

Metro Detroit**Applicant**

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Version # _____

APP # 230055

Applicant Information

- a. Applicant Name AT&T Michigan
- b. Does Business as
- c. Address 221 North Washington Sq
- d. Address 2
- e. City Lansing State MI Zip 48933
- f. Federal ID Number 380823930 DUNS Number JEPBBCW75 Unique Entity Id. JEPBBCW75LM6 M6
- g. Agency Type
- Licensed under the Michigan Telecommunications Act (1991 PA 179, MCL484.2101 to 484.2603)
- Franchise holder under the Uniform Video Services Local Franchise Act(2006 PA 480, MCL 484.3301 to 484.3315)
- Broadband Service Provider currently providing service in Michigan
- Public private-partnership between a governmental entity and an internet service provider
- Private, Non-Profit

As an applicant to the ROBIN Program I certify that I have read and understand the ROBIN Program Guidance and any linked or accompanying information in its entirety and understand the program guidelines, restrictions, reporting, compliance, and regulations.

- Agree Disagree

Please provide additional details on how you are eligible for this program

AT&T complies with the requirements set forth in the ROBIN program and fully understands the program's guidelines, restrictions, reporting, compliance, and regulations. AT&T is deeply committed to helping close the digital divide and has the technical framework to reliably deliver hyper-gig, symmetrical speeds up to 5 Gbps to customers (scalable to 10 Gbps). Our solution is based on a network that is 100 percent fiber-optic to the customer location.

AT&T has the capability of building a fiber-to-the-premise (FTTP) network based on a 10 Gbps symmetric XGS-PON fiber backbone capable of delivering hyper-gigabit per second service speeds. Our company is deeply committed to closing the digital divide along with technical and support teams with the expertise and experience to manage a large-scale fiber broadband build project. AT&T Makes \$2 Billion Commitment to Bridge the Digital Divide (att.com)

Please provide evidence of eligibility [433__ATT Michigan Evidence of Eligibility.pdf](#)

Are you registered with the Michigan Public Service Commission's Intrastate Telecommunications Service Providers Registry (ITSP)?

- Yes No Unsure

Have you provided broadband availability data to the Federal Communications Commission within the last two years?

- Yes No Unsure

Applicant Identification Numbers: Please provide the following identification numbers for the applicant (if available):

Michigan Tax Identification Number: 380823930

Michigan Vendor Identification Number (SIGMA ID): 380823930

Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023
Agency: AT&T Michigan
Application: Metro Detroit

Federal Communications Commission Registration Number (FRN): 0002776771

Service Provider Identification Number (SPIN): 143001727

Project Information

- a. Project Name Metro Detroit
- b. Is implementing agency same As Applicant Yes No
- c. Implementing Agency Name
- d. Project Start Date Sep-01-2023 End Date Aug-30-2026
- e. Amount of Funds Requested Project Cost

Facesheet for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023
 Agency: AT&T Michigan
 Application: Metro Detroit

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Contacts

a. Primary Grant Contact

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b. Application Author

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c. Application Author

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d. Financial Officer

Name Andy Gillard
 Title
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 City Dallas State TX Zip 75202
 Telephone Fax
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e. Authorized Official

Name Amanda Cacheris
 Title
 Mailing Address 208 S Akard St
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 Telephone Fax
 E-mail Address

Project Overview

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Project Overview

Please provide a Project Summary not exceeding 250 words

AT&T has tailored a solution to deploy, operate, and maintain a broadband network delivering high-speed internet to currently unserved and underserved premises in this proposal to provide broadband connectivity that:

- Makes available reliable, high-speed broadband services.
- Builds a fiber-to-the-premise (FTTP) network based on a 10 Gbps symmetric XGS-PON fiber backbone capable of delivering hyper-gigabit per second service speeds.
- Delivers 99% network reliability; a latency commitment of 40 ms on the transport portion of the network to the ISP Access Point; commitment to no throttling.
- Includes no monthly data caps/speed reduction due to metering.

AT&T provides value-added services including:

- 24-hours a day, seven days a week customer support
- Access to affordable offerings for low-income qualified households
- Digital literacy education

AT&T has been investing in our communication infrastructure for more than 145 years. We have earned trust with a fiber network with 99% reliability that is heavily relied upon by the US Government, the US Military, and some of the world's largest companies.

AT&T Labs leads the telecommunication industry in innovation and is the first provider to successfully test up to 20 Gbps speeds on our fiber network in anticipation of future demands. Our fiber has higher reliability than metallic cables utilized by cable companies which are susceptible to electrical interference and atmospheric damage.

AT&T has the necessary contingency plans and resources to maintain and restore service when natural disasters strike. We are a leader in security technology and proactively protect our customers against cyber threats, monitoring the security of our network 24/7.

Please briefly describe why this project needs funding from the ROBIN Grant Program and why the project could not proceed without this funding. (250 words max.):

Without the MI ROBIN Grant Program, development of a 10 Gbps XGS-PON FTTP network serving Michigan families and businesses located in the unserved/underserved areas designated in this proposal would be unlikely at this time given the substantial cost involved in construction of a fiber network. The ROBIN Grant program can help bring affordable broadband services to the proposed fiber build areas creating a more equitable state giving Michiganders in the proposed unserved/underserved areas an opportunity to leverage technology to improve their quality of life. The ROBIN grant subsidy will help with AT&T's network investment in the targeted proposal areas offsetting significant broadband build expenses like network equipment costs, construction, and engineering.

Is the proposed project a last-mile or middle-mile infrastructure proposal as defined in the ROBIN Grant Program Guidance?

- Last-Mile
 Middle-Mile

Project Service Delivery

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Proposed Service Area Information

PLEASE READ THE FOLLOWING CAREFULLY

ENTER INFORMATION IN THIS SECTION ONLY IF YOU SELECTED 'LAST-MILE' AS A PROJECT TYPE

Please provide a brief description of the proposed service area (250 words max.):

AT&T proposes delivering XGS-PON FTTP to an estimated 3,304 customer locations servicing un/underserved areas located in the Metro area including locations around Macomb, Oakland, and Wayne County as specifically designated on the maps provided and addresses submitted in this application.

Please upload a PDF overview map of proposed service area

[436_ATT Michigan_PDF Map.pdf](#)

Proposed infrastructure to be deployed including route locations

Please upload a GIS-compatible file(s) of the proposed infrastructure to be deployed including route locations and other supportive infrastructure to be deployed as a result of the grant. This file(s) should contain the actual proposed locations of infrastructure to be deployed including, but not limited to: fiber transport, fiber to the premise, coaxial, or other similar network routes, cabinets, nodes, pedestals, splice enclosures, towers, huts, etc.

Acceptable file types: ESRI Geodatabase (.gdb), ESRI Shapefile (.shp, .shx, .dbf, .sbn or .sbx, .fbn or .fbx, .ain or .aih, .atx, .ixs, .mxd, .prj, and .xml), Google Earth files (.kml or .kmz).

Please refer to the Application guidance to view an example of the output from such a GIS-compatible file

Name	Attachment
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Spreadsheet of street addresses

Please upload a spreadsheet of street addresses/locations within the proposed service area. Spreadsheet should include full address string (number, street, city, state, zip), location type (residential, business, institution, other), latitude and longitude (if available), and whether the address is currently unserved at 25/3 Mbps or 100/20 Mbps or unknown.

Locations by Type

Locations Passed: Please indicate the total number of locations by type that will be able to receive improved broadband services as a result of the proposed project:

Type	Locations
Households	
Businesses	
Community Anchor Institutions	

Total Locations Passed	
-------------------------------	--

Please list the jurisdictions impacted by the proposed service area:

City(ies)/Village(s): Trenton, Detroit, Clarkston, Farmington, Farmington Hills, Lake Orion, Novi, Pontiac, Auburn Hills, Waterford, Keego Harbor, Southfield, Troy, Walled Lake, Utica, Mount Clemens, Warren

Township(s): Commerce Township, Shelby Township, Harrison Township

County(ies):

Macomb Oakland Wayne

State House District(s):

<input checked="" type="checkbox"/> State House District 5	<input checked="" type="checkbox"/> State House District 6	<input checked="" type="checkbox"/> State House District 14
<input checked="" type="checkbox"/> State House District 18	<input checked="" type="checkbox"/> State House District 20	<input checked="" type="checkbox"/> State House District 21
<input checked="" type="checkbox"/> State House District 27	<input checked="" type="checkbox"/> State House District 49	<input checked="" type="checkbox"/> State House District 52
<input checked="" type="checkbox"/> State House District 53	<input checked="" type="checkbox"/> State House District 54	<input checked="" type="checkbox"/> State House District 56
<input checked="" type="checkbox"/> State House District 59	<input checked="" type="checkbox"/> State House District 60	<input checked="" type="checkbox"/> State House District 61
<input checked="" type="checkbox"/> State House District 62		

State Senate District(s):

<input checked="" type="checkbox"/> State Senate District 3	<input checked="" type="checkbox"/> State Senate District 4	<input checked="" type="checkbox"/> State Senate District 6
<input checked="" type="checkbox"/> State Senate District 7	<input checked="" type="checkbox"/> State Senate District 8	<input checked="" type="checkbox"/> State Senate District 9
<input checked="" type="checkbox"/> State Senate District 11	<input checked="" type="checkbox"/> State Senate District 12	<input checked="" type="checkbox"/> State Senate District 13
<input checked="" type="checkbox"/> State Senate District 23	<input checked="" type="checkbox"/> State Senate District 24	

Description of the broadband service to be provided

Does the proposed service area include (wholly or partially) a Qualified Opportunity Zone? Yes No

If yes, please list the Census Tract numbers for the impacted Qualified Opportunity Zones 26125142100, 26125145900, 26125160400. The intersect is about 5% of the total project, but it contains 3 entire DAs . The project DAs touch 3 other OZs, but don't really intersect, only touch.

Please provide a brief description of the broadband service to be provided including, but not limited to, the technology to be used, will bandwidth be dedicated or shared, etc. (250 words max.):

AT&T offers a fiber-to-the-premise (FTTP) network solution based on a 10 Gbps symmetric XGS-PON fiber backbone capable of delivering multi-gigabit per second service speeds with 99.9% reliability.

We are a Tier 1 ISP with a high-performing IP network serving the US government, the US military, and the world's largest companies. This means you can expect reliability, optimal performance, and scalability on a highly secure network.

We invest significantly to upgrade our network for reliability, speed, performance, and disaster readiness to enable tomorrow's capabilities.

Fiber is the technology of the future designed with higher reliability than metallic cables, which are susceptible to electrical interference/atmospheric damage. Our Passive Optical Networks have even

higher reliability because electronics, which require electrical power, are not used in the distribution network (i.e., from the Central Office to the Customer Premise) susceptible to power interruptions. Some advantages of our XGS-PON FTTP network over DOCSIS include:

- Inherently higher reliability (no power required in the distribution, not susceptible to corrosion/atmospheric decay)
- Symmetric speeds
- Nearly limitless speed capability
- Maintained signal strength over long distances.
- Lowest latency (speed of light versus electrical current subjected to metallic conductor impedances)
- Support of high-capacity dedicated services for enterprises, cell sites, etc. (with use of pass-through fibers)

Minimum Mbps

Are you able to provide the minimum 100/100 Mbps required service speed to all Yes No locations identified in the proposed service area?

If No, the ROBIN Program allows for a minimum service speed of 100/20 Mbps in cases of extreme geographical, topographical, or financial impracticability of delivering 100/100 Mbps. Such connections must be scalable to 100/100 Mbps. Applicants must provide substantial evidence as to the impracticability of delivering 100/100 Mbps and the justification for providing a connection speed of 100/20 Mbps instead.

Affordability and Service Limitations

Using the table, please indicate the download and upload speeds of the services to be offered in the proposed service area, the non-discounted or rack rate monthly pricing of unbundled internet-only service should be included for each service offered, as well as the monthly data allowance for customers (if applicable). Applicants must certify their commitment to providing the proposed level of service and cost for at least one (1) year after grant closeout. After this period, grantees are expected to maintain pricing and speed levels for the ROBIN project area consistent with those found in the grantee's non-ROBIN service areas elsewhere in the state.

Download Speed (Mbps)	Upload Speed (Mbps)	Monthly Cost \$	Monthly Data Allowance (GB)
100	100	30.00	no cap
300	300	55.00	no cap
500	500	65.00	no cap
1,000	1,000	80.00	no cap
2,000	2,000	110.00	no cap
5,000	5,000	180.00	no cap

Affidavit of commitment

[442__ATT Michigan_Affidavit of Commitment.pdf](#)

FCC's Affordable Connectivity Program (ACP)

Do you participant in the FCC's Affordable Connectivity Program (ACP)? Yes No

If No, applicant must participate in ACP within 6 months of receiving a ROBIN grant award. Please attach evidence that they are pursuing ACP participation.

Do you provide a low-cost service offering in conjunction with the ACP that provides Yes No ACP eligible households with a net \$0 monthly cost of service?

If yes, please describe the low-cost service offering.

AT&T provides a low-cost service in conjunction with the Affordable Connectivity Program (ACP). AT&T is driving down the cost of home internet for eligible households to the best monthly rate possible – \$0. This free option is made possible by combining a new plan from our low-cost Access from AT&T program with federal benefits from the Affordable Connectivity Program (ACP).

AT&T offers broadband services on a stand-alone basis or bundled with other AT&T services. Purchasing service on a bundled basis offers customers a better overall experience, greater value, and billing simplicity. Additional bundle services include AT&T Wireless, and VoIP Home phone services. Visit <https://www.att.com/internet/internet-services/> for details.

AT&T is dedicated to bringing affordability, educational resources, and economic opportunity to the millions of Americans who do not have broadband connectivity. As part of this mission, we continually evaluate our affordability programs, ensuring that the speed criteria evolve with the technology needs of Michigan residents well into the future.

Access from AT&T is our low-cost service offering: Access from AT&T is part of our \$2 billion, three-year effort to help bridge the digital divide. For \$30 per month eligible customers will receive free installation, Wi-Fi router, no contract term commitment or deposit, and be over AT&T Fiber. The Access from AT&T speed tier is up to 100 Mbps symmetrical. Full details can be found at: <https://www.att.com/internet/access/>

The table below demonstrates the impact of ACP when all available subsidies/discounts are applied to all AT&T Fiber service offerings.

Table 2: AT&T Internet Plans and Discounts with ACP Program Benefits

	Access from AT&T* AT&T Fiber Plans					
	100 Mbps	300 Mbps	500 Mbps	1 Gbps	2 Gbps	5 Gbps
Symmetrical Speeds						
Monthly Service with auto-pay/paperless bill	\$30	\$55	\$65	\$80	\$110	\$180
ACP Benefits	(\$30)	(\$30)	(\$30)	(\$30)	(\$30)	(\$30)
Monthly Service after ACP Benefits	\$0	\$25	\$35	\$50	\$80	\$150

* Access from AT&T provides low-cost internet service for eligible households. For full details see: <https://att.com/internet/access/>.

More information regarding current AT&T Internet and AT&T Fiber? offers are available at <https://att.com/internet/fiber/>.

Costs include \$5 paperless billing credit

Project Costs and Budget

Project Costs and Budget

Please complete the following table with project cost information.

Total Project Cost:

Total Grant Request:

Total Match Amount:

Total Match Percentage:

Total matching funds: Please complete the table below summarizing the source, amount, and type of matching funds contributed to the project. Applicants should also indicate if the match is secured or not.

Source	Amount	Type	Secure
AT&T Matching Funds listed above		Cash	Yes
		Inkind	

Match commitment letters or evidence

Name of Attachment	Match commitment letters or evidence
ATT Michigan Audited Financial Statements	319_0_ATT Michigan Audited Financial Statements.pdf
ATT Complete 2021 Annual Report	319_1_ATT-complete-2021-annual-report.pdf

If matching funds or in-kind contributions listed above are not yet secured, please describe the process remaining to secure the funds and the anticipated timeline to do so. (250 words max.):

N/A

Budget Summary for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023
 Agency: AT&T Michigan
 Application: Metro Detroit

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	Category	Total	Requested	Cash	Inkind	Narrative
1	Building and Labor					
2	Last Mile Construction Labor					
3	Middle Mile Construction Labor					
4	Last Mile Construction Material					
5	Middle Mile Construction Material					
6	Customer Premise Equipment					
7	Customer Premise Installation					
8	Electronics					
9	Permits					
10	Professional Services and Engineering					
11	Other					
TOTAL EXPENDITURES						

Budget Additional Information

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Budget Narrative

Please provide a brief narrative to accompany your project budget (max 400 words).

AT&T offers a scalable solution with a network platform making available reliable, high-speed broadband services to as many Michigan residents in the unserved/underserved locations in the proposed project areas as possible by building a future-proof fiber-to-the-premise (FTTP) network. To fully meet all the needs of the State of Michigan, AT&T will develop a mutually acceptable work plan in conjunction with the State of Michigan High Speed Internet Office to develop an optimal schedule to meet the State's objectives.

AT&T will design, construct, and own an XGSPON network in the 36-month timeline described below. Timely processing of applicable permits will enable a successful fiber buildout. Approval for access to any needed vertical assets in a timely manner will be required. Understanding the State's eagerness to have fiber broadband service deployed, AT&T is willing to coordinate and partner with the State to prioritize neighborhoods of interest.

The AT&T team will complete components of the project across several functional areas to design and construct AT&T Fiber. The AT&T typical project timeline is indicated below and we are willing to discuss in more detail.

Anticipated Implementation Schedule

Contract Award

Contract agreed upon and executed

Project Plan Development

The local AT&T Network Planner will develop a collaborative plan to ensure a fully optimized fiber network is deployed that will provide Michigan residents with a high performing broadband connection

Detailed Design Creation and Permitting

The local AT&T Engineering team will provide the detailed design of the fiber network from the Central office to the Michigan customer premise location. This includes following all required permit submittal processes to secure the necessary approval to place fiber facilities within the respective area

Cable Ordering and Receipt

The local AT&T Scheduling Team will follow the detailed design provided by the AT&T engineering team to order the required fiber optic cable along with all associated material required for the respective projects. They will follow the open material orders to ensure timely receipt of material.

**Anticipated Implementation
Schedule**

**Construction Cable and
Equipment Placement**

The local AT&T Construction team will coordinate the placement of the buried and/or aerial fiber cable along with all associated equipment required to provide end to end connectivity, including handholes, flowerpots, fiber access points, etc.

Construction Cable Splicing

AT&T CWA Technicians will perform all splicing activities required to provide fiber service to Michigan residents. This includes performing fusion splices at the various fiber access points and connecting fiber tethers for distribution service

**Final Testing and Inventory
Validation**

AT&T CWA Technicians will perform OTDR (Optical Time Domain Reflectometer) Testing to ensure connectivity throughout the fiber network, along with quality assurance, and address inventory verification.

Attach additional information as necessary

Five-year stand-alone project financial plan/forecast.

Please use the table to complete a five-year stand-alone project financial plan/forecast.

Five-Year Stand-Alone Project Financial Plan

Project Name	Year 1	Year 2	Year 3	Year 4	Year 5
Anticipated Revenue	0.00	0.00	0.00	0.00	0.00
Anticipated Expenses	0.00	0.00	0.00	0.00	0.00
Anticipated Grant Funds	0.00	0.00	0.00	0.00	0.00
Cash Flow	0.00	0.00	0.00	0.00	0.00
Cummulative Cash Flow	0.00	0.00	0.00	0.00	0.00

Please provide a brief narrative to accompany your five-year stand-alone project financial plan/forecast (400 words max.):

AT&T is heavily invested and committed to assisting with closing the digital divide now and in the future. Our corporate strategy and operations are aligned to meet this objective as noted in our investor relations links uploaded in this application and as made available to the public including quarterly earnings reports, annual reports, and other detailed financial documents. Not only is this part of a five-year plan, but it is also part of our company culture and continued commitment to the communities we have served for over 145 years.

We have been very public about our \$2 billion commitment between 2021-2023 to help bridge the digital divide. This renewed commitment to the communities we serve combines AT&T's low-cost broadband service offerings with community investment. And it builds on the company's contribution of \$1 billion over the last 3 years toward helping the nation's most vulnerable communities. We're dedicated to doing our part to bring affordability, educational resources, and economic opportunity to the millions of Americans who don't have broadband connectivity today. We believe that broadband connectivity is essential for all Americans.

"Our broadband networks rose to the challenge of the pandemic in part due to policies that promoted private sector investment in multiple technologies and networks. AT&T is investing in and expanding the reach of our broadband networks while also advocating for effective and sustainable public policies that help close this country's digital divide." John Stankey, CEO, AT&T.

AT&T is participating in the FCC's Affordable Connectivity Program to help make broadband more affordable for millions of American households. Our new Access from AT&T plan – when combined with the federal Affordable Connectivity Program (ACP) – provides free home internet service for eligible households as mentioned throughout this application.

We created AT&T Connected Learning in 2021 to invest in digital inclusion, digital literacy and digital learning solutions to help today's students and their families succeed wherever they learn – at home, in the community and in the classroom.

AT&T Makes \$2 Billion Commitment to Bridge the Digital Divide (att.com)

Additional forecast information

[450__ATT Michigan_Five Year Financial Forecast.pdf](#)

Project Readiness

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Engineering designs, diagrams, and maps

Budgetary engineering designs, diagrams, and maps that show the proposed project. Design documents must clearly demonstrate the applicant’s complete understanding of the project and ability to provide the proposed solution. This information must be certified by a professional engineer.

Name of Attachment:	Budgetary engineering designs
ATT Michigan Budgetary Engineering	

Please provide a brief statement to accompany your attached engineering designs, diagrams, and maps indicating your readiness to build, manage, and operate the proposed network.

Engineering designs & diagrams of the proposed network will be available when the RFP is awarded, and the planning and design has been completed. AT&T will work closely with the state to provide the plans at which time the plans have been completed.

Evidence of network scalability

Evidence of network scalability

Name of Attachment	Evidence of network scalability
ATT Michigan Evidence of Scalability	357_0_ATT Michigan Evidence of Scalability.pdf

Please provide a description and evidence that the proposed infrastructure is scalable to meet the anticipated future connectivity demands of the proposed service area. Please indicate the end-user connection speed to which the proposed network is designed to scale. This information must be certified by the equipment manufacturer or a professional engineer. (250 words max.):

AT&T’s fiber facilities have the capacity required to meet the demands of the growing bandwidth consumption required in the County and are scalable to meet future demands or changing technology. AT&T’s fiber-to-the-premise network is based on a 10 Gbps symmetric passive optical network (XGSPON) fiber backbone. This future-proof backbone is capable of delivering speeds of 5 Gbps symmetrical in select areas and is scalable to 10 Gbps symmetrical.??

AT&T will provide all upgrades, maintenance, repair, and operation of the Network at our expense. We operate at scale and are experienced in anticipating and responding to day-to-day service impacts and service restoration from catastrophic events such as hurricanes, floods, and fires.

Project Schedule

28. Please use the table below to complete a project schedule outlining individual tasks and their timing by quarter and year. All projects must be complete by December 31, 2026. (If you need to add additional lines, click on 'Save' and the system will add an additional five lines each time.)

Task	2023		2024		2025		2026							
	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Project Plan Development	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Project Readiness for Realizing Opportunities with Broadband Infrastructure Networks Grant - 2023
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Detailed Design Creation and Permitting	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Central Office Equipment Design	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Cable Ordering and Receipt	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Construction Cable and Equipment Placement	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Construction Cable Splicing	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Final Testing and Inventory Validation	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Anticipated completion date

Please indicate the anticipated date upon which service to the last location in the proposed project area will be made available. 08/30/2026

Please list any factors that would change or delay the proposed schedule.

Our 140+ years of experience in building networks has not only made us skilled in predicting challenges but has enabled us to forge long-term relationships with key suppliers that help us deliver no matter the hurdle. These relationships can help us anticipate and mitigate supply chain challenges. We have positioned ourselves in key collaborations with essential players in the broadband supply chain. For example, our partnership with Corning - the nation's largest manufacturer of fiber optic cable - is vital to expanding access to affordable, reliable high-speed internet.

Have all the required local/city/county/state approvals and/or permits necessary for this project to proceed been obtained? Yes No

If No, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

Upon final contract, AT&T will work together with the appropriate municipalities to obtain required approvals allowing an expedited review of batch permits to reduce implementation timeline.

Will this project require state or federal environmental review, approval, or permits? Yes No Unsure

If Yes, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

Will this project require state or federal historic, architectural, or archeological review, approval, or permits? Yes No Unsure

If Yes, what remains to be done and what is required for completing the process of obtaining approvals? Include any permitting timeline in the project schedule.

Project Readiness

Additional evidence of project readiness

Name of Attachment:	Evidence of project readiness
ATT Michigan Project Readiness	390_0_ATT Michigan Project Readiness.pdf

Please provide any additional evidence of your project's readiness. This evidence can include, but is not limited to, letters of intent, memorandums of understanding, land/tower lease agreements, right-of-way agreements, permits, etc. Provide a short narrative to accompany this additional evidence.

Upon contract completion, AT&T will work in partnership with the designated municipality to review

our project ready checklist including information contained in the uploaded attachment.

Applicant Capacity

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Brief history of your organization

Please provide a brief history of your organization including experience relevant to the proposed project and your technical, financial, and managerial capabilities to complete the project within the designated project period. (250 words max.):

AT&T is proud of our commitment to Michigan and looks forward to partnering with the State of Michigan to deliver our broadband fiber. AT&T has extensive technical and managerial experience working alongside communities to bring symmetrical fiber broadband to their residents, thus helping close the digital divide. Examples of our recent accomplishments include:

- Vanderburgh County, Indiana
- Oldham County, Kentucky

Vanderburgh County's broadband situation was typical of many around the country. The County seat, Evansville, had broadband available from several companies. However, in the unincorporated parts of the county, only about one in three residents had broadband. AT&T worked with the County to leverage the American Rescue Plan Act (ARPA) funding, along with our own investment, to connect more than 20,000 unincorporated customer locations with fiber broadband.

Recently, AT&T announced a similar project in Oldham County, Kentucky where AT&T is building out its fiber internet service to more than 20,000 homes and businesses. Oldham County Judge Executive, David Voegele recognized the importance of fiber-based broadband for his community saying, "Fiber-optics are essential to delivering a long-term solution for businesses and residents of Oldham County, and the AT&T experience and ability to operate and maintain these complex networks is critical to developing economic and educational opportunities in the county."

Organization Chart & Resumes

Applicant organizational chart

Name of Attachment	Organizational chart
ATT Michigan Organizational Chart	329_0_ATT Michigan Organizational Chart.pdf

Resumes of key officers, management personnel, and proposed project management team

Personnel Name	Resume
ATT Michigan Resume 1	332_0_ATT Michigan Resume 1.pdf
ATT Michigan Resume 2	332_1_ATT Michigan Resume 2.pdf
ATT Michigan Resume 3	332_2_ATT Michigan Resume 3.pdf

Audited Financial Statements

Three years of audited financial statements

Attachment Name	Audited Financial
ATT Michigan Audited Financial Statements	
ATT complete 2021 Annual Report	

Please provide a brief statement to accompany your attached audited financial statements and documentation.

AT&T is committed to keeping customers and communities connected – both through investing in our networks and in working with state and local governments to efficiently build out broadband networks to help close the digital divide. AT&T has a proven financial model to ensure the sustainability of our service. AT&T's financial reports going back to 2013 are publicly available on our website at the following address: <https://investors.att.com/financial-reports/annual-reports/2021>.

Partners, subcontractors, or vendors associated with the project's deliverables

Describe any partners, subcontractors, or vendors associated with the project's deliverables, including but not limited to adoption, deployment, and service delivery. Describe each party's role in the project. This should include a discussion of whether and to what extent the applicant, as well as its anticipated partners, subcontractors, or vendors are organizations incorporated, headquartered, or with a principal place of business in Michigan.

AT&T reserves the right to utilize, hire and manage subcontractors as needed, but will remain responsible for all subcontracted performance. AT&T also proposes the following definition:

Subcontractor means a person or third-party entity that entered a contract with AT&T specifically tailored to meet the Customer's needs and dedicated exclusively to the performance of all or a portion of the Services hereunder. For avoidance of doubt, suppliers, manufacturers, and providers of off-the-shelf, commercially available goods or services shall not be deemed Subcontractors.

Safety and training standards

Describe the safety and training standards in place for your employees, including professional certification, licensure, and/or robust in-house training opportunities.

At AT&T, we are committed to complying with all applicable environment, health and safety laws and regulations and to maintaining and improving management systems to ensure environmental responsibility and employee safety not just on this proposal but in everything we do.

The AT&T Code of Business Conduct (COBC) outlines our commitment to maintaining a safe and healthy work environment. Each employee – from our part-time workers to our CEO – is responsible for reviewing their respective code annually and understanding its provisions. For more information, see the AT&T Corporate Governance issue brief at: <https://about.att.com/csr/home/reporting/issue-brief/corporate-governance.html>

We train employees on the use of EHS systems relevant to their job responsibilities. Additionally, we provide specialized training and job aids based on job tasks and the hazards an employee is likely to encounter in their position. And we have implemented a training matrix to ensure that all employees receive health and safety training commensurate with their roles and at appropriate frequencies. Records for completion of required training are captured for each employee in the corporate Learning Management System.

We evaluate our EHS performance through regular reviews and internal assessments of our operations. The frequency of these assessments depends on the level of risk identified after

evaluating the potential for personal injury, property damage, and community or financial impact. AT&T Communications internally audited the Environment, Health and Safety Management System covering 100% of its domestic operations in 2017. In 2021, we completed an internal audit of the Incident Management and Document Controls portions of the system.

We ensure that safety and environmental responsibility are part of every employee's standard operating procedure by:

- Training employees on potential health issues, prevention measures, and emergencies through internal and external seminars. We track the number of hours our employees spend on training and set targets for continual improvement.
- Encouraging managers to get into the field as often as possible to engage their teams, promote safety and environmental compliance, and correct hazards.
- Setting and communicating expectations that all employees follow established safety rules, regardless of their position or situation. This includes providing employees with resources and information on best practices to prevent workplace exposure to COVID-19 and other transmittable diseases.
- Holding teams accountable for creating an engaging environment and supporting employees who want to participate in EHS program development activities.
- Rewarding employees for making good decisions related to EHS, providing transparent and timely communication on progress toward EHS goals, and ensuring business metrics do not result in undesirable behaviors.
- Monitoring performance through regular updates on relevant leading and lagging indicators, including accident data and organizational performance toward meeting targets set in each business unit's EHS plan.

Violations of federal or state labor and employment laws

Have there been any recent violations of federal or state labor and employment laws by your organization? Yes No Unsure

If Yes, please describe in detail.

Labor standards

Does your company incorporate strong labor standards, including project labor agreements and community benefits agreements that offer wages at or above the prevailing rate? Yes No

If Yes, please describe.

AT&T has strict labor standards and offers competitive wages and benefits for our employees. We are also proud of our relationship with the Communications Workers of America.

Hiring Policy

For this project, will additional labor force needs be met by hiring staff directly with your organization or contracted through another entity?

- Directly with company
 Contracted through another agency

If direct hire, please estimate the total number of new, directly hired staff needed to complete this project. 1-50

If this project will be completed using contracted labor, describe your policies and practices that ensure contractors and subcontractors meet high labor standards.

Prioritization efforts to hire local workers

Describe any prioritization efforts to hire local workers and/or workers from historically disadvantaged communities for this project.

AT&T has a rich history in the State of Michigan. Our employee base reflects our nationwide footprint. The AT&T construction and engineering teams utilize local technicians to complete fiber builds. Our main workforce dedicated to projects would be in and around the surrounding communities where the work is performed.

Community and Economic Impact

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Community Support for this project

Demonstration of interest/impact/support from communities **(If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)**

Name of Community / Organization	Support Letters
ATT Michigan Community Support Letter 1	414_0_ATT Michigan_Community Support Letter 1.pdf
ATT Michigan Community Support Letter 4	414_3_ATT Michigan_Community Support Letter 4.pdf
ATT Michigan Community Support Letter 5	414_4_ATT Michigan_Community Support Letter 5.pdf
ATT Michigan Community Support Letter 6	414_5_ATT Michigan_Community Support Letter 6.pdf
ATT Michigan Community Support Letter 7	414_6_ATT Michigan_Community Support Letter 7.pdf

Please provide a description of the community support for this project to accompany relevant attachments. Community support can be expressed through public-private partnerships, letters of support, memorandums of understanding, community broadband plans, or other relevant and appropriate documents.

Demand for increased access to high-speed internet services is high not only in Michigan, but across the country. The President of the United States referred to it in his State of the Union speech. Governor Whitmer mentioned it in her State of the State address, and the Metro Detroit community is no exception.

The Covid-19 pandemic highlighted a need for broadband services as residents were forced to work from home and students were asked to learn remotely. While some were able to make do, others struggled, fell behind and were left searching for the internet service they needed.

AT&T is uniquely qualified to assist in building and providing this service. The company has more than 140 years of history serving residents and businesses in Michigan, and we continue to invest billions of dollars into our state communications network to this day.

The organizations and individuals whose letters of support we include here represent the people and businesses of the Metro Detroit community and they are familiar with AT&T's work. It is their job to advocate on behalf of this community. They recognize the need for this service, and we appreciate their willingness to express their support of our past work, current service to the Metro Detroit community, and future commitment to expanding broadband service to the residents and businesses who need and want it.

Community Interest

Demonstration of customer interest

Name of Attachment	Customer Interest
ATT Michigan Demonstration of Customer Interest	394_0_ATT Michigan Demonstration of Customer Interest.pdf

Please provide a brief statement to accompany the demonstration of customer interest you have attached to this application. This description should include the method used for gauging customer interest and the results.

See attached response above.

Community Anchor Institutions (CAI) served

Please list the specific community anchor institutions (CAIs) to be served by the proposed project. Attach evidence of support for the project from impacted CAIs (if applicable). **(If you need to upload additional support letters, click on 'Save' and the system will add an additional five lines.)**

CAI Name	Address	Type of CAI	Letter of Support
Oakland Community College	2900 Featherstone Rd. Auburn Hills, MI 48326-2845	School	458_0_ATT Michigan Demonstration of Customer Interest Letter of Support.pdf

SPIN Information

Evidence of application for a SPIN (if applicable) **If the proposed project includes connections to schools or libraries, please ensure you have entered your SPIN at the beginning of this application. For applicants without a SPIN please provide evidence of your application for a SPIN.**

Name of Evidence	Evidence of Application for SPIN
ATT Michigan SPIN	410_0_ATT Michigan SPIN.pdf

If the proposed project includes connections to schools or libraries, please provide your SPIN or evidence of application for a SPIN from the FCC Universal Service Administrative Company (USAC) and demonstration of your knowledge of E-rate and working with the FCC/USAC.

See attached for SPIN information.

Need for improved broadband service for businesses

Evidence of interest, impact, or support from businesses. **(If you need to upload additional Evidence of Interest, click on 'Save' and the system will add an additional five lines.)**

Name of Attachment	Evidence of interest
ATT Michigan Evidence of Interest from Business	398_0_ATT Michigan Evidence of Interest from Business.pdf
ATT Michigan Evidence of Interest from Business 2	398_1_ATT_Michigan Evidence of Interest from Businesses 2.pdf
ATT Michigan Community Support Letter 2	398_2_ATT Michigan Community Support Letter 2.pdf
ATT Michigan Community Support Letter 3	398_3_ATT Michigan Community Support Letter 3.pdf
ATT Michigan Community Support Letter 8	398_4_ATT Michigan Community Support Letter 8 SWCRC.pdf

Please provide a brief description of the businesses needing improved broadband service in the proposed project area and the level of improvement needed. Attach statements or evidence regarding the benefits from the proposed connectivity solution and how it will impact those businesses.

- Broadband connectivity enables communities, regions, and nations to develop, attract, retain, and expand job-

creating businesses and institutions. It improves the productivity and profitability of large, small, and home-based businesses and allows them to become more competitive at all levels.

- The World Bank estimates that a 10-percentage point increase in broadband penetration can lead to a 1.2% jump in real per capita GDP growth in developed economies. Researchers at CESifo put this number between 0.9 and 1.5 percentage points for OECD countries.
- Broadband promotes remote access to medical services for patients and extends improved, cost-effective access to quality health care. Additionally, physicians can monitor patients' wellbeing through innovative home health devices that help them avoid expensive house calls and give patients live feedback.
- Broadband offers telework opportunities to workers so that they can live and work in locations of their own choosing, without having to be within commuting distance of a corporate center or another base location.
- Broadband allows students to participate in distance learning opportunities at any time from any location they can access the internet, such as libraries, school, and home.
- Broadband access enhances educational opportunities by providing students and teachers access to a multitude of resources, including text-based materials, photos, videos, music, animations, interactive lessons, and oral history collections.
- Broadband is increasingly indispensable to police, fire, health, and other emergency and government services that protect the public. AT&T's FirstNet offers the first high-speed, nationwide wireless broadband network dedicated to public safety.

Direct job creation

Evidence of job creation

[459__ATT Michigan_Evidence of Job Creation.pdf](#)

Describe and account for any direct job creation in the proposed service area related to this project, if funded. Provide supplemental evidence if available. Job creation here means those jobs created in the community as a result of new internet connectivity being deployed, not any jobs created to deploy the proposed network.

Long term financial and employment benefits resulting from the presence of broadband in a community have been studied. Broadband connectivity enables communities, regions, and nations to develop, attract, retain, and expand job-creating businesses and institutions. It improves the productivity and profitability of large, small, and home-based businesses and allows them to become more competitive at all levels.

The World Bank estimates that a 10-percentage point increase in broadband penetration can lead to a 1.2% jump in real per capita GDP growth in developed economies. Researchers at CESifo put this number between 0.9 and 1.5 percentage points for OECD countries. Broadband offers telework opportunities to workers so that they can live and work in locations of their own choosing, without having to be within commuting distance of a corporate center or another base location.

- Broadband's promotion of remote access to medical services for patients can generate related jobs. Remote access extends improved, cost-effective access to quality health care?particularly in remote areas. Additionally, physicians can monitor patients' wellbeing through innovative home health devices that help them avoid expensive house calls and give patients live feedback.
- Broadband allows workers and students alike to participate in distance learning opportunities at any time from any location they can access the internet, which helps them qualify for better jobs.
- Broadband can generate jobs in police, fire, health, and other emergency and government services, where it is increasingly indispensable.
- Broadband also makes it possible for farming families to live where they work.

Training and Awareness

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Proposed digital literacy training events, materials

Please describe any proposed digital literacy training events, materials, and/or resources that will be provided to residents or businesses impacted by the proposed connectivity. Include the number and type of events, including commitments from any partners included in the digital literacy training and the anticipated outcomes from related activities. The description must provide clear detail and contain measurable metrics for the proposed programs or partnerships.

AT&T is taking steps to help underserved students and families impacted by the digital divide. "Education plays a vital role in the long-term success of our society, and we are committed to investing in the educational and connectivity needs of underserved communities, while also expanding access to low-cost broadband services." We'reexpanding free-device programs and increasing access to educational and digital literacy tools. This includes our three-year, \$2 billion commitment to bridge the digital divide through efforts that promote broadband affordability, accessibility, and adoption.

Additionally, AT&T prioritizes collaboration with national and community organizations, including the Local Initiatives Support Corporation (LISC), Digitunity, the Public Library Association and more. Of note, we continue to work to equip parents and families with free digital literacy education that is vital for preparing for the jobs of the future. Jeff McElfresh, AT&T Communications Chief Operating Officer says, "The stakes for closing the digital divide are incredibly high, and it is imperative that we remove barriers to opportunity for children and families." With the Public Library Association, we've launched digital literacy courses in a curated series to help newly connected parents and families build skills and confidence using computers and mobile devices. These courses are available online to everyone and will be offered at AT&T Connected Learning Centers and in public libraries nationwide.

When the COVID-19 pandemic caused many students to shift from in-person to virtual learning, it illuminated the fact that approximately 17 million children nationally lack access to high-speed broadband. This broadband deficiency primarily comes from three challenges:

- Lower income families that lack financial resources to pay for broadband
- Lack of infrastructure in certain areas, particularly rural communities, because broadband deployment would be cost-prohibitive
- The need for digital literacy; understanding why broadband connections are important and learning to be online safely

Please upload evidence of training partnership, materials, etc.

[508_ATT
Michigan_Training
Partnerships.pdf](#)

Materials and Method(s) to be used

Please describe the materials and method(s) to be used for providing residents and businesses with information promoting the use of an internet connection for improving quality of life, access to resources, economic opportunity, etc., in the proposed service area. Partnerships with local CAIs that build awareness for enriching online opportunities for residents and businesses are highly encouraged.

Examples of these opportunities include, but are not limited to, telehealth applications, access to government services, e-learning, job and career readiness programs, public safety information, cybersecurity training, etc. This description must provide clear detail and contain measurable metrics.

AT&T is dedicated to raising awareness of both the ACP and Access from AT&T programs to help

ensure that low-income households and eligible users take advantage of these offers. In addition to traditional advertising, AT&T promotes awareness of this potentially free internet option to eligible populations by partnering with community groups, city councils, and legislators to raise awareness and encourage adoption. We work closely with these groups to include this information in their regular communications with their constituencies, which include newsletters, social media, event flyers, digital assets that can be published, and public appearances.

AT&T has a robust marketing program for AT&T Fiber, including mass advertising, direct marketing, targeted digital ads, sponsorships, local AT&T retail stores, door-to-door teams, and may also include grass roots marketing (i.e., neighborhood events, block parties, neighborhood association newsletters, signage on service vehicles, door hangers, digital navigators, etc.).

Further, we proactively reach out to area housing, including senior and low-income housing, where residents are likely to be eligible for AT&T Access and Affordable Connectivity Program benefits. Our local sales teams typically place door hangers at each resident's door with information regarding both programs inviting residents to attend events to learn more. These educational forums will have expert AT&T team members available to provide residents with important details on the programs, to help residents determine eligibility and, ultimately, to assist them in signing up for broadband service, assuming they qualify.

AT&T realizes that availability and affordability are necessary but not sufficient for the adoption of broadband services. Another critical need is access to the tools and information necessary to assist consumers with using the internet and digital services safely. AT&T is dedicated to doing our part to bring educational resources and technical support to assist eligible users to take full advantage of affordable, high-speed broadband and, thereby, enjoy the economic opportunity that millions of broadband-connected American households already have.

Evidence of awareness activities

[511__ATT Michigan_Awareness Activities.pdf](#)

Commitment to improving the adoption rate of broadband services

Describe how the project commits to improving the adoption rate of broadband services, including, but not limited to, special service rates, internet-enabled devices that meet the needs of the user, and digital skills training.

As noted above, AT&T is dedicated to raising awareness of both the ACP and Access from AT&T programs to help ensure that low-income households and eligible users take advantage of these offer. We proactively reach out to area housing, including senior and low-income housing, where residents are likely to be eligible for AT&T Access and Affordable Connectivity Program benefits. Our local sales teams typically place door hangers at each resident's door with information regarding both programs inviting residents to attend events to learn more. AT&T is dedicated to doing our part to bring educational resources and technical support to assist eligible users to take full advantage of affordable, high-speed broadband and, thereby, enjoy the economic opportunity that millions of broadband-connected American households already have. To further promote digital inclusion and digital equity, we offer the DigitalLearn platform at no cost. Additional information is available at att.digitallearn.org. Training on this free platform includes navigating websites, introduction to email, using a PC/Mac, video conferencing, and other tools that will maximize the ability of Michigan residents to fully participate in all aspects of society. AT&T also offers an educational platform for K-12 students, "The Achievery", which was created by AT&T in collaboration with WarnerMedia. The Achievery helps connect students to a new world of digital learning through stories that spark curiosity and content that entertains as well as teaches.

Promotion of customer take rate

Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate.

AT&T has a robust marketing program for AT&T Fiber including mass advertising, direct marketing, targeted digital ads, sponsorships, local AT&T retail stores, and may also include grass roots marketing (neighborhood events, neighborhood association newsletters, signage on service vehicles, door hangers, etc.). Our marketing techniques also include increased consumer awareness of the affordable fiber plans available through targeted television advertisements, radio spots, direct mail, and other mass marketing to ensure awareness. AT&T also welcomes the opportunity to work with the State of Florida to increase awareness of AT&T Fiber through press releases, digital assets published on the State's website, public appearances, etc.

For multi-dwelling units (MDUs), AT&T has a dedicated sales team to contact multi-family property owners, access-controlled communities and homeowner associations (HOAs) to explore interest in bringing AT&T fiber to the property's residents. The AT&T Connected Communities sales executives will contact MDU's owners in the target community, offer a free site survey, and make commercially reasonable efforts to gain right of entry to their properties, under mutually agreeable terms, to enable residents the ability to order AT&T broadband services. This also includes State-sponsored public housing. If AT&T gains right of entry, AT&T will deploy AT&T Fiber, and assign an account manager to work with the MDU property staff to build awareness of the availability of AT&T Fiber service.

In instances where AT&T is unable to gain access rights to MDU, access-controlled, or HOA properties, we will place coiled fiber at a demarcation point outside the property should access rights be granted by the owner at a future time.