

# Project Information

**Company:** Cox Communications Louisiana, LLC

## Project Description

### General Info

<b>Project #:</b>	227
<b>Project Name:</b>	Cox Communications - St. Martin Parish
<b>Total Project Cost:</b>	544,915.00
<b>Total project cost per prospective broadband recipient:</b>	5,239.57
<b>Infrastructure cost per prospective broadband recipient:</b>	4,826.01
<b>Number of households to be served:</b>	89
<b>Number of businesses to be served:</b>	15
<b>GUMBO cost per prospective broadband recipient:</b>	1,195.15
<b>Number of GUMBO households to be served:</b>	89
<b>Number of GUMBO businesses to be served:</b>	15
<b>General Location/Parishes:</b>	St Martin
<b>Base Speed (Minimum Download/Upload):</b>	250:250 Mbps
<b>Supported Scalability Speeds (Minimum Download/Upload):</b>	1000:1000 Mbps

### 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

See Attached

## 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

In accordance with §307.A.2., attached are five years of audited financial statements (audited by Deloitte and Touche LLP) for Cox Communications, Inc. Cox Communications Louisiana, LLC is a wholly-owned subsidiary of Cox Communications, Inc. These financial disclosures are not publicly available and are confidential.

## 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.

NA

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

Cox previously has done business with a Hudson Initiative business. At this time, Cox has not entered into any formalized agreements with a Hudson Initiative or Veterans Initiative qualified applicants or contractors, but Cox has a longstanding Supplier Diversity program in place that we plan to utilize. Cox believes that diversity improves our business, strengthens our communities and contributes to the economic well-being of an increased number of businesses and their employees. We value and actively encourage the use of qualified minority owned (MBE); women-owned (WBE); lesbian, gay, bisexual, and transgender (LGBTQ); veteran, service-disabled veterans, and disability-owned businesses in our companywide purchasing process. Through our formal corporate procurement process we seek out mutually beneficial partnerships with suppliers who offer high-quality, competitively priced products and services, and who provide excellent customer service. Cox is continuously improving and investing

and services, and the provide excellent customer service. Cox is continuously improving and investing in our Supplier Diversity program. In 2014 Cox sought to completely transform it into a "best-in-class" program by re-defining its guiding principles with the help of DiversityInc and adding an impressive additional \$140,000,000 to supplier diversity spend over the previous year. 2015 saw Cox centralize all supplier diversity data, establish a business unit outreach program, expand the mentoring program and award Cox's first contract to an LGBTBE. In 2016, Cox continued its increased commitment by establishing procurement readiness workshops for diverse-owned businesses and enhancing diverse supplier identification integrations with sourcing processes to enable the program to operate at peak performance in 2017. Cox increased diverse supplier spend by \$503,000,000 in 4 years while expanding the supplier diversity program team, executive commitment, capabilities, diverse supplier relationships, partnerships and community impact. In 2018, Cox increased total supplier diversity spend by \$25,000,000 year over year, achieved an all-time best diverse percentage of discretionary spend of 28% and received another Top-5 recognition in DiversityInc's Top Companies for Supplier Diversity. Cox has maintained an outstanding history of developing and supporting a variety of DBE participation programs, including our all fees paid Small Business Growth Academy at Delgado Community College in New Orleans, and will continue to invest in the ongoing success of the DBE community.

## 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.

Please see attached.

### Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Preferred	250:250 Mbps	Service launch	Cox offers a monthly data allowance 1.25TB. While this meets the needs of more than 95% of our custo		49.99
Ultimate	500:500 Mbps	Service launch	Cox offers a monthly data allowance 1.25TB. While this meets the needs of more than 95% of our custo		69.99
Gigablast	1000:1000 Mbps	Service launch	Cox offers a monthly data allowance 1.25TB. While this meets the needs of more than 95% of our custo		99.99

### Marketing

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

Cox employs a number of methods for creating awareness and educating customers on the benefits of our broadband and other services. This includes mass tactics (one to many) such as television, radio, and bill boards. Additionally, Cox will use one-to-one tactics including direct mail, digital and social advertising. We also partner with schools, non-profits and community groups to support awareness of our affordability initiatives, such as Connect2Compete, using on-site events, handouts and other communications. Cox has not yet developed its marketing materials for use in its proposed expanded areas but attaches examples of market offers and materials that currently are used for existing customers.

## **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.

Please see 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

Please see attached.

## **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.

Cox will put a good faith effort into hiring local, Louisiana resident workers, to include recent graduates of broadband-related programs, when possible and in accordance with all federal and local law and internal company hiring guidelines. If awarded GUMBO grant funding, Cox will comply with all reporting requirements, upon request, as detailed in GUMBO § 703.

## **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.

Please see attached.

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

Cox intends to bring fiber to the home to the identified expansion areas. Therefore, all speed tiers will be available immediately upon completion of construction.

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).

Construction will commence upon Cox's successful award of GUMBO grant funds and the expiration of the protest period, if applicable. Cox expects construction to be complete within 24 months from the final grant award. All tiers of service will be available upon completion of construction. Cox expects to serve 89 unserved residential homes and 15 unserved businesses in the identified expansion area.

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.

Please see attached.

### Wired Assets

Existing Network	Existing Equipment	New/Upgraded Infrastructure	Installation Type	Num of Recipients	Avg Distance in Miles Between Prospective Recipients	Expected Speed
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### 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.

Please see attached.

### **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.

Please see attached.