1 Mbps. Furthermore, the median for *Mbps Upload* indicates 50% of the respondents had upload speeds below .8 Mbps. The median is the preferred measure of centrality in this dataset, compared to the mean due to the existence of several responses deemed as outliers (i.e., more than three standard deviations above the mean). As such, these outliers exhibit excessive influence on the mean. It was determined that the upload and download speeds considered outliers, which were in excess of 300 Mbps, were likely due to small business or enterprise solutions. These data points were kept in the analysis as they provide a rich, macro-level view of the broadband service; however, due to these outliers, the mean should be interpreted with caution.

Study Variables

City Data were also collected on the physical location of the study participants. As expected, there were large variations among the cities included in the study. Table 2 outlines each Alabama city in the study, along with the count (i.e., frequency) of the number of study participants from each location and valid percent.

As seen in Table 2, Dothan had the highest number of study participants with 807, representing almost 34% of the sample. Kinston, Cottonwood, and Enterprise were the next highest participating cities with 219, 196, and 172 respondents, respectively. Sixty-two cities were represented.

Table 2. City Frequencies and Percentages of Participants

	Frequency	Percent	Valid Percent	Cumulative Percent
Andalusia	65	2.7	2.7	2.8
Ariton	1	.0	.0	2.9
Ashford	26	1.1	1.1	4.0
Banks	1	.0	.0	4.0

	Frequency	Percent	Valid Percent	Cumulative Percent
Bay Minette	6	.2	.2	4.2
Birmingham	5	.2	.2	4.5
Black	6	.2	.2	4.7
Brantley	8	.3	.3	5.0
Chancellor	11	.5	.5	5.5
Clio	1	.0	.0	5.5
Coffee Springs	15	.6	.6	6.2
Cottonwood	196	8.2	8.2	14.3
Cowarts	122	5.1	5.1	19.4
Dadeville	1	.0	.0	19.4
Daleville	3	.1	.1	19.6
Dothan	807	33.6	33.6	53.1
Dozier	14	.6	.6	53.7
Elba	109	4.5	4.5	58.2
Enterprise	172	7.2	7.2	65.4
Floral	87	3.6	3.6	69.0
Fort Payne	2	.1	.1	69.1
Fort Rucker	22	.9	.9	70.0
Gantt	14	.6	.6	70.6
Geneva	2	.1	.1	70.7
Glenwood	4	.2	.2	70.8
Gordon	23	1.0	1.0	71.8
Grand Bay	7	.3	.3	72.1
Hartford	15	.6	.6	72.7
Headland	23	1.0	1.0	73.7
Irvington	1	.0	.0	73.7
Jack	12	.5	.5	74.2
Kinston	219	9.1	9.1	83.3
Lockhart	30	1.2	1.2	84.6
Loxley	3	.1	.1	84.7
Luverne	9	.4	.4	85.1
Midland City	32	1.3	1.3	86.4
Millbrook	2	.1	.1	86.5
Mobile	3	.1	.1	86.6

	Frequency	Percent	Valid Percent	Cumulative Percent
Montgomery	2	.1	.1	86.7
Montrose	4	.2	.2	86.9
New Brockton	65	2.7	2.7	89.6
Newton	35	1.5	1.5	91.0
Newville	2	.1	.1	91.1
Opelika	1	.0	.0	91.1
Opp	64	2.7	2.7	93.8
Ozark	39	1.6	1.6	95.4
Pansey	17	.7	.7	96.1
Pine Hill	2	.1	.1	96.2
Prattville	2	.1	.1	96.3
Red Level	16	.7	.7	97.0
Robertsdale	13	.5	.5	97.5
Samson	36	1.5	1.5	99.0
Section	2	.1	.1	99.1
Shannon	1	.0	.0	99.1
Shorterville	2	.1	.1	99.2
Skipperville	3	.1	.1	99.3
Slocumb	1	.0	.0	99.4
Troy	7	.3	.3	99.7
Tuscaloosa	1	.0	.0	99.7
Tuskegee	1	.0	.0	99.8
Union Springs	1	.0	.0	99.8
Wing	5	.2	.2	100.0
Total	2404	100.0	100.0	

ISP Name

The Internet Service Provider (ISP) of the study participants was also captured to provide a listing of the carriers in the area. Twenty-two carriers were identified from the speed test results in Alabama. However, two providers were excluded because of their association with mobile hotspot networks, which is outside of the scope of this

study. They included the following: T-Mobile and Verizon. Thus, twenty ISPs remained for the analyses.

Table 3 provides a list of the ISPs collected from the study data. Along with each listing is the count (i.e., frequency) of the number of study participants associated with each ISP and valid percent. CenturyLink was the most common ISP, representing 1202 (50%) of the study participants.

Table 3. Internet Service Provider (ISP) Frequencies and Percentages of Participants

	Frequency	Percent	Cumulative Percent
Alabama Supercomputer Network	3	0.12	0.1
AT&T Services	2	0.08	0.2
AT&T U-verse	1	0.04	0.2
AT&T Wireless	2	0.08	0.3
Bigleaf Networks	1	0.04	0.4
CenturyLink	1202	50.02	50.4
Cobridge Communications LLC	3	0.12	50.5
Comcast Business	6	0.25	50.8
Comcast Cable	194	8.07	58.8
NRTC	2	0.08	58.9
Regions Financial Corporation	2	0.08	59.0
Scottsboro Electric Power Board	2	0.08	59.1
Southeast Alabama Medical Center	2	0.08	59.2
Spectrum	361	15.02	74.2
Spectrum Business	7	0.29	74.5
The Southern Company	3	0.12	74.6
Troy Cablevision	62	2.58	77.2
VIASAT	2	0.08	77.3
WideOpenWest	545	22.68	100.0
Windstream Communications	1	0.04	100.0
Total	2403	100%	

Download Speeds

Less than 10 Mbps

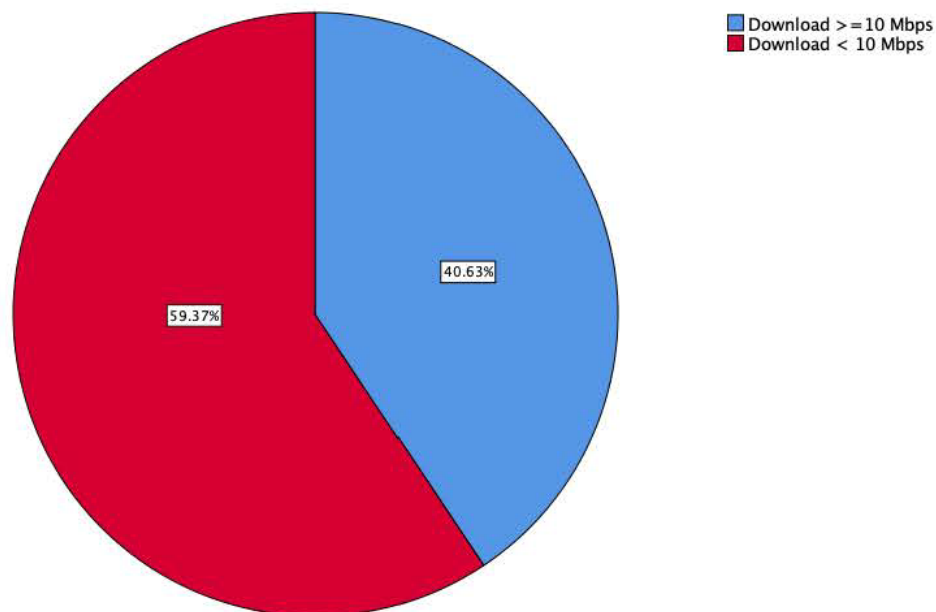
The download speed of the study participants was analyzed to determine what percentage of respondents are not receiving at least 10 Mbps. Results are shown in Table 4 and Figure 1.

- 59% (n=1426) had less than 10 Mbps download speeds
- 41% (n=976) had download speeds exceeding or equal to 10 Mbps

Table 4. Download Speeds | 10 Mbps

		Frequency	Percent	Cumulative Percent
Valid	Download >= 10 Mbps	976	40.6	40.6
	Download < 10 Mbps	1426	59.3	100.0
	Total	2402	99.9	
Missing	System	2	.1	
Total		2404	100.0	

Figure 1. Pie Chart of Download Speeds | 10 Mbps



Less than 25 Mbps

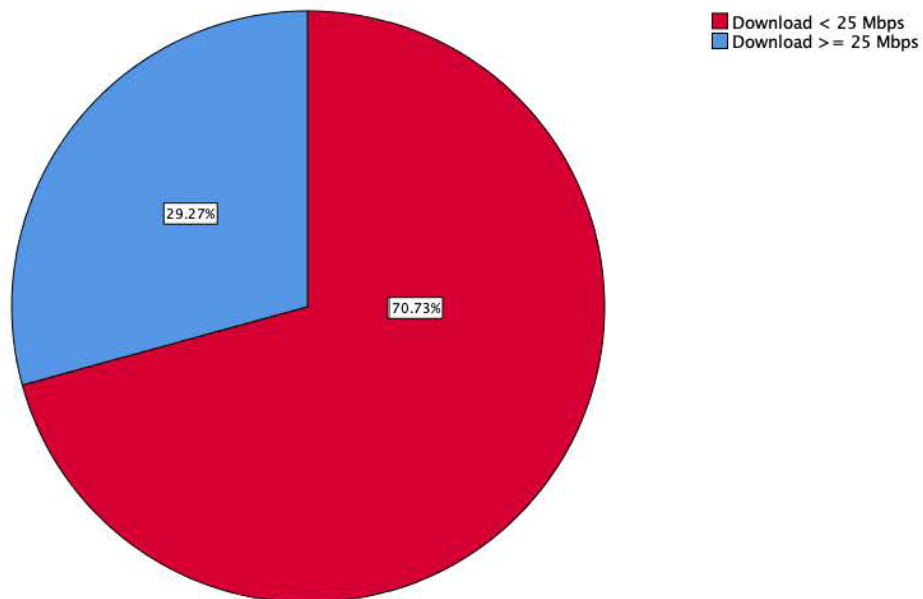
The download speed of the study participants was also analyzed to determine what percentage of respondents are not receiving at least 25 Mbps. Results are shown in Table 5 and Figure 2.

- 71% (n= 1699) had less than 25 Mbps download speeds
- 29% (n=703) had download speeds exceeding or equal to 25 Mbps

Table 5. Download Speeds | 25 Mbps

		Frequency	Percent	Cumulative Percent
Valid	Download < 25 Mbps	1699	70.7	70.7
	Download >= 25 Mbps	703	29.2	100.0
	Total	2402	99.9	
Missing	System	2	.1	
Total		2404	100.0	

Figure 2. Pie Chart of Download Speeds | 25 Mbps



Upload Speeds

Less than 1 Mbps

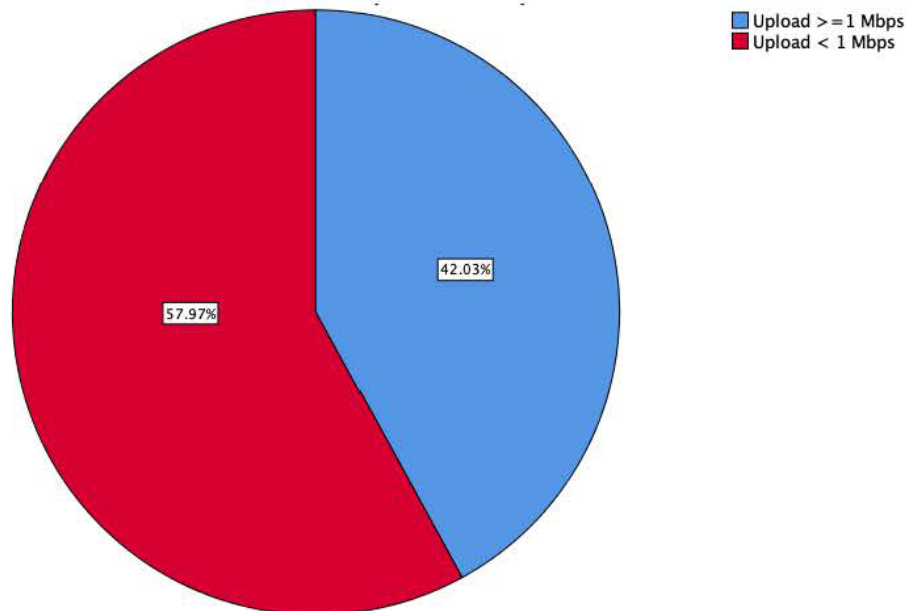
The upload speed of the study participants was analyzed to determine what percentage of respondents are not receiving at least 1 Mbps. Results are shown in Table 6 and Figure 3.

- 58% (n= 1385) had less than 1 Mbps upload speeds
- 42% (n=1004) had upload speeds exceeding or equal to 1 Mbps

Table 6. Upload Speeds | 1 Mbps

		Frequency	Percent	Cumulative Percent
Valid	Upload >= 1 Mbps	1004	41.8	42.0
	Upload < 1 Mbps	1385	57.6	100.0
	Total	2389	99.4	
Missing	System	15	.6	
Total		2404	100.0	

Figure 3. Pie Chart of Upload Speeds | 1 Mbps



Less than 3 Mbps

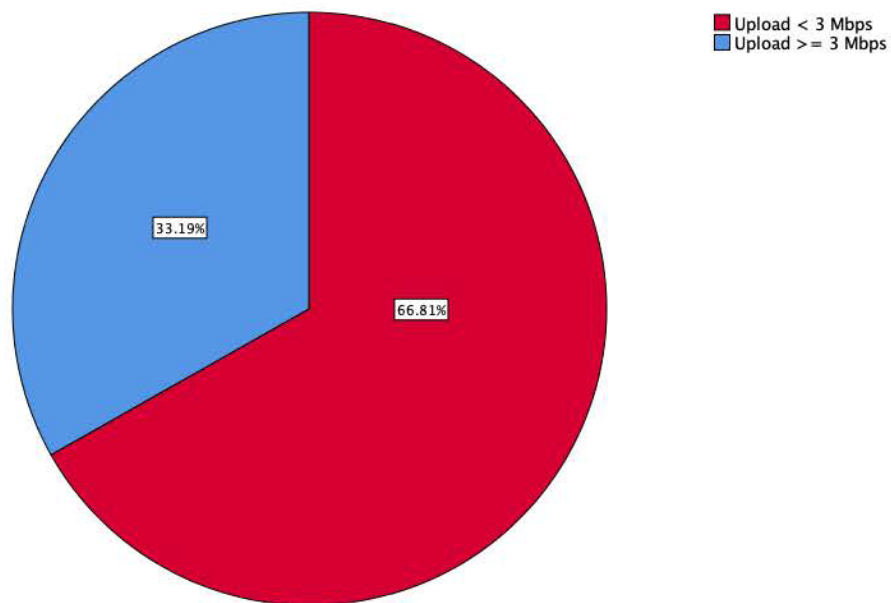
The upload speed of the study participants was also analyzed to determine what percentage of respondents are not receiving at least 3 Mbps. Results are shown in Table 7 and Figure 4.

- 66% (n= 1596) had less than 3 Mbps upload speeds
- 33% (n=793) had upload speeds exceeding or equal to 3 Mbps

Table 7. Upload Speeds | 3 Mbps

		Frequency	Percent	Cumulative Percent
Valid	Upload < 3 Mbps	1596	66.4	66.8
	Upload >= 3 Mbps	793	33.0	100.0
	Total	2389	99.4	
Missing	System	15	.6	
Total		2404	100.0	

Figure 4. Pie Chart of Upload Speeds | 3 Mbps



Upload Speeds by ISP

Less than 1 Mbps The upload speed of the study participants was cross-tabulated with the ISP to determine if there is a relationship between the two variables. It was determined that upload speeds vary among the ISPs. Results are shown in Table 9.

- 96% (n=1144) of participants using CenturyLink had less than 1 Mbps upload speeds
- 98% (n=61) of participants using Troy Cablevision had upload speeds exceeding or equal to 1 Mbps

Table 9. Upload Speeds by ISP

	ISP Name		Total	
	C	T	C	T
>=1 Mbps	2	2	2	2
	67%	100%	67%	100%
< 1 Mbps	1	0	1	0
	33%	0%	33%	0%
Total	3	2	3	2
Alabama Supercomputer				
AT&T Services				
AT&T U-verse				
AT&T Wireless				
Bigleaf Networks				
CenturyLink				
Cobridge Communications				
Comcast Business				
Comcast Cable				
NRTC				
Regions Financial Corporation				
Scottsboro Electric				
Southeast Alabama Medical Center				
Spectrum				
Spectrum Business				
The Southern Company				
Troy Cablevision				
VIASAT				
WideOpenWest				
Windstream Communications				
Total				

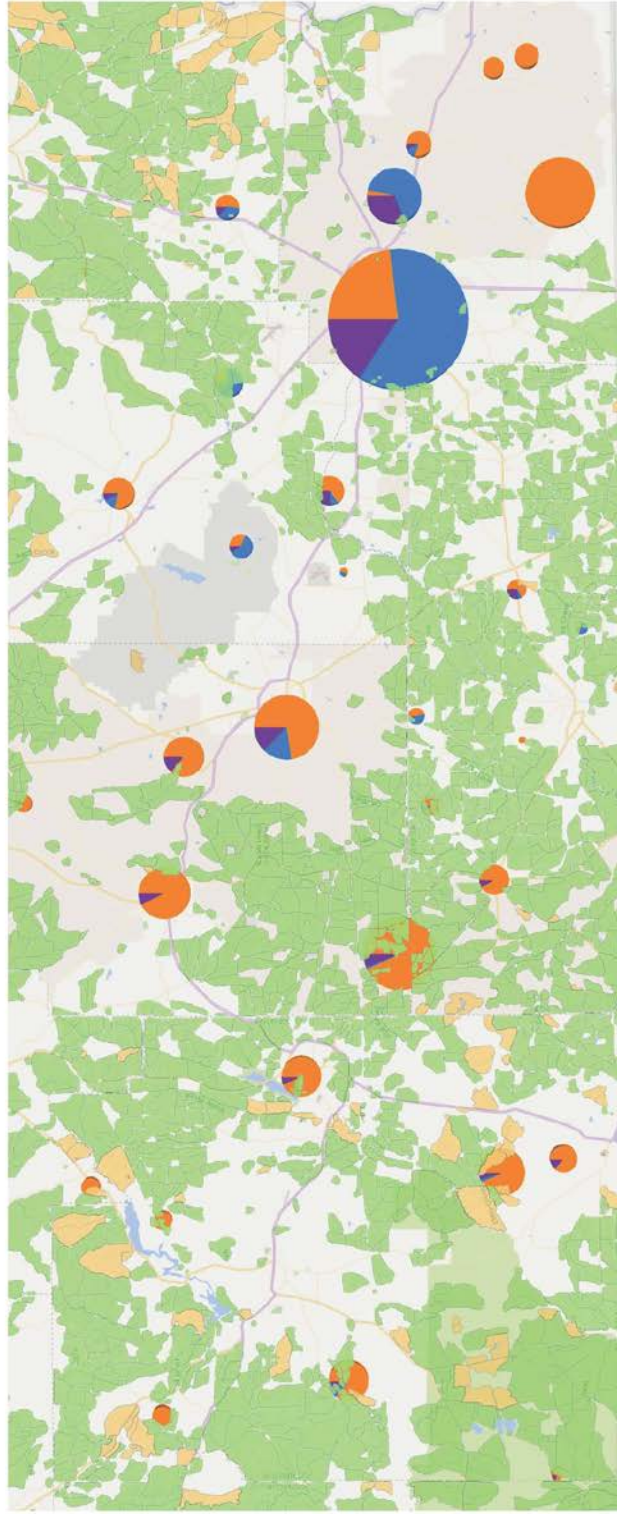
Download Speeds by Location

Legend:

- Between 10 and 25 Mbps
- Greater than 25 Mbps
- Less than 10 Mbps

The pie charts each represent cities in Covington, Coffee, Dale, Geneva, Henry, and Houston counties in Alabama where users responded to the speed test provided by Wiregrass Electric Cooperative. The size of the pie chart represents the number of respondents in that area and the color represents their download speed at the time of taking the speed test.

Download Speeds by Location with Broadband FCC Map

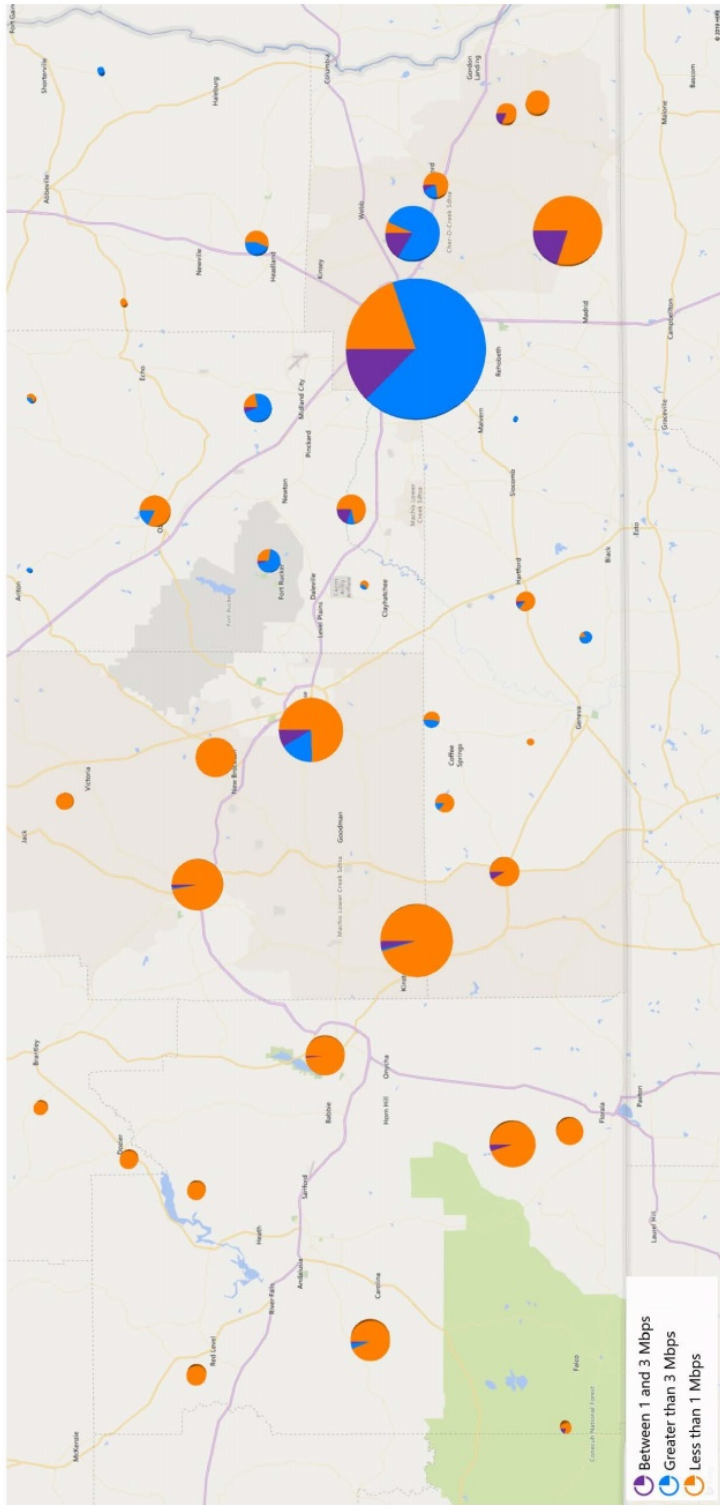


Legend:

	Census blocks with a commitment to provide 10 Mbps download and 1 Mbps upload
	Census blocks where incumbents accepted CAF funding for the CAFII (the current round of) funding

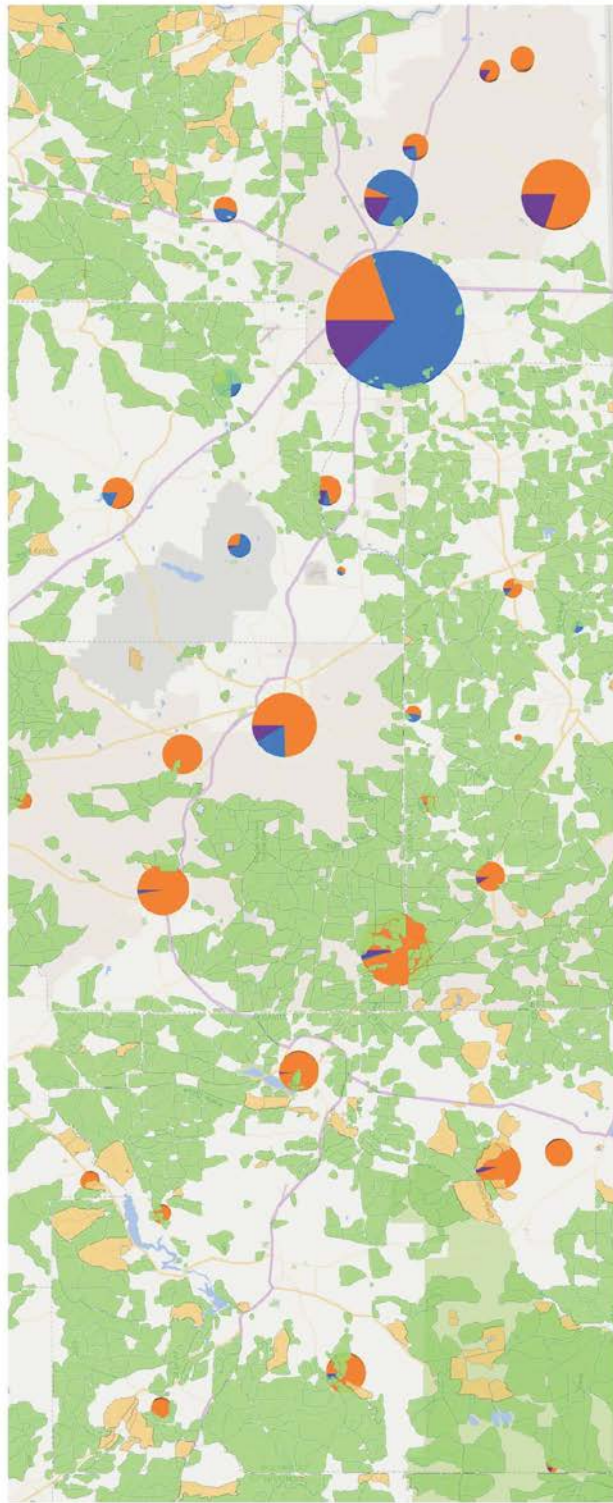
Source: <https://adecagis.alabama.gov/awarded903/>

Upload Speeds by Location



The pie charts represent cities in Covington, Coffee, Dale, Geneva, Henry, and Houston counties in Alabama where users responded to the speed test provided by Wiregrass Electric Cooperative. The size of the pie chart is proportionate to the number of respondents in that area, and the color represents their upload speed at the time of taking the speed test.

Upload Speeds by Location with Broadband FCC Map



Legend:

■	Census blocks with a commitment to provide 10 Mbps download and 1 Mbps upload
■	Census blocks where incumbents accepted CAF funding for the CAFII (the current round of) funding

Source: <https://adecagis.alabama.gov/awarded903/>

ATTACHMENT A, PROJECT DESCRIPTION

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 #6 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 small 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, WorryFree WiFi, and 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.

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 #6.

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 10 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, prior member of the 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 19 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 49 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 19 years. Overall Ken has more than 27 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 23 years, 19 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 16 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 3,300 miles. Through his experience, Chad has been afforded the opportunity to design and maintain over 38,000 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 #6. 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 over 450 public school sites, government facilities or secondary education locations. The sites are provided broadband accessibility to commercial voice, video and data transport in Barbour, Bullock, Coffee, Coosa, Covington, Crenshaw, Dale, Elmore, Geneva, Houston, Macon, Montgomery, Pike and Tallapoosa counties in Southeast Alabama.

Troy Cable offers customers access to state-of-the-art digital video services, broadband internet, WorryFree WiFi 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 38,000 GPON capable residences and businesses. Design, construction, installation and maintenance of this emerging technology is performed solely by Troy Cable employees.

ATTACHMENT A PROJECT DESCRIPTION
Pole Attachment Rates

Based on Alabama Code Section 37-4-1 (7)a), Troy Cable does not meet the definition of an Utility thus the average pole attachment rates charged to an unaffiliated entity therefore does not apply.

ATTACHMENT A, PROJECT DESCRIPTION
Minority Business or Disadvantaged Business Entity

Troy Cable is recognized as a Disadvantaged Business Entity as a Woman Owned Business and Woman Owned Small Business through the System for Award Management (“SAM”) registration (sam.gov). SAM registration is required to bid on government contracts and to receive grant funds. Troy Cable’s SAM Registration is attached hereto.

Troy Cable solicits bids through an RFP process for government grants and projects. Each RFP is reviewed base on rating criteria and points prior to opening of submitted proposals. Special consideration and points are allocated to entities that demonstrate contract pricing, lead time and product availability, financial availability, references/past experience, and company attributes such as minority or disadvantaged business participation, value add, or location. Each RFP is awarded based on a 100 point scale.

Submission Date:	10/07/2019
Activation Date:	10/07/2019
Expiration Date:	10/06/2020
MPIN:	*****2018
Physical Address:	
Address Line 1:	1006 S Brundidge St
City:	Troy
State/Province:	AL
Country:	UNITED STATES
ZIP /Postal Code:	36081 - 3121
Mailing Address:	
Address Line 1:	P.O. BOX 1228
Address Line 2:	
City:	TROY
State/Province:	AL
Country:	UNITED STATES
ZIP /Postal Code:	36081 - 1228
Sensitive Identifiers:	
EIN:	*****4727
IRS consent:	
Tax Payer Name:	TROY CABLEVISION INC
Address Line 1:	P.O. Box 1228
Address Line 2:	

Country of Incorporation: UNITED STATES

State of Incorporation: AL

Correspondence Flag:

Company Security Level:

Highest Employee Security Level:

Business Types

Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SEA-certified HUBZone small business concern. Additional small business information may be found in the [SEA's Dynamic Small Business Search](#) if the entity completed the SBA Supplemental Pages during registration.

Entity Structure
Corporate Entity (Not Tax Exempt)

Profit Structure
For Profit Organization

Business Types
Woman Owned Business
Woman Owned Small Business

Entity Type
Business or Organization

Purpose of Registration
All Awards

Organization Factors
Subchapter S Corporation

ATTACHMENT A, PROJECT DESCRIPTION

Middle Mile Projects

Troy Cable will utilize existing Middle Mile infrastructure to connect to the rural and extremely rural areas outlined in Project #6 PFSA to our network. Project #6 is a Last Mile Project, Troy Cable will not use grant funds for a Middle Mile network infrastructure.

ATTACHMENT A, PROJECT DESCRIPTION
CAI Discussion

Improving rural communications infrastructure is Troy Cable’s focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 99 residences, 3 business and CAI’s will be passed by Troy Cable in Project #6 that do not meet the definition on “Unserved Area”, but otherwise meet the requirements of the program. Troy Cable is willing to solely invest an additional \$68,987.74 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 30.34 total route miles of Last Mile Fiber infrastructure offering connectivity to 396 total locations. Project #6 will seek funding for approximately 29.34 route miles for 294 eligible locations within the Project #6 PFSA. Project #6 encompasses areas of Webb and Cottonwood; unincorporated areas near Ardilla in Houston County.

There are no Community Anchor Institutions (“CAI’s”) including libraries or medical facilities located along the PFSA, however, should one 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 #6 areas.

Community Support

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 some of the letters of support for the Southeast Alabama Broadband Accessibility Project.

	Organization	Contact	Date of Correspondence
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1	U.S. House of Representatives	Representative Martha Roby	10/16/2018
2	City of Florala	Terry Holley, Mayor	10/15/2018
3	City of Troy	Jason A. Reeves, Mayor	10/15/2018
4	City of Luverne	Ed Beasley, Mayor	10/15/2018
5	Wiregrass Economic Development Corporation	Jonathan Tullos, Executive Director	9/28/2018
6	Covington County Commission	Gregory B. White, Chairman	10/9/2018
7	Covington County Commission	Kenneth Northey, District 1	10/9/2018
8	Covington County Commission	Joe Barton, District 2	10/9/2018
9	Covington County Commission	Tony L. Holmes, District 3	10/9/2018
10	Covington County Commission	Kyle Adams, District 4	10/9/2018
11	Crenshaw County Economic & Industrial Development Authority	Robyn R. Snellgrove, President & CEO	10/11/2018
12	Dothan Area Chamber of Commerce	Matt Parker, President Dean Mitchell, Executive Director	9/27/2018
13	Houston County Commission	Mark Culver, Chairman	10/9/2018
14	Houston County Commission	Brandon Shoupe, District 4	10/22/2018
15	Miller Development Group, Inc.	Deborah K. Miller, Principal	10/10/2018
16	Pike County Economic Development Corporation	Marsha Gaylard, President	10/11/2018
17	Pike County Commission	Robin Sullivan, Chairman	10/15/2018
18	Pike County Commission	Homer Wright, District 1	10/15/2018
19	Pike County Commission	Russell Johnson, Vice Chairman, District 6	10/15/2018
20	Pike County Commission	Jimmy Barron, District 3	10/18/2018
21	Alabama House of Representatives	Representative Donnie Chesteen, District 87	10/15/2018
22	Alabama House of Representatives	Representative Paul W. Lee, District 86	10/9/2018
23	Alabama State Senate	Senator Harri Anne Smith, District	10/9/2018

		29	
24	Southeast Alabama Regional Planning and Development Commission	Kenneth S. (Scott) Farmer, AICP, Executive Director	10/16/2018
25	Crenshaw County Commission	Charlie Sankey, Jr., Chairman	10/16/2018
26	City of Brundidge	Isabell Boyd, Mayor	10/10/2018
27	City of Dothan	Mark Saliba, Mayor	10/18/2018
28	City of Geneva	Frankie Lindsey, Mayor	10/15/2018
29	Coffee County Commission	Rod Morgan, County Administrator	10/22/2018
30	Covington County Economic Development Commission	Rick Clifton, President & CEO	10/18/2018
31	South Alabama Electric Cooperative	David Bailey, General Manager	10/18/2018
32	South Alabama Regional Council on Aging (“SARCOA”)	Dana G. Eidson, Executive Director	10/16/2018
33	Wiregrass Electric Cooperative	Les Moreland, CEO Brad Kimbro, COO	10/18/2018
34	Alabama State Senate	Senator Jimmy Holley, District 31	*10/16/2018
35	Pike County Commission	Charlie Harris, District 5	10/22/2018
36	Troy University	Dr. Jack Hawkins, Jr., Chancellor	10/10/2018
37	City of Slocomb	Rob Hinson, Mayor	*10/26/2018
38	Ozark-Dale County Economic Development Corp.	Veronica Cook, President	10/22/2018
39	Southeast Gas	Wiley Lott, Director, External Affairs & Economic Development	10/26/2018
40	Town of Black	Maxine DeBord, Mayor	10/23/2018
41	Alabama State Senate	Senator Billy Beasley, District 28	10/09/2018
42	Alabama House of Representatives	Representative Chris Sells, District 90	*10/24/2018

43	Alabama House of Representatives	Representative Alan Booth, District 89	11/05/2018
44	McGregor-McKinney Public Library	Stephanie Riley, Director	11/05/2018
45	Coffee County Emergency Communications Board	Marvin McIlwain, 911 Coordinator	11/05/2018
*Correspondence mailed directly to ADECA Copies of above Community Support letters are provided hereto as <u>Community Support Letters</u> .			

Troy Cable will offer broadband services to all CAI's, businesses & residences located within the PFSA. Troy Cable has received 75 requests from residences and businesses for service within the proposed unserved PFSA. A list of the unsolicited request for service is provided hereto as Community Support – Third Party Broadband Requests. The towns concerns regarding lack of Broadband service are substantiated by Letters of Support and requests for service from businesses, and residences. Based on results from the aforementioned sources, the proposed PFSA does not currently have service that meets the minimum broadband service requirement outlined in the Act and thus should be considered an eligible area for funding. An Independent Third Party Internet Speed Test Study, conducted by Troy University - Sorrell College of Business. A copy of said survey is attached hereto as Independent Third Party Internet Speed Test Study (pages 25-40). Survey was previously approved and allowed in prior grant application window.

Community Support Letters

MARTHA ROBY
2ND DISTRICT, ALABAMA

CANNON HOUSE OFFICE BUILDING
ROOM 442
WASHINGTON, DC
PHONE: (202) 225-2901

COMMITTEE:
APPROPRIATIONS

Congress of the United States
House of Representatives
Washington, DC 20515-0102

October 16, 2018

Mr. Kenneth Boswell
Director
Alabama Department of Economic and Community Affairs
401 Adams Avenue, Ste. 500
Montgomery, AL 36104

**RE: Troy Cablevision, Inc., Troy, Alabama
Broadband Accessibility Grant**

Dear Mr. Boswell:

I have been contacted by representatives of Troy Cablevision, headquartered within my congressional district in Troy, Alabama, in reference to the application they are submitting to ADECA for the Broadband Accessibility Grant Program. Proceeds from this program will be used for their Southeast Alabama Broadband Accessibility Projects.

Since its inception in 1985, Troy Cablevision has made customer and community service a primary objective. They have publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promote increased customer loyalty through the availability of value-added services. Troy Cablevision's track-record of success demonstrates the company's preparedness to further serve portions of the community with notable key pieces of delivery package either in place, in the construction process, or neatly sketched into their footprint. This uniquely situates them to advance broadband access in underserved and unserved rural markets in Alabama.

Please note my interest and grant all due and appropriate consideration. You may reply to my district office in Montgomery at the following address or fax number.

Congressman Martha Roby
401 Adams Avenue, Ste. 160
Montgomery, AL 36104
334-262-8758 (fax)

If you need to reach a member of my staff, please contact Lori Williams at (334) 262-7718 or reach her via e-mail at lori.williams@mail.house.gov. Thank you for your attention to this matter.

Sincerely,



Martha Roby
Member of Congress

MDR/lw

PRINTED ON RECYCLED PAPER

The City of Florala

22664 Wall Avenue

P. O. Box 351

Florala, AL 36442

(334) 858-3612

Fax (334) 858-5368

10/15/18

Troy Cablevision, Inc.
William H. Freeman, Jr.
Post Office Box 1228
Troy, AL 36081-1228

To Whom It May Concern:

On behalf of Terry Holley/Mayor, I am writing this letter to express the personal and professional support of Troy Cablevision's efforts to obtain State ADECA Grant funding for their Southeast Alabama Broadband Accessibility Projects. Since its inception in 1985, Troy Cablevision has made customer and community service its primary objective. This has been evident through the jobs that have been created through the years as well as the high quality of service and quick reaction in customer support. Troy Cablevision, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Troy Cable brings to advancing economic development and closing the digital divide in our region.

Troy Cablevision, Inc. have always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value added services. There is no other system in this area that is better suited to deliver broadband services that which Troy Cable has provided for many years; as such we are encouraged, and excited to hear of the potential for a Southeast Alabama Broadband Accessibility initiative that not only improves their financial foundation, but in turn improves our quality of life. Our experience with Troy Cable proves that the Company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, in the construction process, or neatly sketched on the drawing board. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I enthusiastically authorize Troy Cablevision, Inc. to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community and organization.

For further questions, I can be reached at (334)858-3612 or holleyrt@gmail.com.

Best Regards,



Terry Holley, Mayor

JASON A. REEVES
Mayor

GREG MEEKS
Council Vice President, District 2

ROBERT JONES
District 1 Councilman

CITY OF TROY



OFFICE OF THE MAYOR

MARCUS PARAMORE
Council President, District 3

STEPHANIE BAKER
District 4 Councilwoman

WANDA MOULTRY
District 5 Councilwoman

October 15, 2018

William H. Freeman, Jr.
Troy Cablevision, Inc.
Post Office Box 1228
Troy, Alabama 36081-1228

Dear Mr. Freeman:

The City of Troy was recently informed about your plans to apply for multiple Broadband Accessibility Grants under the Alabama Department of Economic and Community Affairs (ADECA) to strengthen and extend broadband service to our area. The areas intended to be served under the Southeast Alabama Broadband Accessibility Projects range from extremely rural areas in the counties of Coffee, Covington, Crenshaw, Geneva, Houston and Pike. Broadband networks enable police, fire and emergency medical personnel to react to crises more quickly while facilitating cooperation between multiple safety agencies. Advanced two-way, public networks allow safety officers to quickly access online resources, connect to network-enabled devices, and rapidly transfer critical video and data files during crisis situations.

Expanded access to high speed Internet generates major economic growth and rapid job creation. High speed connections accelerate business development by providing new opportunities for innovation, expansion, and e-commerce. Connected communities create wealth and opportunity by attracting businesses that want to locate in areas with a strong broadband presence. In the new global economy, access to broadband has become as essential to individual and community economic prosperity as electricity and roads. From rural to urban areas and everywhere in between, all people stand to benefit economically from a national high-speed Internet network.

The City of Troy, Alabama fully supports your efforts and wishes you the best of luck with your application. Please keep us updated on the outcome of the application and progress in installation.

Sincerely,

Jason A. Reeves, Mayor

P.O. Box 549 • 301 Charles W. Meeks Ave. • Troy, Alabama 36081 • Tel: (334) 566.0177 • Fax: (334) 694.5190
www.troyal.gov

ED BEASLEY
MAYOR

CITY OF LUVERNE
The Friendliest City in the South

P.O. Box 249
LUVERNE, ALABAMA 36049
Telephone (334) 335-3741
FAX (334) 335-2206

MARGIE GOMILLION
CITY CLERK

October 15, 2018

Troy Cablevision, Inc.
William H. Freeman, Jr.
Post Office Box 1228
Troy, AL 36081-1228

To Whom It May Concern:

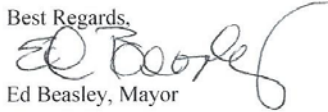
On behalf of the City of Luverne, I am writing this letter to express the personal and professional support of Troy Cablevision's efforts to obtain State ADECA Grant funding for their Southeast Alabama Broadband Accessibility Projects. Since its inception in 1985, Troy Cablevision has made customer and community service its primary objective. This has been evident through the jobs that have been created through the years as well as the high quality of service and quick reaction in customer support. Troy Cablevision, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Troy Cable brings to advancing economic development and closing the digital divide in our region.

Troy Cablevision, Inc. have always publicly communicated their firm belief and commitment that providing broadband accessibility to existing and future customers will foster the use of technology in education and medicine, encourage economic development, and promotes increased customer loyalty through the availability of value added services. There is no other system in this area that is better suited to deliver broadband services that which Troy Cable has provided for many years; as such we are encouraged, and excited to hear of the potential for a Southeast Alabama Broadband Accessibility initiative that not only improves their financial foundation, but in turn improves our quality of life. Our experience with Troy Cable proves that the Company is thoroughly prepared for the endeavor with notable key pieces of the delivery package either in place, in the construction process, or neatly sketched on the drawing board. We believe this is an ideal application to advance broadband access in underserved and unserved rural markets in America.

I enthusiastically authorize Troy Cablevision, Inc. to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community and organization.

For further questions, I can be reached at 334-335-3741 or cityofluverne@centurytel.net.

Best Regards,



Ed Beasley, Mayor



P.O. Box 310130
Enterprise, AL 36331
(334) 393-4769
(334) 393-8127 fax
www.wiregrassedc.com

September 28, 2018

Troy Cablevision, Inc.
Tyler McPherson
P. O. Box 1228
Troy, AL 36081

Re: Broadband Grant Application

Dear Sir:

On behalf of Wiregrass Economic Development Corporation I am happy to recommend my strong support to Troy Cablevision in an effort to obtain funding for broadband communications. I believe that broadband communication is an essential feature of our community and that investments in this critical infrastructure will help secure our areas future in the digital world. Broadband reaching into our rural areas will help ensure that our business community remain competitive and is positioned to thrive in the new economy. In addition, it will help position the Wiregrass area in attracting new high-tech jobs into our workforce and fostering growth of key industries. A foundation of advanced broadband will positively impact many traits of our community, including economic development, education, safety and security. In these aspects, broadband not only benefits our rural citizens, but improve the overall aspect of our businesses as well as the overall quality of life in Coffee and Geneva Counties.

I pledge my support to the broadband initiative and believe that these wise investments in broadband groundwork made by Troy Cablevision will provide long-term benefits to our local business community and our citizens' complete quality of life.

We are excited about the potential of this project. Please feel free to contact us if further information is needed.

Sincerely,

Jonathan Tullos
Executive Director



The Covington County Commission

260 Hillcrest Drive
Post Office Box 188
Andalusia, Alabama 36420
334/428-2610
FAX: 334/428-2606

October 9, 2018

Troy Cablevision, Inc.
William H. Freeman, Jr.
P.O. Box 1228
Troy, AL 36081-1228

Dear Mr. Freeman:

On behalf of Covington County Commission, I am writing this letter to express the personal and professional support of Troy Cablevision's efforts to obtain State ADECA Grant Funding for their Southeast Alabama Broadband Accessibility Projects. Since its inception in 1985, Troy Cablevision has made customer and community service its primary objective. This has been evident through the jobs that have been created through the years as well as the high quality of service and quick reaction in customer support. Troy Cablevision, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Troy Cable brings to advancing economic development and closing the digital divide in our region.

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I enthusiastically authorize Troy Cablevision, Inc. to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of

Gregory B. White
Chairman

Kenneth Northey
District 1

Joe Barton
District 2

Tony L. Holmes
District 3

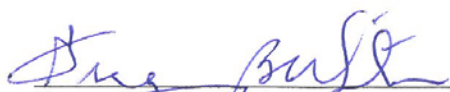
Kyle Adams
District 4

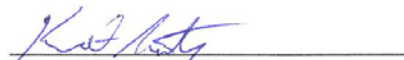
Karen L. Sowell
Administrator


equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community and organization.

For further questions, I can be reached at 334-428-2610.

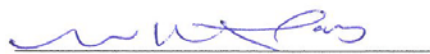
Sincerely,



Gregory B. White, Chairman

Kenneth Northey, District 1

Joe Barton, District 2

Tony L. Holmes, District 3

Kyle Adams, District 4

Crenshaw County

Economic & Industrial Development Authority

October 11, 2018

Troy Cablevision, Inc.
William H. Freeman, Jr.
Post Office Box 1228
Troy, AL 36081-1228

To Whom It May Concern:

On behalf of Crenshaw County Economic and Industrial Development Authority, I am writing this letter to express the personal and professional support of Troy Cablevision's efforts to obtain State ADECA Grant funding for their Southeast Alabama Broadband Accessibility Projects. Since its inception in 1985, Troy Cablevision has made customer and community service its primary objective. This has been evident through the jobs that have been created through the years as well as the high quality of service and quick reaction in customer support. Troy Cablevision, Inc. is a pillar in the communities served throughout their service footprint. Their efforts to seek financial support to further serve portions of these communities again confirms the commitment Troy Cable brings to advancing economic development and closing the digital divide in our region.

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I enthusiastically authorize Troy Cablevision, Inc. to include my feedback in any applications that they may file with state agencies administering these Broadband stimulus programs, and of equal importance encourage those reviewing these applications to look favorably on a program that will have long-term positive benefits for our community and organization.

For further questions, I can be reached at 334-335-4468 or robyn@crenshawcounty.net.

Sincerely,



Robyn R. Snellgrove
President & CEO

Post Office Box 4 • Luverne, AL 36049
334.335.4468 • FAX 334.335.4469 • E-Mail robyn@crenshawcounty.net
Website: www.crenshawcountyelda.com

Crenshaw County Economic and Industrial Development Authority is an equal opportunity provider.