PROJECT NARRATIVE

1. *Project Description and Timeline*
   Project Narratives must include a "Project Description and Timeline" for both ABDG-Rural and ABDG-Urban applications. Provide a detailed description of the infrastructure improvements for which funding is required, including:
   - The nature of the improvements:

Cox Response: Cox is prepared to upgrade the existing Wickenburg broadband network from 750MHz to 1.0GHz and a new, increased upstream of 5-85Mhz. Additionally, Cox is prepared to extend to include Rancho De Los Caballeros, Las Casitas San Juan Central, and Vista Royale.

The proposed Wickenburg upgrade and expansion will enable a future state of 1Gig download residential speeds, and greater bandwidth and faster speeds for commercial accounts. Upon completion of the project, the upgrade and expansion will pave the way for the future launch of 10 gigabit residential speeds. In order to achieve this, Cox will replace approximately 100% of the existing HFC network with a hybrid network consisting of 67.75 miles of coaxial cable. Additionally, the network expansion will add 21.16 miles of new fiber cable and 8.13 miles of new coaxial cable.

Cox will also standardize and replace the current network equipment with state-of-the-art technology as well as include new equipment in the expansion areas. By standardizing the network equipment, Cox will be able to maintain and service the network more effectively, because the Wickenburg network will contain the same cutting edge technology used in all other Cox markets.

- How the proposed project addresses the broadband needs of the area(s) that it serves:

Cox Response: High-speed broadband provides economic and educational opportunities for small communities such as the Town of Wickenburg. In fact, ***Arizona's Governor Doug Ducey clearly recognizes this reality as Arizona's 2018 Broadband Strategic Plan calls broadband "integral to education and job readiness, commerce, public safety, healthcare, infrastructure, research, government and just about every other factor of today's life."*** Robust broadband access for all Arizonans is essential to reaching the governor's top five priorities: educational excellence, 21st Century economy, protecting our communities, fiscal responsibility, and happy and healthy citizens.

Four years ago, Wickenburg's Economic Development Advisory Commission hosted a community town hall event to discuss key priorities for the town. This community engagement resulted in a report called the Wickenburg Town Hall 2017 Summary and Consensus Statements, highlighting community needs such as work force growth, business retention and attraction, and better access to technical and career training.

Wickenburg's ability to achieve their goals outlined in the 2017 report hinge on having an upgraded and more robust broadband network, as well as expanding into areas of the Town that have either no, or very slow, broadband speeds.

- Number of community anchor institutions served: **Cox Response:** Cox will be able to serve any anchor institutions located within the upgraded and expansion areas proposed in this grant application.

- Number of households served: **Cox Response:** The number of residential dwellings include:
  - For the upgrade of the existing network: 4,096 houses AND 680 multiple dwelling units
  - For the expansion area: 425 dwellings
  - The TOTAL residential units covered: 5,201

- Number of businesses served: **Cox Response:** 486 commercial

- Total population served: **Cox Response:** A total of 5,687 doors passed (upgraded area + expansion area)

- The anticipated economic development benefit achieved by construction of such improvements:

Cox Response: The network upgrade and expansion would support:

- Workforce development, enabling technical and career training for youth and adults
- Work-from-home capability and virtual job opportunities
- On-line schooling and on-line educational opportunities, increasing opportunities for higher education attainment without having to commute over 40 miles to the nearest college
- Business retention, creating digital equity and allowing local businesses to compete globally
- Business attraction, with specific emphasis on the health care, manufacturing and technology industries
- Business incubation where there is access to technology, training and the global economy

- Total miles of fiber to be installed:

Cox Response:

- For upgrade area: approximately 67.75 miles of coax equipment replacement
- For expansion areas: 8.13 miles of new coax cable AND 21.16 miles of new fiber to reach unserved and underserved areas

- Location of new fiber (aerial, underground or both?):

Cox Response: The construction to be undertaken will include both aerial and underground fiber installations.

- Stated commitment to operate and maintain the network for a minimum of five (5) years upon completion of the improvements:

Cox Response: Cox Communications will build and retain ownership of the proposed network upgrade and expansion, and will offer for sale to the area its broadband services. Cox's delivery of broadband services to the community is crucial and necessary, as the revenue from the sale of such services is calculated as part of our financial modeling in this grant application.

- The party or parties that will perform the infrastructure construction (if known):

Cox Response: When building and expanding our network, Cox Communications collaborates with several reputable construction companies in Arizona with whom we have ongoing working relationships. We require our partners to be compliant with local, state and federal laws, and we hold them accountable. All of the subcontractors retained by Cox are properly licensed (e.g. business licenses, Registrar of Contractors licensing), staffed with qualified personnel, and maintain sufficient insurance coverages. At the time of this grant application submission, Cox has not yet identified the specific subcontractors that Cox will use for this project. Once specific awards are made available under the grant solicitation, and the project is authorized to proceed, Cox will be able to identify the subcontractors for the project and provide the list of the subcontractors to the Arizona Commerce Authority for review.

- The intended uses of the ABDG Rural/Urban funds in respect to the construction or planning:

Cox Response: Cox intends to use grant funding for the eligible costs required to for the proposed Wickenburg network upgrade and expansion. The costs include construction, materials (e.g. fiber), power supplies, and equipment.

- The specific information required under Section 1.4 (to the extent relevant):

Cox Response: As requested under Section 1.4, Cox states that is has not applied for any other funding for the area and/or project set out in this grant proposal.

Cox is pleased offer a range of speeds that exceed that which is required under the grant program. This range will provide flexibility and permit Cox to fill a wide variety of both commercial and residential needs with an upgraded network that has room for future expansion. Upon project completion, the proposed Wickenburg project will be capable of delivering speeds of up to 1 Gbps (symmetrical). Cox's commitment is to build out these areas of the

Town as outlined in the grant application to ensure access to the same speeds, services and offers we currently have available in all of our services areas across Arizona.

For eligible customers, speed internet packages are available at no-cost or at a very low cost. Cox is an eligible FCC provider in the Affordable Connectivity Program. Subject to funding availability, the ACP currently provides [redacted] which may take the total cost of the ConnectAssist [redacted]. **(See "Attachment 2" for a complete list of digital equity assistance programs)**

Based on estimated project completion date, a summary of potential sample speeds by package is as follows:

Connect2Compete	50Mbps/50Mbps	[redacted]		Connect Assist	50 Mbps/50Mbps	[redacted]
Starter, Essential and Straight Up Internet	50 Mbps/50 Mbps			Preferred	250 Mbps/250 Mbps	
Ultimate	500 Mbps/500 Mbps			Gigablast	1 Gbps/1Gbps	

- A timeline for completion of the infrastructure improvements: **Cox Response:** The proposal includes an existing network upgrade and expansion in and adjacent to the Town of Wickenburg. Cox expects to complete the project within 24 months. The exact start date will be established once specific awards are made and a contract is executed between the parties. Where possible, Cox will work with the Town of Wickenburg, Maricopa and Yavapai counties, and other entities to accelerate the timeline. A project schedule will include the following elements: project walkout, design, permitting, construction, cutovers and splicing. Timelines may be impacted by situations such as delay in permitting, Blue Stake/811, supply chain issues and other events beyond the reasonable control of Cox.

Cash Match

- The time of such match:

Cox Response: Cox is making a [redacted], which is equal [redacted]. Cox will allocate its cash match over the course of the project with the specifics of that allocation to be agreed upon among the parties involved.

- The intended uses of the match:

Cox Response: Cox intends to use its cash match for the eligible project costs required to upgrade and expand the Wickenburg network. The costs include construction, materials (e.g. fiber, coaxial cable), equipment, and power supplies.

- The identify of any sources other than the applicant who are responsible for such match or portions thereof: **Cox Response:** Not applicable. Cox Communications will provide the cash match as outlined in the grant application.

- The nature of the commitment by the Applicant or other parties to deliver the match including whether such commitment is in writing and binding in all circumstances: **Cox Response:** Please see **"Attachment 1"** for Cox's stated and signed commitment.

This section must also explain the circumstances as to why, in the absence of the ABDG-Rural/Urban funding, the proposed project would not proceed within the same time frame or would not otherwise be as effective in advancing the objectives of the Program.

Cox Response: Cox has a broadband network that covers a portion of the town. Today, 4,776 residential and 486 commercial locations. While Cox has continued to try to find ways to improve internet speeds and expand our

service, the community's population , geographic location, and topography have made it financially impossible to upgrade services and expand our network. Without the ABDG-22 program to upgrade and expand Cox's current network in the Town of Wickenburg, gigabit internet speeds and expansion opportunities would simply not be possible for Cox. Because we find creative solutions to best serve the evolving needs of the community, we are in the best position to complete the upgrade and expansion quickly and in a cost- effective manner.

2. *Project Description and Timeline – Development*
   Project Narratives must include a "Project Description and Timeline – Development" section which must include a detailed description of relevant future development that is intended to be benefited by the proposed infrastructure improvements, including, as applicable, a Gantt chart timeline for such development. This section should also identify, to the extent known:
   - *The nature and scope of the project:* **Cox Response:** The entire project will include the following: 1.) upgrading the current network located within the town limits of Wickenburg; and 2.) expanding the broadband network in and adjacent to the Town's limits.

[redacted]

[redacted]

- *Type of construction to be undertaken (aerial or underground):* **Cox Response:** The construction to be undertaken will include both aerial and underground fiber installations.

- *Qualifications of the vendors/contractors:* **Cox Response:** All of the subcontractors retained by Cox are properly licensed (e.g. business licenses, Registrar of Contractors licensing), staffed with qualified personnel, and maintain sufficient insurance coverages.

- *Engineering analysis:* **Cox Response:** Cox will provide this information to the Arizona Commerce Authority for review after a grant is awarded and agreement is signed.

- *Project approach:* **Cox Response:** We share ACA's goal of ensuring that residents and business in the City have access to robust broadband networks, whether that is through building new networks to unserved areas or supporting broadband adoption initiatives. Please see Section 1 of Project Narrative above for Cox's big picture approach to this project.

- *Background of the project:* **Cox Response:** Cox is prepared to upgrade the existing Wickenburg broadband network from 750MHz to 1.0GHz and a new, increased upstream of 5-85Mhz. This will be achieved by a full cable replacement and equipment upgrade. Additionally, Cox is prepared to extend its network to include Rancho De Los Caballeros, Las Casitas San Juan Central, and Vista Royale. This will be achieved through the deployment of both fiber and coaxial cable. The proposed Wickenburg upgrade and expansion will enable a future state of 1Gig download residential speeds, and greater bandwidth and faster speeds for commercial accounts. Upon completion of the project, the upgrade and expansion will pave the way for the future launch of 10 gigabit residential speeds. Please see Section 1 of Project Narrative above for additional information regarding the project background.

- *Population to be served:* **Cox Response:** A total of 5,687 doors passed (upgraded + expansion areas)

- *Number of households served:* **Cox Response:**
  - For the upgrade of the existing network: 4,096 houses and 680 multiple dwelling units.
  - For the expansion area: 425 doors.
  - The TOTAL residential units covered are: 5,201

- *Number of anchor institutions served:* **Cox Response:** Cox will be able to offer services to all

anchor institutions located within the existing upgrade and expansion areas outlined in this grant application. This includes schools, Town Hall, police and fire.

- *Number of businesses served:* **Cox Response:** 486 commercial

- *Ways in which the project will improve redundancy and reliability, if any:* **Cox Response:** The rebuild and expansion of Cox's network in Wickenburg to Cox's state-of-the art HFC network that is capable of delivering Gig speeds will result in a more reliable service experience for Wickenburg residents. (See Project Narrative Section 1 for additional information about network, broadband speeds and service capabilities.)

3. *Other Project Outcomes (options section) –*
   Project Narratives may include an "Other Project Outcomes" section which may include a description of any intended project outcomes not described in other sections. The outcomes should be described in terms of how the project will support or enhance economic development, community resiliency, education and/or health care advancements, and public safety. Additional metrics should be quantified by the improvements by miles of fiber installed, potential businesses served, potential households served, potential anchor institutions served, and total potential population served.

Cox Response: A gig-enabled broadband network in Wickenburg will provide community benefits that will not only enable its residents to have access to education, healthcare and workforce opportunities, but Cox's legacy of programs and commitments to bridge the digital divide will ensure that all Wickenburg residents will have the opportunity to participate in the digital economy. (See **"Attachment 2"** for a complete list of digital equity programs offered by Cox Communications.) Additionally, a gig-enabled network serves as a critical cornerstone for smart, IoT solutions for the Town of Wickenburg to improve the efficiency and cost of providing government services, such as transportation, water delivery and public safety. The private sector will also have unlimited opportunities to find and develop innovative technology solutions for business, education and healthcare.

Additionally, Cox is a committed partner with the Town of Wickenburg and would provide additional in-kind support for the Town's initiatives. Cox would commit to the following **additional support** to the Town:

- **Innovation Lab** [redacted]: As a result of the 2017 Wickenburg Town Hall, the community identified the need for a technology space that would foster innovation and creativity, as well as provide a space for residents to access broadband. Should this grant be approved, Cox would invest in a community Innovation Lab that would include computers, furnishings and paint for the space located within the Town of Wickenburg. The Town has tentatively identified one of its public libraries as a convening place for the Innovation Lab.
- **Digital Equity Resources** [redacted]: Cox has had a long-standing commitment to bridging the digital divide. Over the last decade, the company has contributed computer devices to K-12 students across our current footprint, ensuring that children are able to learn and complete homework in their homes. To that end, Cox would commit to partnering with the Town to disperse up to 50 refurbished computers to families who have at least one child in the K-12 school system and participate in the federal free/reduced lunch program.

Census Tracts for Wickenburg Upgrade Area

ogc_fid	statefp10	countyfp10	tractce10	geoid10	name10	namelsad10	mtfcc10	funcstat10	aland10	awater10	intptlat10	intptlon10
222	4	25	1402	4025001402	14.02	Census Tract	G5020	S	2719204762	2841271	34.1668741	-112.4686757
920	4	13	40502	4013040502	405.02	Census Tract	G5020	S	20516385	7068	33.9760918	-112.7494475
155	4	13	40515	4013040515	405.15	Census Tract	G5020	S	2261723203	308956	33.8241902	-113.0044501
367	4	13	40518	4013040518	405.18	Census Tract	G5020	S	455993934	341846	33.8963058	-112.5112577

[redacted]

Census Tracts for Wickenburg Expansion Area

ogc_fid	statefp10	countyfp10	tractce10	geoid10	name10	namelsad10	mtfcc10	funcstat10	aland10	awater10	intptlat10	intptlon10
222	4	25	1402	4025001402	14.02	Census Tract	G5020	S	2719204762	2841271	34.1668741	-112.4686757
212	4	25	1403	4025001403	14.03	Census Tract	G5020	S	2388833319	134194	34.2058928	-112.9950334

[redacted]