

Project Information

Company: Sparklight

Project Description

General Info

Project #: 257
Project Name: Sparklight, Arbroth Rd, Glynn LA
Total Project Cost: 223,366.86
Total project cost per prospective broadband recipient: 8,272.85
Infrastructure cost per prospective broadband recipient: 7,886.41
Number of households to be served: 27
Number of businesses to be served: 0
GUMBO cost per prospective broadband recipient: 5,914.81
Number of GUMBO households to be served: 27
Number of GUMBO businesses to be served: 0
General Location/Parishes: Pointe Coupee
Base Speed (Minimum Download/Upload): 100/100 Mbps
Supported Scalability Speeds (Minimum Download/Upload): 1G/1G

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

-Sparklight has been providing broadband for over 20 years. -History of households with broadband, by year of service: December 2018 = 663,000; December 2019 = 773,000; December 2020 = 857,000; December 2021 = 1,055,000; December 2022 = 1,060,000 -2 completed infrastructure projects funded in part by state and federal grants: Arizona Commerce Authority - 2019; Arkansas Rural Connect Program - 2020 -Project nature and results if funded by federal or state grant programs a. ACA – \$1M grant was awarded to build a FTTP ePON architecture to cover 600 business passings. Project was complete in June 2021. Total project cost is \$2.8M. b. ARC - \$1.4M grant was awarded to build a FTTP ePON architecture for Ogden and Wilton AR which has 350 household and business passings. Project was complete in in October 2021. Total spend was \$1.8M. -Sparklight has not been penalized for any projects funded by either state or federal grants. -Cable One has never been a defendant in any federal or state criminal proceeding or civil litigation as a result in participation in an internet service infrastructure funded by a grant. -Please reference Attachment 307-1, Attestation for Federal and State Labor Laws submitted herewith.

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

-No other parties are providing financial or in-kind support for the broadband infrastructure funding other than Cable One, Inc. dba Sparklight. -Cable One, Inc. has not filed 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.

No partners

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

-Sparklight is providing certification documents for subcontractor, provided under separate cover attached herewith.

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.

-27 homes located on Arbroth Rd and Manchester Ln in Glynn, LA. According to the FCC National Broadband Map, there are no wireline or fixed wireless service providers. These homes are classified as Unserved

Services

Provide a description of service options to be provided:

Service Name	Upload/download speed	Date of 1st Availability	Data Cap	# of recipients	Price
Residential Fiber 100	100/100 Mbps	12/1/2024	350 GB	27	65.00
Residential Fiber 300	300/300 Mbps	12/1/2024	700 GB	27	75.00
Residential Fiber 600	600/600 Mbps	12/1/2024	1,200 GB	27	85.00
Residential Fiber 1G	1000/1000 Mbps	12/1/2024	Unlimited	27	105.00
Business Fiber 100	100/100 Mbps	12/1/2024	Unlimited	27	85.00
Business Fiber 300	300/300 Mbps	12/1/2024	Unlimited	27	180.00
Business Fiber 600	600/600 Mbps	12/1/2024	Unlimited	27	400.00
Business Fiber 1G	1000/1000 Mbps	12/1/2024	Unlimited	27	800.00
Business Fiber 2G	2000/2000 Mbps	12/1/2024	Unlimited	27	1500.00

Marketing

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

Sparklight deploys multiple marketing tactics to encourage adoption which is in the best interests of both the community and Sparklight. The first tactic begins at the time of construction. Mailers are sent to announce construction to the community with information on how to contact Sparklight for more information or if an issue develops during construction. As the crews begin, door tags are used when practicable to again provide contact information with questions or concerns. After construction is complete, both mailers and digital tactics to provide information to prospective users. An example of a tactics and some graphics is as follows: Residential Market Expansion Goal: Create awareness of Sparklight’s fiber internet service to new markets. Fast, reliable fiber internet with symmetrical speeds. Objective: Create a cadence of messages to residents when fiber interenet is available to their home. Tactics initially focused on direct mail and will include digital and billboards as a larger area is ready for activation. Introduction into the market: Press release announcing fiber internet service is coming and creation of web site to inform customers of what to expect during construction. Additionally, postcards

are mailed to area prior to construction to remind them that Sparklight is bringing fiber internet to their home and that they will see crews working in the area. Direct Mail: A series of direct mail pieces to communicate to customers before construction begins, when services are soon to be ready and when fiber internet is available. Once an area is activated, residents will receive direct mail approximately every 2 weeks, eliminating those that sign up for service.

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.

Sparklight is proud to participate in the FCC Affordable Connectivity Program (ACP) to help provide fast and reliable connectivity to customers struggling to afford Internet service. We are committed to narrowing the digital divide, and the FCC Affordable Connectivity Program aligns with our purpose of keeping customers and communities connected to loved ones, work, and school. Eligible participants can apply this subsidy to any of our available service plans.

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

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.

Sparklight is committed to hiring qualified candidates locally. As a matter of fact, Sparklight is having trouble in recruiting talented individuals and would welcome a partnership with an organization like Louisiana Delta Community College. Sparklight had a discussion with the College about recruiting and there was a favorable response. Sparklight offers wages at the prevailing rate but more importantly, also offers excellent benefits like Healthcare, Life Insurance, Disability benefits, 401k, an opportunity for advancement. Training is critical aspect for Sparklight with multiple online courses and as well as SCTE certification for local technical support.

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.

Sparklight is proposing an all Fiber to the Premises ePON architecture for these households within these areas. ePON (ethernet Passive Optical Network) has an architecture with no active elements except at the Optical Line Termination (OLT). The OLT is the endpoint of the Passive network and from this point to the customer modem provided by Sparklight, there are no actives in the system. This means no power interruptions in the network between the customer and the OLT. Sparklight will build distribution fiber to a centralized point within the area, typically 200 to 500 passings, from which fibers to terminals (terminals are equivalent to connectors outside the premises) near the household and businesses. When a household signs up as a customer, a fiber drop is taken from the terminal to the side of the structure. At that point a housing (a small box) is attached to the structure and fiber is then run into the household or business directly to the Sparklight provided modem. This provides a fiber network end to end. Initially, Sparklight will offer speeds to households of up to 1 Gbps symmetrical and for businesses up to 2 Gbps symmetrical. Through user feedback, we have seen households do not require more than the 1 Gbps but as needs grows, Sparklight is prepared create additional speed levels which would simply be a modem change out. Additionally, the OLT equipment being deployed can go up to 10 Gbps. The Calix manufacturers literature is attached under separate cover, refer to Attachment 311-1, Calix Manufacturer Data Sheets submitted herewith. Several important aspects regarding Sparklight's solution. First, because this is an all-fiber deployment, reliability is much better than twisted copper pairs or the Hybrid Fiber Coax networks. No loose connectors, no grounding issues, no weather-related expansion, and contractions. Second, since Sparklight bypasses all the internal wiring inside the home or business which may be decades old, it provides a new, all fiber end to end connection.

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

With an all-fiber solution, Sparklight will introduce products which go up to 1 Gbps for residential and 2 Gbps for businesses. The electronics being deployed can reach 10 Gbps now with a change out of modems. Beyond that, because of the fiber deployment, it will be electronics change out, not the network fabric. Additionally, for key industries like healthcare, financial, government, education and cellular back haul, enterprise type services up to 100 Gbps will be available.

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).

Sparklight expects this project will be completed in 12 months or less. All 27 homes will receive service available within 30 days of each other. Project gantt chart is included in Sparklight's response document submitted herewith.

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.

The overall general design consists of constructing a Last Mile aerial fiber network and connecting to an existing 14+ mile Middle Mile network, as well as electronics to enable an ePON architecture. In each community, a distribution network will be built out to a cabinet. Fibers then are distributed from the cabinet to approximately 200 to 500 homes and businesses. This is called the Fiber Distribution Area. Near each household or business, an optical terminal is place. When installing a new customer, a fiber drop is run from the household to the terminal as well as installing the housing and internal fiber in the customer premises. a. Because of proximity to Sparklight’s existing infrastructure, this project area does not require a prefab building to house the ePON OLT. Additional electronics will be added to the New Roads headend to support the FTTP architecture in this area saving additional costs and establishing an opportunity to continue expanding FTTP services within the New Roads area in the future. Sparklight is not relying on the assets from any other entity other than ROW permission of the various permitting authorities. These assets will be owned and maintained by Sparklight. b. Below is Chart C.2 which highlights miles of fiber to be constructed in this project. Sparklight will be using 14+ miles of existing Middle Mile infrastructure to connect this Last-Mile build with services. a. 27 households to be served. While no vertical infrastructure is necessary (tower), there is a structure requirement for PON in this project. b. The distance of the fiber drop varies depending on the location of the home from the street where the aerial infrastructure will be located, as you can see in the design map image below. Regardless of the distance, each residence will have access to symmetrical speeds up to 1G/1G through this project. A preliminary design has already been created for this response to show coverage area as well as crate a Bill of Materials. Once the grant is awarded, a Walk Out of the design path will be performed to gather exact footages, identify permitting required for underground right of way and identify any obstacles which will require special permitting such as bridges, railroad, and protected areas. Based on walkout information, a final design will be created, and the permitting process will begin with the various authorities.

Wired Assets

Existing Network	Existing Equipment	New/Upgraded Infrastructure	Installation Type	Num of Recipients	Avg Distance in Miles Between Prospective Recipients	Expected Speed
Fiber		New	FTTP	27	0.090	1G/1G

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.

Arbroth Rd, Glynn LA Eligible Costs Budget Walkout/Design/Project Management/QC \$20,799.00
Permitting/Make Ready \$28,870.90 Aerial Labor \$46,540.55 Aerial Materials \$57,014.62 Fiber Costs
\$36,982.15 Contract Fiber Splicing \$3,090.00 Terminals/Fiber Tails/Cabinets/Taps \$5,473.42
Warehouse/Staging \$3,605.00 Electronics for Market Routers/Switches \$10,557.50 Total Eligible
(Infrastructure) Project Costs \$212,933.14 Ineligible Administrative Costs \$10,433.72 Total Project Costs
\$223,366.86 Prospective Broadband Recipient 27 Total Project Cost per Passing \$8,272.85 Infrastructure
Cost per Passing \$7,886.41 Sparklight Funding Percentage 25% GUMBO Cost per Passing \$5,914.81

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.

Signed Resolution of Offeror enclosed