

NC DIT GREAT Program
Growing Rural Economies with Access to Technology Program

Applicant Information

Company Name	CEBRIDGE ACQUISITION, LP
Address	One Court Square, 49th Floor, Long Island City, NY 11101
Website	www.optimum.com
Federal Tax ID	
DUNS #	780820556
System Award Management (SAM.Gov) ID	NWZ6MZ4EJAD1

Authorized Representative		Authorized Representative (Alternative)	
Full Name	Tony Byrnes	Full Name	Anthony Carter
Contact Title	Sr. Director, Market Expansion	Contact Title	Sr. Director, Operations
Phone Number	903-579-3222	Phone Number	828-772-1181
E-Mail	tony.byrnes@alticeusa.com	E-Mail	anthony.carter@alticeusa.com

Grant Administrator & Company Name(if applicable):

Full Name	
Contact Title	
Telephone	
E-Mail	
Website	
Federal Tax ID	
Address	

Project Information

Project Title	Optimum NC GREAT Grants - Jones P1		
Project Cost	\$4,495,365		
County	Jones	Tier #	002
Estimated # of Households with improved access	496		
Estimated # of businesses with improved access	12		
Base Speed - Minimum Download/Upload	Greater than 100:100 Mbps		

Project Description (provide a brief summary of the project)

The Optimum brand companies, operating through local subsidiary Cebriidge Acquisition, LP ("Optimum"), proposes the project Optimum NC GREAT Grants - Jones P1, the geographic area for which includes approximately 69 miles of infrastructure generally dispersed throughout a portion of Jones County ("County"), consistent with requirements of the GREAT Grant program, which do not already have access to either Optimum or any other broadband service provider providing reliable service, as noted on the attached Project Area Map. The project locations selected fall within the unserved areas of Jones County that have been without reliable internet service for far too long.

Optimum proposes to extend its network so that unserved homes and businesses in the project area are serviceable with broadband speeds of up to symmetrical 1 gigabit per second ("Gbps"). The proposed fiber network would also be scalable up to 10 Gbps as market needs increase. Optimum has targeted 508 locations (496 homes/12 businesses), where expansion of our fiber footprint is practical and necessary to provide reliable broadband service. The targeted locations are unserved and are eligible for funding from the GREAT Grant program.

Complete maps of all target locations including the corresponding Project Area Map have been uploaded along with this application.

Has the applicant entered into a partnership for this project as defined in S.L. 2019-230?

No

Checklist Details

1) Statement of Qualifications (Please provide a detailed description of qualifications and experience with the deployment of broadband):

Optimum has extensive experience constructing and operating communications networks and offering broadband and other communications services over those networks. Formed by the acquisition of Suddenlink Communications in 2015, and Cablevision Systems Corporation in 2016, Optimum offers broadband, pay television, and voice service in 21 states, with approximately 8.8 million homes passed. Optimum's network experience includes both traditional Hybrid Fiber-Coaxial ("HFC") networks and Fiber-to-the-Home ("FTTH") technologies. Utilizing both contracted and in-house labor, Optimum began constructing FTTH in portions of its footprint in 2017, and today the Company offers broadband and other services over FTTH to more than 1.3 million homes and small businesses.

Optimum's network capabilities and existing infrastructure uniquely qualify the Company to meet the County's need for broadband. Optimum has been

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Checklist Details

working for years to provide high-speed future-proof fiber connections to rural areas within our service footprint. In addition to deploying our own capital, we have sought or received funding through traditional USF programs, various RUS, and other federal programs.

Optimum participates in the federal Affordable Connectivity Program, providing qualifying households with up to \$30 off their monthly Internet bill. Additionally, Optimum recently enhanced the Optimum Advantage Internet product for eligible low-income students, seniors, and veterans, increasing the speed to 50 Mbps at a price of \$14.99/month. While the Optimum Advantage Internet speed tier is not included in the proposed network, the network would be capable of supporting it upon request. Optimum is committed to bringing broadband to as many businesses, consumers, schools, hospitals, and other community anchor institutions as possible.

Optimum has a long-standing commitment to bridging the digital divide through numerous initiatives and is continuously expanding its programs and initiatives to make connectivity more accessible across the many communities it currently serves. As an example, Optimum has established unique public-private partnerships with school districts and government entities that identify and provide connectivity to students without broadband access at home. In addition, as part of its COVID-19 relief and recovery efforts, Optimum has helped hundreds of thousands of students and classrooms across the Company's service areas by providing nearly \$4 million of free internet, equipment, and support to various classroom projects.

Upon being awarded the grant, Optimum will extend the full suite of its products, services, and community impact programs to the project area.

2) Assessment of the current level of broadband access in the proposed deployment area – supporting data may be uploaded if applicable:

The proposed project locations are currently served by less than 25 megabits per second download and 3 megabits per second upload speeds. Optimum has analyzed the areas that do not have access to internet speeds of 25/3 Mbps or higher in census blocks using the latest available data from the FCC Form 477, and therefore identified GREAT Grant eligible locations by using the NC GREAT Grant Online Mapping Tool. In addition, Optimum has undertaken extensive research and community engagement to determine broadband speeds and customer interest in areas of the County in which we do not yet serve. This information has led to the development of a broadband plan that identifies these unserved areas of the County that should be targeted for higher quality internet service. Based on that analysis, Optimum concludes the proposed locations included in this application have access to internet speeds of less than 25/3 Mbps.

3) Description of Proposed Services, Advertised Speeds, and Pricing Structure for proposed broadband recipients in the eligible project area:

Upon completion of the project, Optimum will be able to offer customers multiple choices of residential and commercial broadband services, depending on the customers' specific needs. The standard current speed tiers as of the submittal of this application are as follows: Tier 1 - 300Mbps/300Mbps, Tier 2 - 500Mbps/500Mbps, Tier 3 - 1Gbps/1Gbps. There will be no data caps imposed on any of these tiers. As markets evolve, both our pricing structure, and speed tier structure will adjust to those market changes. Please see the attached Proposed Tiers and Pricing document.

4) Description of Adoption Plan:

Optimum undertakes various actions to make residents aware that internet service is available. During the construction phase, before the service is active, the presence of Optimum vehicles visually alerts residents that service is coming. Optimum personnel involved with the construction in the public rights of way are often asked about availability. Soon after completing construction, Optimum provides notice to potential customers of service availability on a rolling basis. It typically employs various communication tactics to inform residents of availability. These tactics can include direct mail pieces and/or event sponsorships. These efforts augment advertising campaigns already in place within the County for Optimum's existing customer base. Once service is established, Optimum may communicate with these residents through direct mail, direct e-mail, radio ads, video ads, and other marketing tactics.

Optimum will provide residents in the proposed project area with detailed information mailed to their homes regarding the availability and benefits of internet service. Additionally, Optimum will provide this information to the County Broadband Working Group for dissemination to the residents of the proposed project area.

Optimum will send direct communications to all service addresses informing residents of service and directing them to the appropriate website for additional information. Optimum program details are also communicated via several social media platforms and our local office maintains a member services staff to field program inquiries. Please see the attached Marketing Plan document.

Optimum recognizes that financial hardship and budgetary concerns can be contributing factors in the decision to obtain broadband services. As noted above, Optimum participates in the federal Affordable Connectivity Program, which provides qualifying household with up to \$30 off their monthly internet bill. As part of our Adoption Plan, we work to educate communities about this program through advertisements, instructions and a link to qualify on the Optimum.com website, and other channels to raise awareness. Optimum is dedicated to helping our communities stay connected affordably.

In other states, Optimum has included a supplement to our capital contribution as a resource for the state for broadband education, affordability, and other community efforts to raise the education level about the importance of broadband. We make the same commitment to North Carolina through the GREAT Grants program, and will work with the state once the award process is completed.

By checking the appropriate box, you will upload the following documents:

5) Description of Project Area, Identification of locations to be served, relevant maps and mapping files:	<input checked="" type="checkbox"/>
6) If submitting other data sources, including field data, to identify unserved locations (households and businesses) outside of the fully unserved census blocks provided on the NC One Map, please provide a narrative describing your methodology for determining the proposed funding area is unserved and eligible for funding in this round.	<input checked="" type="checkbox"/>
7) Excel Spreadsheet (NO PDF) that itemizes the eligible activities and cost estimates. Please provide an explanation of how you estimated the costs:	<input checked="" type="checkbox"/>
8) Please provide your methodology or explanation of how you calculated cost per location (Households/Businesses):	<input checked="" type="checkbox"/>
9) Proof of Financial Solvency	<input checked="" type="checkbox"/>
10) Technical Report	<input checked="" type="checkbox"/>
11) Evidence of Support for the Project (i.e. Letter of Support)	<input checked="" type="checkbox"/>

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By checking the appropriate box, you will upload the following documents:

12) Evidence or proof a partnership based on the definition in the guidance document and the authorizing legislation	<input checked="" type="checkbox"/>
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SCORING

The GREAT Program is a competitive grant program. Applications shall be scored based upon a system that awards a single point for criteria considered to be the minimum level for the provision of broadband service, with additional points awarded to criteria that exceed minimum levels. Applications receiving the highest score shall receive priority status for the awarding of grants.

The tool below is being provided to Applicants so that they may estimate their score to determine estimated match requirements. All final and official scores will be determined by the BIO during the review process.

	Reviewer	Score
a1) Partnership - One point shall be given for a proposed partnership that will make available existing infrastructure that has been installed for the partner's enterprise, non-consumer broadband purposes, or any other property, buildings, or structures owned by the partner, for a proposed project.	Choose One	0
a2) Partnership - A county or nonprofit entity that proposes to provide a financial match shall be given one point. Notwithstanding Article 8 of Chapter 143 of the General Statutes, or any provision of law to the contrary, a county may use unrestricted general funds or federal American Rescue Plan Act (P.L. 117 1) funds allocated to it for the purpose of improving broadband infrastructure for a financial match.	Choose One	0
a3) Partnership - An applicant shall receive two additional points for a proposed partnership where the county's financial match is comprised entirely from federal American Rescue Plan Act (P.L. 117 2) funds intended for broadband infrastructure.	Choose One	0
b) Unserved Households(HH) – Using most recent FCC Data or other information or supporting data, estimated number of unserved households within the eligible county (TIER ONE)	500 or Less	1
c) Unserved Households (HH) to be Served – Using most recent FCC Data or other information supporting data, the percentage of the total unserved households with the eligible project area	Less than 15%	1
d) Unserved Business – Using most recent FCC Data or other information by NC BIO, provide broadband service to unserved business within eligible county (TIER ONE) and project area (Documentation)	1 and 4	1
e1) Piedmont or Coastal Plain Region	Choose One	
e2) Mountain Region	Choose One	
f) Base Speed - Min Download : Upload	100:20 Mbps to 100:100 Mbps	1.00
Total Score		3
g) Community Broadband Plan defined by NC BIO	No	0
h1) For counties that received an aggregate of eight million dollars (\$8,000,000) or more directly from the federal government, the following points shall be added to the application score:	Choose One	
h2) For counties that (i) received less than an aggregate of eight million dollars (\$8,000,000) directly from the federal government from the American Rescue Plan Act (P.L. 117 2) and (ii) are providing a portion of a project's matching funds using the entirety of the federal funds the county received, together with any other unrestricted general fund monies, if needed, the following points shall be added to the application score:	Choose One	
i1) Are the matching funds partially comprised of ARPA funds a county received directly from US Treasury?	Choose One	
i2) Are the matching funds entirely comprised of ARPA funds a county received directly from US Treasury?	Choose One	
Final Score		3

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List all expenses related to the project, the amount of each expense, and the corresponding funding source(s) in the table below. The table should include all of the eligible costs such as: installation, acquiring or updating easements, equipment, fiber, construction, backhaul infrastructure for the end user, and testing costs. Ineligible costs should not be included in the project budget. The table should clearly show all planned expenditures and all funding sources for the project.

Reviewer Score:	3	Matching Requirement (%):	50%
Based on your scoring matrix, Your minimum match requirements:		\$2,247,682.5	
Total Project Cost:	\$4,495,365	Grant Amount Requested (\$):	\$0

Please indicate which documents were submitted with your application, by checking the appropriate box.

~ Reference guidelines booklet for document details ~

1) Excel Spreadsheet (NO PDF) that itemizes the eligible activities and cost estimates. Please provide an explanation of how you estimated the costs	<input type="checkbox"/>
2) What is the total cost per location for the project? Please provide your methodology or explanation of how you calculated cost per location (Households/Businesses)	<input type="checkbox"/>
3) Proof of Financial Solvency	<input type="checkbox"/>

Project Expense	GREAT Funds	Matching Funds	Total
Easements (one-time fees)			0
Materials (fiber, equipment, etc.)			0
Construction/Installation			0
Testing			0
Engineering			0
Lease/Collocation Fees (one-time fees)			0
Other 1			0
Other 2			0
Other 3			0
Total Eligible Project Cost			0

Company Certifications

1	Overdue Tax Debts	Does the Company or the Related Member(s) currently have any overdue tax debts with any City, Town or County in, or with the State of North Carolina?	No
2	Occupational Safety and Health Act Violations	Does the Company, or the Related Member(s) have any citation under the Occupational Safety and Health Act that have become a final order within the past three years for willful serious violations or for failing to abate serious violations?	No
3	Loan Defaults	Is the Company, or the Related Member(s) currently in default on any loan or grant previously made by the State of North Carolina?	No
4	Incentive History	Has the Company, or Related Member(s) ever defaulted on an economic development grant or incentive or been sued by a grantor with respect to an economic development grant or incentive from the State of North Carolina?	No
5	Creditor Losses, Litigation, Government Investigations	Has any member of management or any principal of the Company, or the Related Member(s) been involved in a financial reorganization, a bankruptcy, or other situation that led to losses by creditors or bond buyers, investor lawsuits, or government investigation alleging fraud or impropriety?	No
6	Pending or Threatened Litigation	Is the Company, or Related Member(s) subject to any claim, suit, action, proceeding, or government investigation that is pending or threatened that, individually or in the aggregate, would reasonably be expected to have a material adverse effect on the proposed grantee's finances or operations or the ability to conduct the proposed project, or that would reasonably be expected to impact the NC DIT's decision to award a grant?	No

Internet Service Provider (ISP) Certification and Attestation

Internet Service Provider (ISP) Certification and Attestation

The attached statements and exhibits are hereby made part of this application, and the undersigned representative of the applicant certifies that the information in this application and the attached statements and exhibits are true, correct, and complete to the best of the signatory's knowledge and belief. The signatory further certifies:

1. as Authorized Representative, the signatory has been authorized to file this application by formal action of the governing body;
2. agrees that if a grant is awarded, the applicant will provide proper and timely submittal of all documentation requested by the Grantor Agency;
3. that the applicant has substantially complied with or will comply with all federal, state, and local laws, rules, regulations, and ordinances as applicable to this project;
4. that the applicant certifies the financial and organizational strength regarding the ability to successfully meet the terms of the grant requirements and the ability to meet the potential for repayment of grant funds; and
5. attests that the proposed project area is eligible.

Authorized Representative

Name:	Tony Byrnes	Title:	Senior Director, Market Expansion	Date:	05/04/2022
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