

Project Information

Company: Cox Communications Louisiana, LLC

Project Description

General Info

Project #:	251
Project Name:	Cox Communications - Pointe Coupee Parish
Total Project Cost:	19,452,436.00
Total project cost per prospective broadband recipient:	4,021.00
Infrastructure cost per prospective broadband recipient:	3,851.00
Number of households to be served:	4088
Number of businesses to be served:	750
GUMBO cost per prospective broadband recipient:	1,206.00
Number of GUMBO households to be served:	4088
Number of GUMBO businesses to be served:	750
General Location/Parishes:	Pointe Coupee
Base Speed (Minimum Download/Upload):	100/100
Supported Scalability Speeds (Minimum Download/Upload):	2G/2G

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
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Cox Communications is committed to creating meaningful moments of human connection through technology. The largest private broadband company in America, we proudly serve seven million homes and businesses across 18 states. We're dedicated to empowering others to build a better future and celebrate diverse products, people, suppliers, communities and the characteristics that make each one unique. Cox Communications is the largest division of Cox Enterprises, a family-owned business founded in 1898 by Governor James M. Cox. With Cox's expertise and our shared commitment to achieving digital equity, together we can create a broadband network solution that will serve Pointe Coupee Parish and help bridge the digital divide. Cox has been serving customers since 1964, providing telecom services to residents and businesses and has been operating in Louisiana since 1981. Over the years, Cox has demonstrated our continuing commitment to grow by investing more than \$19 billion in the communities we serve to deliver the networks, technology and support that enables a best-in-class broadband experience. Our network is powering remote learning, work from home capabilities, telehealth, remote medicine, business services, and smart community applications. Through partnerships with non-profit organizations across the state, Cox continues to pursue causes that benefit the communities we serve in the southeastern Louisiana areas. Using 3,500 miles of fiber optic cable and enough coaxial cable miles to stretch from Shreveport to New Orleans 45 times, Cox serves more than 500,000 households and nearly 35,000 businesses in Louisiana. Cox directly employs nearly 1,200 workers, generating \$82 million in wage and salary payments annually for the state. Including indirect and induced impacts, Cox's operations generate \$1.7 billion in economic activity, 4,550 jobs and over \$240 million in labor income. In addition, Cox generates \$220 million in economic activity each year from investment in technology infrastructure, creating an additional 1,500 jobs and more than \$75 million in wage and salary payments to Louisiana's working families. Cox also pays over \$50 million in taxes that help to fund critical state and local government services, while also donating more than \$5 million in charitable gifts to local causes each year. Through organizations like BE NOLA, Baton Rouge Soldier Outreach, and the Children's Defense League, Cox is actively working in the community to address critical issues related to diversity, equity and inclusion. Cox is a recipient of multiple federal and state awards in support of broadband expansion to un- and underserved areas in Virginia, Arizona, Louisiana, Nebraska, Georgia, Arkansas, Florida, and Kansas including the Rural Digital Opportunity Fund (RDOF), American Rescue Plan Act (ARPA), State and Local Fiscal Recovery Funds (SLFRF), Virginia Telecommunications Initiative (VATI), Nebraska Broadband Bridge Program (NBBP) and the Capital Projects Fund (CPF). Since 2021, Cox successfully secured more than \$80M to subsidize expansion projects totaling nearly \$174M that, upon completion, will result in connecting 26,000 previously un- and underserved homes and businesses to gigabit broadband speeds. In addition to these 23 awarded projects, we have several more applications currently in different stages of the review and award process. Cox has not been required to pay any penalties relative to internet service infrastructure projects funded, in part, through federal or state grant programs. Cox has not 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.

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 and proprietary information that is not subject to public disclosure. These statements clearly demonstrate Cox's financial wherewithal to support the \$13,616,736 private investment needed to complete the network expansion to Point Coupee but also to sustain the ongoing costs of owning, operating, maintaining, and upgrading the network in perpetuity. Additional proof of financial and organizational strength can be made available upon request. Cox 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.

Cox is applying for funding as a sole private provider and will not be partnering with any other providers of broadband service, a non- or not-for-profit, or a for-profit subsidiary of either.

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

Cox has an active contract with J.C. Compton, a Veteran-owned/certified business located in New Orleans, for special projects and business-as-usual projects in Louisiana. We also have an active contract with woman-owned vendor Infinite Communications who is also supporting both special and business-as-usual outside plant projects. At the time of this applications, J.C. Compton and Infinite Communications are pursuing their Hudson/Veteran certifications and registering in the state of Louisiana. Cox takes great pride in utilizing SWAM and Veteran-owned subcontractors where possible. Cox maintains its own award-winning Supplier Diversity Program to make a good faith effort to utilize veteran, small, women-owned and/or minority-owned business subcontractors. Cox has ranked within the first 25 of the DiversityInc's Top 50 companies each year since 2006, including recognitions for our Supplier Diversity Program. Cox's Supplier Diversity Program is designed to reach out and find SWAM suppliers and engage them throughout all aspects of our business operations. Highlights of our outreach efforts and diverse supplier acquisition process: • Membership and participation in the National Minority Supplier Development Council (NMSDC). • Attendance at numerous local and national conferences as a member of NMSDC to meet new sources of small and minority owned businesses. • Advertisement of our interest in partnering with small and minority owned businesses on www.cox.com. which allows these businesses to register their interest in doing business with us. •

Membership in the National Minority Supplier Development Council (NMSDC) and Women's Business Enterprise National Council (WBENC). Our operations are automatically eligible to participate in the activities of their local NMSDC-affiliated Councils and have access to certified minority businesses in their areas. • Participation in Minority and Small Business trade fairs including exhibiting at the NMSDC National Trade Fair. • Increased Minority Supplier involvement in our contract bid process including Reverse Auction participation for major supply contracts. • Host of supplier diversity expos including the Cox Supplier Diversity Expo and Cox Supplier Technology Expo on an on-going basis to identify new partnerships with small business and diverse subcontractors. Internal efforts to guide and encourage purchasing personnel: • Cox provides training in all our markets regarding our Supplier Diversity program. • Cox encourages each individual market to increase their use of small and minority owned firms and sends out a report each quarter to show how well each market is doing in that regard. • Cox reports on its Diversity Supplier program success companywide as well as by individual market. Cox has appointed Supplier Diversity Coordinators in our field offices to assist our Corporate Supplier Diversity Manager in developing local programs.

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.

Prior to the Point Coupee Parish/False River project area being identified as the area of focus in this special round of GUMBO funding, Cox had identified this area of Louisiana as an underserved area in the state based on FCC mapping data. We performed due diligence to confirm the area is not designated to receive funding through Universal Service, Connect America Phase II, Rural Digital Opportunity Fund, or other federal or non-federal funds.

Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Multi-Gig	2Gbps/2Gbps	upon completion of construction	1.25TB (1,280GB)	4838	149.99
Gigablast	1Gbps/1Gbps	upon completion of construction	1.25TB (1,280GB)	4838	119.99
Ultimate	500Mbps/500Mbps	upon completion of construction	1.25TB (1,280GB)	4838	99.99
Preferred	250Mbps/250Mbps	upon completion of construction	1.25TB (1,280GB)	4838	83.99
Essential	100Mbps/100Mbps	upon completion of construction	1.25TB (1,280GB)	4838	49.99
Connect Assist	100Mbps/100Mbps	upon completion of construction; eligibility required	1.25TB (1,280GB)	4838	30.00
Connect to Compete	100Mbps/100Mbps	upon completion of construction	1.25TB (1,280GB)	4838	9.95

Marketing

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

Cox actively promotes its products and services in the areas it serves through a multi-faceted marketing strategy that includes both direct and indirect sales, static and mobile outdoor billboards (where applicable and feasible), digital advertising and television commercials. This build will benefit from all national and local advertising investments by Cox. In addition to traditional marketing, Cox is also a strong supporter of local businesses and nonprofits at events and venues large and small that attract attendees regionally, as referenced in other sections of this response, exposing them to the Cox brand and services. Cox also has a YouTube channel that serves as a platform for sharing commercials, PSAs, and product highlights, but also houses “how to” and troubleshooting videos to support the customer experience. We recognize that access is just the first step for connectivity. To further support adoption, Cox understands that it is important to develop grassroots connections and relationships with other organizations committed to bridging the digital divide in addition to traditional marketing and sales strategies. Over the past few years, Cox has established more than 170 national and local partnerships to collaborate on this initiative. Our vital national partnerships include Connect Home USA, Everyone On, American Library Association, Common Sense Media, Boys and Girls Clubs of America, and Big Brothers/Big Sisters. In addition, Cox always pursues new partnerships and has recently onboarded five new national organizations, supported by an online portal designed to recruit new partners. The program provides a marketing kit for non-profit partners who serve the targeted low-income segment to promote our programs to eligible households. This effort brings private and public sector business leaders together to work on solutions to improve digital inclusion. We also share the availability of these partnerships and programs through PSA campaigns that air on a generous rotation across our cable channels. During the construction process, Cox actively engages residents using one-to-one tactics including door hangers, direct mail, digital and social advertising. We also utilize yard signs and A-frame boards directing residents to our website so they can explore service options, sign up for service using our online portal, or find contact information to connect with a representative. Attached are examples of marketing materials currently being used in our expansion areas in other parts of the country; these materials will be leveraged to communicate our expansion in Point Coupee upon a successful grant application and signed contract with the state.

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.

Cox approaches digital equity holistically, focusing on access, affordability, and digital literacy. This is how we're making a difference: 1. Connect2Compete: Established more than a decade ago in 2012, the Connect2Compete Internet package from Cox opens a world of opportunity for families by providing 100Mbps/100Mbps home internet for only \$9.95/mo. The package includes a wifi modem and installation at no charge, making it economical to stay connected. Connect2Compete is available to households with at least one K–12 student who currently participate in one of the following programs: (1) National School Lunch, (2) SNAP, (3) TANF, (4) Head Start, (5) WIC, (6) Low Income Home Energy Assistance Program (LIHEAP) and (7) Public Housing. 2. ConnectAssist: Cox has enriched its affordability portfolio by expanding its low-cost internet offerings to include ConnectAssist. The new offering is one of Cox's many efforts to create digital equity and is designed for low-income households not eligible for the K-12 focused Connect2Compete, such as seniors, college students, and single adults. The ConnectAssist internet package provides customers with internet access and a modem rental for \$30/month plus taxes and provides speeds up to 100 Mbps/100 Mbps. Eligible customers can sign up at cox.com/connectassist and are not required to go through credit checks, commit to term agreements, or pay deposits. Other key

program features include (1) EasyConnect self- installation or \$20 professional installation; and (2) access to Wifi Hotspots, Cox Security Suite Plus and Digital Academy. 3. Affordable Connectivity Program (ACP): Cox is a participant in the FCC's Affordable Connectivity Program. Eligible households with active Cox Internet service enrolled in the ACP will receive up to \$30 off their monthly bill based on their current internet service and equipment rental, or up to \$75 if customers live on a tribal land while the program is in effect. 4. The Digital Academy is the digital literacy arm of Cox's affordability program designed to connect families, educators, community leaders and students with free access to tips, educational videos and tutorials to ensure safe and effective online behavior. Available online at Cox Digital Academy | Digital Literacy Training (<https://www.cox.com/residential/internet/connect2compete/digitalacademy.html>) this platform is available to all at no cost and is continuously updated with fresh and relevant information. 5. PCs for People – Through our association with PCs for People, eligible families now have access to quality equipment that's affordable. Desktop computers start at \$75 and laptops start at \$100. Families that qualify for ACP may also apply for a one-time equipment credit bringing the total out of pocket cost for equipment to \$0 when purchased through PCs for People. 6. Cox Technology Centers/Innovation Labs: Cox Technology Centers and Cox Innovation Centers provide a variety of resources including internet connectivity, homework assistance, workforce development, STEM curriculum, and digital literacy. In Louisiana alone, we have partnered with organizations such as the Boys and Girls Clubs, the Salvation Army and the Hispanic Chamber of Commerce Foundation. Cox funds new labs in our service areas every year. 7. Cox Charities: Cox Charities has been committed to building, strengthening and investing in Louisiana's communities by raising and granting funds over and above the company's charitable contributions to support Louisiana nonprofit organizations. The campaign, which launched in 2015, empowers employees to strengthen their communities by providing critical support for programs that positively impact people in the areas of education, technology, social issues, conservation and the arts. Each year, Louisiana employees generously contribute tens of thousands of dollars to the Cox Charities fund to financially support schools and nonprofit groups throughout the state. To further support adoption, Cox understands that it is important to develop grassroots connections and relationships with other organizations committed to bridging the digital divide in addition to traditional marketing and sales strategies. Over the past few years, Cox has established more than 170 national and local partnerships to collaborate on this initiative. Our vital national partnerships include Connect Home USA, Everyone On, American Library Association, Common Sense Media, Boys and Girls Clubs of America, and Big Brothers/Big Sisters. In addition, Cox continually pursues new partnerships and has recently onboarded several new national organizations, supported by an online portal designed to recruit new partners. The program provides a marketing kit for non-profit partners who serve the targeted low-income segment to promote our programs to eligible households. This effort brings private and public sector business leaders together to work on solutions to improve digital inclusion. Cox also has Digital Literacy Training as referenced above. It is our hope that as a recipient of these grant funds, we will work together on a public relations plan to announce the grant award and the extension of services throughout the parish to bring awareness to the residents. Activities could include a joint press release, digital and social media announcements, and a public media event announcing the partnership. Cox Communications Louisiana is a current participant in the federal Lifeline subsidy.

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

Cox has a long-standing history of serving residents of Louisiana with best-in-class broadband service. Letters of support from Pointe Coupee Parish President Major Thibaut, Senator Kleinpeter and Mayor Smith, City of New Roads are attached to reinforce the support of this broadband project. We also received a letter from South Louisiana Community College not only recognizing our partnership to launch a Fiber Optic Broadband Program this summer, but also highlighting our dedication to bridging the digital divide through our digital equity programs and participation in the federal ACP.

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.

To support the increasing demand for a skilled workforce in the broadband industry, Cox recently expanded its 10-year partnership with SLCC to develop and implement SLCC's new Fiber Optic Broadband Program. This \$75,000 investment enabled SLCC to launch a focused train-to-hire program that will prepare students for a career in fiber optic technology and beyond. The first cohort, which launches this summer, already has students signed up and an instructor in place. Some additional details about the South Louisiana Community College's Fiber Optic Technician Training Program:

- o Program to train and fill fiber optic tech positions – partnership with Field Services/Construction
- o Cox provides financial support for hiring instructors, buying equipment, supplies and machinery for hands-on learning
- o Cox donates refuse material for training
- o Includes a job shadowing program so students can experience first-hand the work of an entry-level tech
- o Both the Fiber Optic Tech Program and the Power Lineman Program at SLCC equip students with skills and certifications. While we do not offer guarantees of employment, Field Services and other applicable managers offer graduates information and answer questions about job openings at Cox. Cox was also named benefactor of the year in 2021 by SLCC for our ongoing commitment to building a better future for the next generation. In addition to our partnership with SLCC, Cox remains committed to 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 the GUMBO rules. Cox Talent Management teams engage in extensive outreach with a heavy focus on recruiting events focused on former military personnel, economically disadvantaged communities, minorities, women, and disabled candidates. We also partner with agencies such as the National Urban League, various colleges and vocational programs as well as workforce agencies, economic development counsels, and chambers throughout our footprint to post positions and hire local talent. Cox's field services manager, Sam Randolph, also sits on the SLCC advisory board, providing key insights to shape programs and Cox complies with all applicable employment and labor laws, as well as all applicable regulations wherever it constructs its network. For the fourth year in a row, Cox has been certified as a "Great Place to Work" by Great Place to Work®. This coveted, research-backed award globally recognizes Cox as a workplace committed to a great employee experience. To earn the Great Place to Work certification, GPTW gathered extensive feedback from thousands of randomly selected employee surveys.

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.

Fiber to the Home networks (FTTH) offer the best solutions to equip the residents of Louisiana with reliable broadband now and scalability in the future; therefore, Cox is proposing to build a primarily underground FTTH network, which offers symmetrical multi-gigabit data speeds to each customer. FTTH networks leverage a point-to-multipoint protocol called PON (Passive Optical Network) for distribution via passive optical splitters. There are multiple types of PON; since 2014 Cox has been deploying GPON (Gigabit PON) exclusively for residential services, and in Q1 of 2021 we began to introduce XGSPON (10 Gigabit Symmetrical PON) enabling greater speeds and capacity. We offer a variety of broadband speed tiers, from up to 100Mbps to multi-gigabit to meet our customers' needs. This project will be resilient and sustainable in the long term, and service areas will be managed and maintained through the technical staff we have in the market. Cox's network round trip latency is not more than 100ms to the 95th percentile. Upon completion of construction, all advertised speed tiers will be available to Point Coupee Parish residents within the service area identified in this application.

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

The project proposal in this grant application will benefit from multibillion-dollar infrastructure investments Cox is making over the next several years to build a 10-Gigabit capable, fiber-based network that will power the next generation of internet users. This primarily underground, fiber-to-the-home project will have the ability to deliver multi-gigabit symmetrical speeds to both residential and business customers to support a growing host of high bandwidth applications. In the last 10 years, Cox has invested more than \$19 billion in network and product upgrades to deliver some of the most powerful high-speed internet, TV, phone, and home security and automation services, as well as a growing suite of business offerings such as its cloud and edge services. These strategic investments paid off significantly as Cox's network continued to meet its customers' needs despite the unprecedented surges in internet traffic seen during the COVID-19 pandemic, some which continue today with ongoing work-from-home, learn-from-home, and telemedicine trends. In addition to gigabit speed offers ubiquitously available in Cox-serviceable areas across the country, Cox is recognized by Ookla®, the global leader in network intelligence and connectivity insights, as having the largest GIG network in both Baton Rouge and the State of Louisiana.

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).

The construction process 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 completed in phases over the 48-60 months following the execution of the final grant award contract. All tiers of service will be available upon completion of construction to all serviceable locations within the project area. While the data provided for this project indicates a total of 4,838 unserved residential homes and unserved businesses in the identified expansion area, Cox's analysis reflects a slightly lower number of locations with serviceable structures. We can confirm that the fiber network in this proposal is designed to pass, or provide access to, all 4,838 locations (plus the 750 business locations) identified in this RFP. Our thorough research of this area, however, reflects 4,215 actual residential dwellings that are occupied; the delta of 623 is represented by empty lots and abandoned structures that we could not, in good faith, include in our financial modeling. One of the major factors in determining the timeline for this project is the lengthy process of completing the pre-construction permitting phase and obtaining right of way (ROW) agreements from private landowners. We have made a good faith estimate of 48-60 months based on the current permitting process and the number of potential landowners we anticipate we will have to

negotiate ROW agreements with. Determining the actual number of ROW agreements needed is a two-phase approach that includes hiring a third-party agency to assess the ROW. The information from the third party is then compared to the actual path of construction based on an initial site survey performed by Cox. Once all properties needing a private ROW agreement are identified, our third-party partner is engaged to begin ROW acquisition. The timeline required for this phase of the project is directly tied to the number of landowners we will need connect with to negotiate access. It is our intention to work together with the landowners to expedite the process as much as possible. Only once we've completed the pre-construction permitting process and obtained private ROW access can we begin construction. We plan to complete construction in phases as permits and ROW agreements are in place. We anticipate this project will be completed in six phases that will take approximately eight months each to complete. Start dates will be staggered every three to six months to maintain a steady cadence of construction and homes released for service. At this time, it is difficult to predict deployment roll-out and number of end-users to be served in each phase as a significant percentage of homes in this project area will require private easement access agreements, and as stated above, are all dependent on the homeowner's willingness to negotiate terms and grant access to Cox.

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.

Explanation of the existing networks and equipment to be used for the project: FTTH networks leverage a point-to-multipoint protocol called PON (Passive Optical Network) for distribution via passive optical splitters. There are multiple types of PON; since 2014 Cox has been deploying GPON (Gigabit PON) exclusively for residential services, and in Q1 of 2021 we began to introduce XGSPON (10 Gigabit Symmetrical PON) enabling greater speeds and capacity. Cox FTTx architecture is broken down into two major areas: the Transport Network and the Distribution Network. The Transport Network uses digital Ethernet optics for transport to the targeted area. The shorter-range Distribution network uses a series of passive optical splitters for PON distribution out to each potential customer passing. The demarcation between the Ethernet access and PON distribution domains is an OLT (Optical Line Terminal), which is located within the targeted service area. The OLT defines the type of PON being distributed and is the only active component located in the Outside Plant. Within the Distribution network is another key network element called an ODN (Optical Distribution Network). An ODN in physical form typically is a cabinet containing passive optical components (splitters and/or WDM's), but the ODN also represents a sub-group or boundary of customer passings fed by a common ODN cabinet for network management

purposes. Finally, the CPE (Customer Premise Equipment) termination of the PON network is an ONT (Optical Network Terminal), which converts PON back to Ethernet for handoff to CPE gateway & set-top boxes.?? Our current 5th Generation FTTx Transport Network includes a pair of components called the OCML (Optical Communications Module Link extender) and MDM (Mux DeMux) which make up our standard DAA (Distributed Access Architecture) solution. The OCML will be used to transport up to 40 DWDM Wavelengths (20 channel pairs), redundantly up to 60km. The OCML is located in the headend and the MDM in the field, in the case of FTTx typically the MDM will be rack mounted inside the ODN cabinet. This same DAA solution is used by other architectures, but in this application the immediate use of the OCML/MDM is for backhaul of the OLT uplinks. Additionally, it should also be used as a means to distribute any type of digital Ethernet link into ODN/Node areas, including but not limited to R-Phy Nodes, COI (Cox Optical Internet) links, Carrier & Small Cell links.??? Standards: G.987 PON Standards, IEEE 802.3ae 10Gig Ethernet (to connect back to the Headend) Design Parameters: Cox does not have an oversubscription ratio; we manage the network to demand - when network nears capacity we add. Similarly, Bandwidth consumption is also managed to demand. Total number of miles of project infrastructure deployment, and the number of miles of project infrastructure deployment accounted for by preexisting infrastructure: Cox will be building 176 miles of all new, primarily underground, fiber infrastructure Detailed description of the design work needed for deployment: One of the major factors in determining the timeline for this project is the lengthy process of completing the pre-construction permitting phase and obtaining right of way (ROW) agreements from private landowners. Permitting – any steps that can be taken to pre-plan for the influx of permit applications for this project are strongly encouraged. The Cox team is committed to working with Pointe Coupee to accelerate the process as much as possible without impacting the integrity of the permitting process. ROW access - Determining the actual number of ROW agreements needed is a two-phase approach that includes hiring a third-party agency to assess the ROW. The information from the third party is then compared to the actual path of construction based on an initial site survey performed by Cox. Once all properties needing a private ROW agreement are identified, our third-party partner is engaged to begin ROW acquisition. The timeline required for this phase of the project is directly tied to the number of landowners we will need connect with to negotiate access. It is our intention to work together with the landowners to expedite the process as much as possible. Pole work – The proposal in this application is for a primarily underground network build, however there may be minimal pole work that needs to take place. This is part of the make-ready process and is not expected to negatively impact the timeline for this project. Detailed Business Continuity or Disaster Recovery Plan: Through multi-billion-dollar investments over the past decade, Cox has upgraded our wireline speeds and services to ensure an optimal connection experience for all our customers. All Distribution Major/Minor Field Equipment has an average useful life of 20 years. Our teams work around the clock to ensure peak performance, supporting the increased bandwidth usage that resulted from the shift to learning, working, and managing health from home. This project will be resilient and sustainable in the long term and service areas will be managed and maintained through the technical staff we have in the market. This includes physical maintenance outside of the plant, electronics maintenance, and monitoring and adapting interconnection routes and capacities. Cox's network round trip latency is not more than 100ms to the 95th percentile. Cox does not have an oversubscription ratio; we manage the network to demand - when network nears capacity we add. Similarly, Bandwidth consumption is also managed to demand. Through service experience, we monitor and protect the quality of every customer's service, real time, 24x7x365. Through our automated platforms, from app to IVR to web, customers have capabilities to make payments, identify service impacting outages, manage appointments, as well as complete troubleshooting. However, disasters and business disruptions occur every day. Severe weather, wildfires, cybersecurity incidents, building fires, terrorism, and pandemics are all risks that can impact Cox's businesses and ultimately our customers. For large commercial enterprises like Cox, the need to continue and resume normal operations as quickly as possible is paramount. Significant disruptions can occur at any time. There may be only minutes to respond; how efficiently and effectively the response occurs could mean the difference between success and failure. Disasters can be overwhelming to those affected by them, especially if there is no planning or preparation done in advance. Business continuity planning is planning to survive the disaster or disruption. If there is no plan, the likelihood of surviving is minimal. Careful planning can help ensure that Cox faces the immediate crisis

and the subsequent recovery challenges which must be met to achieve full business restoration. All Cox businesses are required to have a Cox corporate-approved Business Continuity Plan (BCP). Plan maintenance for Cox Communications' plans is required at least twice per year, and large-scale plan exercises are required each year. Cox leaders with business continuity/disaster recovery responsibilities have access to these plans and are designated as BCP Leaders. The current BCP document repository and other tools are available on a company-maintained intranet that is outside of the Cox Communications internal network and housed on redundant servers with geo-redundant failover. Hard copies can be made and kept by designated members of the BCP team, however, accessing this information electronically is best. To access the BCP Website, a Cox employee must be granted access and will utilize their current network username and password. Cox Regions work closely with Cox corporate to maintain and update the BCP on a regular basis. The program continuously reevaluates and refines the business continuity/disaster recovery process, looking for deficiencies and gaps and correcting them through operational modifications or regular updates. Some of the major components of a business continuity program are discussed below.

Management Support- One of the first and most important aspects of an effective program is to have upper management support, commitment and participation in the business continuity program. Without this key component, the program will not be effective or meaningful to the safety of the employee or the business. Executive support from the leadership at Cox, up to the Corporation Board of Directors is one of the major strengths of our program.

Business Communication Advisor - One employee from each business (or two employees for larger businesses) should be designated with primary responsibility and the single point of contact (POC) in coordinating the program. This provides a single point of focus and ensures accountability for coordinating important BC tasks. For further details see Responsibilities- Business Continuity Communication Advisor.

Training- Training is another important aspect of a viable program. If the plan is not reviewed, updated and exercised regularly, it will not work during an emergency. Employees with business continuity/disaster recovery responsibilities should have the appropriate training prior to assuming those responsibilities. Training is to be conducted with individuals as well as in groups to test interrelationships and improve coordination and speed of recovery. Tabletop exercises are an effective means of conducting a group exercise. During a tabletop exercise, a simulated disaster scenario is presented causing a significant disruption to the business. The group in turn utilizes the business continuity plan and works through the various steps in continuing or recovering the business from the disaster scenario. Training is provided at the local level and/or in conjunction with Cox Corporate Security. Upon request, individuals and teams may also request supplemental coaching and consultations with internal BCP consultants. Additionally, we have developed a training plan to be followed over the course of 2 years for any new member of the BCP team. This plan also offers refresher courses for our seasoned members of the BCP team. Training modules currently available include: BCP 101 (An Introduction to Business Continuity) Incident Commander Training Incident Command System Roles and Responsibilities (Various roles) Scribe Role Training Using SendWordNow (Emergency Mass Notification system) Using the Snapshot tool (Gathering Situational Awareness data for emergency events) Using the CoxBCP Website (BCP Plan repository) Using the GETS/WPS tool (provided by Dept of Homeland Security) Using ICS 2.0 (Cox's internal tool for BCP-team communications)

Recovery Resources and Redundancies- Another important element of a business continuity program is to identify and implement business function redundancies or acquire recovery equipment/resources to quickly restore operations during a disaster. Examples include offsite storage of data, highly available configurations, redundant servers, alternate capacities, generators, diverse network routes, etc. •

National BCP Support: All emergencies start as local emergencies, and a robust BCP program at the local/regional level is vital to our business. Cox Communications has a national BCP Program office, responsible to perform threat monitoring, and to work with regional teams on plan development, sharing of best practices, standardization of the program, and to coordinate efforts where a regional activation requires resource coordination with other Cox locations or national resources.

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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None	None	New OLT	FTTH	4838	0.040	up to 2G/2G
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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.

All tiers of service will be available upon completion of construction to all serviceable locations within the project area. While the data provided for this project indicates a total of 4,838 unserved residential homes and businesses in the identified expansion area, Cox's analysis reflects a slightly lower number of locations with serviceable structures. We can confirm that the fiber network in this proposal is designed to pass, or provide access to, all 4,838 locations identified in this RFP. Our thorough research of this area, however, reflects 4,251 actual dwellings that are occupied; the delta of 623 is represented by empty lots and abandoned structures that we could not, in good faith, include in our financial modeling. In the future, should any of these 623 unoccupied dwellings or empty lots become occupied, we will gladly connect the residents to our fiber network upon request. Cox is committed to providing 70% of the project cost, requesting the remaining 30% from this round of GUMBO grant funding.

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.

Cox is the largest private telecom company in America and is the largest division of Cox Enterprises, a family-owned, privately-held, global company founded in 1898 by Governor James M. Cox, that reported \$22B in annual revenues last year. Cox is prepared to invest private capital to fund this expansion project to reach un- and underserved residents in Pointe Coupee Parish. We have confirmed a 70% contribution toward the total project cost of \$19,452,436, requesting the remaining 30% or \$5,835,700 be awarded through GUMBO. As a nationwide company, Cox uses internal employees and corporate contracted resources (as indicated earlier in the application) to complete and perform the proposed work as outlined in this grant application. Cox is able to leverage its scale when it comes to the purchasing of equipment and establishing reasonable contract rates for additional labor as needed. Therefore, we have the benefit of having standard costs that do not have to be tailored for individual projects and do not have to be adjusted based on geographic location, project size, source of funding, or any other factors. Cox has done its due diligence to negotiate rates that reflect a responsible use of resources both for the planning and completion of this fiber broadband expansion project. Contracted rates are considered proprietary.