

REGISTRATION OF INTENT TO RESPOND

RFP: Yavapai County Broadband Initiative Solicitation No. YCBI-001

Responses to inquiries, Solicitation Addendums, amendments, revisions, and other changes or clarification to this Solicitation will be posted as they are developed, on the County website at <https://yavapaiaz.gov/bids>. It is Offeror's responsibility to check for any changes made to this Solicitation prior to the Closing Date. The completed Registration of Intent to Respond must be received by **October 28, 2021, at 5:00 PM MST (local time)**.

Email this completed "Registration of Intent to Respond" form to Tim.Carter@yavapaiaz.gov or by delivery via courier service (FedEx, UPS, DHL, etc.) or U.S. Postal Service to Tim Carter, 2970 Centerpointe East, Prescott, AZ 86301.

(Please print clearly.)

Date: November 30, 2021

Name of your company: Cox Communications Arizona, LLC

Your division or section: Arizona

Name of person to contact regarding this Solicitation: Percy Kirk

Job Title of contact person: Sr. Vice President & Southwest Region Manager

Mailing Address: 1550 W. Deer Valley Road

City: Phoenix State: AZ Zip: 85027

Contact's email address: Percy.Kirk@cox.com

Office phone: 623-328-8600

YAD 211

Introductory Letter




1550 W Deer Valley Road
Phoenix, Arizona 85027

December 1, 2021

Yavapai County Board of Supervisors
Clerk of the Board
1015 Fair Street
Room 310
Prescott, AZ 86305

Dear Mr. Carter:

Cox Communications is excited to respond to and demonstrate our commitment to delivering gigabit broadband services to the following communities located within southern Yavapai County: Congress and Black Canyon City. This includes deploying a fiber-optic network to support remote learning, work-from-home, and tele-health and medicine, as well as business services. Throughout our response, you will see that we have both the local resources and nationwide capabilities to meet your needs today and into the future. 

You will find that Cox is not only willing to invest in today's environment, but also in the community of tomorrow. Along with a proven track record of demonstrably superior delivery, Cox has a long-standing history of investing in our local communities through multiple programs and initiatives, many of which are thoroughly detailed in this response.

About Cox Communications

Cox Communications is committed to creating meaningful moments of human connection through broadband applications and services. Over the last five years, Cox has invested over \$1.5B in infrastructure and facilities in Arizona to deliver enhanced network services incorporating greater speed and coverage. Today, Cox is the largest private telecom company in America, proudly serving seven million homes and businesses across 18 states. In metro Phoenix, we serve approximately 2.5 million product subscribers, and in Southern Arizona, approximately 400,000 product subscribers, with residential and business digital television, 1G high-speed residential Internet, security systems and digital telephone service over its own nationwide IP network. 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 is proud to have topped numerous J.D. Power and Associates' studies of customer satisfaction and for many years top "Ranking Arizona-Best of Arizona Business" list. Cox Communications is the largest division of Cox Enterprises, a family-owned business founded in 1898 by Governor James M. Cox.

Cox's Economic Impact

Today, Arizona is one the fastest-growing states in the country and Cox's largest market for broadband, internet and cable, serving 1.5 million households and 74,000 business in two

major urban centers: Phoenix and Tucson. Cox serves Arizonans via more than 28,000 miles of fiber optic and coaxial infrastructure, enough to wrap around the entire globe. Cox generates \$4.7 billion in total economic activity in Arizona each year, supporting over 14,000 jobs and over \$800 million in salaries and wages. In addition, Cox's investments in construction of telecommunications infrastructure generate over \$585 million in additional economic activity, supporting 3,400 jobs. Cox also contributes to vital state and local government programs in Arizona, generating \$85 million in property taxes, sales and gross receipts and other fees annually.

Innovating for the Future

Innovation is not, by its very nature, simply a set of solutions. It is ever-evolving, with benefits realized through advances in both technology and their applications. With a long history of supporting education, Cox understands its positive impacts on the quality of life in surrounding communities. In fact, Cox has both funded and contributed human capital to CableLabs, a cable industry think tank driven by their goal to "Wake up every day to invent the future", a partnership that has yielded numerous examples of innovation, including virtual reality learning and actionable research on the human dynamics of distance learning.

With a keen focus on education, CableLabs recognizes that rapidly-evolving technology has the potential to fully transform the educational environment, including teaching and learning.

Support of 5g Technology & CBRS

Cox's network has the ability to support future deployment of 5G infrastructure within the communities Cox would serve. Our capabilities provide a multi-faceted approach to a future-driven cellular coverage solution.

While not part of this RFP response, it should be noted that Cox has the capability to deploy a Citizens Band Radio Service (CBRS) component that uses the newly released 3.5 GHz spectrum, offered in both a licensed and unlicensed format. This innovative arrangement from the FCC introduces a public / private partnership for the effective utilization of spectrum by governmental entities, commercial carriers, and enterprises. Please note that CBRS is not included in the RFP but would be enabled at an additional expense to the County, should they have the desire to deploy CBRS.

Commitment to the Communities We Serve

Charitable overview

Cox is proud to be a long-standing and integral part of nearly 40 Arizona communities, 4 counties, 3 military bases, and two of the three state universities. Cox has demonstrated an annual community investment to Arizona communities by providing cash, grants, and in-kind contributions of nearly \$33 million. Charitable contributions into the local area also include over 50,000 hours of employee involvement per year.

SOCIAL IMPACT

TOTAL VALUE OF SOCIAL INVESTMENT

\$32.9 M

(2019-2020 AVERAGE)



VALUE OF SOCIAL INVESTMENT

2019 \$32.9 M 2020 \$32.8 M



VOLUNTEER HOURS

2019 52.0 K 2020 50.9 K



CAUSES SUPPORTED

2019 272 2020 249



2019

8.4%
Cash

91.6%
In-Kind

2020

7.8%
Cash

92.2%
In-Kind

INVESTMENT
TYPE

SOURCE: Arizona Economic Impact Study conducted by Applied Sciences, 2020-2021.

We elevate the educational experience

Nelson Mandela once said, "Education is the most powerful weapon which you can use to change the world." To Cox, supporting educational initiatives is one of the ways we can make a difference for our employees, their children, our business and our community. By using our technology, Cox can enhance the educational experience, build a more level playing field for all families and invest in long-term community success.

In addition to community events and cash and in-kind donations to schools and non-profits across the Southwest, our **Connect2Compete** and **Connect2STEM** programs and Cox **Technology/Innovation Centers** are integral in our efforts to enhance the educational experience and build a more level playing field for all families.

- **Connect2Compete:** Cox is committed to helping close the digital divide, one household at a time, by offering low-cost, \$9.95 high-speed internet service to qualifying low-income families. Today, the C2C program offers speeds of 50Mbps download. Since the launch of the program in 2012, we've connected more than 800,000 individuals to the Internet - most of them for the very first time.
- **Cox Digital Academy | Digital Literacy Training:** Since many new users may not have the digital literacy skills necessary to make the most of their internet connection, we also offer free training and resources through the Cox Digital Academy. The Academy is available on line and is available to everyone. While geared towards students, this site includes curated information from trusted digital literacy partners like Common Sense, regarding computer literacy tips, educational videos, tutorials, and games.
- **PCs For People:** Not only is the internet an important tool for families, but so is the equipment they need to gain access to the internet. To that end, Cox is a

proud partner of PCs for People, enabling families to gain access to refurbished computers.

- **Connect2STEM:** STEM careers are vital for today's school children as they look to compete in the 21st century economy. We encourage children to get hands-on with their learning by sponsoring fairs, festivals, and an annual award program.
- **Cox Diversity Scholarships:** This program launched in Arizona in 2021 and provides up to \$3500 scholarships to college-bound high school seniors in Arizona.
- **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 Arizona alone, we have partnered with organizations such as the Boys and Girls Clubs, UMOM, The Salvation Army, and Chicanos Por La Causa for a total of 42 Centers across the state. Cox funds new labs in our service areas every year.
- **Cox Charities grant recipients:** Cox Charities has been committed to building, strengthening, and investing in Arizona's communities by raising and granting funds over and above the company's charitable contributions to support Arizona nonprofit organizations that share Cox's focus on youth and education. Cox Charities is employee-supported, and since its inception, it has awarded nearly \$9 million to Arizona nonprofits. On October 1, 2021, nearly \$500K was distributed to 113 Arizona nonprofits. Examples of recipients include: Boys and Girls Club, Red Cross, Chicanos Por La Causa, and Banner Health Foundation.

We celebrate diversity and inclusion

Diversity is one of Cox's core values and a key ingredient to our overall success as a company. We wouldn't be the company we are today without the many unique talents and perspectives of our workforce. To us, diversity means working hard to build an inclusive culture in which we value the perspectives, needs and priorities of all people. This commitment also includes a laser focus on ensuring that people from all backgrounds are included and represented in our business. This, in turn, makes Cox a better place to work and creates better connections to the communities we serve.

Below, please find a few call-outs of what the company is doing with regard to diversity and inclusion:

- Today, the company has a National Diversity Council and 7 Regional Diversity Councils, and the councils focus on four pillars: people, customers, community, and suppliers. Highlights from our SWR D&I Council:
 - **People:** Focused on recruiting and promoting Women in Non-Traditional Roles, Hosted online STEM career fairs
 - **Supplier Diversity:** Have awarded 37 scholarships for Small Business Leadership Academy across the region since 2013
 - **Community:** Educating and partnering with our communities to bridge the digital divide through our Connect2Compete broadband program
- Cox is proud to have 7 Employee Resource Groups, focusing on Black/African American, Hola (Latino), Lotus (Asian and Pacific Islander),

Pride, Salute (Veterans), Thrive (Early Career), Women. Our Employee Resources Groups focus on:

- **Culture:** All employees are welcomed as we fully embrace the power of inclusion. ERG programming recognizes various heritage months throughout the year.
- **Professional Development:** We offer resources that empower employees to carve a long, successful career path with Cox.
- **Community Engagement:** We are committed to shaping a better world through volunteerism and financial support of communities we serve.
- **Business & Market Insights:** Members provide thoughtful insights designed to drive results.

Cox DiversityInc 2018 - 2021



Sustainability: Making our planet better for future generations

At Cox, we are committed to being good stewards of the environment and have long engaged in sustainable solutions and eco-friendly practices, inside and outside of our walls. Through Cox Conserves, we're lessening our impact on the environment by managing our waste stream and conserving carbon and water. We're incorporating sustainability into every aspect of our business by harnessing today's technology while anticipating tomorrow's innovations.

Driving positive environmental change — inside our company and within the communities we serve — is one of the most important things we do. Our Cox Conserves goals are to send zero waste to landfill by 2024, and to be carbon and water neutral by 2034. With more than \$100 million invested in sustainability and conservation projects, we're on track to meet our aggressive Cox Conserves goals. We focus on alternative energy, community engagement, employee engagement, energy conservation, waste diversion and recycling, and water conservation.

We operate our businesses in ways that reduce our impact, and we encourage our employees, customers, suppliers, and partners to do the same. We conserve natural resources by adopting renewable forms of energy. We've also enhanced the efficiency of our operations, improved facilities to save energy and reduce waste, and supported environmental nonprofits.

Other notables:

- In 2017, Cox won the prestigious **Arizona Forward "Environmental Excellence Award in Environmental Stewardship"** for our Conservation

and Sustainability programs.

- In partnership with The Trust for Public Land, Cox also presents the **Cox Conserves Heroes program** to honor local environmental volunteers. The program provides donations on behalf of finalists to their environmental nonprofit organizations of choice. As either a finalist or winner's nonprofit of choice, the following Arizona organizations have received financial support from the Cox Conserves Heroes program: Arizona Native Plant Society, Desert Harvesters, Living Streets Alliance, McDowell Sonoran Conservancy, Mission Garden, Nina Mason Pulliam Rio Salado Audubon Center, Phoenix Mountains Preservation, Southern Arizona Buffelgrass Coordination Center, Tiger Mountain Foundation, Trout Unlimited, Arizona State Council, and Wild At Heart.

In closing, our goal is that upon reviewing our response, Yavapai County understands not only Cox's full commitment to delivering a fiber-optic solution of today that enables gigabit download speeds, but also our commitment to the communities we serve.

Thank you, again, for considering Cox as your provider to help bridge the digital divide by delivering high-quality and innovative information technologies. We look forward to the next stage in the selection process.

Sincerely,

Percy Kirk
Senior Vice President &
Southwest Region Manager
623-328-8600 (office)
Percy.Kirk@cox.com



Table of Contents



**Cox Communications Arizona LLC
Response to Solicitation No. YCBI-001
Yavapai County Broadband Initiative**

TABLE OF CONTENTS

Introductory Letter	Tab 8.1.1
Table of Contents	Tab 8.1.2
Signed Solicitation Addendum	Tab 8.1.3
Bid Bond	Tab 8.1.4
Contractor Background, Experience & Qualifications	Tab 8.1.5
References	Tab 8.1.6
Scope of Work & Technical Proposal	Tab 8.1.7
Completed Questionnaire	Tab 8.1.7.1
Map/geospatial location	Tab 8.1.7.2
Narrative Description	Tab 8.1.7.3
Drawings/Engineering Documents	Tab 8.1.7.4
List of Subcontractors	Tab 8.1.7.5
Project Timeline	Tab 8.1.7.6
Cost/Pricing Proposal	Tab 8.1.8
Offer Sheet	Tab 8.1.9
Acknowledgement & Acceptance	Tab 8.1.10
Request for Confidentiality of Proprietary Information	Tab 8.1.11
Non-Collusion Affidavit	Tab 8.1.12

Certification of Non-Participation in RFP

Tab 8.1.13

APPENDIX

Maps

Appendix Tab 1.5

Network Architecture

Appendix Tab 4.6

Financial Summary

Appendix Tab 4.20

ATTACHMENTS

Responses & Clarifications to Certain RFP Terms

Attachment Tab 1

Signed Solicitation Addendum

**Yavapai County Broadband Initiative
Request for Proposal (RFP)
Solicitation No. YCBI-001**



**Solicitation Addendum #1
October 19, 2021**

1. Revise Selection Criteria and Scoring Possibilities, Project Sustainability, third bullet, on page 33 of 89 as follows:
 - Financial statements provided –
 - Most current year's audited financial statements, and supporting documentation where applicable, to demonstrate overall financial viability if Offeror is seeking \$5 Million or more in ARPA funding from Yavapai County.
 - Most current year's financial statements, and supporting documentation where applicable, to demonstrate overall financial viability if Offeror is seeking less than \$5 Million in ARPA funding from Yavapai County.
2. Revise Questionnaire, Part V – Project Sustainability Instructions, Section 5.3, on page 59 of 89 as follows:

5.3 Provide financial statements

Demonstrate the overall financial viability of Offeror by providing the most recent financial statements. (Must be audited financial statements audited by a certified public accountant if Offeror is seeking \$5 Million or more in ARPA funding from Yavapai County.) The financial statements may be identified and filed as "Confidential Information" and must be appropriately marked as confidential when submitted and included in the Request for Confidentiality of Proprietary Information. Any confidential information should be identified as a separate file on the Offer USB drive. If separately attached, label as Appendix 5.3.

Results from an independent audit may also be provided as supplemental detail, as well as Offeror's most recent year's federal tax return. If provided these documents should also be submitted and marked as confidential.

Supplemental material that may be provided as documentation for this requirement include the following:

- An Offeror that has a current Yavapai County franchise agreement for the proposed locations in the project may submit a description of the locations covered by the franchise with the date of the franchisee's most recent agreement or renewal.

This Solicitation Addendum #1 shall be signed and included in the Offer as acknowledgment of receipt of Solicitation Addendum #1.

Signature of Authorized Representative of Offeror: 

Printed Name and Title: Percy Kirk

Date: 12/1/2021

Cox Communications Arizona, LLC
Full Company Legal Name

1550 W. Deer Valley Road
Street Address, City, State, Zip

Bid Bond

Document A310™ – 2010

Conforms with The American Institute of Architects AIA Document 310

Bond Number: 87463-HAR-2021-001

Bid Bond

CONTRACTOR:

(Name, legal status and address)

Cox Communications Arizona, LLC

1550 W. Deer Valley Road

Phoenix, AZ 85027

SURETY:

(Name, legal status and principal place of business)

Hartford Fire Insurance Company

One Hartford Plaza

Hartford, CT 06115

State of Inc: Connecticut

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

OWNER:

(Name, legal status and address)

Yavapai County

1015 Fair Street

Prescott, AZ 86305

BOND AMOUNT: Five Percent of Amount Bid (5%)

PROJECT:

(Name, location or address, and Project number, if any)

Yavapai County Broadband Initiative
Solicitation No. YCBI-001

The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 1st day of December, 2021

(Witness)

(Witness) Michael Galarza, Surety Witness

Cox Communications Arizona, LLC

(Principal)

(Seal)

(Title)

Hartford Fire Insurance Company

(Surety)

(Seal)

(Title)

Camille M. Cruz, Attorney-in-Fact

POWER OF ATTORNEY

Direct Inquiries/Claims to:

THE HARTFORD

BOND, T-12

One Hartford Plaza

Hartford, Connecticut 06155

bond.claims@thehartford.com

call: 888-266-3488 or fax: 860-757-5835

KNOW ALL PERSONS BY THESE PRESENTS THAT:

Agency Code: Marsh

- ☒ Hartford Fire Insurance Company, a corporation duly organized under the laws of the State of Connecticut
☒ Hartford Casualty Insurance Company, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Accident and Indemnity Company, a corporation duly organized under the laws of the State of Connecticut
☐ Hartford Underwriters Insurance Company, a corporation duly organized under the laws of the State of Connecticut
☐ Twin City Fire Insurance Company, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Insurance Company of Illinois, a corporation duly organized under the laws of the State of Illinois
☐ Hartford Insurance Company of the Midwest, a corporation duly organized under the laws of the State of Indiana
☐ Hartford Insurance Company of the Southeast, a corporation duly organized under the laws of the State of Florida

having their home office in Hartford, Connecticut, (hereinafter collectively referred to as the "Companies") do hereby make, constitute and appoint, up to the amount of unlimited:

Camille M. Cruz

of

Atlanta, Georgia

their true and lawful Attorney(s)-in-Fact, each in their separate capacity if more than one is named above, to sign its name as surety(ies) only as delineated above by ☒ and to execute, seal and acknowledge any and all bonds, undertakings, contracts and other written instruments in the nature thereof, on behalf of the Companies in their business of guaranteeing the fidelity of persons, guaranteeing the performance of contracts and executing or guaranteeing bonds and undertakings required or permitted in any actions or proceedings allowed by law.

In Witness Whereof, and as authorized by a Resolution of the Board of Directors of the Companies on August 1, 2009 the Companies have caused these presents to be signed by its Senior Vice President and its corporate seals to be hereto affixed, duly attested by its Assistant Secretary. Further, pursuant to Resolution of the Board of Directors of the Companies, the Companies hereby unambiguously affirm that they are and will be bound by any mechanically applied signatures applied to this Power of Attorney.



John Gray

John Gray, Assistant Secretary

M. Ross Fisher

M. Ross Fisher, Senior Vice President

STATE OF CONNECTICUT

COUNTY OF HARTFORD

ss. Hartford

On this 6th day of May, 2015, before me personally came M. Ross Fisher, to me known, who being by me duly sworn, did depose and say: that he resides in the County of Hartford, State of Connecticut; that he is the Senior Vice President of the Companies, the corporations described in and which executed the above instrument; that he knows the seals of the said corporations; that the seals affixed to the said instrument are such corporate seals; that they were so affixed by authority of the Boards of Directors of said corporations and that he signed his name thereto by like authority.



CERTIFICATE

Nora M. Stranko
Notary Public

My Commission Expires March 31, 2023

I, the undersigned, Assistant Vice President of the Companies, DO HEREBY CERTIFY that the above and foregoing is a true and correct copy of the Power of Attorney executed by said Companies, which is still in full force effective as of December 1, 2021

Signed and sealed at the City of Hartford



Kevin Heckman

Kevin Heckman, Assistant Vice President

Contractor Background, Experience & Qualifications

About Cox Communications

As a wholly owned subsidiary of Cox Enterprises, Cox Communications is a broadband communication and entertainment company. We provide advanced digital video, Internet and telephone services over our own nationwide IP network. As the third-largest U.S. cable TV company, Cox serves approximately six million residences and Businesses.

For ten years, Women in Cable Telecommunications has recognized Cox as the top operator for women. Cox has ranked among *Diversity Inc's* Top 50 Companies for Diversity 13 times. In 2019, Cox Communications earned the No. 11 spot on the 2019 *Diversity Inc* Top 50 Companies for Diversity list. This marks the 14th time the company has been recognized among the nation's corporate diversity leaders.

Cox has invested more than \$16 billion in the communities we serve. These investments include infrastructure upgrades and more than 125,000 miles of metro fiber and hybrid fiber coax services to homes and businesses in our service area. Our team of over 20,000 employees maintains over six million customer relationships. Cox supports the local communities through cash, grants and in-kind contributions, providing more than \$100 million annually.

****See Cox Communications Arizona economic impact overview in this section for additional information.***

Cox Communications Experience & Qualifications

Cox has extensive, multi-year experience in serving Arizona's communities with a fiber-based and hybrid fiber coax infrastructure. Cox has decades of experience working with local municipalities, residents and businesses (retail and wholesale) across the country and we're local already "local" to the State of Arizona. We have a proven track record of exceeding customer expectations for service and support.

- Currently, Cox has relationships with the following Arizona jurisdictions: Avondale, Buckeye, Carefree, Casa Grande, Cave Creek, Chandler, Cochise County, Coolidge, El Mirage, Florence, Fountain Hills, Gilbert, Glendale, Goodyear, Guadalupe, Litchfield Park, Maricopa County, Mesa, Paradise Valley, Peoria, Phoenix, Pima County, Pinal County, Queen Creek, Scottsdale, Surprise, Tempe, Tolleson, Wickenburg, and Youngtown.
- As a national provider, Cox has invested more than **\$1.5 billion in broadband infrastructure in Arizona.**
- Under the State of Arizona's Uniform Video Service License (UVSL) law, Cox continues to pay cable license fees of nearly \$40 million to the cities, towns and counties we serve today.
- Cox has thousands of miles of fiber-optic facilities being supported, maintained and upgraded across the country in the form of lit services, backbone infrastructure and leased dark fiber.
- Nationally, Cox Business provides service to over 400,000 commercial and government accounts.

Cox Communication's Leadership in Arizona

Percy Kirk, Sr. Vice President & Southwest Region Manager

Percy Kirk is the senior vice president and region manager for Cox Communications' Southwest Region. In this role, Percy is responsible for leading operations and responding to the challenges presented by the competitive landscape in the company's Phoenix, Las Vegas and Southern Arizona footprint.

Serving more than 35 years in the cable telecommunications industry, Percy has held a variety of positions within Cox Communications and Multimedia Cablevision. Prior to joining Cox Southwest in July, 2021, Percy was SVP/RM for Cox's Central Region, where he led the Arkansas, Kansas, Idaho, Iowa, Nebraska and Oklahoma operations. He also served as senior vice president and general manager for Cox Communications Oklahoma and senior vice president and general manager for the company's Omaha market, spent three years as vice president of network operations for Cox Arizona and held the position of vice president of operations for Cox Communications Kansas.

Susan Anable, Vice President of Public & Government Affairs

Susan Anable, Vice President of Government and Public Affairs, Southwest Region, has been with Cox Communications since 2001. She is responsible for media relations, community relations, government affairs and internal communications for Cox in Arizona and Nevada.

From 1991 to 2001, Susan was part of the Arizona State Senate Research Staff, serving as Staff Director and Natural Resources, Agriculture and Environment Analyst when she left to join Cox in 2001.

Susan serves on the Executive Committee of the Arizona Chamber of Commerce, serving as Chair of the Board from 2018 – 2020. She is also the past Public Affairs Chair and Board member of the Greater Phoenix Chamber of Commerce. She is a former President and member of the Phoenix Suns Charities Board and serves on the Cox Charities Board. In 2015, Susan was named to the Banner Health Foundation Board of Directors.

Susan was appointed to Arizona Governor Doug Ducey's Workforce Arizona Council in 2016 and has served as an appointee on numerous City of Phoenix Task Forces dealing with regulatory simplification, pension reform and technology. Susan is the past President of the Southwest Cable Communications Association and a past member of the Executive Board of the Arizona Tax Research Association. In 2019, Susan was recognized as a "Woman to Watch" by Women in Cable Television (WICT), and as Woman of the Year by the Arizona Capitol Times in its 2019 Women of Achievement Awards. In 2020 she was recognized by Arizona Big Media as one of the "Most Influential Women of 2020".

Susan graduated summa cum laude with a B.A. in Broadcast Journalism from The Walter Cronkite School of Broadcast Journalism at Arizona State University in 1991, and is a graduate of the Cable Television Public Affairs Association's Institute for Public Affairs. She is married to Mike Anable and they have two adult children, Nicholas and Ellise. They reside in Phoenix.

David Diers, Vice President, Field Engineering & Operations, Cox Communications

David Diers is Vice President of Field Engineering & Operations for the Cox Southwest Region that includes Southern Nevada and Arizona. He joined the company as Vice President of Network Operations in 2011, is based in Las Vegas and maintains an office in both Las Vegas

and Phoenix.

Diers has more than three decades of experience in the design, deployment, provisioning and maintenance of broadband telecommunications networks that support cable television, internet expansion and telephony in the U.S. and Europe. He has extensive experience and expertise in strategic leadership, operations and organizational development skills.

Diers previously served as Regional Vice President of Business Services in the Midwest region for Comcast, leading business development, engineering, marketing, sales, installation and support functions. His vast domestic and international experience includes a strong track record of improving business processes, enhancing product delivery and increasing customer satisfaction levels that have positively impacted growth.

Outside of Cox, Diers is active in local, urban and international communities through leadership roles with various social service, nonprofit and community organizations with a focus on community transformation. He serves on the board of directors of The Salvation Army and Refuge for Women and is active in his church, The Crossing. He frequently serves as a company spokesman on topics ranging from technology to charitable giving.

Diers is a three-time graduate of the University of Minnesota where he earned a Bachelor of Science degree in computer science, Master of Science degree in electrical engineering and MBA alternative certification from the Carlson School of Management. He and wife Karen are the parents of four and proud grandparents of three. He enjoys international travel, experiencing different cultures, hiking, camping and numerous leisure sports.

Shawn Duncan, Vice President, Field Operations

Shawn Duncan is the Vice President of Field and Maintenance Operations for Cox Communications' Southwest Region. In this role, he is responsible for field operations in Arizona and Southern Nevada for Cox residential, Cox Business and Cox Hospitality Network customers, including installation, service, and network maintenance.

A 28-year Cox veteran, Shawn has held a variety of leadership roles in field and business operations since joining the company in 1993 as a field technician. Prior to his current role as regional VP, a position he has held since 2012, Shawn was Executive Field Director for Cox Las Vegas, and held director positions in Field Services and Credit and Collections for Cox Arizona.

Shawn is focused on leadership and personal development and received the Leader of Leaders Award for servant leadership in the Cox Arizona Promising Leaders Program. He authored the 15-year "Taking on Me" professional development program that has positively impacted more than 800 Cox employees in Arizona and Las Vegas and partner organizations such as ASU, UNLV, WICT and WBEC.

He is an advisor on industry boards for SCTE and WICT, and also serves as Executive Sponsor for Cox's veterans' Employee Resource Group and Cox's Southwest Region Diversity Council - Supplier Pillar. In 2019, Shawn was inducted into the Southwest Cable Communications Association's Pioneer Hall of Fame in recognition of his contributions to the cable and broadband industry.

He is active in the community, serving on the boards of The Salvation Army of Metro Phoenix and the Boys and Girls Club of the East Valley.

Shawn has an Executive MBA in International Business from the Thunderbird School of Global Management and a Bachelor of Science degree from Western International University.

Delma Herrera, VP Field Sales, West Region

Delma Herrera joined Cox in July of 2002, and currently serves as the Vice President of Field Sales overseeing sales operations for the west region. In her role, Delma is responsible for leading West Field Sales including Direct Sales, Third Party Retail and Cox Owned Retail in the Arizona, Las Vegas and California markets. In her tenure at Cox, Delma has worked in different roles, ranging from director of customer retention, director of IB sales, director of retail, trainer, manager and supervisor.

Delma has over 30 years of sales, telecom and people leader experience. She is driven by a passion to develop and grow people, having managed and led leadership development course and programs to help others grow in their career.

Delma's passion to help people has led her to serve on various community boards, currently serving as Vice Chairman of Chicanos Por La Causa (CPLC), serving on the Board of Prestamos and on the Latino Advisory Council for the AZ Coyotes NHL team. In 2007 Delma was awarded the Valle Del Sol Rosa Torrez Humanitarian award for her service to the community. She also served as the director of training and adult education for StandUp for Kids.

Delma was born in Nogales, Sonora, Mexico, grew up in Tucson, Arizona, and currently lives in Mesa, Arizona. She is married with four sons, and three granddaughters.

Suzanne Schlundt, Vice President, Field Marketing

Suzanne Schlundt is Vice President of Marketing for Cox Communications' West markets, which include California, Arizona, and Nevada. In addition, she leads B2B and B2C marketing efforts for Cox Communities (MDUs and new single-family construction) across the nation.

Schlundt, who joined Cox Communications in December 2012, has more than 20 years of Marketing experience in fast-paced, highly competitive industries including the QSR, consumer products and entertainment sectors. Her background includes consumer insights, brand strategy, product development, integrated marketing communications, and events and sponsorships.

Prior to joining Cox Communications, Schlundt held executive positions with Disney Consumer Products, Jack-in-the-Box and Mattel, Inc.

Schlundt has a B.A. from Occidental College and an M.B.A. from the University of Southern California (USC). She lives in San Diego with her husband, Dave, two daughters, two dogs, and horse. She is an active volunteer in several local organizations and previously served on the Girl Scouts San Diego Board of Directors.

Cory Somerville, Vice President, Outside Plant Construction

Cory Somerville is the Vice President of Outside Plant Construction for the Arizona market, a position he has held since August 2019. His primary responsibilities include the activation of all newly constructed residential and commercial customers and the maintenance of the HFC Network.

Cory has held a variety of roles since joining Cox in 1999, including positions in Supply chain,

Design, Engineering and Construction. He has been in a leadership role in the Engineering, Design and Construction department since 2005.

Cory serves on the board for Arizona 811, a non-profit communications center that helps protect underground facilities from damage by unauthorized digging. As a board member, he works collaboratively to set budgets, safety, education and overall priorities for the organization.

Cory earned a Bachelor's of Science in Business Management from the University of Phoenix and holds or has held multiple technical certifications including Electronics Technicians Association, Fiber Network Training and various Cisco and ALU Certifications. With an extensive background on the fiber side of the business, Cory played a pivotal role in the engineering and execution of the FTTH product launch for Cox Communications in 2015.

Cory resides in Peoria with his wife of 13 years, Pam and his daughter Kennedy. He also has three adult daughters; Lauren, Madison and Shanlyn. Outside of work, Cory enjoys watching his youngest daughter compete in competitive soccer and exploring the outdoors while camping, fishing and boating.

Arizona

Arizona is one the fastest-growing states in the country and Cox's largest market for broadband, internet and cable, serving 1.5 million households and 74,000 business in two major urban centers: Phoenix and Tucson. Cox serves Arizonans via more than 28,000 miles of fiber optic and coaxial infrastructure, enough to wrap around the entire globe. Cox generates \$4.7 billion in total economic activity in Arizona each year, supporting over 14,000 jobs and over \$800 million in salaries and wages. In addition, Cox's investments in construction of telecommunications infrastructure generate over \$585 million in additional economic activity, supporting 3,400 jobs. Cox also contributes to vital state and local government programs in Arizona, generating \$85 million in property taxes, sales and gross receipts and other fees annually. Through causes like Connect2STEM, which inspires kids to explore careers in science, technology, engineering and math, Cox promotes programs that create meaningful change in local communities by donating over \$30 million each year to charitable efforts.

COX IN ARIZONA

Residential Customers	1,463,080
Business Customers	74,130
Coaxial Cable (mi)	20,800
Fiber Optic Cable (mi)	7,560
Employees	3,180
Wages Paid	\$211.1 M

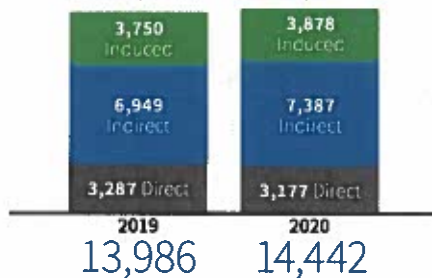
OPERATIONS ECONOMIC IMPACT



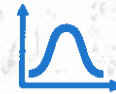
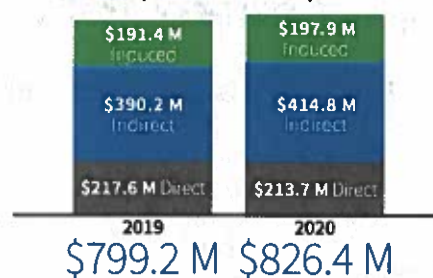
TOTAL ANNUAL OUTPUT
\$4.7 B
(2019-2020 AVERAGE)



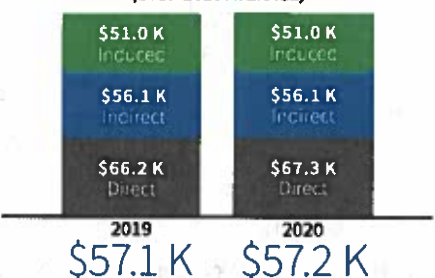
EMPLOYMENT
14,214
(2019-2020 AVERAGE)



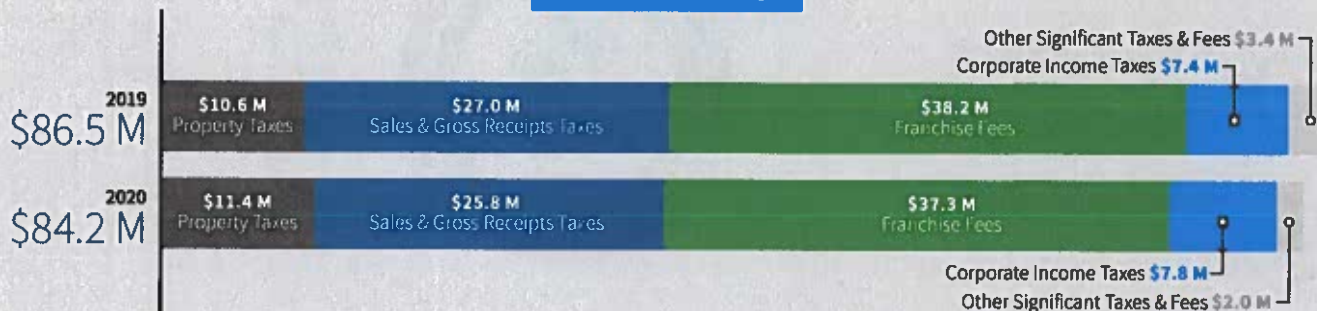
ANNUAL LABOR INCOME IMPACT
\$812.8 M
(2019-2020 AVERAGE)



ANNUAL WAGE PER EMPLOYEE
\$57.2 K
(2019-2020 AVERAGE)



FISCAL IMPACT





- Family-owned business
- Founded in 1898 by Ohio Governor James M. Cox
- CEO Alex Taylor is 4th generation family leader

COX

\$12B Annual Revenue

Largest privately held telecom
company in the U.S.

**COX
AUTOMOTIVE™**

\$7B Annual Revenue

World leader in vehicle remarketing
services and software for automotive
dealers and global consumers

New Ventures

Pushing beyond the boundaries of our
core businesses with investments in
adjacent industries and high growth
potential markets

Our Legacy

1898

Founded by Governor James M. Cox. Started Dayton Evening News (now the Dayton Daily News)

Early entrant into cable television industry

1993

Cox deploys business telecoms services, giving rise to Cox Business

Cox becomes first MSO to deploy the Digital Cable Bundle

1997

Today, Cox Communications is the largest business in the Cox Enterprises portfolio; and the great-grandson of Governor Cox, Alex Taylor, is CEO of Cox Enterprises

2020

References

REFERENCES

Customer: PB Bell

Contact Person: Debbie Willis

Title: President Property Services

Phone #: 480-951-2222

Email: dwillis@pbbell.com

Size of Project: For more than 45 years, P.B. Bell has been committed to developing, improving, and managing multifamily housing communities in Arizona. The P.B. Bell portfolio includes Class A, B, and C products, and their clientele ranges from global investment firms to individual owners. Cox Communities currently services over 3,500 units in the P.B. Bell portfolio – delivering a full suite of Cox products, along with Cox Property Automation and Resident IOT

Year(s) Services Provided: Over 20 years

Customer: Taylor Morrison

Contact Person: Carl Mulac IV

Title: Purchasing Manager

Phone #: 602-232-0679 office/ 623-258-7419 mobile

Email: JMulacIV@taylormorrison.com

Size of Project: Taylor Morrison builds over 3700 homes in the COX footprint.

Year(s) of Services Provided: Over 20 years (with Exclusive Marketing Agreements since Dec'20)

Customer: Lennar

Contact Person: James Gardiner, C.P.M.

Title: Senior Manager, National Supply Chain - Community Internet Services

Phone #: 720-989-6057

Email: James.Gardiner@lennar.com

Size of Project: Lennar builds over 5,400 homes in the COX footprint per year

Year(s) of Services Provided: Over 20 years (with Exclusive Marketing Agreements since Mar'17)

Customer: Arizona State University (ASU) **Contact Person:** Craig Trimble

Title: Sr. Dir. Advanced Network Engineering

Phone #: 480-965-2959

Email: craig.trimble@asu.edu

Size of Project: (4) campus's currently with multiple locations – Metro Dark Fiber Ring – 198 miles of Dark Fiber connecting all (4) campuses; Managed Lit Services – 100Gb bandwidth provided to all campus locations

Year(s) Services Provided: 2018-present

- Confidential -

Customer: Mesa Public Schools

Contact Person: David Sanders

Title: Dir. Of Info. Technology

Phone #: 480-472-0051

Email: dbsanders@mps.az.org

Size of Project: Cox Metro Ethernet (Private Dark Fiber Rings) supporting 10Gb bandwidth to each school, (2) 100Gb circuits from district office to DRT Co-lo Center, Cox Optical Internet and SIP Trunking.

Year(s) Services Provided: 2014 - present

Scope of Work & Technical Proposal

Completed Questionnaire

2.0 PREPARING A QUESTIONNAIRE

QUESTIONNAIRE ORGANIZATIONAL FORMAT

- ◆ **Cover Sheet**
- ◆ **Executive Summary**
- ◆ **Part I – Key Project Data**
- ◆ **Part II – Broadband Improvements: Unserved or Underserved Documentation**
- ◆ **Part III – Project Funding Request**
- ◆ **Part IV – Project Readiness**
- ◆ **Part V – Project Sustainability**
- ◆ **Part VI – Payment Information**
- ◆ **Part VII – Broadband Adoption Assistance**
- ◆ **Part VIII – Offeror Affidavit**

In all sections that follow, please provide concise and complete responses to all information requested. Accurate and comprehensive responses are required to receive the best possible scoring, and must provide necessary information to fully describe and document the Offer.

QUESTIONNAIRE COVER SHEET INSTRUCTIONS

Items to be included on the Offer cover sheet are important proposal criteria that are extracted from other portions of the Offer and are used as key reference inputs for review. The related Offer location for each requested item below is displayed after the part:

- **Project Name: [Part I – Item 1.1].**

Cox Response: Yavapai County – Congress & Black Canyon City

- **Offeror's Organization Name: [Part I – Item 1.2].**

Cox Response: Cox Communications Arizona, LLC

- **Offeror's Organization's Mailing Address: [Part I – Item 1.3].**

Cox Response: 1550 W. Deer Valley Road, Phoenix, AZ 85027

- **Offeror's Primary Contact: [Part I – Item 1.4].**

-Name, Title, Telephone Number, Email Address

Cox Response: Percy Kirk
Sr. Vice President & Southwest Region Manager
623-328-8600
Percy.Kirk@cox.com

- **Project Areas(s): [Part I – Item 1.5].**

[brief paragraph narrative of project geographical coverage and geospatial location of the project]

Cox Response: Build and implement fiber to underserved locations in Congress and Black Canyon City. Congress includes Hwy 89 North from Westward View Rd. to Gold Dollar Lane, and from AZ 89/AZ 71 junction in the east to Coleman Dr in the west. Black Canyon City underserved locations includes East of I-17 - From East Saint Joseph Road in the south up to East Squaw Valley Drive in the North, east to South Siesta Trail. West of I-17, from East Indian Hills Drive in the south up to the intersection of South Happy Jack Trail and South Maggie Mine Road in the north. Black Canyon City unreliably served locations include a polygon from South River Ridge Road in the southwest, to Maggie Mine Road in the northwest, from East Saint Joseph Road in the southeast up to Tara Springs Road in the northeast (see attached .kml and .csv address files labeled Appendix 1.5 that show the underserved locations in these areas.)

- **List Yavapai County Population Centers Served by Project: [Part I – Item 1.6].**

[indicate whether full or partial population center or area coverage]

Cox Response: Includes underserved locations (per FCC Form 477-December 2020, <25/3Mbps) in the population centers of Congress and Black Canyon City (see attached .kml and .csv address files labeled Appendix 1.5 that show the underserved locations in these areas.)

- **Proposal Amount: [Part III – Item 3.1].**

\$3,757,762 [round to nearest dollar]

30% of total project costs.



- **Matching Funds Provided by Offeror: [Part III – Item 3.2].**
\$ 8,768,112. [round to nearest dollar]
70 % of total request.
- **Total Proposal Cost: [Part IV – Item 4.1].**
\$ 12,525,874. [round to nearest dollar] **Cox Response:** (Offeror's proposal based on estimates, and contingent upon final design, including right of way, pole attachments, topography, etc.)
- **If Proposal offers a Public/Private Partnership, List Names of All Partner Companies/Entities: [Part III – Item 3.3].**
Cox Response: Not applicable
- **Funding Commitment provided by Each Partner: [Part III – Item 3.3].**
Cox Response: Not applicable
- **Total Number of Passings: [Part II – Item 2.1].**

PASSINGS COUNTS	Households	Businesses	Cost per passing
Number of passings expected to improve speeds to at least 25 Mbps download and 3 Mbps upload as a result of the project.			
Number of passings expected to improve speeds to reliable 100 Mbps download and 20 Mbps upload as a result of the project.			
Number of passings expected to improve speeds to reliable 100 Mbps symmetrical upload and download as a result of the project.	2,916	7	\$4,285

[Current ARPA guidance indicates there may be instances in which it would not be practicable for a project to deliver such service speeds because of the geography, topography, or excessive costs associated with such a project. In these instances, the affected project would be expected to be designed to deliver, upon project completion, service that reliably meets or exceeds 100 Mbps download and between at least 20 Mbps and 100 Mbps upload speeds and be scalable to a minimum of 100 Mbps symmetrical for download and upload speeds.]

- **Proposal Includes: [Part IV – Item 4.9].**

[choose one]

☐ **Last Mile Components Only.**

☒ **Both Last Mile and Middle Mile Components.**

- **Type of Proposed Broadband Construction: [Part IV – Item 4.8].**
[FTTH (Fiber to the home), Cable, DSL, Fixed Wireless, Combination, etc.]

Cox Response: FTTH (Fiber to the home)

- **Offeror Payment Information: [Part VI – Item 6.1].**

Cox Response: Cox will provide the upfront funding for the project and seek reimbursement of the agreed contract amount upon project completion with progress payments along the way.

EXECUTIVE SUMMARY INSTRUCTIONS [2 page maximum]

Provide a brief executive summary narrative that incorporates a concise but comprehensive summary of the Offer that accomplishes the following:

- Brief summary of project (first paragraph).

Cox Response: If the proposal is accepted as written, Cox will build a Gen5 fiber-to-the-home PON network, enabling a future state of 1GHz speeds with an ability to deliver 1 gigabit symmetrical speeds. In order to achieve this, Cox will design and build a fiber network consisting of 103 miles (contingent on final design) of new fiber and state-of-the-art equipment. This network, which shall remain the property of Cox after installation, will be equivalent to the technology standards offered by Cox in Phoenix and Tucson.

- Brief narrative description of the geography and location of the project coverage, include the proposed broadband passings and speed improvements anticipated in the event of Offer is funded.

Cox Response: Cox is prepared to expand its fiber to the premises network to the unincorporated areas of Black Canyon City and Congress, enabling an affordable high-speed internet solution of up to 1 gigabit symmetrical speeds for 2,916 residences and 7 businesses.

- Brief description of Offeror's prior involvement in broadband technology implementation and how Offeror (and/or partners) intend to manage and sustain the project.

Cox Response: An industry leader in information technology, Cox has extensive, multi-year experience in serving communities with a fiber-based infrastructure. We have a proven track record of exceeding customer expectations for service and support. Cox has decades of experience of working with local jurisdictions, residents and businesses (retail and wholesale) across the country, including serving nearly 3 million product subscribers in Maricopa, Pinal, Pima and Cochise counties in Arizona. In fact, we're already "local" with over 3,100 hard-working, in-state employees, and physical property assets including 16 administrative offices, 12 retail locations, 29 warehouses and technology facilities, and two media buildings within the state.

If the Offer is funded, Cox expects to not only build a network in Black Canyon City and Congress as outlined in the Offer, but also maintain its network and deliver best-in-class broadband services with Arizona employees.

Part I – Key Project Data Instructions

1.1 Project Name:

Cox Response: Yavapai County – Congress & Black Canyon City

1.2 Offeror's Organization Name:

Cox Response: Cox Communications Arizona

1.3 Offeror's Organization's Mailing Address:

Cox Response: 1550 W. Deer Valley Road, Phoenix, AZ 85027

1.4 Key Contacts:

Primary Contact – Provide Name, Title, Telephone Number, Email Address

This will be the primary contact for execution of the contract if the Offer is awarded.

Cox Response: Percy Kirk, Sr. Vice President & Southwest Region Manager, 623-328-8600, Percy.Kirk@cox.com

Project Manager – Provide Name, Title, Telephone Number, Email Address

This individual will be the primary contact for project administration details through the pendency of the project if the Offer is awarded.

Cox Response: Cory Somerville, Vice President, Construction, 623-328-4059, Cory.Somerville@cox.com

Proposal Author – Provide Name, Title, Telephone Number, Email Address

This individual will be the primary contact for any questions regarding the Offer and supporting documentation.

Cox Response: Susan Anable, Vice President, Public & Government Affairs, 623-328-3254, Susan.Anable@cox.com

1.5 Map and Description of Project Area(s):

Offeror should provide a short narrative paragraph here describing the geographic coverage of the proposed project (a few sentences in length). Offeror should also include a map of the proposed project area and/or a complete list of addresses that will be served by the project. A map of a last mile project should include the service area boundaries and also include place names, boundaries, buildings, road/street names or other features that clearly identify the project coverage area. The Offer may also include a list of census blocks and road segments if a census block is over two square miles where the project will provide broadband. If middle mile installation is needed to serve the last mile, the map should indicate the location of the middle mile facilities that will be placed. Offeror will need to provide sources of information relied on for its map(s) and description of project area(s) and identification of unserved or underserved households and businesses.

Cox Response: Congress includes Hwy 89 North from Westward View Rd. to Gold Dollar Lane, and from AZ 89/AZ 71 junction in the east to Coleman Dr in the west. Black Canyon City underserved locations includes East of I-17 - From East Saint Joseph Road in the south up to

East Squaw Valley Drive in the North, east to South Siesta Trail. West of I-17, from East Indian Hills Drive in the south up to the intersection of South Happy Jack Trail and South Maggie Mine Road in the north. Black Canyon City unserved locations include a polygon from South River Ridge Road in the southwest, to Maggie Mine Road in the northwest, from East Saint Joseph Road in the southeast up to Tara Springs Road in the northeast (see attached .kml and .csv address files labelled Appendix 1.5 that show the underserved locations in these areas.)

In addition to the PDF version of the map and geospatial location of the project, which must be provided in the Offer submittal on the USB drive, the map and geospatial location of the project must additionally be provided in a .shp, .kmz, or .kml version on the USB drive.

The maps provided in response to this requirement are used for Offer review and rating.

If Offeror submits an Offer for multiple areas, Offeror agrees to accept an award for less than all of the proposed areas unless Offeror otherwise indicates Offeror is not willing to accept a partial award.

Cox Response: Cox acknowledges and agrees, noting that the Cox proposal is expressly subject to the negotiation and execution of a mutually acceptable agreement upon award.

1.6 Yavapai County Population Centers covered:

Identify the Yavapai County population centers the proposed project covers. If multiple population centers are included, please indicate. Specify whether entirely or partially covered. "Yavapai County population centers" means population areas in Yavapai County that are not incorporated cities or towns and include, for example, areas known as Bagdad, Yarnell, Black Canyon City,

Crown King, Verde Village, Village of Oak Creek, Ash Fork, Seligman, Groom Creek, Walker, etc.

Cox Response: Congress, Black Canyon City

1.7 Single Paragraph Summary Description of the Project:

[Note: This written narrative may be used on the press releases for the project in the event Offer is awarded.]

Describe the project location, type of project construction, number of passings served and speed goals met or exceeded. Identify any project partners for the project. The following is a sample paragraph template to illustrate a response to this request. Please provide unique details from the proposed project to populate this response.

SAMPLE – Project Summary Paragraph:

Offeror Name: _____

Project Name: _____

This last mile project (middle mile project/middle mile and last mile project) will serve 100 unserved or underserved households and 50 unserved or underserved businesses and community anchor institutions in the _____ area of Yavapai County. In a funding partnership with Yavapai County via the American Rescue Plan Act ("ARPA"), Offeror (and other project partners, if applicable) will improve unserved or underserved levels to 100 Megabits per second download and 100 Megabits per second upload. Building this fiber to the premises network that provides advanced, high-speed broadband services to households and businesses in the proposed area improves access to critical school e-learning applications while also increasing the competitiveness of local businesses. Total eligible project cost is \$1,500,000. Offeror matching funds are \$750,000 and ARPA grant funds are \$750,000.

Cox Response:

Offeror Name: Cox Communications Arizona

Project Name: Yavapai County – Congress & Black Canyon City

This middle mile and last mile project will serve 1,708 underserved and 1,215 unreliably served locations in the Congress and Black Canyon City areas of Yavapai County. In a funding partnership with Yavapai County via the American Rescue Plan Act ("ARPA"), Offeror will improve unserved or underserved levels to 1 GB symmetrical. Building this fiber to the premises network that provides advanced, high-speed broadband services to households and businesses in the proposed area improves access to critical school e-learning applications while also increasing the competitiveness of local businesses. Total eligible project cost is \$12.5M. Offeror matching funds are \$8.8M and ARPA grant funds are \$3.8M.

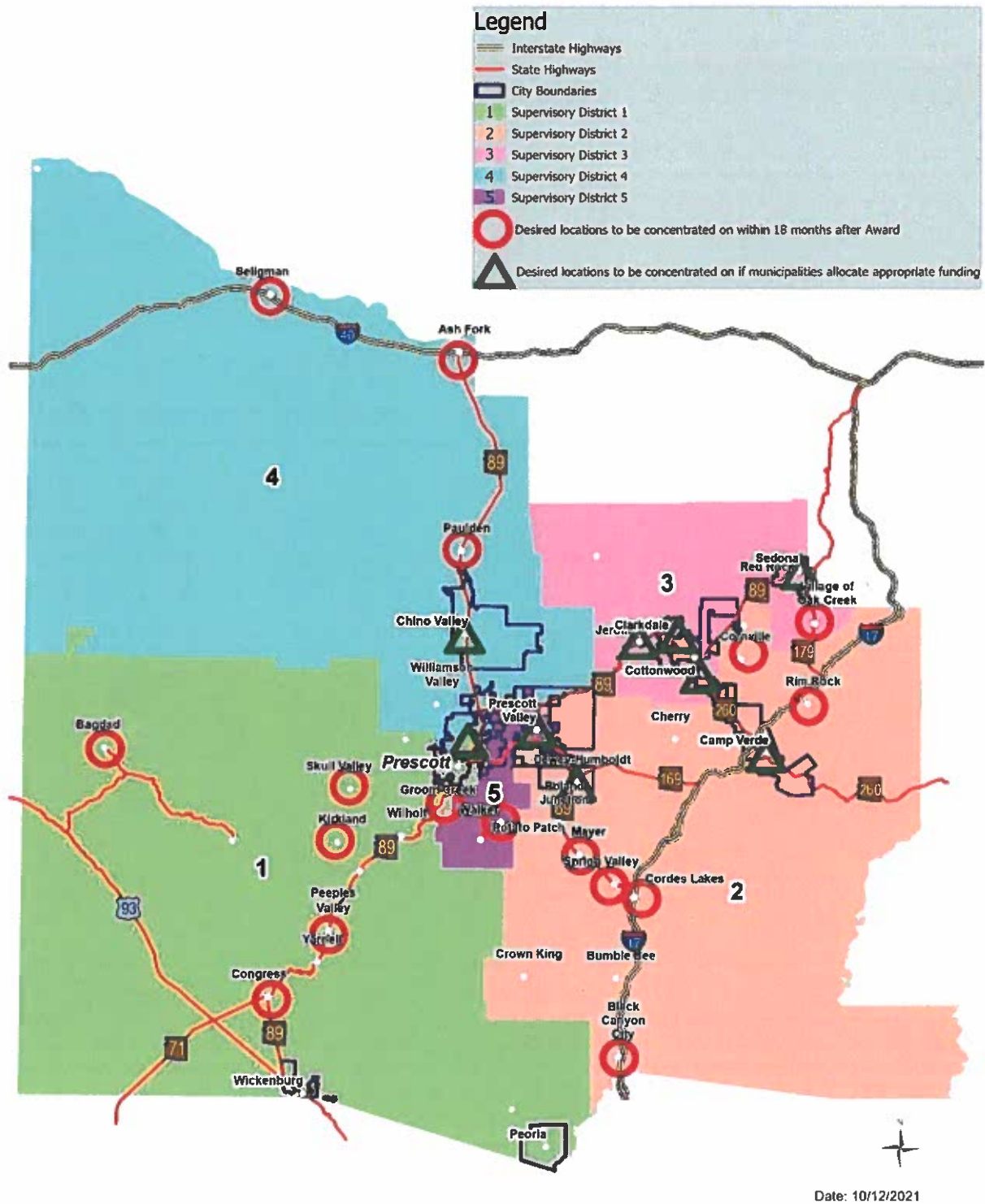
1.8 Location Emphasis to Reach Portions of Yavapai County Supervisory Districts:

County desires to provide additional or improved broadband in each of the five Yavapai County Supervisory districts. Depicted below are the locations that are desired to have a high-speed broadband connection to unserved or underserved households and business in unincorporated platted areas within 18 months after Award.

The desire is for locations in the approximate areas of the red circles on the map on the next page to have high-speed service connections to unserved or underserved households and businesses to be concentrated on within 18 months after Award in the following unincorporated platted areas, in no particular order, as follows:

Ash Fork; Seligman; Paulden; Bagdad; Congress; Peeples Valley; Kirkland; Wilhoit; Skull Valley; Mayer; Spring Valley; Cordes Lakes; Black Canyon City; Rimrock Community; Cornville; Walker; Groom Creek; and the Village of Oak Creek.

The desire is for locations in approximate areas of the green triangles on the map on the next page to have high-speed service connections to unserved or underserved households and businesses if the following municipalities allocate appropriate funding, including potentially a portion of their ARPA funds: Camp Verde; Chino Valley; Clarkdale; Cottonwood; Dewey-Humboldt; Jerome; Prescott; Prescott Valley; and Sedona.



Current State of High-Speed Broadband in Yavapai County: Below are the locations that Internet Service Providers are believed to have run high-speed fiber connections. Please note these locations should have been built over the capacity needed for the site, to facilitate future use of these lines for commercial and residential use. These locations may serve as a local convergence point (LCP) to bring fiber to unserved or underserved households and businesses in Yavapai County. The following Local Convergence Points may be able to provide access to the middle mile:

Local Convergence Points	Location
Ash Fork Joint Unified School District	46999 N 5th St, Ash Fork, AZ
Ash Fork Public Library	450 W Lewis Ave, Ash Fork, AZ
Big Park School	25 West Saddlehorn Rd, Sedona, AZ
Black Canyon City Community Library	34701 S Old Lack Canyon Hwy, Black Canyon City, AZ
Camp Verde Community Library	130 Black Bridge Road, Camp Verde, AZ
Cañon Elementary School District	34630 S. School Loop Rd., Black Canyon City, AZ
Chino Valley Unified School District	650 E Center St, Chino Valley, AZ
Clark Memorial Library	39 N 9th St, Clarkdale, AZ
Clarkdale-Jerome Elementary School District	1515 Main St, Clarkdale, AZ
Congress Elementary School District	26400 S Tenderfoot Hill Rd, Congress, AZ
Congress Public Library	26750 Santa Fe Rd, Congress, AZ
Cordes Lakes Public Library	15989 Cordes Lakes Dr, Mayer, AZ
Cottonwood Public Library	100 South 6th Street, Cottonwood, AZ
Cottonwood-Oak Creek Elementary School District	1 N Willard St, Cottonwood, AZ
Crown King Library	23550 S Towers Mountain Road, Crown King, AZ
Dewey-Humboldt Town Library	2735 S Corral St, Humboldt, AZ
Franklin Phonetic	6116 E Highway 69, Prescott Valley, AZ
Humboldt Unified School District	8766 E Hwy 69, Prescott Valley, AZ
Jerome Public Library	600 Clark St, Jerome, AZ
La Tierra Community School	124 N. Virginia St, Prescott, AZ
Mayer Unified School District	12568 E Main St, Mayer, AZ
Mayer High School	17300 East Mule Deer Dr, Mayer, AZ

Local Convergence Points	Location
Mayer Public Library	10004 Wicks Ave, Mayer, AZ
Mountain Institute CTED	220 Ruger Road, Prescott, AZ
Mingus Springs	3600 N Sunset Dr, Chino Valley, AZ
Mingus Union High School District	1801 E Fir St, Cottonwood, AZ
Mountain Oak School	1455 Willow Creek Rd, Prescott, AZ
Northpoint Expeditionary Learning Academy	551 1st Street, Prescott, AZ
Oak Creek Elementary School	11490 E. Purple Sage Rd, Cornville, AZ
Pace Preparatory Academy - High School	6711 E. 2nd Street, Prescott Valley, AZ
Pace District Office	637 King Copper Rd, Clarkdale, AZ
Paulden Community School	24850 N Naples St, Paulden, AZ
Paulden Public Library	16 Big Chino Rd, Paulden, AZ
Prescott Public Library	201 S Cortez St, Prescott, AZ
Prescott Unified School District	1050 Ruth St, Prescott, AZ
Prescott Valley Charter School	9500 Lorna Lane, Prescott Valley, AZ
Prescott Valley Public Library	7401 E Civic Cir, Prescott Valley, AZ
Sedona Charter	165 Kachina Drive, Sedona, AZ
Sedona Public Library	3250 White Bear Rd, Sedona, AZ
Sedona-Oak Creek	995 Upper Red Rock Loop Rd, Sedona, AZ
Skyview School	125 S. Rush St, Prescott, AZ
Tri-City College Prep High School	5522 Side Road, Prescott, AZ
VACTE #01	3405 E State Route 89A, Cottonwood, AZ
VACTE Candy Lane	269 S Candy Lane, Cottonwood, AZ
Wilhoit Public Library	9325 S Donegal Dr #B, Kirkland, AZ
Yarnell Elementary School District	18912 Hays Ranch Rd, Peeples Valley, AZ
Yarnell Public Library	22278 Highway 89, Yarnell, AZ
Yavapai Accommodation School District	2972 Centerpointe East Dr, Prescott, AZ
Library District Office	1971 Commerce Ctr Cir Ste E, Prescott, AZ
Library District Fair Street	1015 Fair St, Prescott, AZ
Library District Prosser	918 Prosser Lane, Prescott, AZ
City of Cottonwood Main Street	827 N Main St, Cottonwood, AZ
City of Cottonwood Aspen	650 E Aspen St, Cottonwood, AZ
City of Prescott	201 S Cortez St, Prescott, AZ
Jerome Police	301 Main St, Jerome, AZ
Clarkdale Police	49 N 9th St, Clarkdale, AZ
Jerome Fire	101 Main St, Jerome, AZ
Jerome Town Hall	600 Clark St, Jerome, AZ
Jerome Public Works	201 Perkinsville Rd, Jerome, AZ

Part II – Broadband Improvements: Unserved or Underserved Instructions

2.1 Anticipated Broadband Improvements

Using the “Anticipated Improvements” table (see below), for each proposed project area please provide the number of unserved or underserved households and businesses that will be able to receive improved broadband services as a result of the proposed project and provide sources of information for each proposed project area and how the number of unserved or underserved households and businesses was determined.

Please identify the speeds currently available, if any, for each type of location, using the ranges provided on the table, and the improved speeds that will be offered if the Offer is awarded. If the service network currently available is not reliable, please describe in detail how the current network is unreliable.

Anticipated Improvements in Broadband Service Based on this Proposal

Please fill in appropriate total number of passings in blank boxes in table below.

	Speed Now (download/upload):	≤25/3 Mbps	≤25/3 Mbps	≤25/3 Mbps	>25/3 Mbps Not Reliable	>25/3 Mbps Not Reliable	>25/3 Mbps Not Reliable	Data Cap Y/N
	Reliable Speed After Build (download/upload):	100/20 Mbps	100/100 Mbps	1GB/1GB	100/20 Mbps	100/100 Mbps	1GB/1GB	
Households				1,701			1,215	
Businesses				7				
Total				1,708			1,215	

If any of the above Reliable Speeds After Build are associated with a data cap or other limitation, please specify the data cap amount and the available speed and cost or consequence to consumer after the data cap has been reached by the end user for each proposed project area.

Cox Response: Cox’s customers have choices when it comes to managing their data. Included in every Cox plan of service, residential customers receive a generous 1.25 terabytes of data per month. If customers need more data, they have an option to buy an unlimited plan or pay for blocks of data over 1.25TB. Blocks of data are sold in 50GB-increments for \$10 each, and Cox will never charge for more than 10 additional blocks of data (capping at \$100).

Cox takes a proactive approach with its customers. All Cox residential customers are made aware of their data usage per month. Customers will be notified if they reach 50% of their allowance by the halfway point in the billing cycle, and again, at 75% data usage. Customers may access their account at any time to monitor their usage by visiting the Data Usage meter at www.cox.com/datausage.

It should be noted that 1.25TB of monthly data within each of its plans is more than enough for the vast majority of people, even during the increased usage due to the coronavirus. To put these data amounts into perspective, 1.25TB is equivalent to the following:

- Watching 430 hours of Netflix in high definition; or
- Participating in 1,000 hours of video conferencing (which is 33 hours per day); or
- Listening to 16,000 hours of streaming music (which is approx. 240,000 4-minute songs); or
- 4,200 hours of online gaming; or
- Posting 250,000 high-quality photos on Facebook; or
- Downloading 30 major titles to an Xbox or Play Station.

If any of the above Reliable Speeds After Build would not be practicable for a project to deliver such service speeds because of the geography, topography, or excessive costs associated with such a project, then please describe how in these instances, the affected project would be expected to be designed to deliver, upon project completion, service that reliably meets or exceeds 100 Mbps download and between at least 20 Mbps and 100 Mbps upload speeds and will be scalable to a minimum of 100 Mbps symmetrical for download and upload speeds.

Cox Response: The proposed expansion to Black Canyon City and Congress is a Gen5 fiber-to-the-home PON network, enabling symmetrical gigabit speeds equivalent to the technology standards offered by Cox in Phoenix and Tucson. As long as Cox's tie point from the ADoT I-17 Broadband Corridor is complete, the company should have no problem delivering symmetrical speeds as outlined in this Offer. ?

[If broadband speeds delivered will be greater than 1 GB, please provide details in this section.]

For selection criteria and scoring possibilities that allow for comparison of the same geographical areas,, please fill in appropriate total number of passings in blank boxes in table below, broken down by "School Districts in Yavapai County." For purposes of this section, only include the portion of the school district that lies in the boundary of Yavapai County and is included in Offeror's proposed area of service.

	Speed Now (download/upload):	≤25/3 Mbps	≤25/3 Mbps	≤25/3 Mbps	>25/3 Mbps Not Reliable	>25/3 Mbps Not Reliable	>25/3 Mbps Not Reliable
	Reliable Speed After Build (download/upload):	100/20 Mbps	100/100 Mbps	1GB/1GB	100/20 Mbps	100/100 Mbps	1GB/1GB
Ash Fork USD							
Bagdad USD							
Beaver Creek ESD							
Camp Verde USD							
Cañon ESD BCC				448			1,215
Chino Valley USD							
Congress ESD				1,262			
Crown King ESD							
Hillside ESD							
Humboldt USD							
Mayer USD							
Kirkland ESD							
Mingus UHSD							
Prescott USD							
Sedona Oak-Creek USD							
Seligman USD							
Skull Valley USD							
Wickenburg USD							
Williamson Valley ESD							
Yarnell ESD							

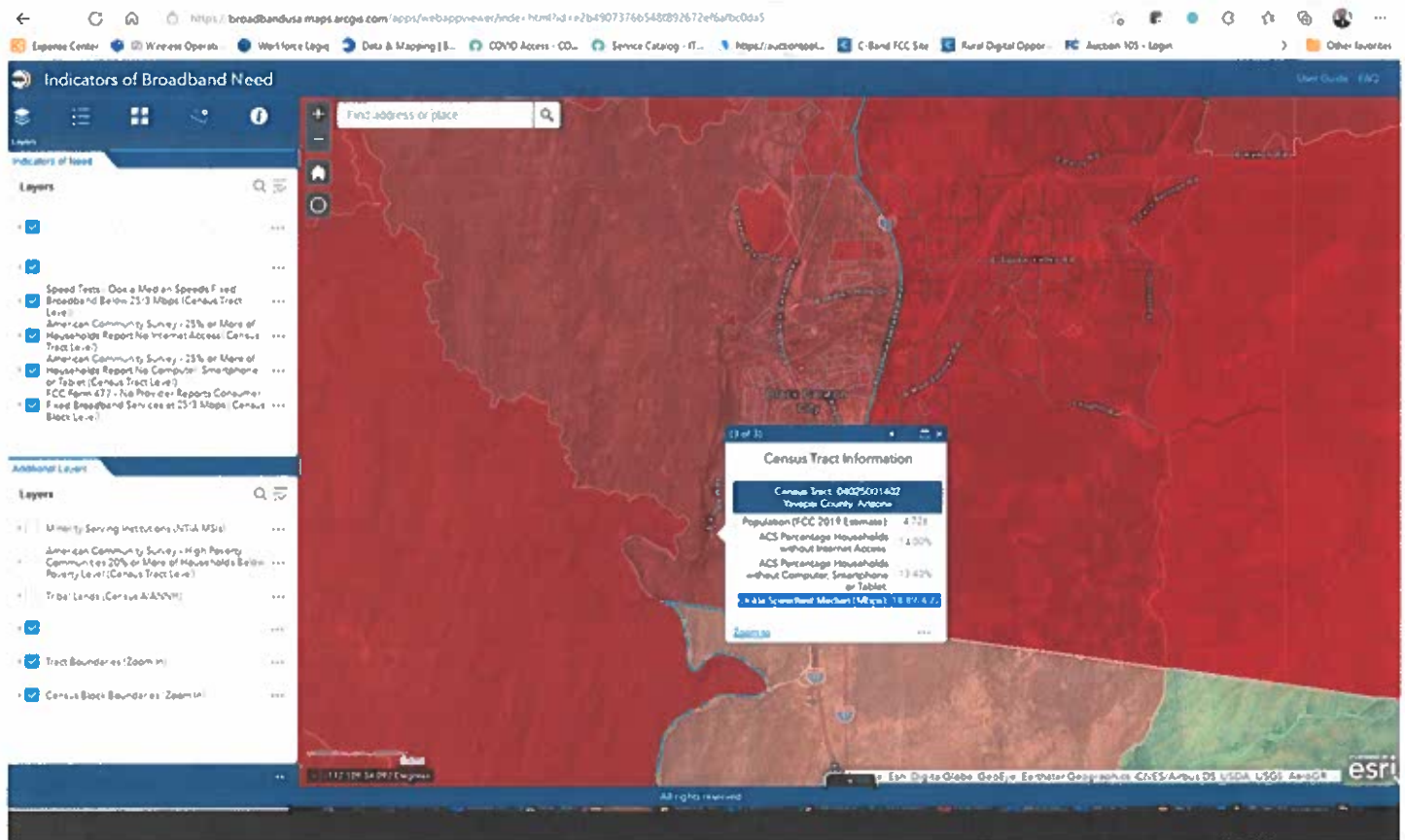
2.2 Unserved or Underserved Documentation

Provide evidence in the Offer to demonstrate that the proposed project is for unserved or underserved households and businesses and provide sources of information for determining the location and number of unserved or underserved households and businesses. [If separately attached, label as Appendix 2.2.]

Cox Response: Underserved locations were determined by using FCC Form 477 data available on the [fcc.gov](https://www.fcc.gov/website/Fixed-Broadband-Deployment-Data-June-2020) website. Fixed Broadband Deployment Data – June 2020. [Form 477 Broadband Deployment Data - June 2020 \(version 2\) | Federal Communications Commission \(fcc.gov\)](https://www.fcc.gov/website/Form-477-Broadband-Deployment-Data-June-2020-version-2)

Unreliably served locations were determined by comparing reported speeds per FCC Form 477 to actual speeds per the U.S. Department of Commerce's National Telecommunications and Information Administration (NTIA) publicly available digital map that displays key indicators of broadband needs across the country (see image below). [Indicators of Broadband Need \(arcgis.com\)](https://arcgis.com)

**Yavapai County Broadband Initiative
Solicitation No. YCBI-001**



The location of the proposed project, as identified in Part 1 – Item 1.5, should be the result of reviewing eligible areas and ensuring that the project is within an eligible area for funding. In this response, Offeror should provide the evidence to demonstrate that the proposed project is in an unserved or underserved area.

Offeror may also submit clarifying supplemental data regarding the unserved or underserved nature of the proposed project location.

Part III – Project Funding Request and Community Participation Instructions

3.1 How much ARPA funding is being requested from Yavapai County for this Offer?

What percent of the total eligible project cost does the ARPA funding request represent?

Note: Additional consideration is given for projects that leverage greater matching funds; i.e., 55% or more in matching funds from Offeror with any funding partners.

Cox Response: \$3,757,762 of ARPA funding is being requested, which represents 30% of the project cost for Congress and Black Canyon City.

3.2 How much in total matching funds from Offeror – including any funding partners, if applicable – is being proposed? What percentage of the total eligible project cost does Offeror's matching funds represent?

Cox Response: \$8,768,112 of matching funds from Offeror, which represents 70% of the project cost for Congress and Black Canyon City.

3.3 Please list in detail all confirmed matching fund commitments by each project funding partner.

Cox Response: Not applicable to this proposal.

Yavapai County is also negotiating various intergovernmental agreements (IGA) or other arrangements for additional funding from municipalities throughout Yavapai County. Should a municipality choose to participate, their jurisdiction may be included in the project or the contribution may be used to leverage funds to reach additional unserved or underserved households and businesses in Yavapai County. It is anticipated that 2021-2022 ARPA or other funding that may be available will be provided to Offeror by a separate contract between Offeror and the following cities and towns in Yavapai County:

Municipality	Allocation (\$)
Camp Verde	534,000
Chino Valley	590,000
Clarkdale	210,000
Cottonwood	584,000
Dewey-Humboldt	198,000
Jerome	22,000
Prescott	1,274,000
Prescott Valley	2,220,000
Sedona	494,000
Total:	6,126,000

Offeror may use any of the above anticipated allocations as matching funds if Offeror explains how the project will be enhanced by the increased funding from each municipality, including, but not limited to, end-user subscription fees, ability to reach unserved or underserved residents in each municipality, the type of connection to each premises in the municipality, and speed of each connection. County makes no representations or warranties about the availability of such funds, and the funds, if any, from the municipalities must be used within the borders of the cities and

towns in Yavapai County. It is anticipated that Offeror will be entering into separate contracts with the municipalities, and County will not be a party to such contracts.

Table should begin with Offeror funding commitment and follow with each funding partner commitment. Funding partners may include other public, private, non-profit, or philanthropic entities. [If documentation for Item 3.3 is separately attached, label as Appendix 3.3.]

Matching Funds Sources:	Funding \$ Commitment	Proof of Match Attached
<i>Example:</i>		
<i>Offeror Name</i>	\$	Yes
<i>Funding Partner A</i>	\$	Yes
<i>Funding Partner B</i>	\$	Yes
<i>(continue as necessary)</i>		
Total Matching Funds	\$	

Note 1: Documentation to validate the availability of matching funds is required as part of the Offer.

Note 2: Offeror and all matching fund partners must provide documentation stating each has reviewed the Offer, confirm their commitment to the project, and provide proof of the existence of matching and secured funds.

Note 3: Examples of secured funds documentation is defined in the "Matching Funds" section of this Offer, and includes a grant award, letter of credit, letter confirming funds from a bank, board resolution committing funding, or loan documentation.

Note 4: Please submit a table for each proposed project area.

- 3.4 **Provide complete contact information for each Offer funding partner identified in Item 3.3 above.**

Cox Response: Not applicable.

PART IV – Project Readiness Instructions

Project Budget – Sources and Uses of ARPA Funds

4.1 What are the total eligible project costs for each proposed project area? \$_____.

Total eligible project costs may include project planning; obtaining construction permits; construction of facilities – including construction of both “middle mile” and “last mile” infrastructure; electronics and equipment; and installation and testing of the broadband service.

Cox Response: Cox anticipates the eligible amount to be \$12,525,874, of which \$6,707,999 is for Congress and \$5,817,875 is for Black Canyon City.

Breakdown

4.2 Please provide a list or schedule of all Yavapai County Broadband Initiative eligible elements to be purchased or utilized for each proposed project area [if separately attached, label as Appendix 4.2].

Note 1: Eligible elements do not include costs for either video or voice services.

Note 2: Any award under this Solicitation cannot reimburse an Offeror for any expenses incurred prior to the executed contract date. Any such expenses may not be included as eligible expenses.

Note 3: Should the Offer be awarded, all ARPA funds are disbursed to a successful Offeror on a reimbursement basis only.

4.3 Utilizing total eligible expenses from 4.1, for each proposed project area provide the following “Sources of Funding” summary detail for Offeror, and if applicable, for each additional funding partner:

Sources of Funding	\$ Amount	% of Total Funding
<i>Example:</i>		
Yavapai County Broadband Initiative Request (ARPA funds)	\$1,500,000	50.0%
Offeror Investment	\$1,450,000	48.33%
Partner –XYZ	\$50,000	1.67%
(If other fin'l partner – add here)		
Total	\$3,000,000	100.00%

Cox Response:

Sources of Funding	\$ Amount	% of Total Funding
Yavapai County Broadband Initiative Request (ARPA funds)	\$3,757,762	30.0%
Offeror Investment	\$8,768,112	70.0%
Total	\$12,525,874	100.00%

4.4 By each identified budget category, provide the following “Use of Funds” detail for both Offeror and Yavapai County Broadband Initiative (ARPA) funds for each proposed project area:

Use of Funds	\$ Amount	Source of Fund	Date Funds Committed
<i>Example:</i>			
<i>Fiber Construction/splicing</i>	<i>\$1,000,000</i>	<i>Offeror</i>	<i>9/1/2021</i>
<i>Fiber Construction/splicing</i>	<i>\$1,000,000</i>	<i>ARPA</i>	<i>upon award</i>
<i>Engineering</i>	<i>\$250,000</i>	<i>Offeror</i>	<i>9/1/2021</i>
<i>Engineering</i>	<i>\$250,000</i>	<i>ARPA</i>	<i>upon award</i>
<i>Customer Installations</i>	<i>\$250,000</i>	<i>Offeror</i>	<i>9/1/2021</i>
<i>Customer Installations</i>	<i>\$250,000</i>	<i>ARPA</i>	<i>upon award</i>
<i>(Add other entries below)</i>			
Total	\$3,000,000		

Cox Response:

Use of Funds	\$ Amount	Source of Fund	Date Funds Committed
<i>Fiber Construction/splicing</i>	<i>\$7,383,263</i>	<i>Offeror</i>	<i>1/1/2022</i>
<i>Fiber Construction/splicing</i>	<i>\$3,164,256</i>	<i>ARPA</i>	<i>upon award</i>
<i>Engineering</i>	<i>\$83,522</i>	<i>Offeror</i>	<i>1/1/2022</i>
<i>Engineering</i>	<i>\$35,795</i>	<i>ARPA</i>	<i>upon award</i>
<i>Customer Installations</i>	<i>\$1,301,327</i>	<i>Offeror</i>	<i>1/1/2022</i>
<i>Customer Installations</i>	<i>\$557,711</i>	<i>ARPA</i>	<i>upon award</i>
<i>*Customer Installations includes Drop cost, Install cost & CPE</i>			
Total	\$12,525,874		

Recommended minimum budget categories for "Use of Funds" table above are as follows:
[Offeror may add other budget categories as needed.]

- Construction – Labor – Last Mile
- Construction – Labor – Middle Mile
- Construction - Materials
- Electronics
- Customer Premises Installation – Labor
- Customer Premises – Equipment
- Professional services and engineering
- Labor Standards
 - Must include documentation for the labor standards specified, including project labor agreements and community benefits agreements that offer wages at or above the prevailing rate and include local hire provisions. Compliance with the Davis-Bacon Act, as amended, is not expressly required; however, County requires documentation for the labor standards specified.

4.5 Will additional costs related to this project that are not eligible costs be incurred in order to deploy broadband to the proposed project area?

If yes, identify and list all ineligible costs associated with the proposed project that may be incurred.

Cox Response: No.

Project Broadband Infrastructure

4.6 For each proposed project area, please provide all budgetary engineering designs, diagrams, and maps that demonstrate the viability of the proposed project [if separately attached, label as Appendix 4.6].

Design documents must clearly document Offeror's comprehensive understanding of the project requirements. This information must be certified by a Professional Engineer, registered in the State of Arizona.

Cox Response: Cox references the .kml and .csv address file labelled Appendix 1.5 that show the underserved and unreliably served locations in those areas. Certified engineering designs, budget and other relevant information for each selected project area will be provided after specific awards are made under the RFP. (see Appendix 4.6, network architecture; this information is proprietary and confidential)

4.7 Demonstrate that the installed broadband infrastructure is scalable to speeds of at least 100 Mbps download and 100 Mbps upload in each proposed project area.

This information must be certified by either the manufacturer of the equipment to be utilized, or by a Professional Engineer, registered in the State of Arizona.

Cox Response: Cox references the materials included in Appendix 4.6 and Part IV of the Cox response. The requested certified information may be provided after specific awards are made under the RFP. ✓

4.8 Identify the type of broadband construction for each proposed project area.

This project is fiber to the home, cable or hybrid fiber coaxial, or fixed wireless last mile construction – or a combination of construction types such as some fiber and some fixed wireless. If fixed wireless, is licensed or unlicensed spectrum being used? If fiber is to be used please estimate for federal reporting purposes the miles of fiber for each proposed project area and the cost per mile.

Cox Response: FTTH (Fiber to the home.)



- 4.9 For each proposed project area indicate whether this Offer is for last mile components only or a combination of last mile and middle mile components [Choose one per project area].**

Last mile infrastructure is broadband infrastructure that serves as the final leg connecting the broadband service provider's network to the end-user customer's on-premises telecommunications equipment. Middle mile infrastructure is broadband infrastructure that links a broadband service provider's core network infrastructure to last mile infrastructure.

Cox Response: Both Congress and Black Canyon City include last mile and middle mile components.

- 4.10 If the proposed project area includes a middle mile facilities component, please describe why new construction is necessary.**

Demonstrate how the proposed project will leverage existing broadband networks or be built in conjunction with other broadband infrastructure projects to expand service coverage for unserved or underserved households and businesses in unincorporated platted areas of Yavapai County.

Cox Response: Cox will leverage existing middle mile facilities through leasing.

Project Pre-construction Permits and Approvals

- 4.11 Have all required municipal/city/county/state approvals necessary for this Offer to begin construction from area planning commission/zoning authority/road authority/railroad crossing entity, etc. been identified and included in the project schedule?**

Itemize the approvals that will be required prior to project construction with the corresponding entity that will provide approval, and a brief description of the process required to obtain approval. Include the permitting process as a step on the Project Schedule in Item 4.19.

Cox Response: Cox has conducted research to determine the necessary approvals to execute and complete this project. This includes identification of permitting requirements and pole ownership/attachments. Once specific awards are made under the RFP, Cox will seek and obtain all required approvals.

- 4.12 Have all environmental review requirements necessary for this project to begin construction been identified, if applicable?**

If yes, describe the process to obtain required approvals. If applicable, include this process in the Project Schedule.

Cox Response: Cox conducts the necessary research to determine if environmental review is required. Once specific awards are made under the RFP and if applicable, the company's planning and construction practices will adhere to those requirements.

- 4.13 Due to its location, will the proposed project potentially impact local/state/federal historic architectural or archeological resources?**

If yes, describe the process to obtain required approvals. If applicable, include this process in the Project Schedule.

Cox Response: Cox conducts the necessary research to determine if there will be impacts to local/state/federal historic architectural and/or archeological resources. Preliminary research has not resulted in any architectural or archeological impacts at this time. However, should an impact(s) be identified, Cox's planning and construction practices will adhere to the required approval processes as required by the impacted jurisdiction(s).

Project Implementation

4.14 Will Offeror offer the broadband services for a minimum five (5) year period in each of the proposed project areas?

Provide documentation that Offeror will offer the broadband service for a minimum of five years.

Cox Response: Yes. Cox Communications Arizona LLC will build and retain ownership of the proposed network expansion, and will offer for sale to the surrounding communities 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 Offer.

4.15 Provide the proposed pricing structure [by associated download and upload speeds] for all broadband services to be offered in association with this project in each proposed project area.

Demonstrate that speeds meet or exceed the Solicitation requirements. If Offeror already provides internet service in the proposed area, please specify the current price structure by associated download and upload speed in addition to the proposed pricing structure.

Cox Response: Below are the general market offers that will be available to households in both Congress and Black Canyon:

No 100/100 offering?

DOWNLOAD SPEED (Mbps)	UPLOAD SPEED (Mbps)	MONTHLY RECURRING PRICE FOR PACKAGE*	AFFORDABILITY OFFERING
50**	5	\$9.95	YES
50***	5	\$30.00	YES
25	5	\$29.99	
50	5	\$39.99	
250****	250	\$59.99 <i>OK</i>	
500	500	\$79.99	
1,000	1,000	\$99.99	

(*) All pricing shown is 12 month promotional term agreements, includes free easy connect (self install) or professional connect at \$100. Price excludes taxes, surcharges, equipment, and usage-based charges (data overages above 1.25TB monthly). A credit check and/or deposit may be required.

(**) This is the Cox offering named Connect2Complete, is available to households that are defined as low-income families with children in school (k-12) that receive government assistance. The government subsidy programs need to be one of the following: National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program, and/or Public Housing.

(***) This is the Cox offering named ConnectAssist, is available to households that are defined as low-income that are receiving government assistance. The government subsidy programs need to be one of the following: SNAP TANF, Head Start, WIC, Low Income Home Energy Assistance Program, Public Housing, Pell Grant, Veterans Pension, Tribal Programs, Supplemental Security Income, and/or Medicaid.

(****) 250 / 250 is our equivalent to the requested 100 / 100 offering within the grant, this competitively priced offering will be available day 1 of homes becoming available.

4.16 Please also provide the proposed stand-alone pricing for unbundled internet-only service at to reliably meet or exceed symmetrical upload and download speeds of 100 Mbps, and for 1 Gbps download and 1 Gbps upload [if applicable] for each proposed project area.

If there are instances in which it would not be practicable for a project to deliver such service speeds because of the geography, topography, or excessive costs associated with such a project, then in these instances, the affected project would be expected to be designed to deliver, upon project completion, service that reliably meets or exceeds 100 Mbps download and between at least 20 Mbps and 100 Mbps upload speeds and be scalable to a minimum of 100 Mbps symmetrical for download and upload speeds.

Describe stand-alone pricing for all broadband speed levels applicable to the Offer, and demonstrate that speeds meet and exceed the Solicitation requirements.

Cox Response: Our pricing above (Section 4.15) is standalone pricing and is not impacted by customers purchasing additional products like Cable or Phone.

4.17 Will any additional equipment be required – or any separately chargeable service installation elements apply – to activation or turn-up of individual customer locations from passings?

If yes, describe any separately chargeable elements that may apply along with all associated charges, and identify as one-time or monthly.

Cox Response:

Data Equipment: customers will have their choice to bring their own devices (modem / router) or for a fee of \$13 / month engage in the Panoramic experience that enables in-home wifi.

Installation Costs: customers will have 2 choices, self-install that comes with no cost or professional install that comes with a one-time fee of \$100. 

4.18 Describe what initiatives Offeror will undertake to communicate its proposed marketing plan to its prospective broadband services customer base.

The marketing plan should include activities to communicate the award of the proposed project, the timing and availability of constructed broadband service, and Offeror plans on how to optimize broadband subscription rates once service becomes available.

Cox Response: There are numerous tactics Cox will use to create awareness of our broadband product. These include mass tactics ("one to many") such as television, radio and out-of-home. Additionally, Cox will use one-to-one tactics including direct mail, digital, and social advertising. We have also have partnered with schools and other community partners to support awareness of our affordability initiatives such as Connect2Compete via on-site events or communications through our partners.

Project Schedule

4.19 Provide the proposed project schedule for each proposed project area which must reflect all key planning, procurement, construction, installation, testing, and service activation milestones.

Offeror may use the sample form below to detail the significant task categories for all broadband deployment milestones necessary to complete the proposed project in a comprehensive and timely manner. Each necessary milestone should be identified with an associated anticipated start date and completion date (month and year) for that milestone. The last task on the project schedule should reflect the date upon which the service to the last location will be turned up and the project will be complete. If Offeror anticipates delays due to unavailability of materials or labors, Offeror should explain such anticipated delays below the Project Schedule.

SAMPLE – Project Schedule

Name of Offeror:		
Name of Project:		
Overall Timeline for Project: (example)	Start Date: May 2022	Complete: June 2023
Individual Milestones for Project: Include all planning, procurement, construction, installation, testing and customer turn-up activities	Est. Start Date (month/year)	Est. Complete Date (month/year)
Activity A	May 2022	Oct 2022
Activity B	July 2022	Nov 2022
Activity C	Sept 2022	Dec 2022
[continue as needed to completion]		

Cox Response: Cox expects to complete this project within 18 to 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 Yavapai County, the community and other entities to accelerate the timeline. A basic project schedule will include the following elements: project walkout, design, permitting, construction, and cutovers and splicing. Timelines may be impacted by situations such as delay in permitting, supply chain issues, and other events beyond the reasonable control of Cox.

Project Financials

4.20 Provide a five year stand-alone financial plan for the proposed project, including a description of how the costs and anticipated revenue will result in the financial viability of the project over time.

Contractor should provide a spreadsheet summarizing its financial analysis for the proposed project, and also may provide a brief narrative summarizing its findings. To assist Offeror, Appendix I on pages 65-67 may be used as a template to populate the proposed project's pro forma financials. The pro forma financial spreadsheet must be a minimum of a five year view, but Offeror may extend the analysis for additional years if that will provide a more comprehensive financial justification. [If separately attached, label as Appendix 4.20.]

Cox Response: Please see 10-yr Financial Schedule for this project in Appendix 4.20. (The information found in Appendix 4.20 should be considered confidential and proprietary.)

4.21 Describe why the proposed project would not be feasible without the award of the requested broadband funds.

Refer to the five year financials prepared for Item 4.20, and demonstrate the difference in proposed project payback years with and without the requested Solicitation funding.

Cox Response: Due to the current costs of construction and the density of the proposed areas, the payback period with the subsidy is 10 years. Without the subsidy, the payback period is beyond viable thresholds for a positive return on investment.

4.22 Is Offeror leveraging all funding sources that may apply to the proposed project area?

If the proposed project leverages existing broadband networks, or will be built in conjunction with other broadband infrastructure projects to expand service areas to include unserved or underserved households and businesses of Yavapai County, please give specific examples identifying the other project and the associated leveraged funds. Include any prior awards for ARPA, Capital Projects Fund, RDOF, CAF Phase I or Phase II, A-CAM, Emergency Broadband Benefit, ECF, E-Rate, NTIA Broadband Infrastructure Program, NTIA Tribal Broadband Connectivity Program, USDA Reconnect or Rural Broadband, ACA, U.S. Department of Agriculture (USDA) Rural Utilities Service (RUS) , or any other federal, state, or local rural broadband funding.

Cox Response: Cox has not obtained additional government funding for this project.

Part V – Project Sustainability Instructions

5.1 Provide technical expertise statement

Provide a narrative statement detailing all the relevant technical expertise of Offeror; and Offeror's specific prior experience in providing broadband services in Yavapai County, Arizona (and in other regions, if applicable.) If separately attached, label as Appendix 5.1.

Cox Response: A national industry leader in information technology, Cox has extensive, multi-year experience in serving communities with a fiber-based infrastructure. We have a proven track record of exceeding customer expectations for service and support. The company serves both residential and business customers in the following states: Arizona, Arkansas, California, Connecticut, Florida, Georgia, Idaho, Iowa, Kansas, Louisiana, Massachusetts, Nebraska, Nevada, Ohio, Oklahoma, Rhode Island, and Virginia.

Cox has decades of experience working with local jurisdictions, residents and businesses (retail and wholesale) across the country, including serving nearly 3 million product subscribers in Maricopa, Pinal, Pima and Cochise counties in Arizona. In fact, we're already "local" with over 3,100 hard-working, in-state employees, and physical property assets including 16 administrative offices, 12 retail locations, 29 warehouses and technology facilities, and two media buildings within the state. Since the mid-1990's, Cox has been offering internet in Arizona.

Our network team has a tremendous amount of technical experience, with an average of 20 years among the team. They are dedicated to keeping the company and its customers ahead of the technology curve, and are diligently working to take another bold leap with increased residential speeds in the near future. And, today, our Cox Business customers can receive 10GB.

5.2 Provide organizational support evidence

Demonstrate the overall organization strength of Offeror to build, manage, and effectively operate the proposed broadband project, if approved.

Documentation should identify key officers and management personnel with corresponding brief resumes. Organizational structure charts may also be submitted. It is important to provide a detailed description of how organizational strength pertains to level of broadband service delivery and service maintenance. If separately attached, label as Appendix 5.2.

Cox Response:

Cox Communications Inc. ("Cox") is a broadband communications and entertainment company, providing advanced digital video, high-speed Internet, telephone and home security and automation services over its own nationwide Internet Protocol network. Cox is one of the largest U.S. cable companies and serves over 6 million residences and businesses. Cox Business is a facilities-based provider of voice, video, data and security solutions for commercial customers, and Cox Media is a full-service provider of national and local cable spot and new media advertising.

Cox's business strategy is to leverage the capacity and capability of its nationwide IP network to deliver an array of services to consumers and businesses while creating multiple revenue streams. Cox believes that its investments in the technological capabilities of its nationwide IP network, the long-term advantages of clustering, the competitive value of bundled services

and its commitment to customer care and community service enhance its ability to increase revenues.

Cox is a wholly owned subsidiary of Atlanta-based Cox Enterprises Inc. ("CEI"), a leading communications and automotive services company. In addition to Cox, CEI's other major operating subsidiary is Cox Automotive, a leading global provider of vehicle remarketing services and digital marketing and software solutions for automotive dealers and consumers.

We are able to build, manage, and effectively operate our infrastructure in Arizona and other states we serve. Some notable highlights include:

- Since the mid-1990's, Cox has offered internet in Arizona.
- Cox has current relationships with the following Arizona jurisdictions: Avondale, Buckeye, Carefree, Casa Grande, Cave Creek, Chandler, Cochise County, Coolidge, El Mirage, Florence, Fountain Hills, Gilbert, Glendale, Goodyear, Guadalupe, Litchfield Park, Maricopa County, Mesa, Paradise Valley, Peoria, Pima County, Pinal County, Queen Creek, Scottsdale, Surprise, Tempe, Tolleson, Wickenburg, and Youngtown.
- A national provider, Cox has invested more than \$1.5 billion in broadband infrastructure in Arizona.
- Cox Business provides service to over 400,000 commercial and government accounts nationally.
- As part of the Arizona's Uniform Video Service License (UVSL) laws, Cox continues to pay nearly \$40 million in cable license fees to the Arizona local jurisdictions we serve today.
- Cox has thousands of miles of fiber-optic facilities being supported, maintained and upgraded across the country in the form of lit services, backbone infrastructure and leased dark fiber.

Cox Communication's Leadership in Arizona

Percy Kirk, Sr. Vice President & Southwest Region Manager

Percy Kirk is the senior vice president and region manager for Cox Communications' Southwest Region. In this role, Percy is responsible for leading operations and responding to the challenges presented by the competitive landscape in the company's Phoenix, Las Vegas and Southern Arizona footprint.

Serving more than 35 years in the cable telecommunications industry, Percy has held a variety of positions within Cox Communications and Multimedia Cablevision. Prior to joining Cox Southwest in July, 2021, Percy was SVP/RM for Cox's Central Region, where he led the Arkansas, Kansas, Idaho, Iowa, Nebraska and Oklahoma operations. He also served as senior vice president and general manager for Cox Communications Oklahoma and senior vice president and general manager for the company's Omaha market, spent three years as vice president of network operations for Cox Arizona and held the position of vice president of operations for Cox Communications Kansas.

Susan Anable, Vice President of Public & Government Affairs

Susan Anable, Vice President of Government and Public Affairs, Southwest Region, has been with Cox Communications since 2001. She is responsible for media relations, community relations, government affairs and internal communications for Cox in Arizona and Nevada.

From 1991 to 2001, Susan was part of the Arizona State Senate Research Staff, serving as Staff Director and Natural Resources, Agriculture and Environment Analyst when she left to join Cox in 2001.

Susan serves on the Executive Committee of the Arizona Chamber of Commerce, serving as Chair of the Board from 2018 – 2020. She is also the past Public Affairs Chair and Board member of the Greater Phoenix Chamber of Commerce. She is a former President and member of the Phoenix Suns Charities Board and serves on the Cox Charities Board. In 2015, Susan was named to the Banner Health Foundation Board of Directors.

Susan was appointed to Arizona Governor Doug Ducey's Workforce Arizona Council in 2016 and has served as an appointee on numerous City of Phoenix Task Forces dealing with regulatory simplification, pension reform and technology. Susan is the past President of the Southwest Cable Communications Association and a past member of the Executive Board of the Arizona Tax Research Association. In 2019, Susan was recognized as a "Woman to Watch" by Women in Cable Television (WICT), and as Woman of the Year by the Arizona Capitol Times in its 2019 Women of Achievement Awards. In 2020 she was recognized by Arizona Big Media as one of the "Most Influential Women of 2020".

Susan graduated summa cum laude with a B.A. in Broadcast Journalism from The Walter Cronkite School of Broadcast Journalism at Arizona State University in 1991, and is a graduate of the Cable Television Public Affairs Association's Institute for Public Affairs. She is married to Mike Anable and they have two adult children, Nicholas and Ellise. They reside in Phoenix.

David Diers, Vice President, Field Engineering & Operations, Cox Communications

David Diers is Vice President of Field Engineering & Operations for the Cox Southwest Region that includes Southern Nevada and Arizona. He joined the company as Vice President of Network Operations in 2011, is based in Las Vegas and maintains an office in both Las Vegas and Phoenix.

Diers has more than three decades of experience in the design, deployment, provisioning and maintenance of broadband telecommunications networks that support cable television, internet expansion and telephony in the U.S. and Europe. He has extensive experience and expertise in strategic leadership, operations and organizational development skills.

Diers previously served as Regional Vice President of Business Services in the Midwest region for Comcast, leading business development, engineering, marketing, sales, installation and support functions. His vast domestic and international experience includes a strong track record of improving business processes, enhancing product delivery and increasing customer satisfaction levels that have positively impacted growth.

Outside of Cox, Diers is active in local, urban and international communities through leadership roles with various social service, nonprofit and community organizations with a focus on community transformation. He serves on the board of directors of The Salvation Army and Refuge for Women and is active in his church, The Crossing. He frequently serves as a company spokesman on topics ranging from technology to charitable giving.

Diers is a three-time graduate of the University of Minnesota where he earned a Bachelor of Science degree in computer science, Master of Science degree in electrical engineering and MBA alternative certification from the Carlson School of Management. He and wife Karen are the parents of four and proud grandparents of three. He enjoys international travel, experiencing different cultures, hiking, camping and numerous leisure sports.

Shawn Duncan, Vice President, Field Operations

Shawn Duncan is the Vice President of Field and Maintenance Operations for Cox Communications' Southwest Region. In this role, he is responsible for field operations in Arizona and Southern Nevada for Cox residential, Cox Business and Cox Hospitality Network customers, including installation, service, and network maintenance.

A 28-year Cox veteran, Shawn has held a variety of leadership roles in field and business operations since joining the company in 1993 as a field technician. Prior to his current role as regional VP, a position he has held since 2012, Shawn was Executive Field Director for Cox Las Vegas, and held director positions in Field Services and Credit and Collections for Cox Arizona.

Shawn is focused on leadership and personal development and received the Leader of Leaders Award for servant leadership in the Cox Arizona Promising Leaders Program. He authored the 15-year "Taking on Me" professional development program that has positively impacted more than 800 Cox employees in Arizona and Las Vegas and partner organizations such as ASU, UNLV, WICT and WBEC.

He is an advisor on industry boards for SCTE and WICT, and also serves as Executive Sponsor for Cox's veterans' Employee Resource Group and Cox's Southwest Region Diversity Council - Supplier Pillar. In 2019, Shawn was inducted into the Southwest Cable Communications Association's Pioneer Hall of Fame in recognition of his contributions to the cable and broadband industry.

He is active in the community, serving on the boards of The Salvation Army of Metro Phoenix and the Boys and Girls Club of the East Valley.

Shawn has an Executive MBA in International Business from the Thunderbird School of Global Management and a Bachelor of Science degree from Western International University.

Delma Herrera, VP Field Sales, West Region

Delma Herrera joined Cox in July of 2002, and currently serves as the Vice President of Field Sales overseeing sales operations for the west region. In her role, Delma is responsible for leading West Field Sales including Direct Sales, Third Party Retail and Cox Owned Retail in the Arizona, Las Vegas and California markets. In her tenure at Cox, Delma has worked in different roles, ranging from director of customer retention, director of IB sales, director of retail, trainer, manager and supervisor.

Delma has over 30 years of sales, telecom and people leader experience. She is driven by a passion to develop and grow people, having managed and led leadership development course and programs to help others grow in their career.

Delma's passion to help people has led her to serve on various community boards, currently serving as Vice Chairman of Chicanos Por La Causa (CPLC), serving on the Board of Prestamos and on the Latino Advisory Council for the AZ Coyotes NHL team. In 2007 Delma was awarded the Valle Del Sol Rosa Torrez Humanitarian award for her service to the community. She also served as the director of training and adult education for StandUp for Kids.

Delma was born in Nogales, Sonora, Mexico, grew up in Tucson, Arizona, and currently lives in Mesa, Arizona. She is married with four sons, and three granddaughters.

Suzanne Schlundt, Vice President, Field Marketing

Suzanne Schlundt is Vice President of Marketing for Cox Communications' West markets, which include California, Arizona, and Nevada. In addition, she leads B2B and B2C marketing efforts for Cox Communities (MDUs and new single-family construction) across the nation.

Schlundt, who joined Cox Communications in December 2012, has more than 20 years of Marketing experience in fast-paced, highly competitive industries including the QSR, consumer products and entertainment sectors. Her background includes consumer insights, brand strategy, product development, integrated marketing communications, and events and sponsorships.

Prior to joining Cox Communications, Schlundt held executive positions with Disney Consumer Products, Jack-in-the-Box and Mattel, Inc.

Schlundt has a B.A. from Occidental College and an M.B.A. from the University of Southern California (USC). She lives in San Diego with her husband, Dave, two daughters, two dogs, and horse. She is an active volunteer in several local organizations and previously served on the Girl Scouts San Diego Board of Directors.

Cory Somerville, Vice President, Outside Plant Construction

Cory Somerville is the Vice President of Outside Plant Construction for the Arizona market, a position he has held since August 2019. His primary responsibilities include the activation of all newly constructed residential and commercial customers and the maintenance of the HFC Network.

Cory has held a variety of roles since joining Cox in 1999, including positions in Supply chain, Design, Engineering and Construction. He has been in a leadership role in the Engineering, Design and Construction department since 2005.

Cory serves on the board for Arizona 811, a non-profit communications center that helps protect underground facilities from damage by unauthorized digging. As a board member, he works collaboratively to set budgets, safety, education and overall priorities for the organization.

Cory earned a Bachelor's of Science in Business Management from the University of Phoenix and holds or has held multiple technical certifications including Electronics Technicians Association, Fiber Network Training and various Cisco and ALU Certifications. With an extensive background on the fiber side of the business, Cory played a pivotal role in the engineering and execution of the FTTH product launch for Cox Communications in 2015.

Cory resides in Peoria with his wife of 13 years, Pam and his daughter Kennedy. He also has three adult daughters; Lauren, Madison and Shanlyn. Outside of work, Cory enjoys watching his youngest daughter compete in competitive soccer and exploring the outdoors while camping, fishing and boating.

5.3 Provide audited financial statements

Demonstrate the overall financial viability of Offeror by providing the most recent audited financial statements. (Audited by a certified public accountant.) The financial statements may be identified and filed as "Confidential Information" and must be appropriately marked as confidential when submitted and included in the Request for Confidentiality of Proprietary Information. Any confidential information should be identified as a separate file on the Offer USB drive. If separately attached, label as Appendix 5.3.

Results from an independent audit may also be provided as supplemental detail, as well as Offeror's most recent year's federal tax return. If provided these documents should also be submitted and marked as confidential.

Supplemental material that may be provided as documentation for this requirement include the following:

- An Offeror that has a current Yavapai County franchise agreement for the proposed locations in the project may submit a description of the locations covered by the franchise with the date of the franchisee's most recent agreement or renewal.

Cox Response:

Business Overview: As a privately held organization, Cox Communications does not publish its financial statements; however, Cox proudly continues to reinvest in infrastructure to support future growth. Over the last decade, Cox Business has made continuous infrastructure updates and will continue to do so to ensure the company is providing the best products and services to its customers. Cox continues to grow and remain profitable in the ever-evolving economic landscape. Additionally, Cox maintains investment grade debt based on a number of factors considered by the rating agencies, such as, profitability, cash flow, total debt outstanding, interest requirements, liquidity needs and availability of liquidity. Refer to the respective websites for specific ratings information at www.moodys.com, www.standardandpoors.com and www.fitchratings.com.

Internal Controls: Cox management believes that operating as a private company allows Cox to take the most decisive actions as it faces an increasingly competitive environment. Although a private company, Cox continues to maintain a robust control environment. Cox's Internal Controls Governance group is responsible for documenting the risks to the business and ensuring those risks are mitigated by developing and implementing an internal controls matrix and performing periodic testing of these controls. Cox's consolidated financial statements are audited annually by its external audit firm, Deloitte & Touche LLP

Part VI – Payment Information Instructions

6.1 Payment Information

Payments take place through electronic funds transfer (EFT). To ensure proper payment the Offer must include the following critical payment information.

Cox Response:

Offeror's Financial Contact Person: **Telvin Campbell**

Telephone Number: **404-269-7471**

Email Address: **telvin.campbell@cox.com**

6.2 Tax Identification Numbers

Also provide the following tax information associated with Offeror's organization.

State of Arizona Tax Identification Number: **20785091**

[This is the number used for state tax filing purposes.]

Federal Employer Identification Number: **45-2998180**

[A federal Employer Identification Number (EIN) is also known as a federal tax identification number and is used for tax filing purposes.]

6.3 Electronic Funds Transfer.

Offeror understands that County has established an Electronic Funds Transfer (EFT) program for all payments to providers of goods and services to County and agrees to accept EFT payments in full satisfaction of County's payment obligations pursuant to the Contract. Offeror further agrees to register for County's EFT program within one month following the effective date of the Contract and understands that failure to comply with this registration requirement shall result in suspension of payments pursuant to the Contract until such time as the registration process is completed.

Part VII – Broadband Adoption Assistance Instructions

7.1 Low-Income Broadband Assistance Program

If Offeror plans to offer a low-income broadband assistance program, provide a description of the program and how participants would qualify.

Cox Response:

Digital equity is a core value of the company. To further promote the wide variety of affordable internet options offered by both Cox Communications and government, we have launched a new affordability hub to help customers find the plan that best meets their needs. Our affordability portfolio can be found at www.cox.com/digitalequity.

The company offers the following in-house programs to our low-income customers.

- Connect2Compete
 - Description: Launched in 2013 in Arizona, Connect2Compete (C2C) is a low-cost internet offer designed for families with children in grades K-12 who are enrolled in government financial assistance programs. At just under \$10 per month, C2C customers receive up to 50 Mbps download/3Mbps upload, access WiFi hotspots consortium, Cox Security Suite Plus and Digital Academy, a wireless modem; and no credit checks, contractual obligations, deposits or social security numbers required. Installs for this program are free.
 - Eligibility: For households with at least one child in grades K-12 who are enrolled in government financial assistance programs, such as the free or reduced school lunch program.
- ConnectAssist
 - Description: On November 16, 2021, Cox Communications broadened its affordability portfolio by adding Connect Assist to its low-cost internet tier. The newly expanded offering is one of Cox's many efforts to create digital equity and is designed for low-income households who don't qualify for Connect2Compete. The ConnectAssist internet package provides customers with internet access and a modem rental for \$30/month plus taxes, which can support speeds up to 50 Mbps download/3 Mbps upload. 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 EasyConnect self-installation or \$20 professional installation, as well as Access to Wifi Hotspots, Cox Security Suite Plus and Digital Academy
 - Eligibility: ConnectAssist is available to households who participate in one of these government subsidies programs: SNAP, TANF, Head Start, WIC, LIHEAP, Public Housing, Pell Grant, Veterans Pension & Survivors Benefits, Tribal Programs, Supplemental Security Income, or Medicaid.

It should be noted that 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. This platform is continuously updated with fresh and relevant information.

Cox also participates in other government programs to assist our customers.

- **Federal Government's Emergency Broadband Benefit (EBB)** program was launched in the spring of 2021, Cox has been an active promoter and participant in the program. **Recently, the federal government renamed the program as Affordable Connectivity Program.** All qualifying customers, including those individuals participating in C2C and ConnectAssist are also most likely eligible for the Federal Government's Emergency Broadband Benefit program, making internet connectivity even more affordable. This means that customers may be eligible to get ConnectAssist and C2C for as low as \$0/month after discount with the Emergency Broadband Benefit. The discount amount and eligibility are based on EBB program rules which are subject to change. Customers can learn more about the EBB program (and check their eligibility) at cox.com/ebb.
- **Emergency Connectivity Fund** is a program that provides 100% internet monthly subsidy for K-12 schools and libraries to request on behalf of unconnected students, patrons and qualified staff. The program is active through June 2022. More information can be found at www.cox.com/ecf.
- The **Special Payment Program (through the Cares Act)** allows schools, businesses or other organizations to pay for Cox residential internet services. The payor may obtain funds from any source, such as CARES Act or State General Funds. Eligible households must be identified by the payor. More information can be found at www.cox.com/caresact.

The following page provides more information with regard to our digital equity program offerings.

Affordability & Digital Equity Programs

Our company has made it clear: we won't hesitate to raise our hands and participate in federal programs that help ensure digital equity in our communities. Here are some of the ways we're working to get people connected.

Connect2Compete	ConnectAssist Coming Q4 2021	Emergency Connectivity Fund (ECF)	Special Payment Program (CARES Act)	EBB (Emergency Broadband Benefit)
<p>Description</p> <p>Cox sponsored program providing low-cost internet to families with children K-12 receiving government assistance</p>	<p>Cox sponsored affordable internet for low-income individuals receiving government assistance</p>	<p>Government funding for K-12 schools and libraries to request on behalf of unconnected students/patrons and qualified staff to subsidize 100% of internet monthly. Active through June 2022</p>	<p>Cox sponsored program that allows schools, businesses or other organizations to pay for residential internet services. The payor may obtain funds from any source, such as CARES Act or State General Funds</p>	<p>Government sponsored internet service for low-income households</p>
<p>Cost & Billing</p> <ul style="list-style-type: none"> • \$9.95/month • Free wifi modem rental • Free installation • Customers pay Cox directly <p><i>Note: Schools or other organizations can pay Cox directly on behalf of group of students through the Special Payment Program</i></p>	<ul style="list-style-type: none"> • \$30/month (with wifi modem rental) + taxes • Free self installation • \$20 professional install (if needed) • Customers pay Cox directly <p><i>Note: Schools or other organizations can pay Cox directly on behalf of qualified individuals or families through the Special Payment Program</i></p>	<ul style="list-style-type: none"> • \$30/month (billed to schools/libraries) • \$20 one-time modem purchase • \$100 pro install (if needed) • Cox will bill USAC directly then send statement to School or Library • USAC will pay 100% up to the School or Library's approved funding allocation 	<p>Organizations can subsidize up to 100% towards monthly service</p> <ul style="list-style-type: none"> • Must include at least 25 participants • Payor defines benefit amount they will pay for each participant • Payor sends one payment to Cox each month • Can apply to any Cox Residential Service Tier 	<p>Customer receives discounts of up to \$50/month (\$75 for Tribal lands) Includes up to \$100 for a device</p> <p>Cox submits for reimbursement to USAC monthly</p>
<p>Features</p> <ul style="list-style-type: none"> • Access to over 3M+ Cox Hotspots nationwide • Cox Security Suite – online safety software tools • Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> • Access to over 3M+ Cox Hotspots nationwide • Cox Security Suite – online safety software tools • Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> • Access to over 3M+ Cox Hotspots nationwide • Cox Security Suite – online safety software tools • Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> • Access to over 3M+ Cox Hotspots nationwide for specific internet tiers 	<p>All internet plans qualify for the Emergency Broadband Benefit, including Connect2Compete, ConnectAssist (coming soon) and StraightUp Prepaid Internet</p>
<p>Qualifications</p> <p>Must have a child in K-12 at home and participate in one of the following government subsidy programs (National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Veterans Pension, Tribal Programs, Supplemental Security Income (SSI), Medicaid)</p>	<p>Must participate in one of the following government subsidy programs SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Pell Grant, Veterans Pension, Tribal Programs, Supplemental Security Income (SSI), Medicaid</p>	<p>Eligible households must be identified by participating school or library and certified as being otherwise unconnected without the subsidy</p>	<p>Eligible households must be identified by the payor directly</p>	<p>Connect2Compete participant, Lifeline participant, participation in one of the following government subsidy programs: National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Pell Grant, Tribal Programs, Medicaid, Supplemental Security Income (SSI), Veterans Pension OR proof income is less than 135% of poverty level</p>
<p>URL</p> <p>cox.com/c2c</p>	<p>cox.com/connectassist</p>	<p>cox.com/ecf</p>	<p>cox.com/caresact</p>	<p>cox.com/ebb</p>



Part VIII – Offeror Affidavit Instructions

8.1 The primary Offeror must provide a signed, dated, and witnessed affidavit or resolution that shows official Offeror support for and approval of the Offer as well as a commitment to provide Offeror identified matching funding.

If the Offer includes a funding partner or partners, a separate affidavit or resolution is required for each public or private partner that has committed to provide funding for the project, and attach as Appendix 8.1.

A sample affidavit/resolution is provided for Offeror's use as specified on the following page. Please note that Offeror may choose to reformat the sample document, but must ensure that all the statements appear in the signed, final version.

[Note: See next page for a sample Offeror affidavit.]

Cox Response: Cox acknowledges and includes an authority document. Cox would be happy to discuss this if needed, and upon award if additional authority documents are required, the parties can reach an agreement on the specific County request.

ASSISTANT SECRETARY'S CERTIFICATE

I, Luis A. Avila, the duly elected and acting Assistant Secretary of Cox Communications Arizona, LLC, a Delaware limited liability company (the "Company") do hereby certify that pursuant to the Company's signing authority policy, Percival J. Kirk, in his capacity as Senior Vice President and Southwest Regional Manager, is duly authorized to sign any and all related documents in connection with the Yavapai County Broadband Initiative Request for Proposal (RFP) with Solicitation No. YCBI-001 (the "Solicitation"), including, but not limited to (i) applying to Yavapai County for funding of the project contemplated, and bid on by Company, in connection with the Solicitation, and (ii) the agreement resulting from an award under the Solicitation.

IN WITNESS WHEREOF, I have signed this certificate and affixed hereto the seal of the Company effective the 30th day of November, 2021.



Luis A. Avila, Assistant Secretary

[Corporate Seal]

APPENDIX I
PROJECT FINANCIAL
PRO FORMA

Financial Summary



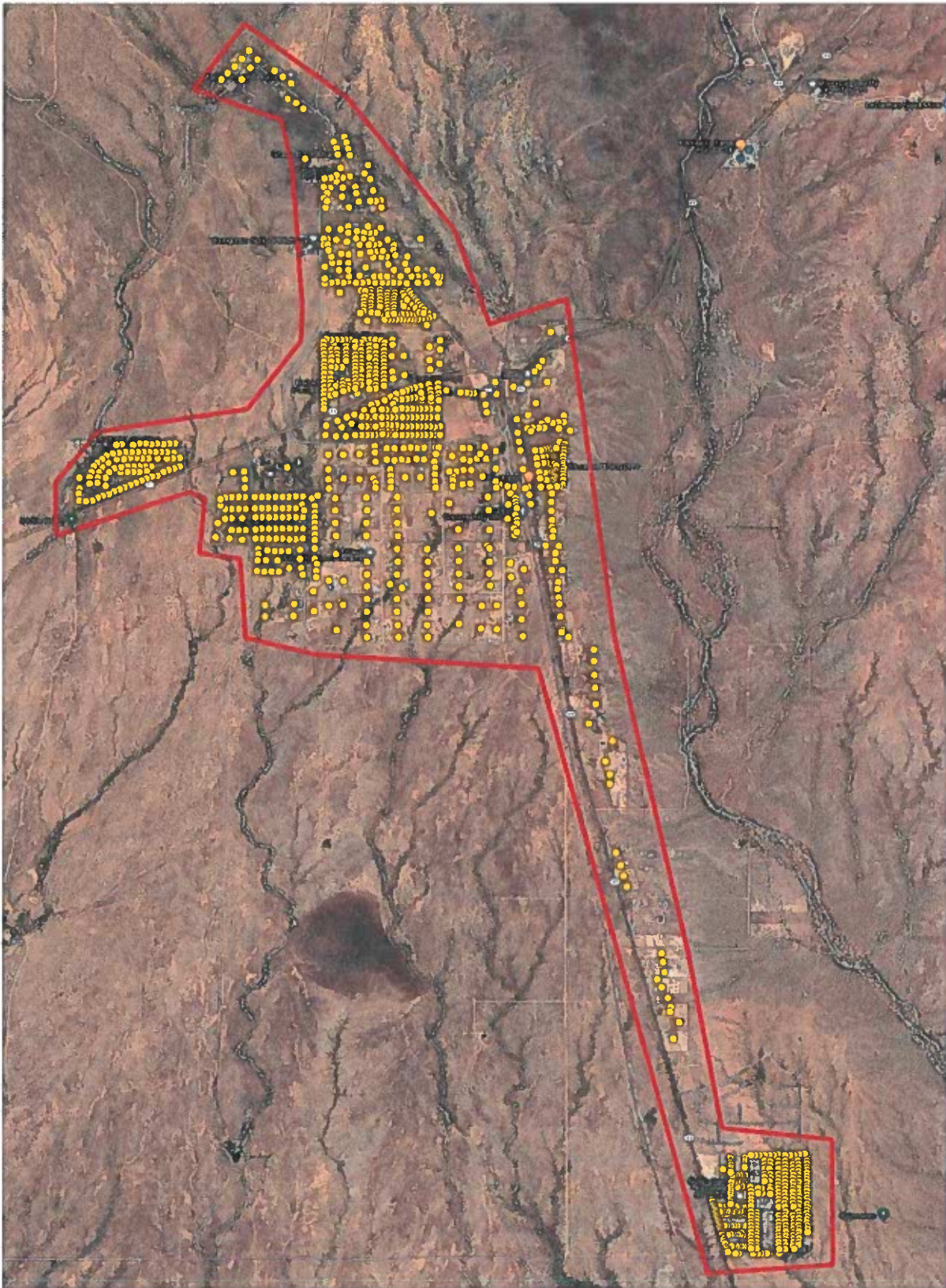
	In thousands											Total
	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031		
Customer Revenue	\$116	\$1,202	\$2,092	\$1,911	\$1,706	\$1,698	\$1,690	\$1,680	\$1,670	\$1,659	\$15,423	
Subsidy	\$3,758	-	-	-	-	-	-	-	-	-	\$3,758	
Total Revenue	\$3,874	\$1,202	\$2,092	\$1,911	\$1,706	\$1,698	\$1,690	\$1,680	\$1,670	\$1,659	\$19,181	
Direct Costs	\$16	\$190	\$347	\$320	\$287	\$293	\$299	\$308	\$318	\$299	\$2,677	
Contribution Margin	\$3,857	\$1,012	\$1,745	\$1,591	\$1,419	\$1,405	\$1,391	\$1,372	\$1,351	\$1,360	\$16,504	
Opex	\$433	\$415	\$334	\$157	\$198	\$211	\$213	\$215	\$216	\$218	\$2,611	
EBITDA	\$3,424	\$597	\$1,411	\$1,434	\$1,221	\$1,193	\$1,178	\$1,157	\$1,135	\$1,141	\$13,892	
Capex	\$10,855	\$711	\$407	\$73	\$185	\$79	\$53	\$54	\$54	\$54	\$12,526	
OPCF	(\$7,431)	(\$114)	\$1,004	\$1,361	\$1,035	\$1,114	\$1,125	\$1,104	\$1,081	\$1,087	\$1,366	
Depreciation	\$10,736	\$594	\$308	\$103	\$122	\$96	\$93	\$89	\$82	\$74	\$12,296	
Taxable Income	(\$7,312)	\$2	\$1,103	\$1,331	\$1,098	\$1,097	\$1,066	\$1,069	\$1,053	\$1,067	\$1,596	
Taxes	(\$1,974)	\$1	\$298	\$359	\$297	\$296	\$293	\$289	\$284	\$288	\$431	
After-Tax Free Cash Flow	(\$5,457)	(\$115)	\$706	\$1,001	\$739	\$818	\$832	\$815	\$797	\$799	\$935	
Cumulative ATCF	(\$5,457)	(\$5,572)	(\$4,866)	(\$3,864)	(\$3,125)	(\$2,308)	(\$1,476)	(\$660)	\$137	\$935		

CONFIDENTIAL
&
PROPRIETARY
INFO

[END OF QUESTIONNAIRE]

Map & Geospatial Location Of the Project

Congress, Arizona proposal:



This aerial map shows the Fort Belknap Reservation area, outlined in red. The map includes labels for various locations such as Fort Belknap, Great Falls, and various Indian bands. The map is oriented with North at the top.

Narrative Description

NARRATIVE DESCRIPTION

The Offer includes a network build in **Black Canyon City** and **Congress**. If the Offer is accepted as written, Cox will build a Gen5 fiber-to-the-home PON network, enabling a future state of 1GHz speeds with an ability to deliver 1 gigabit symmetrical speeds for 2,916 residences and 7 businesses. In order to achieve this, Cox will design and build a fiber network consisting of 103 miles (contingent on final design) of new fiber and state-of-the-art equipment. This network will be equivalent to the technology standards offered by Cox in Phoenix and Tucson.

Since the mid-1990's, Cox has offered internet in Arizona. An industry leader in information technology, Cox has extensive, multi-year experience in serving communities with a fiber-based infrastructure. We have a proven track record of exceeding customer expectations for service and support. Cox has decades of experience of working with local jurisdictions, residents and businesses (retail and wholesale) across the country, including serving nearly 3 million product subscribers in Maricopa, Pinal, Pima and Cochise counties in Arizona. In fact, we're already "local" with over 3,100 hard-working, in-state employees, and physical property assets including 16 administrative offices, 12 retail locations, 29 warehouses and technology facilities, and two media buildings within the state.

If the Offer is funded, Cox expects to not only build a network in Black Canyon City and Congress as outlined in the Offer, but also maintain its network and deliver best-in-class broadband services by Arizona-based employees.

Cox's Proposal

Cox proposes to build and implement fiber to underserved locations in **Congress** and **Black Canyon City**. **Congress** includes Hwy 89 North from Westward View Rd. to Gold Dollar Lane, and from AZ 89/AZ 71 junction in the east to Coleman Dr in the west. **Black Canyon City** underserved locations include East of I-17 - From East Saint Joseph Road in the south up to East Squaw Valley Drive in the North, east to South Siesta Trail. West of I-17, from East Indian Hills Drive in the south up to the intersection of South Happy Jack Trail and South Maggie Mine Road in the north. Black Canyon City unreliably served locations include a polygon from South River Ridge Road in the southwest, to Maggie Mine Road in the northwest, from East Saint Joseph Road in the southeast up to Tara Springs Road in the northeast (see attached .kml and .csv address files labeled Appendix 1.5 that show the underserved locations in these areas).

Drawings/Engineering Documents

5th Gen OLT/ODN Design Criteria

Proprietary & Confidential – Do Not Disclose

Key Design Assumptions:

- An OLT PON Port supports up to a maximum of 64 Customer Passings each
- GPON Remote-OLT (OLM) supports up to (8) PON Ports (512 HP Total)
- XGSPON Remote-OLT (OLM) supports up to (4) PON Ports (256 HP Total)
- Each OLM will require two pairs of wavelengths each for electronic redundancy
- Each PON Port will first pass-through WDM Co-Existence (CEX) filter before any splitter.
- 5th Gen ODN cabinets have pre-allocated fiber terminations for both GPON & XGSPON, plus all MDM ports.

5Gen ODN Fiber Allocations (144x Tail)

MDM:

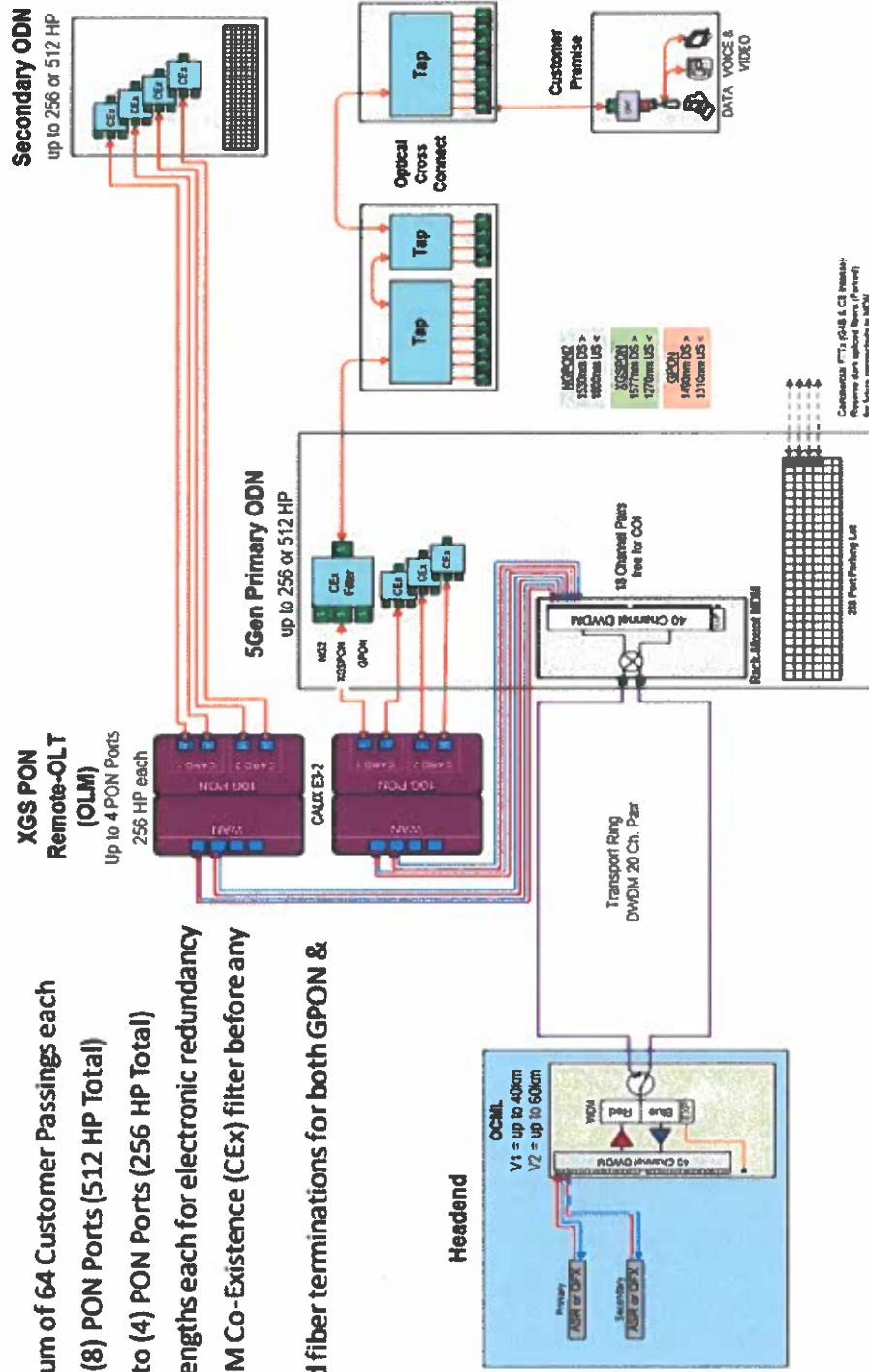
- Primary – Fiber #1 – Headend Facing
- Secondary – Fiber #2 – Headend Facing
- Ch 18 to 61 – Fibers #13 to 52 – OLT &

Customer Facing

CEX Filter:

- COM – Fibers #5 to #12 – Customer Facing
- GPON – Fibers #53 to 60 – OLT Facing
- XGSPON – Fibers #61 to 68 – OLT Facing
- NGPON2 – Fibers #69 to 76 – OLT Facing

- Spare fibers are terminated in Parking Lot



List of Subcontractors

LIST OF SUBCONTRACTORS

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 Communications are properly licensed (e.g. business licenses, Registrar of Contractors licensing), staffed with qualified personnel, and maintain sufficient insurance coverages.

At the time of bid submission, Cox has not yet identified the specific subcontractors that Cox will use for this project. Once specific awards are made under the RFP, 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 Yavapai County for review and approval.

Project Timeline

PROJECT TIMELINE

The proposal includes a fiber network build to Black Canyon City and Congress. Cox expects to complete this project within 18 to 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 Yavapai County, the community and other entities to accelerate the timeline. A project schedule will include the following elements: project walkout, design, permitting, construction, and 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.

Cost/Pricing Proposal

COST/PRICING PROPOSAL

Customer Pricing – Internet Tiers:

DOWNLOAD SPEED (Mbps)	UPLOAD SPEED (Mbps)	MONTHLY RECURRING PRICE FOR PACKAGE*	AFFORDABILITY OFFERING
50**	5	\$9.95	YES
50***	5	\$30.00	YES
25	5	\$29.99	
50	5	\$39.99	
250	250	\$59.99	
500	500	\$79.99	
1,000	1,000	\$99.99	

(*) All pricing shown is 12 month promotional term agreements, includes free easy connect (self install) or professional connect at \$100. Price excludes taxes, surcharges, equipment, and usage-based charges (data overages above 1.25TB monthly). A credit check and/or deposit may be required.

(**) This is the Cox offering named Connect2Complete, is available to households that are defined as low-income families with children in school (k-12) that receive government assistance. The government subsidy programs need to be one of the following: National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program, and/or Public Housing.

(***) This is the Cox offering named ConnectAssist, is available to households that are defined as low-income that are receiving government assistance. The government subsidy programs need to be one of the following: SNAP TANF, Head Start, WIC, Low Income Home Energy Assistance Program, Public Housing, Pell Grant, Veterans Pension, Tribal Programs, Supplemental Security Income, and/or Medicaid.

(****) 250 / 250 is our equivalent to the requested 100 / 100 offering within the grant, this competitively priced offering will be available day 1 of homes becoming available.

Affordability & Digital Equity Programs

Our company has made it clear: we won't hesitate to raise our hands and participate in federal programs that help ensure digital equity in our communities. Here are some of the ways we're working to get people connected.

	Connect2Compete	ConnectAssist Coming Q4 2021	Emergency Connectivity Fund (ECF)	Special Payment Program (CARES Act)	EBB (Emergency Broadband Benefit)
Description	Cox sponsored program providing low-cost internet to families with children K-12 receiving government assistance	Cox sponsored affordable internet for low-income individuals receiving government assistance	Government funding for K-12 schools and libraries to request on behalf of unconnected students/patrons and qualified staff to subsidize 100% of internet monthly. Active through June 2022	Cox sponsored program that allows schools, businesses or other organizations to pay for residential internet services. The payor may obtain funds from any source, such as CARES Act or State General Funds	Government sponsored internet service for low-income households ***Note: new program and rules expected by end of 2021***
Cost & Billing	<ul style="list-style-type: none"> \$9.95/month Free wifi modem rental Free installation Customers pay Cox directly <p>Note: Schools or other organizations can pay Cox directly on behalf of group of students through the Special Payment Program</p>	<ul style="list-style-type: none"> \$30/month (with wifi modem rental) + taxes Free self installation \$20 professional install (if needed) Customers pay Cox directly <p>Note: Schools or other organizations can pay Cox directly on behalf of qualified individuals or families through the Special Payment Program</p>	<ul style="list-style-type: none"> \$30/month (billed to schools/libraries) \$20 one-time modem purchase \$100 pro install (if needed) Cox will bill USAC directly then send statement to School or Library USAC will pay 100% up to the School or Library's approved funding allocation 	<ul style="list-style-type: none"> Organizations can subsidize up to 100% towards monthly service Must include at least 25 participants Payor defines benefit amount they will pay for each participant Payor sends one payment to Cox each month Can apply to any Cox Residential Service Tier 	Customer receives discounts of up to \$50/month (\$75 for Tribal lands) Includes up to \$100 for a device Cox submits for reimbursement to USAC monthly
Features	<ul style="list-style-type: none"> Access to over 3M+ Cox Hotspots nationwide Cox Security Suite – online safety software tools Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> Access to over 3M+ Cox Hotspots nationwide Cox Security Suite – online safety software tools Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> Access to over 3M+ Cox Hotspots nationwide Cox Security Suite – online safety software tools Access to the Cox Digital Academy, which provides educational resources 	<ul style="list-style-type: none"> Access to over 3M+ Cox Hotspots nationwide for specific internet tiers 	All internet plans qualify for the Emergency Broadband Benefit, including Connect2Compete, ConnectAssist (coming soon) and StraightUp Prepaid Internet
Qualifications	Must have a child in K-12 at home and participate in one of the following government subsidy programs (National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Pell Grant, Tribal Programs, Medicaid, Supplemental Security Income (SSI), Veterans Pension OR proof of income is less than 135% of poverty level	Must participate in one of the following government subsidy programs SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Pell Grant, Veterans Pension, Tribal Programs, Supplemental Security Income (SSI), Medicaid	Eligible households must be identified by participating school or library and certified as being otherwise unconnected without the subsidy	Eligible households must be identified by the payor directly	Connect2Compete participant, Lifeline participant, participation in one of the following government subsidy programs: National School Lunch, SNAP, TANF, Head Start, WIC, Low Income Home Energy Assistance Program (LIHEAP), Public Housing, Pell Grant, Tribal Programs, Medicaid, Supplemental Security Income (SSI), Veterans Pension OR proof of income is less than 135% of poverty level
URL	cox.com/c2c	cox.com/connectassist	cox.com/ecf	cox.com/careselect	cox.com/ebb



Offer Sheet

OFFER SHEET

The Yavapai County

Broadband Initiative

OFFER: YCBI-001

Arizona Transaction Privilege Tax License No.: 20785091

Federal Employer Identification No.: 45-2998180

For clarification and/or inquiries related to this of this Offer, contact:

Name: Percy Kirk, Sr. Vice President & Southwest Region Manager

Phone: 623-328-8600

Email: Percy.Kirk@cox.com

The Undersigned hereby offers and agrees to furnish the material, service, and/or construction in compliance with all terms, conditions, specifications, and amendments in Solicitation No. YCBI- 001, including written exceptions, if any. By signing below, Offeror also certifies understanding and compliance with Solicitation No. YCBI-001, including the Special Terms and Conditions, Scope of Work, and ARPA.

COX RESPONSE: Cox acknowledge and complies, subject to the terms and conditions of the Cox bid.

Cox Communications Arizona, LLC

Full Company Legal Name

1550 W. Deer Valley Road, Phoenix, AZ 85027

Street Address, City, State, Zip


Signature of Authorized Representative

Percy Kirk

Printed Name

Sr. Vice President & Southwest Region Manager

Title

Date: November 30, 2021

Acknowledgement & Acceptance

ACKNOWLEDGEMENT AND ACCEPTANCE

Explanatory Note: The purpose of this form is to confirm Offeror's acknowledgement and acceptance of the terms and conditions of the Solicitation, subject to any exceptions or modifications to terms or conditions that are expressly requested and have been approved prior to submission of the Offer.

Acknowledgement:

Offeror, by and through the undersigned representative, acknowledges and accepts all terms and conditions of Solicitation No. YCBI-001. As used in this form, "Terms and Conditions of Solicitation" means all terms, conditions, specifications, certifications, and warranties set forth in the documents that comprise the Solicitation, including, but not limited to, the Uniform Instructions for Offers, Special Rules for Offers (if any), General Terms and Conditions of Contract, Special Requirements of Solicitation, Scope of Work, Solicitation Addendums (if any), and compliance with ARPA.

COX RESPONSE: Cox acknowledge and complies, subject to the terms and conditions of the Cox bid.

I/We have received and considered Solicitation No. YCBI-001, including any Solicitation Addendums through Addendum #_.

Signature of Authorized Representative of Offeror:



Printed Name and Title: Percy Kirk, Sr. Vice President & Southwest Region Manager

Date: November 30, 2021

Cox Communications Arizona, LLC

Full Company Legal Name

1550 W. Deer Valley Road, Phoenix, AZ 85027

Street Address, City, State, Zip

Request for Confidentiality of Proprietary Information

REQUEST FOR CONFIDENTIALITY OF PROPRIETARY INFORMATION

Explanatory Note: The purpose of this form is to request that County treat as confidential specific information in the Offer that Offeror believes is a trade secret or other proprietary information. All information that is the subject of the request for confidentiality must be designated on the page or pages of the Offer in which it appears. An explanatory statement for the request must be clearly set forth in this form. Additional pages may be attached to the form.

If an Offeror believes that its Offer contains confidential trade secrets or other proprietary information that should not be disclosed, such information shall be so identified wherever it appears in the Offer and Offeror shall state its basis under Arizona law for the requested confidentiality. Offeror acknowledges that County is subject to Arizona Public Records Law found in A.R.S. §§ 39-121 et seq. and any exemptions thereto. Upon receipt of a public records request or other request to release certain information identified by Offeror as Confidential, County shall make an internal determination as to whether Offeror's request for confidentiality is supported by Arizona law. If County determines that certain requested information is not confidential under Arizona Public Records Law, County shall advise Offeror of receipt of the request for the information and allow Offeror ten (10) business days to file for and obtain a protective order from a court prohibiting disclosure of the information. If Offeror fails to request or obtain a protective order in the time indicated, the information shall be disclosed.

Requests to protect pricing information or the entire Offer from disclosure will be denied.

Offeror, by and through the undersigned representative, requests that the specific information, described below and identified on the page or pages of the Offer in which it appears, be treated as confidential information and protected from disclosure to the public. Specific pages must be listed.

Note: Mark with "N/A" for each section, if not applicable. Sign and Date this form.

- SEE ATTACHMENT -

1. Description of specific information that is the subject of the request.

A.) Financial Summaries found in Questionnaire 8.1.7.1 (the Appendix) and Appendix 4.20. B) Network Architecture & Design document found in Drawing & Eng. Doc Section 8.1.7.4 and Appendix 4.6. C) References found in Section 8.1.6

2. The reason or reasons why the information should be treated as confidential.

For competitive reasons, financial summaries, Network Architecture & Design, and references/customer relationships should be considered confidential and proprietary.

Signature of Authorized Representative of Offeror:



Printed Name and Title: Percy Kirk, Sr. V.P. & Southwest Region Manager

Date:

11/30/2021

Cox Communications Arizona, LLC

Full Company Legal Name

1550 W. Deer Valley Road, Phoenix, AZ 85027

Street Address, City, State, Zip

Request for Confidentiality of Proprietary Information

1. Description of specific information that is subject to the request.

Cox Response:

- A.) Financial Summary information found in [Questionnaire Section 8.1.7.1 \(the Appendix 1\)](#) and [Appendix 4.20](#).
- B.) Network Architecture and Design documents found in the [Drawing and Engineering Documents Section 8.1.7.4](#) and [Appendix 4.6](#).
- C.) References found in the [Reference Section 8.1.6](#).

2. The reason or reasons why the information should be treated as confidential.

Cox Response:

For competitive and security reasons, financial summaries, network architecture and design drawings and references/customer relationships are proprietary and should be treated as confidential.

Non-Collusion Affidavit

NON-COLLUSION AFFIDAVIT

STATE OF Arizona)
) ss.
County of Maricopa)

I, Percy Kirk,
affiant, (Print Name of Person Authorized to Sign Offer)

the Sr. Vice President & Southwest Regio Manager of
Cox Communications Arizona, LLC


being first duly sworn upon my oath, deposes and says:

1. I am authorized to sign this affidavit and submit the Offer on behalf of the persons, corporation, or company who makes the accompanying Offer.
2. That such Offer is genuine and not sham or collusive, nor made in the interest of, or on behalf of, any persons not herein named.
3. That Offeror has not directly or indirectly induced or solicited any other Offeror to put in a sham proposal, or any other person, firm, or corporation to refrain from making an offer.
4. That Offeror has not in any manner sought by collusion to secure for itself an advantage over any other Offeror.



(Signature of Person Authorized to Sign Offer)

SUBSCRIBED and SWORN to before me this 30th day of November,
2021.


Notary Public

My Commission Expires:

3/1/2025



Certification of Non-Participation in RFP

CERTIFICATION OF NON-PARTICIPATION IN RFP

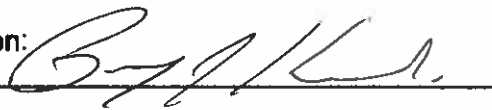
I, Percy Kirk, Sr. Vice President and Southwest Region Manager,
of Cox Communications Arizona, LLC

1. I am authorized to sign this certification on behalf of Offeror.
2. Offeror hereby certifies it did not participate in, develop or draft specifications, requirements, statements of work, or invitations for bids in relation to the Yavapai County Broadband Initiative Request for Proposal (RFP), Solicitation No. YCBI-001.

I declare under penalty of perjury that the content of this certification is

true and correct. Executed on this 30 day of November, 2021.

Signature of Person Authorized to Sign this Certification:



Printed Name and Title: Percy Kirk, Sr. V.P. and Southwest Region Manager

Cox Communications Arizona, LLC

Full Company Legal Name

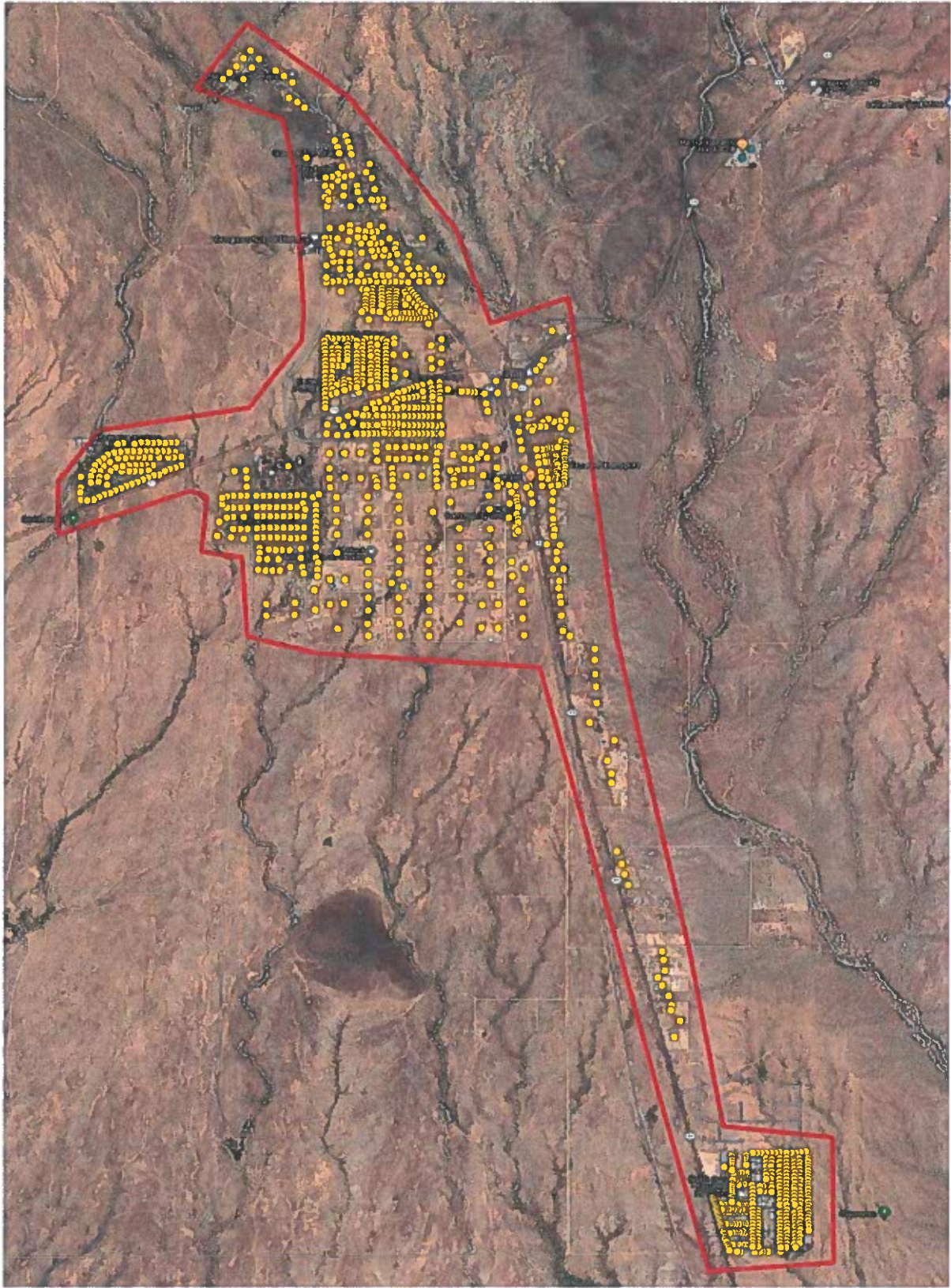
1550 W. Deer Valley Road, Phoenix, AZ 85027

Street Address, City, State, Zip

Appendix 1.5

Maps

Congress, Arizona proposal:



Black Canyon City Proposal including underserved locations in blue, and unreliably served locations in red:



Appendix 4.6

Network Architecture

5th Gen OLT/ODN Design Criteria

Key Design Assumptions:

- An OLT PON Port supports up to a maximum of 64 Customer Passings each
- GPON Remote-OLT (OLM) supports up to (8) PON Ports (512 HP Total)
- XGSPON Remote-OLT (OLM) supports up to (4) PON Ports (256 HP Total)
- Each OLM will require two pairs of wavelengths each for electronic redundancy
- Each PON Port will first pass-through WDM Co-Existence (CEX) filter before any splitter.
- 5th Gen ODN cabinets have pre-allocated fiber terminations for both GPON & XGSPON, plus all MDM ports.

5Gen ODN Fiber Allocations (144ct Tail)

MDM:

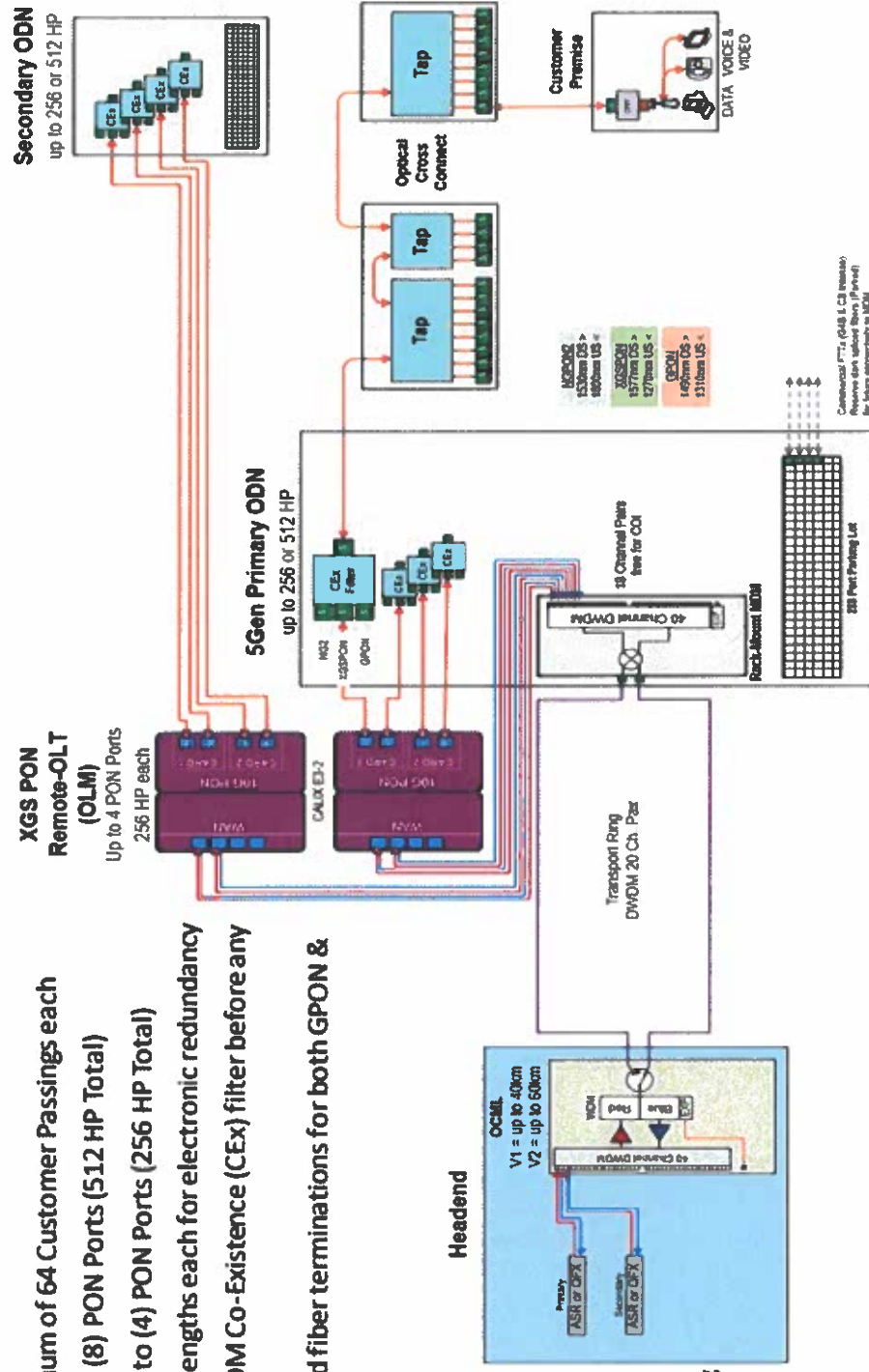
- Primary – Fiber #1 – Headend Facing
- Secondary – Fiber #2 – Headend Facing
- Ch 18 to 61 – Fibers #13 to 52 – OLT &

Customer Facing

CEx Filter:

- COM – Fibers #5 to #12 – Customer Facing
- GPON – Fibers #53 to 60 – OLT Facing
- XGSPON – Fibers #61 to 68 – OLT Facing
- NGPON2 – Fibers #69 to 76 – OLT Facing

- Spare fibers are terminated in Parking Lot



Commercial FTL's (Q48 & Q3 reserves)
Reserve that applied there (P 2004)
for future accounts as MCO

Appendix 4.20

Financial Summary

Financial Summary



	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	Total
<i>In thousands</i>											
Customer Revenue	\$116	\$1,202	\$2,092	\$1,911	\$1,706	\$1,698	\$1,690	\$1,680	\$1,670	\$1,659	\$15,423
Subsidy	\$3,758										\$3,758
Total Revenue	\$3,874	\$1,202	\$2,092	\$1,911	\$1,706	\$1,698	\$1,690	\$1,680	\$1,670	\$1,659	\$19,181
Direct Costs	\$16	\$190	\$347	\$320	\$287	\$293	\$299	\$308	\$318	\$299	\$2,677
Contribution Margin	\$3,857	\$1,012	\$1,745	\$1,591	\$1,419	\$1,405	\$1,391	\$1,372	\$1,351	\$1,360	\$16,504
Opex	\$433	\$415	\$334	\$157	\$198	\$211	\$213	\$215	\$216	\$218	\$2,611
EBITDA	\$3,424	\$597	\$1,411	\$1,434	\$1,221	\$1,193	\$1,178	\$1,157	\$1,135	\$1,141	\$13,892
Capex	\$10,855	\$711	\$407	\$73	\$185	\$79	\$53	\$54	\$54	\$54	\$12,526
OCF	(\$7,431)	(\$114)	\$1,004	\$1,361	\$1,035	\$1,114	\$1,125	\$1,104	\$1,081	\$1,087	\$1,366
Depreciation	\$10,736	\$594	\$308	\$103	\$122	\$96	\$93	\$89	\$82	\$74	\$12,296
Taxable Income	(\$7,312)	\$2	\$1,103	\$1,331	\$1,088	\$1,097	\$1,086	\$1,069	\$1,053	\$1,067	\$1,596
Taxes	(\$1,974)	\$1	\$298	\$359	\$297	\$296	\$293	\$289	\$284	\$288	\$431
After-Tax Free Cash Flow	(\$5,457)	(\$115)	\$706	\$1,001	\$789	\$818	\$832	\$815	\$797	\$799	\$935
Cumulative ATCF	(\$5,457)	(\$5,572)	(\$4,866)	(\$3,864)	(\$3,125)	(\$2,308)	(\$1,476)	(\$660)	\$137	\$935	

Confidential
or
Proprietary

Attachment 1

**RESPONSES AND
CLARIFICATIONS
TO CERTAIN RFP TERMS**

Attachment 1

RESPONSES AND CLARIFICATIONS TO CERTAIN RFP TERMS

Cox indicates below its responses and clarifications to certain identified provisions of the RFP. Cox notes that its offer is subject to negotiation of a mutually acceptable final agreement.

RFP PROVISION	COX RESPONSE/CLARIFICATION
Uniform Instructions for Offers	
Sec. 1.7, Contract, and Sec. 3.22, Order of Precedence	Cox notes that the "Contract" shall contain, and that the Order of Precedence shall be: (i) the executed agreement signed by the parties, (ii) the Cox proposal, and (iii) the remainder of the documents listed in this provision.
Sec. 7.1 and Sec. 7.8	Cox acknowledges and complies, subject to the terms and conditions of the Cox proposal.
Sec. 7.5	Cox acknowledges and states that its submission of its bid does not violate any applicable law.
Sec. 8.3	Cox acknowledges and states that upon award, the parties shall enter into negotiations to reach agreement on, and execute the final Contract which must be signed by both parties in order to be binding and effective. Cox's proposal is subject to a final executed agreement between the parties.
General Terms and Conditions of Contract	
Sec. 1.3, Sec. 1.4, Sec. 1.5 and Sec. 1.8	Cox acknowledges and notes that upon award, and identification of the specific deal terms, the parties will reach final agreement upon the termination rights that are fair and equitable for the parties.
Sec. 2.1	Cox will retain all books, records, invoices and other documents relative to this contract for the length required by law. County's audit rights shall be strictly limited to reviewing documents reasonably related to billing and invoicing errors for the Services provided by Cox to the County under the Contract. The County shall have no right to audit any Cox confidential information, including information on Cox's security/IT systems or pricing information for its vendors. Audits shall be at reasonable times and locations as mutually agreed by the parties, at the sole cost of the County, and limited to once per calendar year. A mutual Non-Disclosure Agreement shall be executed in a form acceptable to Cox prior to any audit.
Sec. 2.2	Cox acknowledges and complies, subject to the terms and conditions of the Cox proposal.
Sec. 2.3	Cox notes that this provision will not apply to the activities contemplated under the solicitation, however Cox is happy to discuss this if needed.
Sec. 3.1	Cox clarifies that any Contract amendment must be executed by both parties.
Sec. 6.2, Sec. 6.3, and Sec. 6.4	Cox notes that a stop work order, nonconforming tender, and offset right may not be applicable depending on the final award and business deal between the parties. These provisions shall be reviewed and agreed upon after award.
Sec. 8	Cox agrees that the County will be included as an additional insured under the applicable policies, and will ensure that its subcontractors maintain reasonable insurance coverage in light of the products/services each provides in connection with the Contract. Cox notes that professional liability coverage would not apply to the Contract as no professional services are contemplated. Cox has appropriate insurance to support its obligations and liability in the final Contract, and we reserve the right to clarify such insurance support language in the final agreement. Any changes in coverage requirements must be evidenced with a Contract amendment.

Sec. 13	Cox notes that the parties will fully negotiate the specifics of these payment provisions once an award is made and in connection with deal points being finalized.
Sec. 16.3	Cox notes that no intellectual property is contemplated as part of the Contract, and therefore this provision shall not apply.
Sec. 16.4	Cox states that it has no knowledge of any antitrust actions related to the services purchased or acquired by the County nor anticipates any antitrust actions during the contract term. The parties retain any rights they have under law related to antitrust causes of action and do not convey, sell, assign, or transfer any of those rights even if they could under law.
Sec. 19	Cox agrees to the stated timeline subject to (i) a timely execution of the Contract, (ii) delays caused by the County, and (iii) delays beyond the reasonable control of Cox.
Sec. 20	Cox notes that some listed warranty requirements are contemplate the sale of services and good to the County, and will not apply. Cox agrees to comply with all law expressly applicable to Cox in connection with the final Contract to be signed by the parties.
Special Requirements of Solicitation	
Sec. 2	Cox agrees, subject to the Cox proposal and the terms and conditions of the final Contract.
Sec. 9	The parties shall negotiate and agree upon any funding contingencies after award and identification of specific deal points.
Scope of Work	
Cooperative Use of the Contract, Page 34	Cox notes that the resulting Contract would not be for the sale of services, and would not be appropriate for use as a cooperative purchasing vehicle.
Yavapai County Broadband Initiative Agreement	
Sec. 2 and Sec. 3	Cox notes that the "Contract" shall contain, and that the Order of Precedence shall be: (i) the executed agreement signed by the parties, (ii) the Cox proposal, and (iii) the remainder of the documents listed in this provision.
General Comments	Upon award the ARPA related provisions in this form agreement will be negotiated and finalized between the parties.