

Alabama Broadband Accessibility Fund 2021 Grant Application and Guide



SOUTHEAST ALABAMA BROADBAND ACCESSIBILITY PROJECT #8_Rev

TROY CABLEVISION, INC.

**March 31, 2021
Revised Submission**

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

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 #8_Rev

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	27
Number of Businesses / Industries to be served	2
Number of Community Anchors to be served	0

Additional documentation and project descriptive information is provided in Attachment A, Project Description: Area Served 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	\$437,749.96
65% of Total Project Cost (minimum match)	\$284,537.47
35% of Total Project Cost (grant maximum)	\$153,212.49
Total Grant Amount Requested (not to exceed \$1.5 million)	\$153,212.49

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.

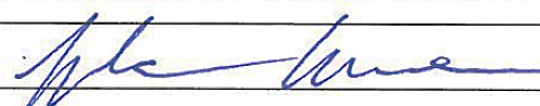
Budget Item	Total Cost	Grant	Match
Engineering/Design	\$ 38,132.85	\$ 13,346.50	\$ 24,786.35
Materials	\$ 147,720.00	\$ 51,702.00	\$ 96,018.00
Labor	\$ 128,725.25	\$ 45,053.84	\$ 83,671.41
Construction/Installation	\$ 8,409.54	\$ 2,943.34	\$ 5,466.20
Other (Make Ready)	\$ 114,762.32	\$ 40,166.81	\$ 74,595.51
Total	\$ 437,749.96	\$ 153,212.49	\$ 284,537.47

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

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 - Revised

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 #8 (“Project #8”) are throughout extremely rural areas of Bullock and Montgomery Counties. The end points for these broadband connections will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

With the expansion of our network, through Project #8, approximately 11.20 miles of fiber optic infrastructure will be added throughout the proposed funded service area (“PFSA”). This Project will pass approximately 27 residences and 2 businesses within the PFSA.

Number of Households to be Served	27
Number of Businesses / Industries to be served	2
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. 46 ineligible residences and 2 ineligible business will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 11.70 total route miles of Last Mile Fiber infrastructure offering connectivity to 77 total locations. Project #8 will seek funding for approximately 11.20 route miles for 29 eligible locations within the Project #8 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 #8 areas. Project #8 encompasses areas where the end points for these broadband connections will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

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 population of Bullock County is 10,914 with the largest incorporated city in Bullock County being Union Springs. Based on the population count below 25,000 for Bullock County in its entirety, Bullock County is considered to be rural according to the Act. The Act's definition of Rural Area is therefore met for all proposed areas in Project #8 PFSA.

Certified Project Cost Estimate

Revised

Total Project Cost	\$437,749.96
65% of Total Project Cost (minimum match)	\$284,537.47
35% of Total Project Cost (grant maximum)	\$153,212.49
Total Grant Amount Requested (not to exceed \$1.5 million)	\$153,212.49

Budget Item	Total Cost	Grant	Match
Engineering/Design	\$ 38,132.85	\$ 13,346.50	\$ 24,786.35
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Total	\$ 437,749.96	\$ 153,212.49	\$ 284,537.47

Accuracy and Due Diligence

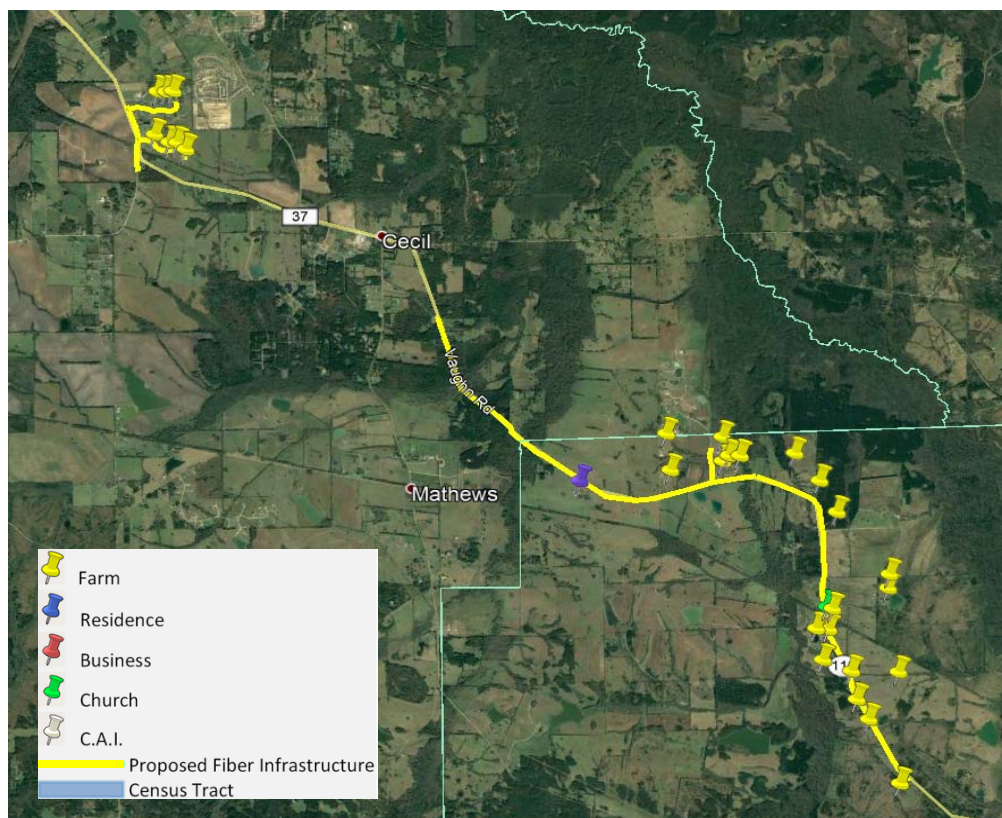
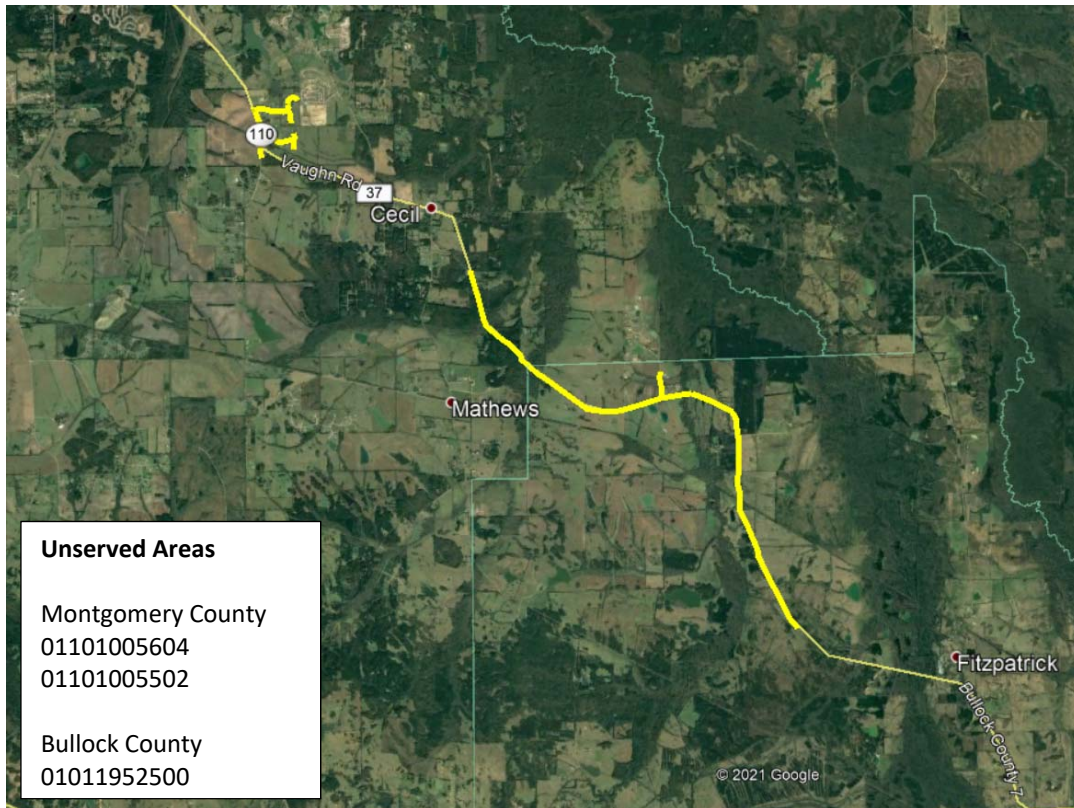
By signing below, I certify that all statements contained in the attached form are true and accurate to the best of my knowledge, and that I have undertaken the due diligence to obtain knowledge regarding these claims.

Signed this 30th day of March, 2021.



Troy Cablevision, Inc.
Chad Copeland, Construction Manager

ATTACHMENT A, PROJECT DESCRIPTION - REVISED
Proposed Project Area Maps – Bullock & Montgomery County



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. Four residences will be passed by Troy Cable in Project #8 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 \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 11.70 total route miles of Last Mile Fiber infrastructure offering connectivity to 77 total locations. Project #8 will seek funding for approximately 11.20 route miles for 29 eligible locations within the Project #8 PFSA. Project #8 encompasses areas that will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

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 #8 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.

ATTACHMENT B, PROJECT BUDGET

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, make ready, site preparation, and engineering. Equipment costs include 3 switch ports with optics, 1 cabinet with chassis, fiber management rectifier and batteries; 45-50 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). Make ready costs include preparing pole line so fiber may be attached to the current utility. Site preparation costs include labor and materials to prep three cabinet sites which will be installed on right-of-way. Engineering costs include environmental, design, permitting, inspection, and as-built mapping.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 46 ineligible residences and 2 ineligible businesses will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 11.70 total route miles of Last Mile Fiber infrastructure offering connectivity to 77 total locations. Project #8 will seek funding for approximately 11.20 route miles for 29 eligible locations within the Project #8 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 #8 areas. Project #8 encompasses areas

that will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

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 Project Cost	\$437,749.96
65% of Total Project Cost (minimum match)	\$284,537.47
35% of Total Project Cost (grant maximum)	\$153,212.49
Total Grant Amount Requested (not to exceed \$1.5 million)	\$153,212.49

A copy of our Itemized Eligible Project Budget is provided below as Exhibit 1.

Exhibit 1

Budget Item	Total Cost	Grant	Match
Engineering/Design	\$ 38,132.85	\$ 13,346.50	\$ 24,786.35
Materials	\$ 147,720.00	\$ 51,702.00	\$ 96,018.00
Labor	\$ 128,725.25	\$ 45,053.84	\$ 83,671.41
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Total	\$ 437,749.96	\$ 153,212.49	\$ 284,537.47

ATTACHMENT B, PROJECT BUDGET

Financial Resources and Sustainability Discussion

Troy Cable has the cash on hand to complete Project #8, as well as a \$10,000,000 revolving line of credit from CoBank. CoBank has also expressed interest in extending additional credit if needed, which is reflected in the attached CoBank Comfort Letter. Based on the 35% of Total Eligible Project Cost, Project #8 is eligible for \$153,212.49 in funding. Project #8 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 #8. Troy Cable has the ability to debt service the funds for the equity contribution based on cash flow from its existing operations. Project #8 would be an addition to Troy Cable's over 53,000 homes passed, who can receive broadband service. Troy Cable has received 13 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 Troy Cables internal projections, Project #8's network expansion will be self-sustaining once 40% overall penetration is reached. Troy Cable projects the 40% overall penetration will be reached by the end of Project #8, 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.

ATTACHMENT B, PROJECT BUDGET

Federal or State Funds Discussion

Troy Cable will not associate federal or state funds with Project #8. 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.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 46 ineligible residences and 2 ineligible businesses will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 11.70 total route miles of Last Mile Fiber infrastructure offering connectivity to 77 total locations. Project #8 will seek funding for approximately 11.20 route miles for 29 eligible locations within the Project #8 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 #8 areas. Project #8 encompasses areas that will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

ATTACHMENT C, OTHER PROGRAM PRIORITIES
Grant Funds Leveraged Through Private Investment

Troy Cable will seek to leverage grant funding in the amount of \$153,212.49, which is equivalent to 35% of Total Eligible Project Cost. Project #8's Total Eligible Project Cost is \$437,749.96. This budget is composed of six primary components: Engineering Design (8.71%), Materials (33.75%), Labor (29.41%), Construction/Installation (1.92%), and Other-Make Ready (26.21%). 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 \$284,537.47 to Project #8. 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, 2019 audited financial statements. Troy Cable will have "skin in the game". The additional cash matching funds will be provided by CoBank through additional borrowings which will be repaid by Project #8. CoBank Funding Comfort Letter attached hereto.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 46 ineligible residences and 2 ineligible businesses will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

Troy Cable plans to deploy approximately 11.70 total route miles of Last Mile Fiber infrastructure offering connectivity to 77 total locations. Project #8 will seek funding for approximately 11.20 route miles for 29 eligible locations within the Project #8 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 #8 areas. Project #8 encompasses areas

that will originate or terminate in or near the following cities, towns, or unincorporated areas of Cecil, Fitzpatrick, Mathews and Pike Road in Bullock and Montgomery Counties.

ATTACHMENT C, OTHER PROGRAM PRIORITIES

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 fifty (50) 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 intends to expand its network through Project #8 which will add approximately 11.20 eligible miles of fiber optic cable throughout the PFSA. The expansion of the existing fiber network will pass an additional 27 eligible residences and 2 businesses entities in the PFSA.

Improving rural communications infrastructure is Troy Cable's focus. Troy Cable is willing to invest in ineligible, non-funded areas to increase Broadband Accessibility. 46 ineligible residences and 2 ineligible businesses will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

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 #8 will add approximately 11.20 eligible (11.70 total) 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 10 miles of new aerial fiber optic cable, along with approximately 2 miles of 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 #8 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 #8, while maximizing connectivity between the unserved and underserved areas.

ATTACHMENT C, OTHER PROGRAM PRIORITIES
Most Unserved Homes/Businesses/CAI's for the Least Cost

Project #8 PFSA encompasses approximately 77 locations, along 11.70 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. Improving rural communications infrastructure is Troy Cable's focus. 46 ineligible residences and 2 ineligible businesses will be passed by Troy Cable in Project #8. Troy Cable is willing to solely invest an additional \$33,328.14 in construction costs to further increase Broadband Accessibility to ineligible, non-funded areas.

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 #8, 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

ATTACHMENT D, CERTIFICATIONS

D. Certifications

6. The applicant certifies that it is a non-governmental entity.
7. 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.
8. 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.
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10. 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.

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Signature of Applicant: 	Date: 02/08/2021
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