

# Project Information

**Company:** Allens Communications

## Project Description

### General Info

**Project #:** 124  
**Project Name:** St. Martin GUMBO Broadband Extension Project  
**Total Project Cost:** 2,470,000.00  
**Total project cost per prospective broadband recipient:** 3,045.62  
**Infrastructure cost per prospective broadband recipient:** 2,678.63  
**Number of households to be served:** 802  
**Number of businesses to be served:** 9  
**GUMBO cost per prospective broadband recipient:** 1,696.67  
**Number of GUMBO households to be served:** 802  
**Number of GUMBO businesses to be served:** 9  
**General Location/Parishes:** St Martin  
**Base Speed (Minimum Download/Upload):** 100/100  
**Supported Scalability Speeds (Minimum Download/Upload):** 10000/10000

### Qualifications and Experience:

Provide the following details:

- Number of years the applicant has provided internet services;
- A history of the number of households and consumers, by year of service, to which the applicant has provided broadband internet access, as well as the current number of households to which broadband internet access (at least 25:3 Mbps) is offered;
- The number of completed internet service infrastructure projects funded, in part, through federal or state grant programs, prior to the date of application submittal;
- Whether the applicant has ever participated in an internet service infrastructure project funded, in part, through federal or state grant programs, and if so, for each project, the nature and impact of the project, the role of the applicant, the total cost of the project, and the dollar amount of federal or state grant funding;
- The number of penalties paid by the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant, relative to internet service infrastructure projects funded, in part, through federal or state grant programs, prior to the date of application submittal; and
- The number of times the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant has ever been a defendant in any federal or state criminal proceeding or civil litigation as a result of its participation in an internet service infrastructure project funded, in part, through federal or state grant programs, prior to the date of application submittal

- Allens St Martin GUMBO Project Summary attached. - Please see attached Allen's TV Cable / Allens Communications Qualifications and Experience document for further details. Allen's T.V. Cable / Allens Communications has been a Louisiana service provider since 1956 in several Southern and Central parishes of Louisiana and has been providing Internet services for more than 20+ years within these same rural portions of Louisiana.

## Financial Background:

- Provide five years of financial statements, pro forma statements, or financial audits to ensure financial and organizational strength regarding the ability of the applicant to successfully meet the terms of the grant requirements and the ability to meet the potential repayment of grant funds. If the applicant has been in business for less than five years, provide documentation for the number of years in business
- Indicate whether the applicant, a subsidiary or affiliate of the applicant, or the holding company of the applicant has ever filed for bankruptcy

- Please see attached Allen's TV Cable / Allens Communications Financial Statements 2016 to 2020. - Please see attached Financial Background document indicating Allen's TV Cable / Allens Communications has never filed for bankruptcy.

## Partnerships:

Provide the identity of any partners or affiliates if the applicant is proposing a project for which the applicant affirms that a formalized agreement or letter of support exists between the provider and one or more unaffiliated partners where the partner is one of the following:

- a separate private provider of broadband service, requiring a formalized agreement; or
- a nonprofit or not-for-profit, or a for-profit subsidiary of either, and the applicant is:
  - being allowed access and use of the partner's infrastructure, on special terms and conditions designed to facilitate the provision of broadband services in unserved areas, requiring a formalized agreement;
  - utilizing a matching financial and/or in-kind contribution provided by one or more partners, requiring a formalized agreement; or
  - a parish, municipality, or school board, or any instrumentality thereof, may qualify as a nonprofit for the purposes of the GUMBO grant program. Letters of support by a parish, municipality, or school board, or any instrumentality thereof, supporting an application may be submitted as part of an application. A letter of support does not require a formalized agreement.
- Provide a brief narrative explaining how the partnership or affiliation will facilitate deployment and reduce cost per prospective broadband recipient. For applications or project areas where the nonprofit or not-for-profit partner provides only matching financial support, that information can be documented in the budget section within the relevant application or project area.

- Allen's T.V. Cable / Allens Communications will NOT utilize any private, third party service providers or their network infrastructure for its proposed network deployment within GUMBO. Allens will not have any formal partnership agreements with public or private entities for this deployment; however, certain letters of support and in-kind matching funds from the parish are presented in the overall budget section.

For work being performed by Hudson Initiative or Veterans Initiative qualified applicants or contractors, provide documentation and/or a formalized agreement.

Allen's T.V. Cable evolved from our founder and WWII veteran Allen Price, Jr. back in 1956, along with his son, Gregory Price and several other friends and veterans. Allens meets all requirements for Hudson Initiative with being a local, Louisiana smaller service provider with owners and founders all residing here in the state; however, the annual receipts do not allow for classification due the nature of operating a telecommunications company for more than 50+ years. Allens utilizes several existing, local Louisiana utility contractors for its existing ongoing Broadband Extension Program and will expand their services to include additional locations of the GUMBO program accordingly. Again, these contractors meet most of the Hudson classifications but perform large amounts of work within the state to meet all

of the Hudson connections but perform large amounts of work within the state to meet all requirements. Allens will continue to pursue Hudson and Veteran Initiatives wherever possible in its GUMBO program participation. Allens is requesting Hudson and Veteran Initiative information from its current contractors as well as new contractors for each project which may be needed to complete the project in a timely manner. One contractor response (Hudson ID#22733 A.P. Lenard, LLC) is the only information submitted to Allens to-date.

## Project Area

### Assessment of the Current Level of Broadband Access in the Proposed Deployment Area

Describe the current level of service within the area and provide the data source or methodology used to capture this information. Raw data may be submitted as part of the assessment. If data is available to support differences between advertised and transmission speeds, applicants may also submit applications for areas where transmission speeds are less than 25:3 Mbps.

See attached FCC Fixed Broadband Deployment mapping for several locations along this proposed project depicting satellite services and remote wireless.

### Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Standard	100/100	TBD	0	811	76.95
Beyond	150/150	TBD	0	811	96.95
Ultimate	300/300	TBD	0	811	109.95
Gigabit	1000/1000	TBD	0	811	169.95

### Marketing

Provide documentation for applicant engagement to connect consumers with community education forums, multimedia advertising, and marketing programs.

During initial installation of underground conduits, curious residents will inquire as to what is being installed. Contractors inform them and give the business' name (Allens). Interested parties call for information. Occasionally, a connect work order will result or a name and number for future contact will be obtained. Once fiber is spliced and tested, a letter to each household is sent with information on services available and that orders are being taken. Brochures are delivered to area businesses with copies for counter display. No specific publication is available in which to advertise in these areas. As connectivity commences, generally word of mouth becomes the salesman. Allens will also utilize resources available from our vendors such as marketing materials using Calix Marketing Cloud as well as offer broadband locations Calix CommandIQ App to control and enhance their broadband experience. Further information can be provided as needed.

### Adoption

Provide documentation that shows low-income household service offerings, digital equity or literacy support, or programs or partnerships to provide these services. The applicant should also indicate current participation in, or plans to, accept the federal Lifeline subsidy.

Allens offers the government reimbursement 'Lifeline' program to customers who qualify for either of the several low-income requirements that substantiate their qualification status. Allens communicates this program's availability to new customers. Allens does not currently participate in the government 'EBBP' program because of it being a temporary funding program; however, Allens is expecting to offer the new government 'ACP' program after January, 2022.

## **Community Support**

Evidence of support for the project from citizens, local government, businesses, and institutions in the community, including letters of correspondence from citizens, local government, businesses, and institutions in the community that supports the project

See attached letters of support and commitment from the various local government Council's, Jury's and other entities that are requesting Allens to represent their Parish's participation in this GUMBO program. Their endorsement is to secure the necessary funds to finally bring Broadband service to those unserved and underserved areas that are keeping their citizens from advancing with the latest in telecommunications technology, which Allens has committed to deliver through the GUMBO program.

## **Local Workforce**

Documentation of a workforce plan prioritizing the hiring of local, Louisiana resident workers, to include a signed letter of intent with a post-secondary educational institution that is a member of the Louisiana Community and Technical College System, containing an obligation upon the applicant, and contractors or subcontractors of the applicant, to put forth a good-faith effort to hire, when possible, recent graduates of broadband-related programs.

As one of the last local, family owned and operated communication business in Louisiana since the late 50's, Allens has depended on the local work force for its service personnel. From hiring workers directly out of high school and college, from the unemployment rolls, to state job service facilities and from walk-in, Allens had depended on local workers for the operation of its business and Allens had always been an equal opportunity employer. When needed, Allens depends on other local companies for contracted work and emphasizes using the local labor force. The contractor boring in conduit for our system is from Louisiana as is the majority of his employees. Since beginning with our CAF II project, Allens has hired four new employees, all local. Further, if successful with our NTIA and GUMBO applications, we anticipate the hiring of an additional four to six employees and securing another in-State boring contractor, with as many local employees as possible. We also try to buy our materials in-state if available, but definitely from in-country, USA. Allens has contacted the local community college and discussed the possibility of starting a program for the training of telecommunications personnel. Over the years, Allens has performed all training of its personnel in-house. During employee search and hiring, Allens advertises with each of the local high schools in and around its service area, each of the local and state colleges, the local newspapers, television stations, community colleges and the local state job placement office, all in an effort to hire in-state, local workers that helps local families and local economies.

## **Technical Report**

### **Reporting Requirements**

Explain in technical detail the technologies to be used in the proposed project and the broadband transmission speeds offered to prospective broadband recipients as a result of the project. If it would be impracticable, because of geography, topography, or excessive cost to design a broadband infrastructure project that would deliver 100:100 Mbps, the applicant must provide an explanation. Transmission speeds of 100:20 Mbps are the minimum allowable under this grant

program.

- Allens proposes a wired infrastructure broadband deployment by installing a total underground passive optical network (PON) from its existing network out to prospective rural locations. Allens will primarily use XGS-PON technology to easily offer speeds at 100:100 Mbps all the way up to and beyond 10Gbps with additional waves of light on the passive network as needed in the future. - Please see Allens Technology and System Design attached for full technical description.

Explain the scalability of the broadband infrastructure to be deployed to meet future bandwidth needs.

- Please see Allens Network Scalability attached.

Provide a proposed construction timeline and duration of the deployment project period. The deployment project period is the time from award of the grant agreement to the time that service is available to the targeted prospective broadband recipients under the grant. Describe estimated timeline, deployment roll-out and number of end-users to be served in each phase (10 percent, 35 percent, 60 percent, 85 percent, 100 percent).

- Please see Allens St. Martin BEP Timeline attached.

**X** **Wired Infrastructure**           **Fixed Wireless**

### **Wired Infrastructure Deployment Reporting Requirements**

Describe the general design of the project and deployment plan and include the following:

- Explanation of the existing networks and equipment to be used for the project. If assets are owned by another entity, explain how they will be used for this project and, if applicable, provide a copy of the agreement between the applicant and the owner.
- Total number of miles of project infrastructure deployment, and the number of miles of project infrastructure deployment accounted for by preexisting infrastructure
- Detailed explanation of how the new or upgraded infrastructure will serve the prospective broadband recipients. In the case of the installation or upgrade of a specific site infrastructure, such as a point of presence or fiber hut (fiber), pedestal (cable), or a remote exchange/DSLAM (DSL), the applicant must include:
  - The number of prospective broadband recipients that will be served by that site infrastructure
  - The distance from the specific site infrastructure such as a POP, pedestal, or DSLAM to the end user(s) and the expected broadband speed that will be effectively delivered
- Detailed description of the design work needed for deployment, such as, but not limited to, pole work, acquiring or updating easements, and/or property acquisition.

- See Allens St. Martin BEP Deployment Narrative attached.

#### **Wired Assets**

<b>Existing Network</b>	<b>Existing Equipment</b>	<b>New/Upgraded Infrastructure</b>	<b>Installation Type</b>	<b>Num of Recipients</b>	<b>Avg Distance in Miles Between Prospective Recipients</b>	<b>Expected Speed</b>
Allens Morgan City Headend	XGS-OLT	FTTx PON	underground conduit fiber	67	12.500	10000

Allens Pierre Part Hub	XGS-OLT	FTTx PON	underground conduit fiber	12	5.800	10000
Allens Arnaudville Hub	XGS-OLT	FTTx PON	underground conduit fiber	732	4.900	10000

## Budget

### Budget

The project budget should reflect all eligible project costs to be funded through the GUMBO Grant Program. Additionally, the project budget should include the minimum provider funding match of at least 20%, any local government funding match from a parish, municipality, and/or school board, or any instrumentality thereof, and the requested GUMBO Grant Program funding.

- See attached Allens St. Martin Budget and Narrative document.

### Proof of Funding Availability

Provide a signed letter of funding availability from each source of funds committed for the project. If loan or other grant funds are pledged, a loan/grant commitment letter from each source of funds must be included. Should an applicant be an awardee of Universal Service, Connect American Phase II, Rural Digital Opportunity Fund, or other federal or non-federal funds for the deployment of broadband service, the applicant shall attest as to whether or not the applicant's GUMBO application and associated project's buildout is dependent upon such awarded funds.

- See attached funding statement from Allens Communications and St. Martin Parish.