

Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Verizon Hayes Project 2024

Application ID: 107412142023113024
Application Status: Pending
Program Name: Virginia Telecommunication Initiative 2024
Organization Name: Gloucester County
Organization Address: P.O. Box 329 / 6467 Main Street/
Gloucester, VA 23061
Profile Manager Name: Cheryl Spivey
Profile Manager Phone: (804) 693-1386
Profile Manager Email: cspivey@gloucesterva.info

Project Name: Gloucester Verizon Hayes Project 2024
Project Contact Name: Carol Steele
Project Contact Phone: (804) 693-4042
Project Contact Email: csteele@gloucesterva.info
Project Location: 6489 MAIN ST
GLOUCESTER, VA 23061-6102
Project Service Area: Gloucester County

Total Requested Amount: \$4,260,000.00

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$4,260,000.00	\$5,580,000.00	\$9,840,000.00
Construction	\$4,260,000.00	\$5,580,000.00	\$9,840,000.00
Total:	\$4,260,000.00	\$5,580,000.00	\$9,840,000.00

Budget Narrative:

The proposed budget is to cover the Hayes area of Gloucester County with 79 miles of fiber bringing broadband coverage to 352 unserved/underserved locations. Gloucester is applying for two grants to reach different geographic areas of the County. If both grants are awarded, the number of unserved in the County will be reduced to approximately 2%. The two providers are Verizon and COX.

Questions and Responses:

1. Project Description and Need

Describe why and how the project area(s) was selected. Describe the proposed geographic area including specific boundaries of the project area (e.g. street names, local and regional boundaries, etc.). Attach a copy of the map of your project area(s). Label map: Attachment 1 – Project Area Map.

Answer:

The County of Gloucester is located on the Middle Peninsula of Virginia along the Chesapeake Bay and its tributaries. With a total population of more than 39,000, the area is mostly rural with some suburban concentrated areas. The total county is 288 square miles and contains numerous creeks and rivers providing breathtaking views, bountiful agricultural lands, and long winding country lanes and driveways. The spacious and sprawling topography creates a challenge for the county's cable television/internet provider. Broadband accessibility is restricted to cluster developments and commercial zones. The homes and businesses that don't have broadband service available are more rural, agricultural, and/or coastal.

The design proposed by Verizon Virginia LLC (Verizon) addresses 352 unserved and underserved addresses in the Hayes area of Gloucester. The County partnered with Verizon to build where the cable/internet provider is not located. The area is also not served by Open Broadband, a fixed wireless provider, and VATI grant recipient.

Verizon proposes to deploy 79 miles of new fiber that will provide qualifying broadband to the unserved locations. Verizon is ready to move forward with this project. They were the first to build fiber optic broadband on a large scale and now serves over 6 million broadband customers with its Fios service. Verizon is a Fortune 20 company but still has a local project office on the ground in the County. There are more than 6,600 Verizon employees across the Commonwealth of Virginia. They have the capacity to fully staff the project with experienced, skilled, and reliable people. The project team's command of the regulatory environment enables them with the ability to anticipate and tackle problems - local, state, or federal - efficiently and completely. The Verizon team, from engineering to planning and project management to construction, are leaders in the industry, as are the personnel who will assist customers once broadband is built. The same is true for the selected subcontractors and consultants.

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2. List existing providers in the proposed project area and the speeds offered. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

Answer:

At the current time, the only provider of broadband that meets the federal and state definition of 100/20 Mbps in Gloucester County is Cox Communications. A search using the Broadbandnow.com site and the zip codes in Gloucester list Cox along with three satellite companies and three companies using cellular service. All but Cox have limited geographic reach in the County and inconsistent speeds that can be throttled during peak use times.

The proposed project area is a natural fit with Verizon's existing infrastructure, requiring only an upgrade to facilities rather than a new backbone build. As noted later in this application, Verizon's Fios broadband Internet access service, which is offered elsewhere in the Commonwealth of Virginia, and is proposed to here, offers speeds starting at 300Mbps/300Mbps up to its Gigabit Connection service, which supports 940Mbps downloads and uploads to 880Mbps. These speeds are well more than VATI requirements

See Other Attachment: ISPs in Gloucester

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Label Map: Attachment 2 – Documentation on Federal Funding Area.

Answer:

See Attachment 2. The only federal grant awarded in Gloucester County is the RDOF program. The attached map shows that the proposed service area includes both satellite and fiber RDOF areas, but the only overlap of addresses that Verizon will serve is by a satellite provider,

4. Overlap: To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds below 100/20 Mbps and with less than 25% service overlap within the project area for wireless projects and 20% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria.

Answer:

Based on state mapping there are no current providers. See Attachment 3

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5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 25 Megabits per second download and 3 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form.
- Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
 - If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
 - If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise . Describe the methodology used for these projections.
 - If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.
 - Provide the number of passings in the project area that have 25/3 Mbps or less. Describe the methodology used for these projections. (up to 15 points)

Answer:

- There are 295 residential and 57 business passings.
- There are 30 residential and 2 business passings.
- At this time, Verizon does not anticipate the application of special construction costs to any of the 352 passings. As noted elsewhere in this application, concerning locations with long driveways or setbacks, or that are otherwise not able to be served directly from the public right of way, Verizon will follow its standard practice, as outlined in its Product Guide online. Typically, this results in no construction charges for residential Fios Home Internet customers for extension of drops to long setback structures. Concerning new residential subdivisions, multi-tenant dwelling units, commercial development, and mixed-used business and residential development within or outside of the project area, Verizon will follow its standard practices for delivery of service and network extensions, including recovery of costs, as outlined in its standard Product Guide.
- NA
- 348 using the VATI maps

6. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF) are included in the VATI application area. If RDOF areas are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 5 – RDOF Awarded Areas Form in VATI Area

Answer:

There are RDOF award areas in the VATI application area in Gloucester County, specifically Census blocks 511030302004029 and 511030302004023.

7. **For wireless projects only:** Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

Answer:

NA

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8. Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

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The proposed network begins with the optical line terminal (OLT) in a local Verizon central office. Fiber optic cables will run along main feeder routes from the OLT toward the unserved locations. The fiber optic cables may be placed in underground conduit or attached to utility poles. Verizon's construction methods--aerial or underground--will vary by area and may depend on the availability of existing pole and conduit infrastructure and local requirements. The detailed budget provided by Verizon includes specific assumptions for the mix of aerial and underground placement methods for the proposed network. For underground spans of fiber, Verizon may place vaults, handholes, or ground-mounted cabinets to access the fiber at various points. For aerial routes, Verizon may place ground- or pole-mounted cabinets. Along and at the end of each feeder route, Verizon will place a passive optical splitter to connect each feeder fiber to up to 32 distribution fibers. There may be one or two splitters between the OLT and the customer. Distribution fiber cables terminate at fiber terminals placed in the public right of way on poles, cabinets, vaults, or handholes. Once the build is completed, when a customer orders service, a fiber drop is run from the nearest terminal in the public right of way to the customer's location. An Optical Network Terminal (ONT) is placed at the exterior or interior of the customer location, depending on the precise design. The ONT terminates the optical signal from the OLT in the central office. The ONT enables connections using Category 5 or 6 inside wire to a broadband home router for Internet service. The router supports physical connections to devices in the home. Verizon Fios customers can rent or purchase a broadband router from Verizon, or provide their own. Routers obtained from Verizon, and most commercially available broadband routers, contain a Wi-Fi access point. The ONT also enables connections using RJ-11 cabling (for legacy voice services) and coaxial cable (for connection to existing cable inside wiring, if available). For locations with long driveways or setbacks, or that are otherwise not able to be served directly from the public right of way, Verizon will follow its standard practice, as set forth in its Product Guide online. Typically, this results in no construction charges for residential Fios Home Internet customers for extension of drops to long setback structures. For new residential subdivisions, multi-tenant dwelling units, commercial development, and mixed-used business and residential development within or outside of the project area, Verizon will follow its standard practices for delivery of service and network extensions, including recovery of costs, as outlined in its standard Product Guide. The network improvements just described would be used to deploy fiber to the premises (FTTP), which provides a 100% fiber-optic connection from each customer's location back across Verizon's network to the public Internet.

The FTTP network is highly reliable, in part because it incorporates redundancy and network control into its design and minimizes the risk of outages due to power failures. From the central office, broadband traffic is routed to the Internet over a redundant network that Verizon controls. Network diversity helps mitigate the risk of an outage due to fiber cuts, weather, or other events. Verizon's end-to-end control of all network segments from the customer's location to the Internet provides single-point accountability for service delivery and assurance, and simplifies and streamlines network management, trouble-shooting, and repair. Moreover, central offices are equipped with backup battery power and generators to help ensure the office equipment keeps running in a commercial power outage. And because there is no powered equipment in the outside plant, those facilities are not affected by power outages, removing a potential point of failure. Verizon enables customers to have broadband service during commercial power outages by offering to sell them to buy standard battery back-up equipment for their router and other broadband equipment. Verizon manages the shared capacity provided by the network to address peaks in utilization. Verizon employs the same network management practices used to monitor, maintain, upgrade, and enhance that network that it has used for more than 15 years for its Fios network in Virginia and several other states. These processes involve automated internal reporting on capacity utilization on individual circuits in our transport and backbone networks, with internal processes that are triggered to augment capacity when circuits reach pre-defined capacity utilization thresholds. Verizon maintains an internal speed testing platform that tests broadband speeds on tens of thousands of Fios circuits monthly to confirm that customers are receiving the provisioned speeds. Verizon intends to utilize speed and performance testing arrangements implemented in compliance with the FCC's requirements for the Connect America Fund grant program. These are the same requirements that the Commerce Department adopted for the BEAD program, and are substantially consistent with the methodology utilized by the FCC's Measuring Broadband America program, which Verizon has participated in since its inception over ten years ago. These requirements generate speed test results that can be used to satisfy all existing FCC broadband regulations. Verizon's broadband Internet access service provided over the FTTP network is called Fios. Fios has been recognized for excellence, and in J.D. Power's [2021] U.S. Residential Internet Service Provider Satisfaction Study, Verizon's Fios service ranked highest in the region. The expanded Fios broadband service in the County will provide reliable high-speed broadband internet access to homes, schools, libraries, and businesses, with pricing options to fit every budget and no data caps. Speed options for Fios customers in the County will range from 300 Mbps/300 Mbps up to 940 Mbps/880 Mbps.

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9. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 100/20 Mbps. (up to 10 points)

Answer:

Verizon provides a wide range of Fios service offerings, which it continues to update and enhance. The most up-to-date information can always be found on Verizon's website. As noted in response to item 8, Fios is provided over a shared-bandwidth network, engineered, managed and maintained by Verizon. The technology to be deployed is GPON over FTTP, as noted elsewhere in this application. Backhaul circuits from the Verizon central office to the Internet are typically Ethernet or wavelength services, and are managed to ensure sufficient capacity during peak busy periods, as the same may change over time.

Verizon Fios Home Internet Plans

Verizon Fios Home Internet Plans are described in the marketing materials provided at <https://www.verizon.com/home/bundles/fios/>. Further information on those plans is provided below.

Figure 1-1. Verizon Fios Home Internet Plans. *Fios Home Internet offers the County the ability to enable modern, accessible, and future-ready Internet access for its residents.*

	Service Offering
Features	
	Monthly Customer Price
Gigabit Connection	
	940/880 Mbps
\$89.99*	
500 Mbps	
	500/500 Mbps
\$69.99**	
300 Mbps	
	300/300 Mbps
\$49.99**	

-Pricing reflects an Auto-Pay discount. Router rental is included in the monthly service price. **Pricing reflects an Auto-Pay discount. Required router is included in the monthly service price.

Service Offering Features Plan Perks Price Notes

Gigabit Connection Ideal for a virtually seamless entertainment experience.

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Download speeds up to 940 Mbps

Upload speeds up to 880 Mbps (25x faster than cable providers)

Included w/plan:

Whole-Home Wi-Fi (\$20/mo. value)

Router rental included + Wi-Fi extender provided (if recommended/requested)

\$89.99 Per month w/Auto Pay

Router rental included in monthly service price. Wi-Fi extender included in monthly service price

(if deemed necessary by technician or on customer request).

500 Mbps Great for multiple users, binge streaming and sharing large files.

Download speeds up to 500 Mbps

Upload speeds up to 500 Mbps

\$69.99

300 Mbps Stream and download movies, shows and photos.

Download speeds up to 300 Mbps

Upload speeds up to 300 Mbps

\$49.99

Fios Forward Discounted Plans (With ACP eligibility)

Verizon's Fios Forward discounted plans (with ACP eligibility) are described at

<https://www.verizon.com/home/fios-forward/>. Further information on those plans is provided below.

Figure 1-2. Verizon Fios Forward*—Fios Home Internet. *Fios Forward, Verizon's low-income Internet program, is designed to help make high-speed Internet with no data caps more accessible to customers who qualify for the ACP program and apply the ACP benefit to their Fios Internet Service.*

Verizon

Fios Forward Program*—Fios Home

Internet

Service Offering

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Features

Monthly Consumer Price

Gigabit Connection

940/880 Mbps

\$89.99 \$39.99¹

500 Mbps

500/500 Mbps

\$69.99 \$14.99²

300 Mbps

300/300 Mbps

\$49.99 FREE²

Pricing reflects up to \$30/mo. ACP discount plus up to \$20/mo. Fios Forward discount for qualifying new and existing Fios Forward customers enrolled in the Affordable Connectivity Program and Auto-Pay. Auto-Pay is not required for participation in ACP or access to Fios Forward pricing.

¹ Pricing reflects an Auto-Pay discount. Auto-Pay is not required for participation in ACP or access to Fios Forward pricing. Router rental is included in the monthly service price.

² Pricing reflects an Auto-Pay discount. Auto-Pay is not required for participation in ACP or access to Fios Forward pricing. Required router is not included in the monthly service price. Customers can bring their own router, purchase a router from Verizon, or rent a router for free from Verizon with a waiver through Fios Forward.

Gigabit Connection Ideal for a virtually seamless entertainment experience.

Download speeds up to 940 Mbps

Upload speeds up to 880 Mbps (25x faster than cable providers)

\$89.99 \$39.99 Per month w/Fios Forward + Affordable Connectivity Program

500 Mbps Great for multiple users, binge streaming and sharing large files.

Download speeds up to 500 Mbps

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Upload speeds up to 500 Mbps

\$69.99 \$14.99 Per month w/Fios Forward + Affordable Connectivity Program

(discounts may vary)

300 Mbps Stream and download movies, shows and photos.

Download speeds up to 300 Mbps

Upload speeds up to 300 Mbps

\$39.99 FREE Per month w/Fios Forward + Affordable Connectivity Program (discounts may vary)

10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

Answer:

The proposed project aims to achieve universal broadband coverage in the locality as part of a comprehensive plan. Here's how it aligns with this goal:

1. **Targeting Underserved Areas:** The project prioritizes areas where high-speed internet is currently unavailable. By focusing on these underserved regions, the project ensures that the benefits of broadband access are extended to all citizens, reducing the digital divide.
2. **Diverse Connectivity Options:** Offering both wired and wireless options enhances accessibility. Wired connections, typically more reliable and faster, are suitable for stationary use. Wireless options cater to mobile users and areas where laying cables is impractical. This dual approach ensures that different user needs and geographical challenges are addressed.
3. **Integration into a Larger Plan:** This project is not an isolated effort but part of a larger strategy to achieve universal broadband coverage. It addresses the majority of the remaining coverage gaps, indicating that previous phases of the plan have already laid much of the necessary infrastructure.
4. **Future Planning for Remaining Areas:** While this project significantly reduces the areas without broadband, it acknowledges that some regions will still need coverage. A brief plan should be outlined for these remaining areas, ensuring that future initiatives continue the progress towards total coverage.
5. **Community and Economic Benefits:** Universal broadband access is crucial for educational, professional, and personal development. It can stimulate economic growth, support remote education and work, and provide access to essential services and information.

11. **Project Readiness**

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants are encouraged to extensively discuss, where applicable, easements relating to railroad crossings, federally-owned lands and parks, partnerships with the Virginia Department of Transportation, and mobile home parks. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 10 points)

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Verizon is ready to begin this project.

[Verizon's preliminary review indicates that virtually all of the locations to be served in the project area are already serviceable from Verizon's existing copper network in the County, over which Verizon has provided voice and other services as an ILEC. This project will directly overlay those copper facilities with fiber in an FTTP architecture.]

Verizon has extensive experience working with the Virginia Department of Transportation (VDOT). Knowledge of VDOT's permitting processes and solid working relationships with agency personnel, including the ability to escalate matters and brainstorm creatively to overcome obstacles, is an essential and highly desirable asset for any broadband network construction project that occupies VDOT right-of-way.

Verizon has the necessary arrangements in place concerning equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400k premises and over 5,000 route miles of new fiber to our network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

Concerning one of the key inputs--fiber optic cable and accessories--Verizon has a long-standing relationship with Corning and is including a letter evidencing Corning's willingness and intent to meet our requirements for fiber under its existing supply agreements with Verizon.

Verizon's labor force is in place, is stable, and has high rates of retention throughout Verizon - including the 6,600 Virginians already employed at Verizon. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of the County and surrounding areas. Where needed, the contractors that work with Verizon are an established and stable group, whose members have a track record of long service prioritizing their work for Verizon and its customers.

The project management process that Verizon will use was developed as Verizon built tens of thousands of miles of FTTP network infrastructure around the U.S., beginning in 2005. The process is tested, proven, and transparent.

Representative Project Schedule

Attachment 7 – Timeline/Project Management Plan is an 18-month representative project schedule that gives a high level layout of the activities described. The following points highlight key elements of the proposed Project Schedule:

- An 18 month overall timeline. The project will proceed as seen in the Gantt chart below (Figure 1-1.).
- Different colors on the chart are used to denote each phase.
- The Fios Ordering/Installation Phase is not in the scope of this project--it is wholly dependent on customers actually placing orders for Fios service. But it is listed in the Gantt chart to demonstrate the point at which that will be possible. Completion of construction and availability of service ordering will be determined by a negotiated verification and acceptance process to be implemented between Verizon and the County.
- Work does not begin on any phase of the project until the execution of a Broadband contract between Verizon and the County.

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12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

Answer:

For Verizon's part, the company has successfully applied for and won two VATI contracts.

In 2022, Greensville County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3 million grant in May 2023. The project included 1,347 unserved and underserved homes and businesses and approximately 54 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.4 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

Also in 2022, Caroline County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3.1 million grant in May 2023. The project included 854 unserved and underserved homes and businesses and approximately 72 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.6 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. If applicants and co-applicants are seeking to include prior expended funds as matching funds, Attachment 11 must be completed. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 - Documentation of Match Funding; Attachment 11 - Prior Expended Match Form

Answer:

Verizon will provide 56.7% of the projected costs. Total projected costs are \$9,840,000, so the amount provided by Verizon will be approximately \$5,580,000 in cash.

14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project. (up to 10 points)

Answer:

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Verizon is committed to beginning the work upon a successful award of the grant. Upon execution and acceptance from DHCD for these projects, Verizon is immediately prepared to begin activities. Verizon is excited to extend its existing internal FTTP build program to connect the rest of the unserved with its leading infrastructure on the East Coast.

As noted earlier in this application, the Verizon Proposed Network design significantly leverages its embedded network plant in the County. Verizon also has existing relationships with the local electric utility and VDOT. Verizon has a 15+ year track record of successfully deploying its FTTP network solution and Fios service to millions of homes up and down the East Coast.

Verizon's Credo starts with the phrase--"We have work because our customers value our high-quality communications services." That dedication and commitment to our customers is reflected in everything we do. Verizon has been the incumbent telephone company in the County for decades and has long-standing relationships with customers throughout the County. We believe these relationships, our name recognition, and the strength of the Verizon brand, will help accelerate the adoption of our award-winning Fios Internet services for homes and businesses reached through this project.

Verizon's range of services and pricing plans--including plans for low-income customers that result in free broadband service after application of the FCC's Affordable Connectivity Program subsidy--provide an option for every budget. The Verizon proposal also leverages Verizon's relationship with Verizon Wireless. Customers can save even more by bundling their Fios Internet service with certain Verizon Wireless 5G data plans--this is an attractive option for customers who already subscribe to Verizon Wireless mobile service.

For those residents who live in houses and multi-tenant buildings that are owned, built, or managed by major local, regional, and national companies, Verizon has a team with responsibility for working with those landlords or management companies. The Verizon Enhanced Communities (VEC) team is specifically tasked with establishing and maintaining relationships with building owners, developers/builders, and property management companies. Through the VEC Value Program, our team will help the building owner, developer/builder, or management company actively promote Fios as a key amenity to all the residents or homeowners, and provide the dedicated, end-to-end support that will keep them happy for years to come. Verizon's marketing arrangements allow VEC personnel to work with the customer to develop marketing programs to drive residents to purchase our Internet services. VEC customers also have the option to enter into a bulk arrangement with Verizon as part of which VEC provides discounted prices off our Fios retail services for residents of the building or development. VEC has strong relationships with builders such as NVR/Ryan Homes, Lennar, Pulte Homes and other large developed communities in Virginia, and looks forward to the possibility of strengthening existing relationships and forging new ones through the proposed Fios network expansion project in the County.

Because Verizon is an established provider, Fios customers benefit from a whole host of advanced capabilities and features:

Robust Firewall/Parental Controls. The Fios router is equipped with the latest Wi-Fi technology and has a robust firewall and parental control feature to give customers more control and security over their broadband experience.

Convenience. Fios Home Internet includes many convenient features. Multiple users can use the service simultaneously without sacrificing speed or bandwidth, even during peak hours.

Support. Verizon also provides professional installation services, and Fios service includes 24/7 technical support so customers can get answers when they need them.

CyberSecurity. Verizon is a recognized leader in cybersecurity. Verizon's Data Breach Investigative Report is an annual must-read for corporate and government CISOs, CSOs,

CTOs, and CIOs. Verizon's global network security team has sensors deployed across our network, across America and around the world, and is always on the alert for the latest zero-day exploits and malicious activities. Verizon has relationships across industry and government that enable us to obtain the latest in threat intelligence. The cybersecurity countermeasures that Verizon deploys on its backbone network to protect its business and government customers from hackers and other bad actors can benefit Fios customers whose services are connected to that same backbone network. **Privacy and an Open Internet.** Verizon is strongly committed to customer privacy and an open Internet, as evidenced by our Privacy Policy (<https://www.verizon.com/about/privacy/>) and Broadband Commitment (<https://www.verizon.com/broadbandcommitment>).

All of this, and more, will be brought to bear to maximize leverage and the success of the Verizon Project.

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15. Communications Plan: Describe efforts to keep the public informed of project progress and the broadband adoption plan.
- Explain how you plan on communicating the project status to stakeholders, including but not limited to County leadership, project areas residents, etc. (Up to 10 points)
 - 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. (up to 10 points)
 - Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

Answer:

a. Gloucester County will provide updates to its Board of Supervisors and County Leadership through monthly reports. Residents will be kept informed through the County website as well as the public media. The Gloucester Department of Community Engagement and Public Information will coordinate the marketing effort and provide materials to share on websites and with media sources. They will work with Verizon to establish a marketing plan with target dates for social media blasts, press releases, radio interviews, public speaking engagements, public forums, etc.

Regarding Verizon's communications, before the project launch kickoff meeting, Verizon's Engineering and Construction Leadership will meet with the County's appointed project manager. Together they will review the proposed list of participants, a draft slide deck containing the agenda, schedule (phases, milestones, etc.), roles and responsibilities, the phases, and dependencies by Verizon on approvals, permitting, etc. When those items have been reviewed and approved by the County's project manager, the date and time of the kickoff meeting will be set, and the participants notified of both a virtual and on-site meeting requiring their attendance. The slide deck will be finalized based on the outcome of the initial meeting. Further project reporting will follow DHCD's requirements, as well as the reporting structure as dictated by the County's Board of Supervisors.

b. Gloucester County conducted a direct mail survey in 2019 to all of the homes who do not have access to broadband. The survey's 46% response rate is a very high rate for a mail survey and indicative of the interest in broadband services. 88% responded that they want broadband. The questionnaire also asked about people's willingness to pay for broadband at varying thresholds. 30% stated they were willing to pay as much as \$80 per month for service. Another 26% said they will pay up to \$60 per month. Only 4% stated they could not afford to pay for the services. With average take rates in the past being in the 30 to 50%, we anticipate surpassing those numbers easily. An anticipated minimum take rate of 60% is predicted. The survey was conducted prior to COVID and the realization to many of how important broadband is. The affordability of the service along with an ever growing need for broadband could mean a much higher rate may be possible.

Verizon to provide a written summary of:

*Standard marketing practices: Verizon has well-established communications and marketing practices that will ensure that County residents are well informed and up-to-date regarding

*the construction of broadband infrastructure in the Project area;

*the new Verizon Fios service that will be available to them;

*how to obtain or modify that Verizon Fios service, and;

*how to connect with Verizon to address their questions or customer service needs.

These efforts will include:

*Advance notice of construction - Letters, door hanger, or other notice for residents of areas where construction will be taking place.

*Web-based resources

*Verizon/Fios page - general information about Fios service, plans and pricing and how to subscribe, including a "Check Availability" widget that will allow residents simply to enter their street address to determine whether Fios service has

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become available in their area.

*Verizon's Fios Forward program- this page provides information about pricing for low income households, including the Fios Forward program which can leverage the federal ACP program to provide broadband internet service at no cost to qualifying households.

*Digital Inclusion/Tech inclusion resources

*General Information and Customer Service Resources

*Coordination with County staff, including County communications staff regarding major developments, general status and other matters.

*Marketing communications with the community and individual residents regarding the service that will become available to them.

*Communications with existing customers about the availability of broadband.

c. Verizon, for its part, is a leader in helping to address issues of digital literacy as part of its work to help bridge the Digital Divide.

For example, Verizon has established Citizen Verizon—its plan for economic, environmental, and social advancement. Through this program, Verizon is committing \$3B to build digital literacy by providing 10 million youths with digital access and skills training, 1M small businesses with resources to help them thrive in the digital economy, and to prepare 500,000 individuals for future jobs by 2030. Small businesses and residents can access specific information about these programs at <https://www.verizon.com/about/responsibility>.

In addition to enhanced connectivity, Verizon provides resources to students, parents, and teachers to support virtual learning activities. More specifically, Verizon has increased the scale of its education work with the STEM Activity Center, an online toolkit that provides STEM resources. These resources offer hands-on activities that students, teachers, and parents can leverage for remote and in-classroom learning created in partnership with non-profit partner Project Lead The Way, to help supplement at-home learning and to help with digital literacy.

Verizon has also built a credentialed teacher training program, created with education non-profit partner Digital Promise, focused on digital skills, remote learning, and digital coaching. Open to all educators across the country, including in the County, the courses will help teachers become more efficient and effective with technology-integrated instruction to help them navigate digital learning and provide a better virtual learning experience for students. Information on these programs is available at CitizenVerizon.com/DigitalInclusion

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16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities.

Answer:

Organization	Department Role	Description
--------------	-----------------	-------------

Verizon Engineering

(OSP)

Verizon Contract Services - Buried Structure

Verizon Fiber

Construction

Senior

Manager-Outside Plant

Senior

Manager-Ntwk Operations

Senior

Manager-Ntwk Operations

Responsible for the design, engineering, and implementation of Verizon wireline infrastructure in the ILEC footprint. Infrastructure includes fiber and associated equipment installed for new revenue-generating services.

Responsible for planning, sourcing, and managing all external third-party vendors necessary to create any new paths for the Fiber Construction Team.

Responsible for managing and overseeing all construction aspects of Verizon's FTTP and core fiber network, including the placing, splicing and test/ turnup of next-generation optical networks.

17. Project Budget and Cost Appropriateness

Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates. (up to 10 points)

Answer:

Verizon has provided a detailed budget that outlines how the grant funds will be utilized for equipment, construction costs and proposed expenses. Please see Attachment(s) 12 and 13

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18. The cost benefit index is comprised of state cost per unit passed. Individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following:

- a. Total VATI funding request

- b. Number of serviceable units
(up to 125 points)

Answer:

a. \$4,260,000

b. 352

19. **Commonwealth Priorities (Up to 50 points)**

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.

b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 100/20 mbps, include information regarding the internet service provider's participation in the Affordable Connectivity Program

d. The co-applicant's efforts to mitigate supply chain constraints, including labor shortages and order-to-delivery delays on telecommunications materials required to construct broadband networks.

e. The applicant's and co-applicant's efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning.

Answer:

a. The project will reach Machicomoco State Park. The site is one of the more frequented recreational sites and tourist attractions in the County.

b. Verizon boasts various unique partnerships that assist with the objectives of the Commonwealth. Verizon has built a credentialed teacher training program, created with education non-profit partner Digital Promise, focused on digital skills, remote learning, and digital coaching. Open to all educators across the country, including in the County, the courses will help teachers become more efficient and effective with technology integrated instruction to help them navigate digital learning and provide a better virtual learning experience for students. Information on these programs is available at <https://www.verizon.com/about/responsibility>. Verizon is also a leader in creating opportunities for women. Additional partnerships that strengthen Verizon's stance as an industry leader, detailed in a letter as a part of Attachment 18.

c. Verizon is committed to helping ensure that all Americans have access to affordable, reliable broadband and are equipped with the appropriate skills to use it. Verizon believes that broadband networks are critical to our daily lives, allowing all to work from home, connect with loved ones, find jobs, educate children remotely, and get medical attention virtually (see <https://www.verizon.com/acceleratingamerica>). This project will provide broadband service to the specified unserved and underserved locations to support economic development by providing needed connectivity. All parties are most interested in assisting low-income residents, particularly families with school-age children, to afford Internet service. Verizon provides pricing for internet service that is available for documented, qualified low-income residents through its Fios Forward program.

d. Verizon has prepared a letter to the County addressing its practices pertaining to ensuring supply chain fidelity. This letter, as well as a supplementary letter from Corning stating that they are ready to fulfill any supply chain obligations in

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regards to this project, can be seen in Attachments 18 and 20. Verizon's letter explains that it has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to its network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application. Verizon has deep relationships across the global supply chain with a wide range of equipment manufacturers, vendors, and suppliers. It leverages these relationships to drive lower costs and higher quality for its customers. The scale of its sourcing activity enables Verizon to maximize its ability to obtain necessary equipment and services even when supplies run tight. With respect to one of the key inputs--fiber-optic cable and accessories--Verizon has a long-standing relationship with Corning and is including a letter evidencing Corning's willingness and intent to meet its requirements for fiber under its existing supply agreements with Verizon. Verizon's labor force is in place, stable, and has high rates of retention throughout the company--including 6,000 Virginians already employed by Verizon and its affiliates. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of Gloucester and surrounding areas. Where needed, the contractors that work with Verizon are an established and stable group, whose members have a track record of long service prioritizing their work for Verizon and its customers. Finally, Verizon already has in place the regulatory expertise to achieve compliance and adapt to changed circumstances. To mitigate schedule risk due to labor shortages, Verizon has coordinated readiness with its labor partner, the Communications Workers of America (CWA). Verizon's do-or-to-door sales teams are actively signing up new ACP customers across Virginia. Working with ongoing Verizon community engagement efforts along with nonprofits and local governments, both sales teams are attending and hosting ACP sign-up events to reach potentially qualified customers.

e. For its part, Verizon has modeled a representative network build that will provide County residents at certain currently unserved or underserved locations symmetrical, high-speed broadband internet access as a future-proof solution for their homes, schools, libraries, distance learning, telemedicine, and other uses, at affordable prices. With sufficient infrastructure in place that is capable of any kind of broadband application desired, the only challenge left is to educate the public on the doors open to them by this technology. This has been touched on earlier in terms of the digital literacy efforts, but the County and Verizon both plan to conduct activities to empower their constituents with the required knowledge to take full advantage. Verizon has established Citizen Verizon--its plan for economic, environmental, and social advancement. Through this program, it is committing \$3 billion to provide 10 million youths with digital access and skills training, 1 million small businesses with resources to help them thrive in the digital economy, and to prepare 500,000 individuals for future jobs by 2030. Small businesses and residents can access specific information around these programs at <https://www.verizon.com/about/responsibility>. In addition to enhanced connectivity, Verizon provides resources to students, parents, and teachers to support virtual learning activities. More specifically, Verizon has increased the scale of its education work with the STEM Activity Center, an online toolkit that provides STEM resources. These resources offer hands-on activities that students, teachers, and parents can leverage for remote and in-classroom learning created in partnership with non-profit partner Project Lead The Way, to help supplement at-home learning. Universal coverage as further enabled by this application will open new doors for every citizen in Gloucester County, but the work in educating the public in the ways they are being empowered is ongoing and evolving.

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20. Additional Information

Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Attachment 14 – Letters of Support.

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 15 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 16 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 17 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 18 – XXXXXXXX
- e. Attachment 19 – XXXXXXXX
- f. Attachment 20 – XXXXXXXX

Answer:

See attachments 14-16

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMapGloucesterCounty1218202342122.pdf

Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.

Attachment2DocumentationonFederalFundingAreaGloucesterRDOF1218202342134.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteriaGloucester1218202342148.pdf

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Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan1218202342210.pdf

MOU/MOA between applicant/co-applicant (can be in draft form)

Attachment8MOUMOAbetweenApplicantCoApplicantGloucester1218202342218.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates1218202342438.pdf

Letters of Support

Attachment14LetterofSupport1219202310847.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCorequivalent1218202342314.zip

Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area

Attachment16PointandPolygonShapefilesGloucesterCountyu1218202342321.zip

Optional

Attachment19OptionalVerizonAdditionalInformation1218202342523.pdf

Optional

ISPsinGloucester1219202394308.docx

Optional

Attachment20OptionalCorningSupportLetter1219202310836.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFundingGloucester1218202342457.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsGloucester1218202342406.pdf

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Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableGloucester1218202342354.pdf

Passings Form (Use template provided)

Attachment4PassingsFormGloucester1218202342543.pdf

Documentation of RDOF awarded area in VATI project Area (Use template provided)

Attachment5RDOFAwardedAreasForminVATIAreaGloucester1218202342550.pdf

VATI 2024

Supplemental Application Question

Applicant: Gloucester County

Project Name: VATI 2024 Gloucester County

The question below is question e. from the Commonwealth Priorities section of the 2024 Virginia Telecommunication Initiative (VATI) Guidelines. Please answer the question using this form and email to VATI@dhcd.virginia.gov.

Verizon mitigates any cost overruns to Gloucester County and Commonwealth of Virginia by providing a fixed-price agreement rather than a cost-reimbursement agreement. This means that all project costs above the stated budget amount will be borne by Verizon, and that any contributions from the co-applicant and Commonwealth will be limited to the amounts stated in the agreement. Verizon limits its own internal costs and supply chain risks by using established agreements with primary materials suppliers such as Corning (see letter in Attachment 19) and its other unique relationships (see letters in Attachment 18). Verizon mitigates potential delays associated with make-ready and permitting requirements through the following means:

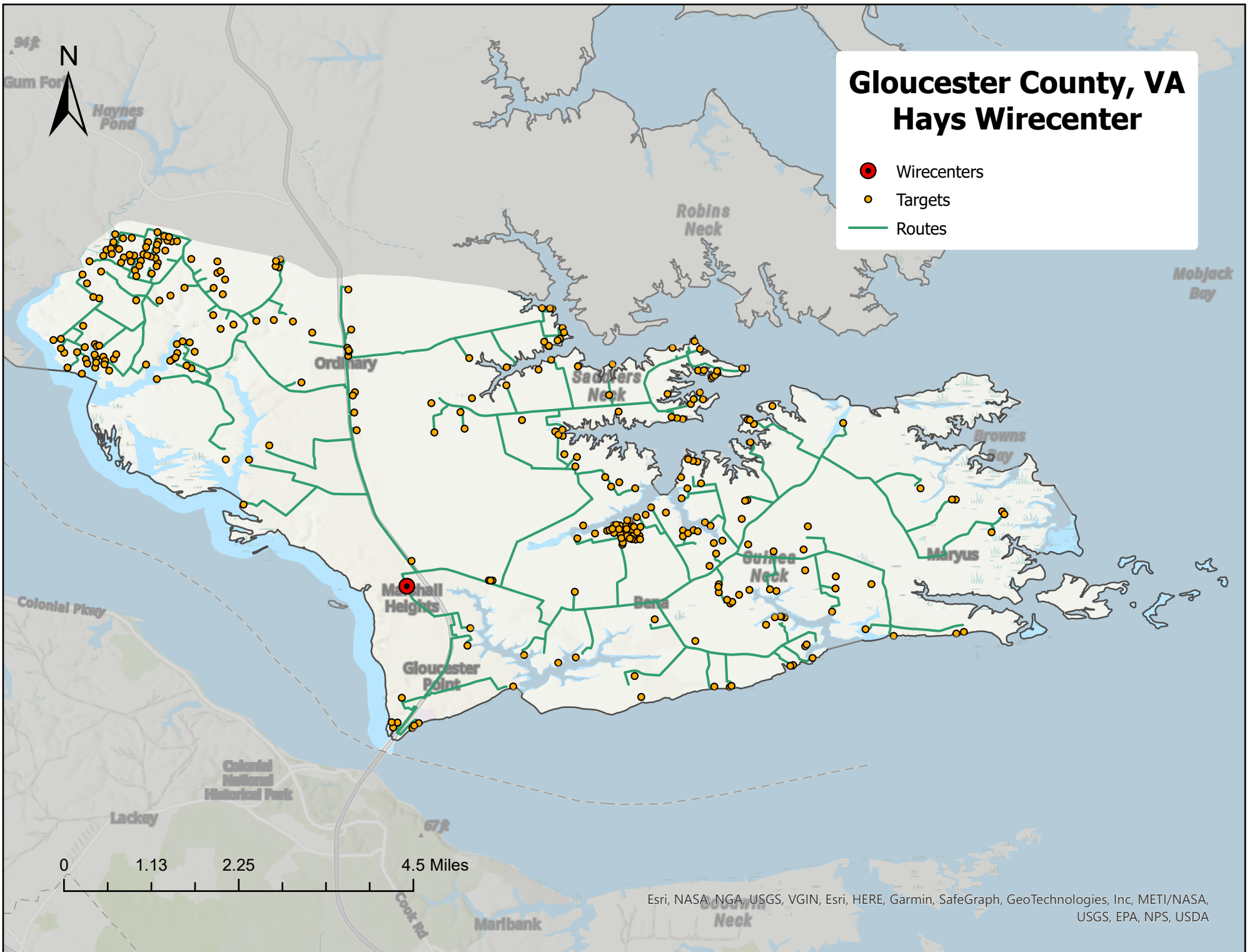
- Coordinating with counties and establishing in an agreement with each county a primary county point of contact that will assist Verizon in managing permitting activities with the county, VDOT, railroads, tribal governments, and other authorities having jurisdiction.
- Leveraging business relationships and established lines of communication developed through decades of experience as an Incumbent Local Exchange Carrier and 19 years of experience in developing the Verizon FTTP network.
- Planning an integrated project schedule that is refined with stakeholders upon grant award, then working the project according to that plan.
- Using proprietary multi-project, enterprise-level engineering project software that is aligned with Verizon's project methodology; supports ISO 9000 standards; and enables the Verizon engineering program manager to orchestrate project tasks, develop plans and schedules, and track planned, in-progress, and completed activities and tasks for multiple project teams.
- Reviewing permitting requirements and starting the application process for some required permits upon grant award, then applying for remaining permits and working with officials to obtain approvals in a timely manner. Since construction-related permits often impose temporal limits on authorized activities (as short as one or two weeks), the Verizon team monitors the permit flow and validity dates closely to ensure that permitting remains current as earlier permits expire, thus eliminating any rework.
- Working with private property owners (where necessary) to ensure timely access to any required rights-of-way.

Proof that this Verizon methodology yields the desired outcome is demonstrated by the ARPA-funded Delaware Statewide Broadband Expansion project, where (in August 2023) Verizon completed the project on-budget and six months ahead of the projected 18-month schedule.

Commonwealth Priorities

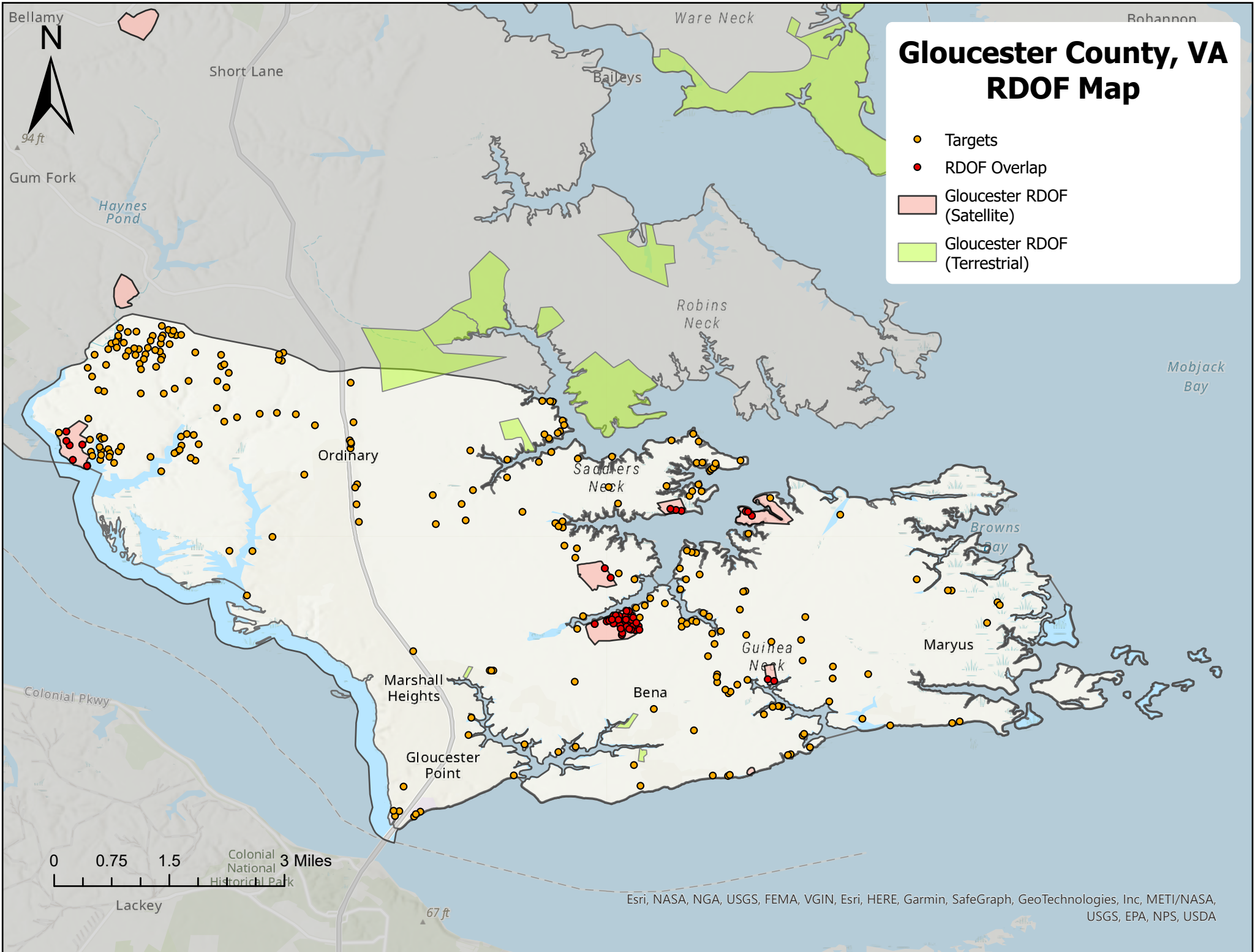
20. Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

e. The co-applicant's effort to mitigate costs and delays that may be associated with make-ready and other permitting requirements anticipated for network deployment.



Gloucester County, VA Hays Wirecenter

- Wirecenters
- Targets
- Routes



Gloucester County, VA RDOF Map

- Targets
- RDOF Overlap
- Gloucester RDOF (Satellite)
- Gloucester RDOF (Terrestrial)

0 0.75 1.5 3 Miles

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
3784 BRIGGS COVE RD	HAYES	VA	23072	37.3156065	-76.55997669	1 R		1001530105	unserved
1487 RIVERVIEW ST	GLOUCESTER POINT	VA	23062	37.25320475	-76.503048	1 R		1001546222	unserved
8318 BRAYS POINT RD	HAYES	VA	23072	37.3200679	-76.47358774	1 R		1001524223	unserved
2024 STEER POINT RD	HAYES	VA	23072	37.26679534	-76.43521521	1 R		1001529006	underserved
3884 OLD WILLIAMS FARM LN	HAYES	VA	23072	37.31955585	-76.54385506	1 R		1001529538	unserved
3461 STONEWALL RD	HAYES	VA	23072	37.3050904	-76.45074319	1 R		1001527153	unserved
2711 CHARMAINE DR	HAYES	VA	23072	37.28500526	-76.45981487	1 R		1001525209	unserved
1824A YACHT CLUB RD	HAYES	VA	23072	37.26071142	-76.47065546	2 R		1001524586	unserved
3091 CAMPGROUND RD	HAYES	VA	23072	37.29803459	-76.47043123	1 R		1001527344	unserved
4405 BACKWOODS LN	HAYES	VA	23072	37.33577559	-76.55118313	1 R		1001525810	unserved
2700 CHARMAINE DR	HAYES	VA	23072	37.28463911	-76.46119311	1 R		1001525215	unserved
3733 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.31008781	-76.51178757	2 B		1001529116	unserved
6036 BRAEBURN LN	HAYES	VA	23072	37.31254012	-76.54866547	2 R		1001530065	unserved
8246 BRAYS POINT RD	HAYES	VA	23072	37.31949573	-76.47653304	1 R		1001524271	unserved
2640 CHARMAINE DR	HAYES	VA	23072	37.28273892	-76.46020399	1 R		1001525213	unserved
2002 JENKINS NECK RD	HAYES	VA	23072	37.26471923	-76.41144775	1 R		1001522807	unserved
2645 HEYWOOD LN	HAYES	VA	23072	37.28423517	-76.46247023	1 R		1001525169	unserved
4142 PARK ST	HAYES	VA	23072	37.3257164	-76.47545511	1 R		1001539655	unserved
2240 THRU THE WOODS RD	HAYES	VA	23072	37.27283494	-76.44401519	1 R		1001528402	unserved
8335 BRAYS POINT RD	HAYES	VA	23072	37.32124403	-76.47283168	1 R		1001524248	unserved
4165 OLIVERS WAY	HAYES	VA	23072	37.32716577	-76.54818271	1 R		1001525724	unserved
3718 BRIGGS COVE RD	HAYES	VA	23072	37.31412185	-76.55754352	2 R		1001530071	unserved
5747 FAIRFIELD LN	HAYES	VA	23072	37.33950901	-76.55642773	1 R		1001525793	unserved
8233 GLASS RD	HAYES	VA	23072	37.31138985	-76.48357666	1 R		1001528457	unserved
2615 CHARMAINE DR	HAYES	VA	23072	37.28338799	-76.45879775	1 R		1001525210	unserved
4497 BACKWOODS LN	HAYES	VA	23072	37.33658066	-76.54875479	1 R		1001525751	unserved
2296 THRU THE WOODS RD	HAYES	VA	23072	37.2743191	-76.44401521	1 R		1001528397	unserved
3400 SHELLY RD	HAYES	VA	23072	37.31849981	-76.56208305	1 R		1001530145	unserved
4516 PLEASANT COLONY LN	HAYES	VA	23072	37.33443446	-76.55351026	1 R		1001525831	unserved
3509 SHELLY RD	HAYES	VA	23072	37.3182559	-76.56652742	1 R		1001530075	unserved
3880 PROVIDENCE RD	HAYES	VA	23072	37.32269915	-76.53439421	1 R		1001523421	unserved
4148 EAGLE RD	HAYES	VA	23072	37.32577639	-76.47693317	1 R		1001539659	unserved
4455 BACKWOODS LN	HAYES	VA	23072	37.33558656	-76.55046605	1 R		1001525823	unserved
8624 ZACK RD	HAYES	VA	23072	37.29251994	-76.4640655	1 R		1001527168	unserved
6311 RAVEN LN	HAYES	VA	23072	37.3326552	-76.53679449	1 R		1001529505	unserved
3505 SHELLY RD	HAYES	VA	23072	37.31743971	-76.56590535	1 R		1001530063	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
2632 SEVERN WHARF RD BLDG 2	HAYES	VA	23072	37.28245895	-76.44333724	1 R		1001526384	unserved
8315 ZACK RD	HAYES	VA	23072	37.2962754	-76.47072614	1 R		1001527345	unserved
8366 BROAD MARSH LN	HAYES	VA	23072	37.28527925	-76.46926994	1 R		1001525175	unserved
4024 BORDEN RD	HAYES	VA	23072	37.32188406	-76.53679935	1 R		1001529524	unserved
1626 JENKINS NECK RD	HAYES	VA	23072	37.26546036	-76.39837541	1 R		1001524332	unserved
9184 SAMS WALK RD	HAYES	VA	23072	37.27105786	-76.44150881	2 B		1001528387	unserved
2339 THRU THE WOODS RD	HAYES	VA	23072	37.27328511	-76.43831461	1 R		1001528380	unserved
2917 HORSE POINT RD	HAYES	VA	23072	37.28401941	-76.39321511	1 R		1001526066	unserved
3404 KINGS CREEK LN	HAYES	VA	23072	37.30437033	-76.4208541	1 R		1001529295	unserved
9174 SAMS WALK RD	HAYES	VA	23072	37.27076573	-76.44187584	1 R		1001528383	unserved
4165 GWYN LN	HAYES	VA	23072	37.32757475	-76.55940989	1 R		1001525802	unserved
3595 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.30631932	-76.51190454	3 B		1001529403	unserved
3877 OLD WILLIAMS FARM LN	HAYES	VA	23072	37.31937582	-76.54254392	1 R		1001529497	unserved
2592 SNOWDEN LN	HAYES	VA	23072	37.28442414	-76.44871972	1 R		1001526383	unserved
2657 HEYWOOD LN	HAYES	VA	23072	37.2845891	-76.46260416	1 R		1001525217	unserved
4584 MARSHVIEW LN	HAYES	VA	23072	37.33447549	-76.56120517	1 R		1001525776	unserved
3678 SALT PAN LN	HAYES	VA	23072	37.31468441	-76.56531035	1 R		1001530066	unserved
3823 LAURELLYE LN	HAYES	VA	23072	37.31877488	-76.55939659	2 R		1001530183	unserved
3756 BRIGGS COVE RD	HAYES	VA	23072	37.31526955	-76.55842663	1 R		1001530129	unserved
3676 BORDEN RD	HAYES	VA	23072	37.3162746	-76.5455992	1 R		1001530155	unserved
9622 CUBA RD	HAYES	VA	23072	37.2631251	-76.42765929	2 R		1001524447	unserved
2734 CHARMAINE DR	HAYES	VA	23072	37.28625638	-76.46107611	1 R		1001525190	unserved
5818 FAIRFIELD LN	HAYES	VA	23072	37.33883092	-76.5533444	1 R		1001525774	unserved
2621 HEYWOOD LN	HAYES	VA	23072	37.28358399	-76.4622872	1 R		1001525195	unserved
3190 BURT LN	HAYES	VA	23072	37.29730849	-76.4488199	1 R		1001527163	unserved
6128 FAIRFIELD LN	HAYES	VA	23072	37.33820493	-76.54491041	1 R		1001525693	unserved
10359 BELVINS FARM RD	HAYES	VA	23072	37.29012402	-76.40058684	1 R		1001522677	unserved
6364 MERCY LN	HAYES	VA	23072	37.3344494	-76.53739468	1 R		1001529496	unserved
4499 PLEASANT COLONY LN	HAYES	VA	23072	37.33365037	-76.55193308	1 R		1001525836	unserved
6190 FRIENDLY RD	HAYES	VA	23072	37.31657853	-76.54519927	2 R		1001530170	unserved
2742 ALEXANDER LN	HAYES	VA	23072	37.28682835	-76.45928694	1 R		1001525187	unserved
3919 FUNNY FARM RD	HAYES	VA	23072	37.32119803	-76.51973156	2 B		1001529230	unserved
4498 PINEY SWAMP RD	HAYES	VA	23072	37.33334024	-76.52595536	1 R		1001523933	unserved
7840 GLASS RD	HAYES	VA	23072	37.30260489	-76.49698192	1 R		1001529421	unserved
9253 ROWES POINT RD	HAYES	VA	23072	37.30492433	-76.43822	1 R		1408692723	unserved
2557 KINGS CREEK RD	HAYES	VA	23072	37.2817549	-76.43854764	1 R		1001527547	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
4413 PROVIDENCE RD	HAYES	VA	23072	37.33490647	-76.54225519	1 R		1001525662	unserved
4399 PLEASANT COLONY LN	HAYES	VA	23072	37.33172617	-76.55247721	1 R		1001525811	unserved
2567 HEYWOOD LN	HAYES	VA	23072	37.28208994	-76.46187604	1 R		1001525188	unserved
3261 FRIENDS RD	HAYES	VA	23072	37.30078989	-76.43814294	1 R		1001522563	unserved
2684 HEYWOOD LN	HAYES	VA	23072	37.28534018	-76.46355426	1 R		1001525171	unserved
9223 GUINEA RD BLDG 2	HAYES	VA	23072	37.27774645	-76.44574333	2 B		1001528399	unserved
3283 CAMPGROUND RD	HAYES	VA	23072	37.30195889	-76.47308255	1 R		1001524785	unserved
5906 FAIRFIELD LN	HAYES	VA	23072	37.33802693	-76.55027706	2 B		1001525764	unserved
9612 CUBA RD	HAYES	VA	23072	37.26279796	-76.42793132	1 R		1001524444	unserved
3725 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.30948965	-76.51216571	4 B		1001529392	unserved
4483 PLEASANT COLONY LN	HAYES	VA	23072	37.33278828	-76.55273216	1 R		1001525805	unserved
1547 SHOREWOOD FARM LN	HAYES	VA	23072	37.25334883	-76.45845842	1 R		1001522361	unserved
3168 BURT LN	HAYES	VA	23072	37.29715958	-76.44799291	1 R		1001527162	underserved
7853 GUINEA RD	HAYES	VA	23072	37.2750601	-76.48683252	1 R		1001528702	unserved
5902 FAIRFIELD LN	HAYES	VA	23072	37.33711683	-76.55066599	1 R		1001525773	unserved
5647 FAIRFIELD LN	HAYES	VA	23072	37.33684973	-76.55720578	1 R		1001525806	unserved
3828 LAURELLYE LN BLDG 2	HAYES	VA	23072	37.31904396	-76.56020987	1 R		1001530140	unserved
4367 CEDAR BUSH RD	HAYES	VA	23072	37.32808985	-76.54612751	1 R		1001525716	unserved
3772 COATES LN	HAYES	VA	23072	37.31263011	-76.44536583	1 R		1001524105	unserved
6319 AMANDAS LN	HAYES	VA	23072	37.32952388	-76.53809869	1 R		1001529506	unserved
2226 BELVIN PL	HAYES	VA	23072	37.27293748	-76.47082962	3 B		1001527650	unserved
9243 ROWES POINT RD	HAYES	VA	23072	37.30497633	-76.43863195	1 R		1001522528	unserved
6072 FAIRFIELD LN	HAYES	VA	23072	37.33831985	-76.5467056	2 R		1001525748	unserved
4128 SHELLY RD	HAYES	VA	23072	37.32719578	-76.55251607	1 R		1001525760	unserved
4103 PINEY SWAMP RD	HAYES	VA	23072	37.32336619	-76.53013277	1 R		1001524043	unserved
3817 COATES LN	HAYES	VA	23072	37.31324428	-76.44470968	1 R		1001524134	unserved
4367 MARSHVIEW LN	HAYES	VA	23072	37.33422955	-76.55531655	1 R		1001525829	unserved
2654 CHARMAINE DR	HAYES	VA	23072	37.28286493	-76.46056992	1 R		1001525220	unserved
4324 DEER HUNTERS LN	HAYES	VA	23072	37.33220431	-76.54963183	1 R		1001525809	unserved
8558 LITTLE ENGLAND RD	HAYES	VA	23072	37.25725434	-76.4596865	1 R		1001522272	unserved
2080 RIVERWALK LN	HAYES	VA	23072	37.26834052	-76.43253186	1 R		1001528981	unserved
9278 ROWES POINT RD	HAYES	VA	23072	37.30416535	-76.43748291	1 R		1001522527	unserved
10635 GUINEA END LN	HAYES	VA	23072	37.28789572	-76.39125895	2 R		1001526050	unserved
4533 BACKWOODS LN	HAYES	VA	23072	37.33756577	-76.54863779	1 R		1001525752	unserved
4593 PLEASANT COLONY LN	HAYES	VA	23072	37.33568959	-76.5537493	1 R		1412424586	unserved
3459 STONEWALL RD	HAYES	VA	23072	37.30526541	-76.4517813	1 R		1001527158	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
4555 BACKWOODS LN	HAYES	VA	23072	37.33809993	-76.54838287	1 R		1001525750	unserved
6050 FAIRFIELD LN	HAYES	VA	23072	37.33914803	-76.54729977	1 R		1001525804	unserved
3659 SHELLY RD	HAYES	VA	23072	37.32002809	-76.56653244	1 R		1001530131	unserved
4544 PINEY SWAMP RD	HAYES	VA	23072	37.33454036	-76.52646653	1 R		1001523990	unserved
2079 RIVERWALK LN	HAYES	VA	23072	37.2681796	-76.43176977	1 R		1001528964	unserved
3065 BURT LN	HAYES	VA	23072	37.29425626	-76.45104319	1 R		1001527167	unserved
2620 CHARMAINE DR	HAYES	VA	23072	37.28270992	-76.45866472	1 R		1001525225	unserved
9580 GLASS RD	HAYES	VA	23072	37.31418837	-76.44679891	1 R		1001524128	unserved
4149 PROVIDENCE RD	HAYES	VA	23072	37.32833875	-76.53638849	1 R		1001529528	unserved
8694 COX LN	HAYES	VA	23072	37.28375802	-76.46140912	1 R		1001525164	unserved
6018 FAIRFIELD LN	HAYES	VA	23072	37.33989501	-76.54854881	1 R		1001525753	unserved
2977 BURT LN	HAYES	VA	23072	37.29312416	-76.44732079	1 R		1001527175	unserved
9394 CUBA RD	HAYES	VA	23072	37.25913467	-76.43069256	1 R		1001524441	unserved
4037 FUNNY FARM RD	HAYES	VA	23072	37.32326925	-76.52332706	2 R		1001525921	unserved
9910 BONNIVILLE RD	HAYES	VA	23072	37.26596534	-76.4166812	1 R		1001522883	unserved
3358 SHELLY RD	HAYES	VA	23072	37.31621867	-76.5618879	1 R		1001530069	unserved
7778 TILLAGE ESTATE LN	GLOUCESTER POINT	VA	23062	37.2629087	-76.49082577	1 R		1001545818	unserved
9405 MARYUS RD	HAYES	VA	23072	37.28046478	-76.43381514	1 R		1001527550	unserved
3312 CAMPGROUND RD	HAYES	VA	23072	37.30276897	-76.47448171	1 R		1001524816	unserved
2868 MILL POINT RD	HAYES	VA	23072	37.28999376	-76.43870877	1 R		1001527525	unserved
3357 SHELLY RD BLDG 2	HAYES	VA	23072	37.31755571	-76.5635161	1 R		1001530062	unserved
3155 CAMPGROUND RD	HAYES	VA	23072	37.29855054	-76.47277638	1 B		1001527341	unserved
3891 TOM TOMS LN	HAYES	VA	23072	37.31814578	-76.44749403	2 B		1001524154	unserved
2888 THORNTON LN	HAYES	VA	23072	37.28865555	-76.45662659	1 R		1001525202	unserved
3741 BRIGGS COVE RD	HAYES	VA	23072	37.31715674	-76.55623343	1 R		1001530171	unserved
6313 RAVEN LN	HAYES	VA	23072	37.33230917	-76.53739465	1 R		1001529475	unserved
4469 BACKWOODS LN	HAYES	VA	23072	37.33534854	-76.54979889	1 R		1001525821	unserved
2619 SNOWDEN LN	HAYES	VA	23072	37.28327911	-76.45070392	1 R		1001525100	unserved
8080 SAWGRASS POINTE CIR	HAYES	VA	23072	37.26115866	-76.48028076	1 R		1001524707	unserved
9377 GLASS RD	HAYES	VA	23072	37.31835569	-76.45262656	1 R		1001524132	unserved
2590 SNOWDEN LN	HAYES	VA	23072	37.28420922	-76.44793764	1 R		1412424587	unserved
3845 MOORES LANDING LN	HAYES	VA	23072	37.31472921	-76.4835267	1 R		1001528488	unserved
3777 BRIGGS COVE RD	HAYES	VA	23072	37.31593852	-76.55828762	1 R		1001530095	unserved
6175 LILLIANS LN BLDG 2	HAYES	VA	23072	37.31506947	-76.54312703	2 B		1001530162	unserved
10204 MARGARET LYELL RD	HAYES	VA	23072	37.29220022	-76.40645457	1 R		1001522684	unserved
4238 PROVIDENCE RD	HAYES	VA	23072	37.3295489	-76.54351615	1 R		1001525676	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
2642 HEYWOOD LN	HAYES	VA	23072	37.2846581	-76.46383128	1 R		1001525218	unserved
3698 SHELLY RD	HAYES	VA	23072	37.32245423	-76.56238813	1 R		1001528777	unserved
3762 LAURELLYE LN	HAYES	VA	23072	37.31862581	-76.55985972	1 R		1001530146	unserved
1219 FRANKLIN RD	GLOUCESTER POINT	VA	23062	37.24865518	-76.50493705	2 B		1001545551	unserved
8250 GLASS RD	HAYES	VA	23072	37.30490518	-76.48067027	1 R		1001528495	unserved
2723 ALEXANDER LN	HAYES	VA	23072	37.2872905	-76.45764368	1 R		1001525204	unserved
7660 BRAYS POINT RD	HAYES	VA	23072	37.31645537	-76.49049345	1 R		1001528494	unserved
2687 HEYWOOD LN	HAYES	VA	23072	37.28541919	-76.46310432	1 R		1001525185	unserved
2619 CHARMAINE DR	HAYES	VA	23072	37.28403416	-76.4592309	1 R		1001525219	unserved
2651 CHARMAINE DR	HAYES	VA	23072	37.28341999	-76.45984285	1 R		1001525174	unserved
8455 MYRTLE BRANCH LN	HAYES	VA	23072	37.28379901	-76.4670707	1 R		1001525221	unserved
9487 ROWES POINT RD	HAYES	VA	23072	37.30751961	-76.4340266	1 R		1001522524	unserved
9418 CUBA RD	HAYES	VA	23072	37.25928868	-76.4301806	2 R		1001524440	unserved
4041 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.31836059	-76.51317693	1 B		1001525909	unserved
9566 MARYUS RD	HAYES	VA	23072	37.27693444	-76.42793149	1 R		1001526284	unserved
8517 MYRTLE BRANCH LN	HAYES	VA	23072	37.28443508	-76.46435943	1 R		1001525196	unserved
1601 BROWNS LN	HAYES	VA	23072	37.25520021	-76.44197566	1 R		1001524466	unserved
1158 FRANKLIN RD	GLOUCESTER POINT	VA	23062	37.24766608	-76.50466502	6 B		1001545548	unserved
7871 GUINEA RD	HAYES	VA	23072	37.2750241	-76.48653149	1 R		1001528731	unserved
5614 FAIRFIELD LN	HAYES	VA	23072	37.33582662	-76.55703375	1 R		1001525835	unserved
2576 SNOWDEN LN	HAYES	VA	23072	37.282019	-76.4449483	2 R		1001526389	unserved
8791 BAR HARBOR LN	HAYES	VA	23072	37.30977578	-76.45355454	1 R		1408694255	unserved
2086 RIVERWALK LN	HAYES	VA	23072	37.26836852	-76.43233094	1 R		1001528972	unserved
8550 ZACK RD	HAYES	VA	23072	37.29428521	-76.46517064	1 R		1001527160	unserved
2299 PERRIN CREEK RD	HAYES	VA	23072	37.27579634	-76.42223199	2 B		1001526321	unserved
4632 PLEASANT COLONY LN	HAYES	VA	23072	37.33519064	-76.55483341	1 R		1001525781	unserved
2259 CRAMER LN	HAYES	VA	23072	37.27307811	-76.43328709	1 R		1001525564	unserved
4147 PINEY SWAMP RD	HAYES	VA	23072	37.3235382	-76.52688833	1 R		1001524055	unserved
8038 YACHT HAVEN RD	GLOUCESTER POINT	VA	23062	37.25530893	-76.4823039	1 R		1001545416	unserved
2630 HEYWOOD LN	HAYES	VA	23072	37.28390003	-76.46353224	2 R		1001525183	unserved
1674 CUBA ISLAND LN	HAYES	VA	23072	37.26060974	-76.42655414	2 R		1001524437	unserved
2501 WILLIAMS POINTE RD	HAYES	VA	23072	37.2800478	-76.44452024	1 R		1001526376	unserved
8995 CUBA RD	HAYES	VA	23072	37.26378497	-76.44839253	1 R		1001523054	unserved
2864 MILL POINT RD	HAYES	VA	23072	37.28988774	-76.43911991	1 R		1001527539	unserved
4567 PLEASANT COLONY LN	HAYES	VA	23072	37.33553557	-76.5528712	1 R		1001525749	unserved
3601 TIMBERNECK FARM RD	HAYES	VA	23072	37.29756048	-76.53583294	4 B		1001527270	unserved

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9417 BOATYARD LN	HAYES	VA	23072	37.2682006	-76.43357596	1 R		1001528992	unserved
8399 GLASS RD	HAYES	VA	23072	37.31429819	-76.47758808	1 R		1001528464	unserved
6221 LILLIANS LN	HAYES	VA	23072	37.31455431	-76.54223193	1 R		1001530159	unserved
4350 MILE GATE LN	HAYES	VA	23072	37.33256528	-76.55904891	1 R		1001525792	unserved
1670 JENKINS NECK RD	HAYES	VA	23072	37.26515543	-76.39978145	1 R		1001524345	unserved
4487 MARSHVIEW LN	HAYES	VA	23072	37.3355206	-76.55863281	1 R		1001525827	unserved
2670 CHARMAINE DR	HAYES	VA	23072	37.28331898	-76.46109309	1 R		1001525194	unserved
2297 PERRIN CREEK RD	HAYES	VA	23072	37.27355611	-76.42227596	1 R		1001525607	unserved
6100 FAIRFIELD LN	HAYES	VA	23072	37.33816492	-76.54591051	1 R		1001525665	unserved
2365 CRAMER LN	HAYES	VA	23072	37.27339403	-76.43448722	1 R		1001525569	unserved
3297 CAMPGROUND RD	HAYES	VA	23072	37.30218501	-76.47388254	1 R		1001524821	unserved
3780 BRIGGS COVE RD	HAYES	VA	23072	37.31468939	-76.5601488	1 R		1001530086	unserved
2170 FISHERMANS LANDING LN	HAYES	VA	23072	37.28288489	-76.47035903	1 R		1001525224	unserved
1250 FRANKLIN RD	GLOUCESTER POINT	VA	23062	37.24858617	-76.50384294	2 B		1001545546	unserved
2278 THRU THE WOODS RD	HAYES	VA	23072	37.27385505	-76.44410422	3 R		1001528404	unserved
9024 BAR HARBOR LN	HAYES	VA	23072	37.31005493	-76.44753793	2 R		1001524144	unserved
3403 STONEWALL RD	HAYES	VA	23072	37.30547533	-76.45281542	2 R		1001527173	unserved
8999 PIRATES PT	HAYES	VA	23072	37.2858583	-76.44659853	2 R		1001526373	unserved
4432 DEER HUNTERS LN	HAYES	VA	23072	37.33417851	-76.54849874	1 R		1001525785	unserved
9546 GLASS RD	HAYES	VA	23072	37.31414036	-76.44787701	1 R		1001524075	unserved
10380 BELVINS FARM RD	HAYES	VA	23072	37.29009401	-76.39988676	1 R		1001522650	unserved
8992 BAR HARBOR LN	HAYES	VA	23072	37.3087667	-76.44695485	1 B		1001524139	unserved
4145 PARK ST	HAYES	VA	23072	37.32564439	-76.47499907	1 R		1001524291	unserved
6525 FOSQUE LN	HAYES	VA	23072	37.29752547	-76.53149348	1 R		1001527279	unserved
4471 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.32921785	-76.51301006	1 B		1001525922	unserved
9561 MARYUS RD	HAYES	VA	23072	37.28080484	-76.42822567	1 R		1001526334	unserved
6074 FAIRFIELD LN	HAYES	VA	23072	37.33898491	-76.54638867	1 R		1412424584	unserved
6115 FRIENDLY RD	HAYES	VA	23072	37.31762864	-76.5416208	1 R		1001529521	unserved
2170 COOKS LANDING RD	HAYES	VA	23072	37.26922875	-76.42291488	1 R		1001525601	unserved
8761 GLASS RD	HAYES	VA	23072	37.31529834	-76.46380968	1 R		1001524246	unserved
1297 OLD FERRY RD	GLOUCESTER POINT	VA	23062	37.24801524	-76.50073839	3 B		1001545609	unserved
3934 TOM TOMS LN	HAYES	VA	23072	37.31957883	-76.44852615	1 R		1001524076	unserved
9157 SAMS WALK RD	HAYES	VA	23072	37.2714498	-76.44247601	1 R		1001528401	unserved
3807 BRIGGS COVE RD	HAYES	VA	23072	37.3166946	-76.55863157	1 R		1001530093	unserved
2716 KINGS CREEK RD	HAYES	VA	23072	37.2865104	-76.43974283	1 R		1001527542	unserved
3481 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.30301606	-76.51145455	1 B		1001529420	unserved


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2655 SNOWDEN LN	HAYES	VA	23072	37.28436912	-76.45068092	1 R		1001525095	unserved
3799 CEDAR BUSH RD	HAYES	VA	23072	37.31524552	-76.55068172	1 R		1001530068	unserved
5667 FAIRFIELD LN	HAYES	VA	23072	37.3375798	-76.55677164	1 R		1001525757	unserved
3721 SALT PAN LN	HAYES	VA	23072	37.31543448	-76.56163187	1 R		1001530097	unserved
8296 BRAYS POINT RD	HAYES	VA	23072	37.31974377	-76.47403189	1 R		1001524234	unserved
8934 BAR HARBOR LN	HAYES	VA	23072	37.30790875	-76.44922101	2 R		1001527145	unserved
10637 GUINEA END LN	HAYES	VA	23072	37.28737667	-76.39083181	1 R		1001526060	unserved
7881 GUINEA RD	HAYES	VA	23072	37.2750361	-76.48615455	1 R		1001528726	unserved
4526 CEDAR BUSH RD	HAYES	VA	23072	37.33646965	-76.54709472	1 R		1001525834	unserved
9579 LINE FENCE RD	HAYES	VA	23072	37.2851184	-76.42743164	1 R		1001526282	unserved
3985 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.31684843	-76.5130319	1 B		1001529103	unserved
3725 CARR LN	HAYES	VA	23072	37.31491027	-76.47025443	1 R		1001524417	unserved
2701 CHARMAINE DR	HAYES	VA	23072	37.28456511	-76.460181	1 R		1001525180	unserved
2513 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.27868533	-76.50123715	1 B		1001526109	unserved
2599 HEYWOOD LN	HAYES	VA	23072	37.28293993	-76.46216518	1 R		1001525216	unserved
2314 JENKINS NECK RD	HAYES	VA	23072	37.274266	-76.415807	1 R			unserved
6402 RAVEN LN	HAYES	VA	23072	37.33106613	-76.53595538	1 R		1408693672	unserved
4273 GWYN LN	HAYES	VA	23072	37.33037006	-76.56167706	1 R		1001525789	unserved
7776 GLASS RD	HAYES	VA	23072	37.30806556	-76.49754906	1 R		1001529108	underserved
2727 CHARMAINE DR	HAYES	VA	23072	37.2854062	-76.46016501	1 R		1001525179	unserved
1279 OLD FERRY RD	GLOUCESTER POINT	VA	23062	37.24756606	-76.50106474	1 B		1001545608	unserved
3681 SALT PAN LN	HAYES	VA	23072	37.31354929	-76.56262695	1 R		1001530074	unserved
1971 TIDEMILL HAVEN LN	HAYES	VA	23072	37.26616914	-76.49029286	1 R		1001527686	underserved
2671 HEYWOOD LN	HAYES	VA	23072	37.28530518	-76.46245924	1 R		1001525176	unserved
1363 GREATE RD	GLOUCESTER POINT	VA	23062	37.24848414	-76.49988651	2 B		1001545561	unserved
1807 LILLASTON LN	HAYES	VA	23072	37.25971744	-76.47390899	1 R		1001524660	unserved
2879 THORNTON LN	HAYES	VA	23072	37.28769046	-76.45386529	1 R		1001525099	unserved
6106 LILLIANS LN	HAYES	VA	23072	37.31595047	-76.54617735	1 R		1001530163	unserved
7900 GLASS RD	HAYES	VA	23072	37.30638929	-76.49212658	2 R		1001528448	unserved
3208 BURT LN	HAYES	VA	23072	37.29760952	-76.449715	1 R		1001527171	unserved
1609 BROWNS LN	HAYES	VA	23072	37.25540513	-76.44164763	1 R		1001524468	unserved
3789 COATES LN	HAYES	VA	23072	37.31294914	-76.44511582	1 R		1001524131	unserved
4350 BACKWOODS LN	HAYES	VA	23072	37.33454946	-76.55163806	1 R		1001525828	unserved
4036 PROVIDENCE RD	HAYES	VA	23072	37.32444934	-76.53818262	1 R		1001529515	unserved
2676 ALEXANDER LN	HAYES	VA	23072	37.28502927	-76.45860375	1 R		1408692839	unserved
4554 PINEY SWAMP RD	HAYES	VA	23072	37.33484439	-76.52568835	1 R		1001523978	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
8575 ZACK RD	HAYES	VA	23072	37.29333062	-76.46254686	2 R		1001527184	unserved
4376 DEER HUNTERS LN	HAYES	VA	23072	37.33353835	-76.54872075	1 R		1001525798	unserved
3661 SHELLY RD	HAYES	VA	23072	37.31980997	-76.56793358	1 R		1001530148	unserved
4452 DEER HUNTERS LN	HAYES	VA	23072	37.33508461	-76.54892079	1 R		1001525786	unserved
8757 GLASS RD	HAYES	VA	23072	37.30956872	-76.46443776	1 R		1001524421	unserved
8250 BRAYS POINT RD	HAYES	VA	23072	37.31874066	-76.47567694	1 R		1001524222	unserved
9197 STUMP POINT RD	HAYES	VA	23072	37.31456833	-76.43963117	1 R		1001522525	unserved
9688 GLASS RD	HAYES	VA	23072	37.31403636	-76.44433275	1 R		1001524145	unserved
3763 BRIGGS COVE RD	HAYES	VA	23072	37.31710076	-76.56025484	1 R		1001530103	unserved
5697 FAIRFIELD LN	HAYES	VA	23072	37.33805695	-76.55674464	1 R		1001525766	unserved
6565 WILLIAMS LANDING RD	HAYES	VA	23072	37.30019483	-76.52772712	1 R		1001527010	unserved
9284 SAMS WALK RD BLDG 2	HAYES	VA	23072	37.27238391	-76.4402308	2 B		1001528386	unserved
2689 CHARMAINE DR	HAYES	VA	23072	37.28407915	-76.460259	1 R		1001525172	unserved
2917 FRYING PAN FARM LN	HAYES	VA	23072	37.28917468	-76.53252648	2 R		1001529817	unserved
8779 KRAMPS LN	HAYES	VA	23072	37.26781037	-76.45594325	1 R		1001523440	unserved
8911 LADY LN	HAYES	VA	23072	37.29220006	-76.44987594	1 R		1001527172	unserved
7918 GLASS RD	HAYES	VA	23072	37.30330498	-76.49135946	2 R		1001528480	unserved
4518 PINEY SWAMP RD	HAYES	VA	23072	37.33355626	-76.52655543	1 R		1001523972	unserved
8936 BAR HARBOR LN	HAYES	VA	23072	37.30790875	-76.44922101	2 R		1001527145	unserved
5662 FAIRFIELD LN	HAYES	VA	23072	37.33673571	-76.55570552	1 R		1001525819	unserved
8687 ZACK RD	HAYES	VA	23072	37.29220902	-76.45958194	1 R		1001527154	unserved
4009 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.31768952	-76.5129268	1 B		1001529114	unserved
8513 MYRTLE BRANCH LN	HAYES	VA	23072	37.28430807	-76.46480938	1 R		1001525184	unserved
4023 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.31793555	-76.5129488	1 R		1001529118	unserved
2628 CHARMAINE DR	HAYES	VA	23072	37.28266491	-76.4594819	1 R		1001525173	unserved
4169 GEORGE WASHINGTON MEMORIAL HWY	HAYES	VA	23072	37.32176595	-76.5124769	1 B		1001525939	unserved
9702 GLASS RD	HAYES	VA	23072	37.31364	-76.444338	1 R			unserved
1625 ANGUS RD	HAYES	VA	23072	37.25527619	-76.44484295	1 R		1001524504	unserved
7971 GLASS RD	HAYES	VA	23072	37.30898858	-76.48998729	1 R		1001528481	unserved
8306 MOBJACK LN	HAYES	VA	23072	37.30311912	-76.47312658	1 R		1001524824	unserved
3273 PROVIDENCE RD	HAYES	VA	23072	37.31191495	-76.52173764	1 R		1001523617	unserved
8792 GLASS RD	HAYES	VA	23072	37.3064754	-76.46268144	1 R		1001527169	unserved
2638 SNOWDEN LN	HAYES	VA	23072	37.28383607	-76.44974282	1 R		1001526377	unserved
6144 FRIENDLY RD	HAYES	VA	23072	37.31738062	-76.54485513	1 R		1001530152	unserved
6110 FRIENDLY RD	HAYES	VA	23072	37.3190559	-76.54494417	1 R		1001529549	unserved
3745 BRIGGS COVE RD	HAYES	VA	23072	37.31629565	-76.55669437	1 R		1001530076	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
5728 FAIRFIELD LN	HAYES	VA	23072	37.33876092	-76.55495546	1	R	1001525794	unserved
4364 GWYN LN	HAYES	VA	23072	37.33201834	-76.56251017	1	R	1001525796	unserved
2553 HEYWOOD LN	HAYES	VA	23072	37.28173581	-76.46196505	1	R	1001525182	unserved
3808 BRIGGS COVE RD	HAYES	VA	23072	37.31641858	-76.5599877	1	R	1001530096	unserved
4190 GWYN LN	HAYES	VA	23072	37.32782879	-76.56049891	1	R	1001525826	unserved
2737 CHARMAINE DR	HAYES	VA	23072	37.28619037	-76.46063197	1	R	1001525189	unserved
3795 CARR LN	HAYES	VA	23072	37.31614949	-76.47523796	1	R	1001524419	unserved
2732 CHARMAINE DR	HAYES	VA	23072	37.28528428	-76.46128712	1	R	1001525166	unserved
8886 LADY LN	HAYES	VA	23072	37.29033875	-76.45094803	2	R	1001527156	unserved
5583 FAIRFIELD LN	HAYES	VA	23072	37.3365957	-76.55804886	1	R	1001525768	unserved

Home Internet in 23061

Cox



3.7 ★★★★★

Plans Starting At **\$49.99**

Speeds Up To **1 Gbps**


*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: Cable, Fiber
Availability: 77.4%

(844) 763-4907

[View Plans](#)

Viasat



3.1 ★★★★★

Plans Starting At **\$64.99**

Speeds Up To **100 Mbps**


*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: Satellite
Availability: 100%

(877) 721-0124

[View Plans](#)

T-Mobile 5G Home Internet



3.1 ★★★★★

Plans Starting At **\$50**

Download Speeds: **33 - 245 Mbps**


*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: 5G Internet
Availability: 15.8%

(866) 855-3768

[View Plans](#)

HughesNet



2.8 ★★★★★

Plans Starting At **\$49.99**

Speeds Up To **25 Mbps**


*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: Satellite
Availability: 100%

(844) 902-3107

[View Plans](#)

Verizon



Plans Starting At **\$40**

Speeds Up To **300 Mbps**


*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: 5G Internet, DSL
Availability: 21.2%

(855) 941-4390

[View Plans](#)

Always ON



Plans Starting At **\$60**


Download Speeds: **25 - 150 Mbps**

*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: Fixed Wireless
Availability: 15.8%

[View Plans](#)

Starlink



Plans Starting At **\$90**

Download Speeds: **50 - 220 Mbps**

*Not all internet speeds available in all areas.
*Prices may vary depending on the plan.

Connection: Satellite
Availability: 100%

[View Plans](#)

2023 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required ²	Passings with Special Construction Costs budgeted in the Application ³	Number of Passings with Speeds at 25/3 or below in Project Area ⁴
Residential	295	0	0	291
Businesses (non-home based)	57	0	0	57
Businesses (home-based)	0	0	0	0
Community Anchors	0	0	0	0
Non-residential	0	0	0	0
Total	352	0	0	348

Note: The Total Number of Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.

Note: Do not include passings in RDOF awarded areas that were awarded to the co-applicant; these passings should be included in the RDOF Passings Form. Passings included in this application in RDOF awarded areas that were not awarded to the co-applicant, unless successfully challenged, are considered unserved and should be counted as passings in this form.

¹The total number of structures in the project area that can receive service. See definition of passing below for more detail.

²The number of structures in the project area that will not require special construction costs to provide service to. These passings fall within the broadband provider's standard service connection drop length and do not require nonstandard equipment or any additional fees above normal service connection fees required to provide broadband access to a premise.

³The number of structures in the project area with all construction costs budgeted in the application. These passings will not require any additional special construction costs beyond those budgeted for in the VATI application.

⁴The number of structures in the project area that do not have access to internet at speeds of at least 25 mbps download and 3 mbps upload.

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

2023 Virginia Telecommunication Initiative (VATI)

RDOF Passings Form

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas ¹
Residential	30
Businesses (non-home based)	2
Businesses (home-based)	0
Community Anchors	0
Non-residential	0
Total Number of RDOF Passings	32

*Note: The Total Number of RDOF Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.*

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.



Representative Project Schedule. Table 7-1 illustrates a notional work breakdown structure that Verizon will formalize with the County after grant award notification. It illustrates the various delivery timelines based on the overall time to deliver services to the identified locations. Within each schedule there are overlapping phases of implementation activities. The intervals identified in the schedule are based on the standard interval to design, engineer, permit, make-ready, construct, test, and validate one fiber route (one fiber route is a smaller subset of the total targeted lots and addresses). The Verizon process is to work multiple fiber routes and multiple areas concurrently, not sequentially. If awarded, the Verizon project management team will work with the County to establish a thorough program timeline that incorporates key metrics and priority milestones.

Table 7-1. Notional Work Breakdown Structure with Scheduled Project Milestones

18-Month Build Schedule															
Implementation Activities	Responsible Party	Milestone/Deliverables	3	6	9	12	15	18							
Engineering	Verizon	Complete Engineering Design	█												
Permitting, VDOT & County	County/Verizon	Permits Submitted & Approved	█												
Make Ready	Verizon/Multiple Utilities	Make-Ready Work Complete	█												
Construction	Verizon	Construction Complete & Testing			█										
Fios Ordering/Installation	County Resident/Verizon	Service Order Complete				█									

Table 7-2 illustrates the standard activities and their dependencies during the projected build period. It also identifies whether Verizon field engineering, the County, or a third party is affected. Verizon tracks dependencies as risks and enters them into the risk register for monitoring, reporting, and mitigation.

Table 7-2. Notional Fios Broadband Project Dependencies

Activity/Milestone	Responsible Party	Task Dependency
Contract signed	Verizon, County	Day "0"
Fiber route planning completed	Verizon	Contract signing
Resource planning completed	Verizon	Contract signing
Fiber route engineering completed	Verizon	Fiber route planning
Permit applications submitted	Verizon	Engineering completed
Permit approvals received	County, VDOT, other state/municipal	Permit submitted
Make-ready work completed	Verizon, third-party utility pole owners	Engineering completed
Construction commences	Verizon	Engineering completed, permits received, make-ready completed
Construction completed	Verizon	Permitting approvals and make-ready completed, inspections completed
Testing completed	Verizon	Construction completed
Fios ordering available/service delivery commences	Verizon	Testing completed; OLT installed and ready for service.

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (“MOU”) entered into on this 14th day of December, 2023, by and between Verizon Virginia LLC, located at 2200 Loudoun County Parkway, Ashburn, VA, 20147 hereinafter referred to as “Verizon”, and the County of Gloucester, Virginia, a political subdivision of the Commonwealth of Virginia, with an office at 6489 Main Street, Gloucester, VA 23061, hereinafter referred to as the “County” (Verizon and County are collectively referred to as the “Parties”), for the purpose of establishing and achieving various goals and objectives relating to the project contemplated by the Parties.

WHEREAS, the Parties are desirous to enter into this Memorandum to set forth the working arrangements that both Parties agree shall be necessary to pursue their efforts to bring the Project to fruition;

MISSION

The Project is intended to provide the areas of the County with access to broadband Internet service (“Broadband”), in order to meet the future needs of residents and businesses in those areas of the County.

PURPOSE AND SCOPE

The Parties intend for this Memorandum to outline the structure for any binding contracts which the Parties may enter into in the future related to the Project.

OBJECTIVES

The Parties agree to work together to attempt to secure funding and establish policies and procedures that will promote and sustain a market for Broadband availability and intend to work toward delivering a product and/or services that meet or exceed business and industry standards.

RESPONSIBILITIES AND OBLIGATIONS OF THE PARTIES

The Parties agree to work together in good faith and collaboratively in an effort to bring the Project to successful completion. This Memorandum does not create any legal or equitable obligations or rights on the part of either Party and no such obligations or rights shall exist unless and until such time as the Parties may enter into a written agreement signed by both Parties.

SERVICES COOPERATION

The goal of the Project is to provide the following services in the areas of the County contemplated in the Project, which services include, but are not necessarily limited to:

Broadband Internet access services

Phase 1 (beginning after MOU execution): The Parties will work together to apply for Virginia Telecommunication Initiative (“VATI”) grant(s). The Parties anticipate that VATI

guidelines will require contributions by Verizon and by the County as matching funds to secure a FY2024 VATI Grant through the Virginia DHCD. DHCD funding shall not exceed 48.3% of Project costs. The total budget for the Project is expected to be approximately \$8,814,524. Verizon agrees to provide a minimum match of \$4,552,855 in funding for the Project. The total number of homes projected to be passed by the Project shall be at least 352.

Phase 2 (beginning after Phase 1): Verizon will work with the County to continue Project planning and the Parties will seek additional State and local funding to expand the availability of Broadband service in the County.

TIMELINE

The above outlined scope and objective shall be contingent on the Parties' ability to obtain the necessary funding required for the Project, as described in any applicable grant or business loan application. Responsibilities with regard to commencement and completion of the Project will be established in any future agreement between the Parties, and may coincide with the period specified in connection with any grants awarded in connection with the Project.

TERM

This MOU shall remain in effect, subject to the termination provisions in this MOU, up until the Parties mutually determine whether they are able to move forward with the Project.

If the Parties are successful in securing sufficient grant funding that they are both willing to move forward with the Project, then they agree to use good faith efforts to negotiate, execute and deliver a formal contract regarding the Project ("Project Agreement"). The Parties contemplate that a Project Agreement will contain terms and conditions, representations, warranties, covenants, and other provisions that are customary in service arrangements of the sort contemplated in this MOU. If the Parties are unable to agree on the terms and conditions of a Project Agreement within 60 days of receiving notice of the award of such grant funding, then either Party may give notice of the termination of this MOU. In that event, the Parties shall have no further obligations to each other under this MOU except for any obligations which are specifically provided to survive a termination of this MOU. This MOU does not create any legal or equitable obligations or legal rights.

AMENDMENT OR CANCELLATION OF THIS MEMORANDUM

This Memorandum may be amended or modified at any time in writing by mutual agreement of both Parties.

In addition, this MOU may be canceled by either Party without cause on sixty (60) days advance written notice. This MOU may be terminated for cause, where cause for

termination may include, but is not limited to, a material breach of any of the provisions contained herein, upon delivery of written notice of such termination to the other Party.

GENERAL PROVISIONS

The Parties acknowledge and understand that they must be able to fulfill their responsibilities under this MOU in accordance with the provisions of the law and regulations that govern their activities. Nothing in this Memorandum is intended to negate or otherwise render ineffective any such provisions or operating procedures. The Parties assume full responsibility for their performance under the terms of this Memorandum.

If at any time either Party is unable to perform its duties or responsibilities under this MOU consistent with such Party's statutory and regulatory mandates, the affected Party shall immediately provide written notice of such to the other Party and, if possible, establish a date for such performance.

LIMITATION OF LIABILITY

No rights or limitation of rights shall arise or be assumed between the Parties as a result of the terms of this MOU.

ARBITRATION/MEDIATION DISPUTE RESOLUTION

The Parties to this MOU agree that should any dispute arise regarding any aspect of their relationship or the Project, including, but not limited to, any matters, disputes or claims, the Parties shall confer in good faith to promptly resolve any such dispute. In the event that the Parties are unable to resolve the issue or dispute between them, then the matter shall be subject to non-binding mediation in an attempt to resolve any and all issues between the Parties.

The Parties agree that venue for any claim or dispute that arises from or through this MOU shall be in the state and Federal courts for Gloucester County, Virginia.

NOTICE

Any notice or communication required or permitted under this MOU shall be sufficiently given if delivered in person or by certified mail, return receipt requested, to the address set forth in the opening paragraph or to such address as one may have furnished to the other in writing.

GOVERNING LAW

This MOU shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia, exclusive of its conflicts of laws rules.

SEVERABILITY CLAUSE

In the event that any provision of this Memorandum shall be deemed to be severable or

invalid, and if any term, condition, phrase or portion of this Memorandum shall be determined to be unlawful or otherwise unenforceable, the remainder of the Memorandum shall remain in full force and effect, so long as the clause severed does not affect the intent of the Parties. If a court should find that any provision of this Memorandum to be invalid or unenforceable, but that by limiting said provision it would become valid and enforceable, then said provision shall be deemed to be written, construed and enforced as so limited.

ASSIGNMENT

Neither Party may assign this Memorandum without the prior written consent of the non assigning Party, whose approval shall not be unreasonably withheld or conditioned. Notwithstanding the foregoing, Verizon shall have the right to assign this MOU without the County's consent to any parent, subsidiary, affiliate, or any person, firm, or corporation that shall control, be under the control of, or be under common control with Verizon, or to any entity into which Verizon may have merged or consolidated or which purchases all or substantially all of the assets of Verizon.

ENTIRE UNDERSTANDING

This MOU reflects the entire understanding and agreement of the Parties pertaining to all matters contemplated hereunder.

MOU SUMMARIZATION

The Parties to this MOU have mutually acknowledged and agreed to the following:

- The Parties to this MOU shall work together in a cooperative and coordinated effort, and in a manner and fashion intended to bring about the achievement and fulfillment of the goals and objectives of the Project.
- It is not the intent of this MOU to restrict the Parties from their involvement in or participation with any other public or private individuals, agencies or organizations or opportunities.
- The Parties to this MOU shall mutually contribute and take part in any and all phases of the planning and development of the Project, to the fullest extent possible.
- This MOU is not a binding contract, and it is not the intent or purpose of this MOU to create any rights, benefits, obligations and/or trust responsibilities by or between the Parties.
- This MOU shall in no way hold or obligate either Party to supply or transfer funds to maintain and/or sustain the Project or the effort to bring it to fruition.
- Should there be any need or cause for the reimbursement or the contribution of any funds to or in support of the Parties' efforts relating to the Project, then such shall then

be done in accordance with applicable Virginia laws, regulations and/or procedures, and any Project Agreement which the Parties may enter into in the future.

- In the event that it should become necessary to provide funding for the effort to develop the Project, then any such endeavor shall be addressed in a separate and mutually agreed upon written agreement signed by the Parties or their representatives, in accordance with applicable laws and regulations, and in no way does this MOU provide such right or authority or obligate any Party to provide any such funding.

- The Parties have the right to individually or jointly terminate their participation in this MOU provided that advanced written notice is delivered to the other Party as provided for herein.

AUTHORIZATION AND EXECUTION

The signing of this Memorandum of Understanding does not constitute a formal undertaking, and as such it simply reflects the intentions of the Parties to undertake preliminary efforts to achieve the goals and objectives stated in this MOU.

IN WITNESS WHEREOF, the Parties hereto have set their hands as of the day and year first above written.

Verizon

By:

Title:

GLOUCESTER COUNTY, VIRGINIA

By:

VATI FUNDING SOURCES TABLE

Please fill in the chart below with a description of the project funding source (local, federal, state, private, other), the amount from that source, the percentage of total project funding that source represents, and a description of the current status of the funds (pending, secured, etc.).

SOURCE	AMOUNT	%	STATUS
REQUESTED VATI	\$ 4,261,669	48.3%	PENDING
VERIZON	\$ 4,552,855	51.7%	SECURED
	\$		
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 8,814,524	100 %	



December 17, 2023

Eric Beach, Chief Information Officer
Department of Information Technology
Gloucester County
6467 Main Street,
Gloucester, VA 23061

Dear Mr. Beach,

The purpose of this letter is to provide documentation regarding the matching cash funding contributions for the broadband project that Gloucester County will propose to the Virginia Telecommunication Initiative (“VATI”) program in its grant application.

The proposed project represents a joint initiative between Verizon and Gloucester County. As indicated in our application, Verizon will provide approximately 51.7% of the projected costs. Total projected costs are \$8,814,524, so the amount provided by Verizon will be approximately \$4,552,855 in cash.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

Best regards,

A handwritten signature in blue ink that reads "Lori Fountain".

Lori Fountain
Director of Broadband Strategy

**Communications
Workers of America**
AFL-CIO

230 South Broad Street, 19th Floor
Philadelphia, Pennsylvania 19102
(215) 546-5574 • Fax (215) 985-2102
Email: mdavis@cwa-union.org

Michael P. Davis
International Vice-President
District 2-13



December 19, 2023

Ms. Tamarah Holmes, Ph.D. Director,
Office of Broadband Department of Housing and Community Development
600 East Main Street, Ste 300
Richmond, VA 23219

RE: Verizon Grant Application for 2024 VATI

Dear Dr. Holmes:

I am writing in support of the bid by Verizon, Inc. for funding in the 2024 **Virginia** Telecommunication Initiative (**VATI**) grant cycle.

Communications Workers of America District 2-13 represents workers in private and public sector employment who work in Telecommunications and Information Technology, News Media, Broadcast and Cable Television, Education, Health Care, Public Service, Airline, Manufacturing, and other fields. This includes more than 2,500 in telecommunications in Virginia with thousands more who are retirees living in the state. CWA members are highly trained, career technicians and service representatives who build and service our telecommunications networks. They are also consumers who rely on quality internet service. CWA is deeply committed to universal, affordable, high-speed, and high-quality broadband for all. It is with this goal in mind that we are pleased to offer our endorsement of Verizon's bid to work across the Commonwealth and build a state-of-the-art fiber-to-the-premises (FTTP) network to unserved and underserved locations in Virginia.

Verizon has unmatched experience in FTTP broadband and they directly employ a highly skilled and well-trained union workforce with a proven track record of delivering broadband which is unmatched in speed, reliability, and quality to all Virginians. Our CWA members at Verizon know the service needs of the area and are best positioned to deploy broadband successfully, safely, and efficiently in our most rural areas. Prioritizing a well-trained and qualified workforce, particularly with experience in the Commonwealth, is critical to safe deployment and sustainable, high-quality networks. All too often, low-road subcontractors cut corners by using an inadequately trained workforce endangering both the workers and the public and delaying deployment. Low-road subcontractors are not incentivized to perform high-quality work as they often do not live or work in the area and have a piecemeal payment structure. Our members live and work in these communities and will not only ensure that the work is done professionally and safely but also that the economic benefits of this public investment stay in the region.

Verizon has a long track record proving its capability to successfully build, operate, and maintain and service an essentially futureproof broadband network. Verizon's plan relies on state-of-the-art fiber-to-the-premises design (FTTP), which is the superior technology for our broadband needs today and in the future. In comparison to DSL and cable, FTTP can deliver symmetrical speeds, has the highest download and upload speeds, and is scalable for future technological demands, Fiber is also the more resilient, sustainable, and efficient technology.

Specifically, Verizon's Fios is unmatched in speed, reliability, and quality. Verizon's all-fiber network will deliver speeds starting at 300/300 Mbps (downstream/upstream) and a 2 Gig tier with maximum speeds of up to 2048/2048 Mbps. We are proud to say that FIOS has been rated #1 in speed and reliability 12 years in a row.

I am pleased to support Verizon's plan to deploy broadband across Virginia as we believe it will best meet the broadband service needs of its residents and ensure the highest-quality, highest-speed service available. I appreciate your consideration of this important matter and am available to answer any questions or concerns you may have.

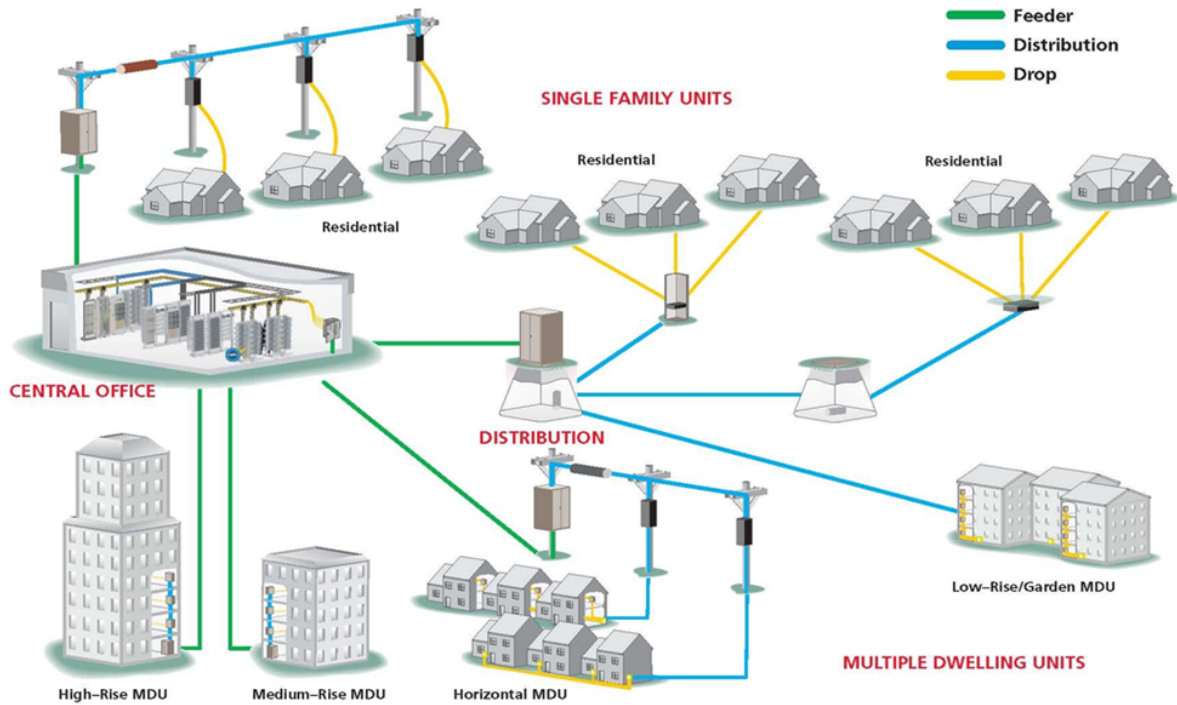
Sincerely,



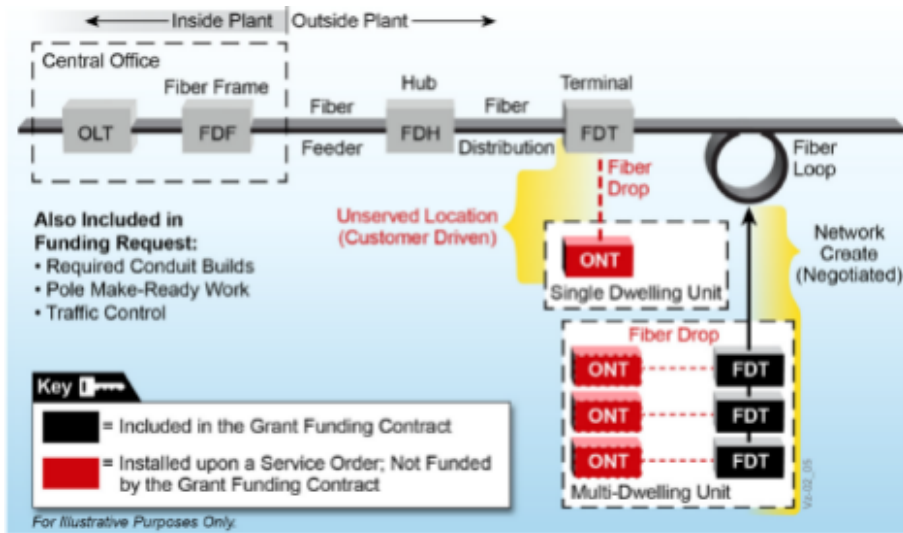
Michael P. Davis
International Vice President
CWA District 2-13, AFL-CIO

MPD:mbb
opeiu#2

Verizon Network Reference Architecture Diagrams



FTTP Distribution



ISP/OSP Funded Components

Other Benefits of Working with Verizon on a Broadband Expansion Project

Supply Chain:

Verizon has deep relationships across the global supply chain with a wide range of equipment manufacturers, vendors, and suppliers. We leverage these relationships to drive lower total deployment costs and higher quality for our customers. The scale of our sourcing activity enables us to maximize our ability to obtain necessary equipment and services even when supplies run tight.

Workforce:

Verizon's workforce will perform fiber placement, splicing and testing work on this project as well as Fios Home Internet installations. Verizon provides this workforce with excellent employee benefits like medical, dental, life insurance, disability, and access to a 401(k) with a company match. In addition, these employees have generous paid time off available to them as well as the ability to take advantage of several other benefits like tuition assistance, an employee assistance plan and robust training/development programs.

Cybersecurity:

Verizon is a recognized leader in cybersecurity. Verizon's Data Breach Investigative Report is an annual must-read for corporate and government CISOs, CSOs, CTOs, and CIOs. Verizon's global network security team has sensors deployed across our network, across America and around the world, and is always on the alert for the latest zero-day exploits and malicious activities. Verizon has relationships across industry and government that enable us to obtain the latest in threat intelligence. The cybersecurity countermeasures that we deploy on our backbone network to protect our business and government customers from hackers and other bad actors can benefit our Fios customers whose services are connected to that same backbone network.

Sustainability:

As reported in Verizon's Task Force on Climate-related Financial Disclosures (TCFD) report, Verizon's fiber-delivered broadband services are at least 100 times more efficient on a kilowatt hour (kWh) per gigabyte basis than copper delivered broadband services. For more information, see the ERM Certification Verification Services Independent Assurance Statement at:
<https://www.verizon.com/about/sites/default/files/Verizon-2021-Energy-Comparison-Analysis.pdf>

Wireless Service Expansion:

Verizon is one of the largest licensed wireless service providers in the County. Deployment by Verizon of fiber infrastructure to locations throughout the County will also support the expansion of Verizon's mobile and fixed wireless services to these areas in the future.

Local Contractor Base:

Expansion of the Verizon FTTP network in Virginia helps the community and the Commonwealth, as Verizon spends more than \$700 million annually with Virginia suppliers and vendors.

Global Accessibility:

Fios Home Internet customers also benefit from the breadth and reach of Verizon's global network and relationships. Verizon is not just a Virginia company--Verizon provides communications services to customer locations in over 100 countries around the world, with a diverse workforce spanning over 40 countries. Our global reach and relationships benefit our customers in the County and elsewhere. Because Verizon is an established provider, Fios customers benefit from a whole host of advanced capabilities and features.

Robust Firewall/Parental Controls:

The Fios router is equipped with the latest Wi-Fi technology and has a robust firewall and parental control feature to give customers more control and security over their broadband experience.

Convenience:

Fios Home Internet includes many convenient features. Multiple users can use the service simultaneously without sacrificing speed or bandwidth, even during peak hours.

Support:

Verizon also provides professional installation services, and Fios service includes 24/7 technical support so customers can get answers when they need them.

Privacy and an Open Internet:

Verizon is strongly committed to customer privacy and to an open Internet, as evidenced by our Privacy Policy (<https://www.verizon.com/about/privacy/>) and Broadband Commitment (<https://www.verizon.com/broadbandcommitment>).

CORNING

July 26, 2022

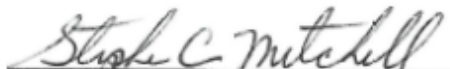
To: Grant Review Committee
Re: Verizon Grant Application

Corning Incorporated is pleased to support Verizon in their pursuit of closing the digital divide across the United States. Since our two companies launched the fiber-to-the-home revolution nearly two decades ago, and by embracing a collaborative partnership, more than 18 million American homes have been passed by Verizon's high-speed fiber broadband with many more to come.

In accordance with existing supply agreements, Corning is prepared to meet Verizon's project requirements for fiber optic cable and connectivity solutions necessary for the deployment of Verizon's fiber-to-the-premise broadband networks.

Corning invented the world's first low-loss optical fiber more than 50 years ago, ushering in the telecommunications revolution and expanding the bandwidth of human potential. Our existing capacity and record investments in new manufacturing facilities enable us to stand ready to support this historic era of connecting all Americans to high-speed fiber broadband.

Sincerely,



Stephen Mitchell

Senior Vice President, Carrier Networks

Corning Optical Communications

We build connections so the world can make them.