Project Information

Company: Advanced Tel, L.L.C.

Project Description

General Info

Project #: 19

Project Name: Downtown Darrow

Total Project Cost:	742,615.00
Total project cost per prospective broadband recipient:	1,938.94
Infrastructure cost per prospective broadband recipient:	600.00
Number of households to be served:	355
Number of businesses to be served:	28
GUMBO cost per prospective broadband recipient:	1,551.15
Number of GUMBO households to be served:	355
Number of GUMBO businesses to be served:	28
General Location/Parishes:	Ascension
Base Speed (Minimum Download/Upload):	100/100
Supported Scalability Speeds (Minimum Download/Upload):	1000/1000

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

Advanced Tel, LLC, has been providing internet services to South Louisiana residents for 26 years – beginning with dial-up services in 1995. Since 2013, Advanced Tel has offered 25:3 speeds to both business and residential customers. Below are year-over-year customer counts (bisected by business and residential data customers): YEAR 2013 2014 2015 2016 2017 2018 2019 2020 2021 RESIDENTIAL 29320 30730 31892 32703 32983 38646 39492 56036 60780 BUSINESS 2306 2599 2573 2628 2686 4803 5282 6536 7372 To-date, Advanced Tel has not participated in a federal- or state-funded infrastructure support programs. Additionally, Advanced Tel (nor any of its subsidiaries, affiliates, or the holding company) has not been penalized or had any penalties levied against the organization for any federal- or state-funded infrastructure support programs. Further, Advanced Tel (nor any of its subsidiaries, affiliates, or the holding company) has not been a defendant in any federal or state criminal proceedings or civil litigation as a result of its participation in an internet service infrastructure project funded, in part, through federal or state grant programs.

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

Financials attached. Further, neither Advanced Tel nor any of its subsidiaries, affiliates or holding companies have ever 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.

Attached is a letter of support from Ascension Parish Schools Superintendent David Alexander regarding the lack of connectivity for Darrow students.

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

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.

Utilizing recent census data and mapping content provided by Cooperative Network Services' Broadband Operations Map, polygon-based lassoing of an under-served area consisting of an area of Darrow, Louisiana (from intersection of Galaxy Blvd./Highway 22 to intersection of Highway 22/Highway 942 eastbound to intersection of Elmo Road/Highway 942) revealed 355 potential GUMBO-qualifying households with 889 residents. (Attached is a spreadsheet detailing the census blocks, number of homes, residents, latitude/longitude coordinates, current providers, providers' respectively proposed speeds, technologies.) Ascension Parish Access Profile - Unserved Residents: 1.03% - Potential RDOF Locations: 107 Affordability: - Median Household Income: $80,527 - Poverty Rate: 9.6% - Digital Literacy - Digitally Illiterate Rate: 15.6%

Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Fiber Lite	35:5	Less than 6 months from initiation of build	None	355	59.00
Fiber Premium	150:50	Less than 6 months from initiation of build	None	355	69.00
Fiber Ultimate	300:50	Less than 6 months from initiation of build	None	355	89.00
Gig Internet	1000:1000	Less than 6 months from initiation of build	None	355	99.00

Marketing

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

Digital era marketing tactics will be readily deployed to this area of underserved residents and will include: - social media (Facebook neighborhood groups, Next Door app) - targeted, geo-fenced digital advertising - waiting list (https://eatelwaitlist.com/#form) - to-the-home direct mail campaigns - door-hangers (if allowed and not prevented by non-solicitation)

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.

Currently, Advanced Tel offers and supports customer enrollment in the following low-income household programs: - Affordable Connectivity Program/Emergency Broadband Benefit Program (EBB) - Current enrollment: 351 - Lifeline - Student Lite (an in-house, company-specific, student discount program rolled out to households beginning September 30, 2020) -- flyer attached)

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

Attached is a letter of support from Ascension Parish Schools Superintendent David Alexander regarding the lack of connectivity for Darrow students.

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.

Best efforts continue to be made on behalf of our Human Resources department who are in constant partnership with a number of high schools, community colleges and 4-year universities to participate in job fairs -- both in-person and virtual -- to share employment opportunities with Advanced Tel (Reserve Telephone Company, EATEL and Vision Communications). Below are recent HR-related outreach and partnerships: - Ascension Parish School Board Career Fair o Traditionally held at Lamar Dixon Expo Center in Fall (usually February) ? NOTE: not hosted in two years due to pandemic o All Ascension Parish high schools participate - LSU: o Traditionally annually held on-site but has been virtual last two years - Southern University: o Traditionally annually held on-site but has been virtual last two years - St. James High School: o Attended in-person on November 18, 2021 - ITI Technical College: o Customer Support team attends bi-annual career fairs – last two years has been virtual - Baton Rouge Community College and River Parish Community College: o Virtual lunch & learn at each facility this year o Planned (on-site/in-person when COVID restrictions lifted) at each college every semester throughout the year.

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.

This network supports Gigabit Passive Optical Networking (GPON), active Ethernet, and optical wave services. The GPON platform delivers voice, video, and broadband services to residential and business customers at data speeds up to 1 Gbps symmetrical. Voice is transported as SIP based VoIP to an integrated access device built into the GPON ONTs, which then converts the signal to analog POTs. Video is delivered as IPTV. The GPON network is deployed using 1:32 optical splits and utilizes 1490nm downstream, 1310nm upstream, and 1550nm for RF overlay. The 32 ONTs on a GPON splitter share 2.488 Gbps downstream and 1.244 Gbps upstream bandwidth excluding the RF overlay. The Active Ethernet network (referred to as Metro-Ethernet in the product and billing data) utilizes the same FTTX dark fiber network to deliver MEF E-Line and E-LAN services at symmetrical speeds from 5 Mbps to 1 Gbps. The optical wave network utilizes the same FTTX dark fiber network to deliver CWDM and DWDM based services at speeds from 1 Gbps to 10 Gbps, primarily for E-Rate and wholesale carrier customers.

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

100% of the CLEC network is fiber based and delivers a mix of GPON, active Ethernet, and optical wave services to business, MDU, and residential customers. The GPON, active Ethernet and optical wave networks deliver the same products and speeds mentioned above.

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).

Dependent on award date, our engineering and construction team is proposing an all-buried/subterranean build to begin within a 2–4-month period (upon award acknowledgement) with an estimated completion time of 6 months or less. Due to the large share of the potential GUMBO-qualifying households located at various point along this proposed build's route, we anticipate construction and installation phases to take place concurrently – with fiber being buried and individual homes/businesses being installed throughout the project. Considering the distance of the fiber being built out (approximately 10.17 miles or 53,700 feet) and factoring in the rate of our fiber teams to cover 1000-1500 feet a day, we're estimating just the construction phase to take at least 10-12 weeks (five days a week). In ideal conditions, our in-house installation and repair teams have the capacity to perform approximately 70 fiber installs/week. Due to the need to either retrofit or completely install ONTs and run buried fiber to each individual household and/or business, our installation team anticipates Construction Phase I - Burial of 25% of 96ct fiber in 1.25" duct Duration: 30 days Installation Phase I – Installation of 25% of Darrow-based customers Duration: 30 days (to begin at day 30 of overall start point/build initiation) Construction Phase II – Continued burial of 96ct fiber in 1.25" duct Duration: 30 days Installation Phase II – Installation of 50% of Darrow-based customers Duration: 30 days Construction Phase III – Continued burial of 96ct fiber in 1.25" duct Duration: 30 days Installation Phase III – Installation of 75% of Darrow-based customers Duration: 30 days Construction Phase IV - Continued burial of 96ct fiber in 1.25" duct Duration: 30 days Installation Phase IV – Installation of 100% of Darrow-based customers Duration: 30 days

_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.

Outside plant design will be performed by in-house engineering and design team utilizing company-provided network technologies. For this particular project, the total mileage of plant fiber to be used is projected at 10.17 miles with an estimated additional 3.83 miles of fiber from the highway-based fiber route (either buried or aerial) to each individual residence's/business' ONT/premise. Public/state right-of-way will be utilized when and if possible to bury project's infrastructure. If burial of infrastructure is not feasible or possible, infrastructure will be aerially installed through agreements with utility partners. Already-existing network is built with redundancies as detailed in the attached Disaster Recovery Plan (below).

Wired Assets

Existing Network	Existing Equipment	New/Upgraded Infrastructure	Installation Type	Num of Recipients	Avg Distance in Miles Between Prospective Recipients	Expected Speed
Already-existing pedestal located at 38422 Dennis Rd, Darrow, LA 70725	Already-existing pedestal located at 38422 Dennis Rd, Darrow, LA 70725	10.17 miles of 96 count fiber in 1.25	fiber to the home/premises	383	0.036	100:100 (base), 1000:1000 (scalable)

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 budget

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.

N/A -- self-funded