

Application to DHCD Submitted through CAMS

Campbell County

Campbell County Shentel Fiber Extension 2020

Application ID: 75708132020104714
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2021
Organization Name: Campbell County
Organization Address:
Profile Manager Name: Frank Rogers
Profile Manager Phone: (434) 332-9525
Profile Manager Email: fjrogers@campbellcountyva.gov

Project Name: Campbell County Shentel Fiber Extension 2020
Project Contact Name: Frank Rogers
Project Contact Phone: (434) 332-9525
Project Contact Email: fjrogers@campbellcountyva.gov
Project Location: 47 Courthouse Ln
Rustburg, VA 24588-9701
Project Service Area: Campbell County

Total Requested Amount: \$736,827.64
Required Annual Audit Status: No Current Audits Found

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$736,827.64	\$245,609.23	\$982,436.87
Construction	\$527,916.96	\$175,972.33	\$703,889.29
Construction Related Soft Costs	\$137,625.00	\$45,875.00	\$183,500.00
Other: Allocation Costs	\$71,285.68	\$23,761.90	\$95,047.58
Total:	\$736,827.64	\$245,609.23	\$982,436.87

Budget Narrative:

Total Budget for this project is \$982,436.87. VATI funding in the amount of \$736,827.64 is requested. Shentel will fully fund the matching funds. The County has identified broadband expansion as a community priority, in response to an RFP the County is partnering with Shentel on this VATI application to further disseminate service to unserved areas. The Arrington Drive project budget will be \$145,999.34 (\$109,499.50 VATI+\$36,499.84 Shentel). The Lawyers Road project will be \$743,385.03 (\$557,538.76 VATI + \$185,846.25 Shentel). The London Terrace project will be 449,663.82 (\$32,747 VATI + \$12,347.18 Shentel). The Mansion Bridge project will be \$43,663.82 (\$32,747.87 VATI + 10,915.96 Shentel).

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 proposed project areas were selected collaboratively between Campbell County and Shentel. We worked together to locate areas that were 1) un/underserved 2) reasonably adjacent to Shentel's current infrastructure and 3) allowed us to reach the largest number of homes. These selection criteria ensured that we were submitting the highest number of homes with the greatest need that could be reached in the most efficient manner.

Additionally, all areas chosen for this grant are areas where the residents have reached out to us on numerous occasions to obtain broadband services. This engagement with citizens aided in the project area selection by giving us a high level of confidence that these homes currently lack adequate broadband and establishing clear unmet demand.

- Lawyers Rd will service the area of Hwy 683 south of Lynbrook Rd to within a mile of Leesville Rd.
- Arrington Dr. will service the area off of Colonial Hwy and cover the Arrington Dr, Two Bird Rd and

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Cedar Hollow Ln community.

- Mansion Bridge Rd will service a group of homes on Mansion Bridge Rd just off of Castaway Rd.
- London Terrace will service a community just off of Town Fork Rd, just north of Summerdale Ln.

2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

Answer:

Arrington Drive is served by Verizon, ADSL at speeds of 15/1 and US Cellular with Fixed Wireless at speeds of 2/2. Lawyers Road is served by Verizon ADSL at 6/0.768 and US Cellular Fixed Wireless at 2/2. London Terrace is served by Verizon ADSL at 15/1. Mansion Bridge is served by US Cellular Fixed Wireless at 2/2 and CenturyLink VDSL at 8-40/0.768-2.

The providers, speeds, and technologies noted are those listed in the FCC's 477 data for the proposed project areas. As such, this information is widely recognized to overstate service provider's coverage areas. The advertised speeds are also maximum speeds which are only available under ideal conditions, and do not represent actual customer experience. As noted in question 1 above, the proposed project areas were selected in collaboration with the county and the citizens living in these project areas. Routine interactions with the county officials and citizens indicate that these areas are indeed un/underserved despite some of them having advertised speeds of 25/3 or greater.

The only two technologies currently available to residents in the proposed project areas are fixed wireless or DSL. Fixed wireless, while an effective broadband technology in some cases, is widely known to have significant service risk and degradation due to interference from foliage, terrain, and weather. These factors have broadly precluded residents in the proposed project areas from receiving internet service that qualifies for the FCC minimum definition of broadband: 25/3. It is worth noting that there is a Wireless Internet Service Provider, InfiaSky, that did not show up in the 477 data, but currently offers partial coverage of a few of the proposed project areas. Although they claim to offer speeds greater than 25/3, our door-to-door survey indicated, in keeping with the challenges already noted, that the actual speeds are far lower than those advertised.

Similarly, service from DSL degrades quickly over distance. Though CenturyLink claims to have speeds in excess of 25/3 in one portion of the proposed project areas, these speeds are only available to residents living extremely close to the CenturyLink's Central Office. This limitation is highlighted by the vast range of speeds that are reported within the Mission Bridge project area. In very close proximity, they claim maximum speeds as high as 40mbps and as low as 8mbps. Additionally, even though CenturyLink advertises download speeds up to 40mbps, their maximum upload speed is only 2mbps, which is still below the broadband definition of 3mbps.

These challenges are all reflected in our interactions with the residents of the proposed project areas. We have received sustained service requests from citizens who have cited inadequate speeds from current providers. We have been given strong feedback from door to door surveys indicating no access to reliable broadband. We have also confirmed this need with county officials. Several residents even noted that they are currently relying on hotspots for internet access or have no internet at all. Notably, even in areas where 477 data and provider's

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websites report available speeds above 25/3, the vast majority are not able to receive those speeds. Even those who are paying for 25/3 reported getting non-broadband speeds. The persistent feedback from multiple interactions with residents and county officials convincingly demonstrates that, despite the existence of several ISPs in portions of the proposed project areas, the reported coverage areas and speeds are overstated, and these areas all remain un/underserved.

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, and Community Connect. If there have been federal funds awarded near the project, provide a map verifying the proposed project area does not conflict with these areas. Describe if there are Rural Digital Opportunity Fund (RDOF) eligible census blocks located in the proposed project area. Label Map: Attachment 2 – Documentation on Federal Funding Area.

Answer:

To the best understanding of the county and Shentel, none of the proposed project areas have received federal grant funding. Additionally, Shentel does not plan on submitting an RDOF bid for any areas in Campbell County, although a small portion of the Lawyers Road project area has some RDOF eligibility.

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 of 25/3 mbps or less and with less than 10% service overlap within the project area. 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:

Through discussions with the county as well as direct and indirect feedback with the residents of the proposed service areas, we have determined that fewer than 10% of the proposed homes passed currently have access to broadband internet, defined as at least 25/3 mbps. As outline in question 2, Shentel has received sustained service requests from citizens in all of the proposed service areas, citing no currently available broadband. Additionally, these are all areas that are adjacent to Shentel's current infrastructure and they have a strong working familiarity with the services available. On top of that Shentel's door-to-door surveys confirmed that fewer than 10% of the residents have access to 25/3 speeds. Even the vastly overstated 477 data shows lists some of these areas as unserved, and for those instances where 477 suggests that 25/3 is available, direct communication with residents demonstrates otherwise.

5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 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

- a. Of the total number of passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. Describe the methodology used for these projections.

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b. Provide the number of serviceable units in the project area that have 10/1 mbps or less. Describe the methodology used for these projections.

Answer:

a.

Arrington Road will pass 49 homes and 20 lots.

Lawyers Road will pass 146 homes.

London Terrace will pas 5 homes.

Mansion Bridge will pass 7 homes.

This totals 207 homes and 20 lots.

All locations are residential only passings.

b.

The 477 data indicates that the 146 homes on Lawyer's Rd. have only 10/1 or less. The reality is that several other homes in the proposed project areas are restricted to 10/1 or less in practice, but there is no firm figure due to the uncertainty in reporting practices. Door-to-door surveys indicated several homes on hotspots getting below 10/1 or with no internet at all.

6. 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

7. 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 25/3 mbps.

Answer:

Shentel will offer the following broadband speeds over a shred coax or RFoG (see question 8) network:

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1. 50 Mbps \$65/Mo
2. 150 Mbps \$80/Mo
3. 300 Mbps \$110/Mo
4. 1 Gig Mbps \$200/Mo

Discounts are applied for bundling with phone or TV

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. 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 5 – Propagation Map Wireless Project.

Answer:

Arrington Drive will be a Coax build model.

Lawyers Road will be RFoG.

London Terrace will be Coax.

Mansion Bridge Road will be Coax.

Coax build models will extend our existing Hybrid Fiber Cable (HFC) systems to new customers by building coax, taps and system amplifiers to carry existing signals to curb, then installing a coax drop to the premise. Radio Frequency Over Glass (RFoG) build models will utilize our existing fiber optic network in the area and install amplification electronics in order to extend fiber optics to the curb, then service the customers via a fiber drop to the premise. Both systems deliver the same services and both systems become coax in the premise. These builds do use shared bandwidth, with speeds constantly monitored at Shentel's Network Operations Center (NOC). Shentel creates service groups in each service area based on the number of homes and the expected take rate. Bandwidth is then allocated to those service groups to serve the expected number of customers. The service groups are then monitored at the NOC, and if usage surpasses 80% of the allocated capacity, then additional capacity will be added to prevent sluggish performance during peak hours.

9. 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 must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 6 – Timeline/Project Management Plan; Attachment 7 – MOU/MOA between Applicant/Co-Applicant.

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Answer:

This project is currently in the planning and preliminary engineering stage. All projects have utilized site data and historical data to create a High Level Estimate (HLE) for each project area. No drafting for actual design has occurred and no permits have been filed. We have numerous utility contractors that work for us full time and a construction and engineering staff dedicated to the Campbell County area.

10. 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 the 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's cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 8 - Funding Sources Table; Attachment 9 – Documentation of Match Funding.

Answer:

Shentel is providing all of the matching funds. This application is for 75% contribution from VATI, and the rest of the costs will be entirely covered by Shentel.

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

Answer:

NA

12. Marketing: Describe the broadband adoption plan.

a. 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.

b. 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.

Shentel has a robust marketing mechanism with over a hundred years of telecommunications experience. We use a broad array of marketing strategies including physical mail, internet, TV, and door-to-door sales. Shentel and Campbell County have a strong working relationships and have together already been in communication with the residents in many of the proposed project areas.

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b.

Campbell County Public Library System (CCPLS) provides a range of digital literacy programs and services. For adults, we offer a menu of in-person technology classes, including basic computer and internet literacy, intro courses for popular software programs (such as Microsoft Word, Excel, and PowerPoint), and intro courses for common social media platforms (Facebook, Twitter, etc). Our “How to Delete Yourself from the Internet” dives into privacy concerns on the web and teaches patrons how to protect their personal information. For those that wish to take courses online, we subscribe to a service called Universal Class, which offers online, self-paced instructor facilitated courses, including the Google suite and computer programming. One-on-one assistance with a Librarian is available to the public by appointment for basically any technology, device, or digital literacy topic and is tailored to the individual patron’s needs. A flyer is attached that summarizes our offerings.

For children, we have offered an after-school program called Club Code Mode, where elementary students were taught basic coding skills. We also regularly incorporate Spheros in our monthly *Labrary* STEAM program. Spheros allow children to experiment with coding using a friendly app based user interface.

13. 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. Please attach any letters of support from stakeholders. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 10 – Letters of Support.

Answer:

- Jason Durrance, Supervisor of Outside Plant Engineering. Assigned to oversee the permitting and design of the build areas.
- Gary Marino, Manager of Construction. Assigned to oversee the construction and turn up of the build areas.
- Larry Hubbard, Manager of Outside Plant Engineering. Assigned to oversee project closeout.

14. 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 11 – Derivation of Costs; Attachment 12 - Documentation of Supporting Cost Estimates.

Answer:

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Arrington Drive	Total Project	Grant	Shentel
Estimated Permitting & Make Ready	-	-	-
Contract Engineering Labor	-	-	-
Materials Estimate	33,348.03	25,011.02	8,337.01
Construction Labor Estimate	99,378.64	74,533.98	24,844.66
Allocation Cost	13,272.67	9,954.50	3,318.17
Total Composite Estimate	145,999.34	109,499.50	36,499.84
Lawyers Rd.			
Estimated Permitting & Make Ready	100,000.00	75,000.00	25,000.00
Contract Engineering Labor	80,000.00	60,000.00	20,000.00
Materials Estimate	168,028.11	126,021.08	42,007.03
Construction Labor Estimate	327,776.46	245,832.34	81,944.11
Allocation Cost	67,580.46	50,685.34	16,895.11
Total Composite Estimate	743,385.03	557,538.76	185,846.25
London Terrace			
Estimated Permitting & Make Ready	-	-	-
Contract Engineering Labor	-	-	-
Materials Estimate	5,253.42	3,940.07	1,313.36
Construction Labor Estimate	36,601.39	27,451.04	9,150.35
Allocation Cost	7,533.87	5,650.40	1,883.47
Total Composite Estimate	49,388.68	37,041.51	12,347.18
Mansion Bridge			
Estimated Permitting & Make Ready	3,500.00	2,625.00	875.00

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Contract Engineering Labor	-	-	-
Materials Estimate	5,914.15	4,435.61	1,478.54
Construction Labor Estimate	27,589.09	20,691.82	6,897.27
Allocation Cost	6,660.58	4,995.44	1,665.15
Total Composite Estimate	43,663.82	32,747.87	10,915.96
Totals	Total	VATI	Shentel
Estimated Permitting & Make Ready	103,500.00	77,625.00	25,875.00
Contract Engineering Labor	80,000.00	60,000.00	20,000.00
Materials Estimate	212,543.71	159,407.78	53,135.94
Construction Labor Estimate	491,345.58	368,509.18	122,836.39
Allocation Cost	95,047.58	71,285.68	23,761.90
Total Composite Estimate	982,436.87	736,827.64	245,609.23
Construction (Materials & Labor)	703,889.29	527,916.96	175,972.33
Construction Related Soft Costs (Permitting & Engineering)	183,500.00	137,625.00	45,875.00
Contingencies	0	0	0
Other (Allocation Cost)	95,047.58	71,285.68	23,761.90
Totals	982,436.87	736,827.64	245,609.23

15. The cost benefit index is comprised of three factors: (i) state share for the total project cost, (ii) state cost per unit passed, and (iii) the internet speed. From these statistics, 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

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- b. Number of serviceable units
- c. Highest residential speed available in proposed project area

Answer:

- a.
The total VATI funding request for this project is \$736,826.50.
- b.
The number of serviceable units that will be reached is 227.
- c.
Shentel will build the proposed sites as an extension of its fiber footprint and will offer speeds of up to 1 Gbps, far in excess of the 25/3 broadband minimum set forth by the FCC.

16. Commonwealth Priorities

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

- a. How the proposed project fits into a larger plan to achieve universal broadband coverage for the locality. Explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage.
- b. 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.
- c. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.
- d. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

Answer:

- a.
The proposed project is part of Campbell County's long-term phased plan to expand broadband throughout the county. Campbell is pursuing both wireless and wireline services from multiple providers in order to reach the greatest number of unserved residents with the best service in the most efficient manner possible. Campbell County is working toward countywide broadband access. To accomplish this goal the County has formed a Broadband Authority. The County has partnered with SCS on a Tobacco Commission grant to extend service into a presently unserved area. The County also issued a Request for Proposals to work with private providers. Shentel and Riverstreet were both respondents to that RFP and the County has initiated partnerships with both. Riverstreet will provide an Engineering Study for county-wide fiber to the home. Campbell and Shentel are partnering to expand

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service into three targeted areas. This will include the VATI funded efforts requested herein. Most recently the Board of Supervisors has authorized a collaboration with B2X OnLine to expand wireless broadband into other unserved areas. This project is part and parcel of the County's overarching efforts to expand broadband access. Together these efforts will advance coverage offerings for citizens and businesses.

b.

The proposed build is an exclusively residential build, with no business or community anchor passings planned.

c.

There are no current unique partnerships involved in this project

17. Additional Information

17. Provide any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 13 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 14 – XXXXXXXX
- c. Attachment 15 – XXXXXXXX
- d. Attachment 16 – XXXXXXXX
- e. Attachment 17 – XXXXXXXX

Answer:

Attachment 14 - CCPLS Tech Manual

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap814202044011.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm814202044027.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlan814202044038.pdf

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

Attachment7Mou814202044047.docx

Funding Sources Table

Attachment8FundingSourcesTable814202044100.docx

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts814202044123.xlsx

Two most recent Form 477 submitted to FCC

Attachment13CampbellCounty477Maps814202044149.pdf

Optional

Attachment14CCPLSTechMenu814202044204.pdf

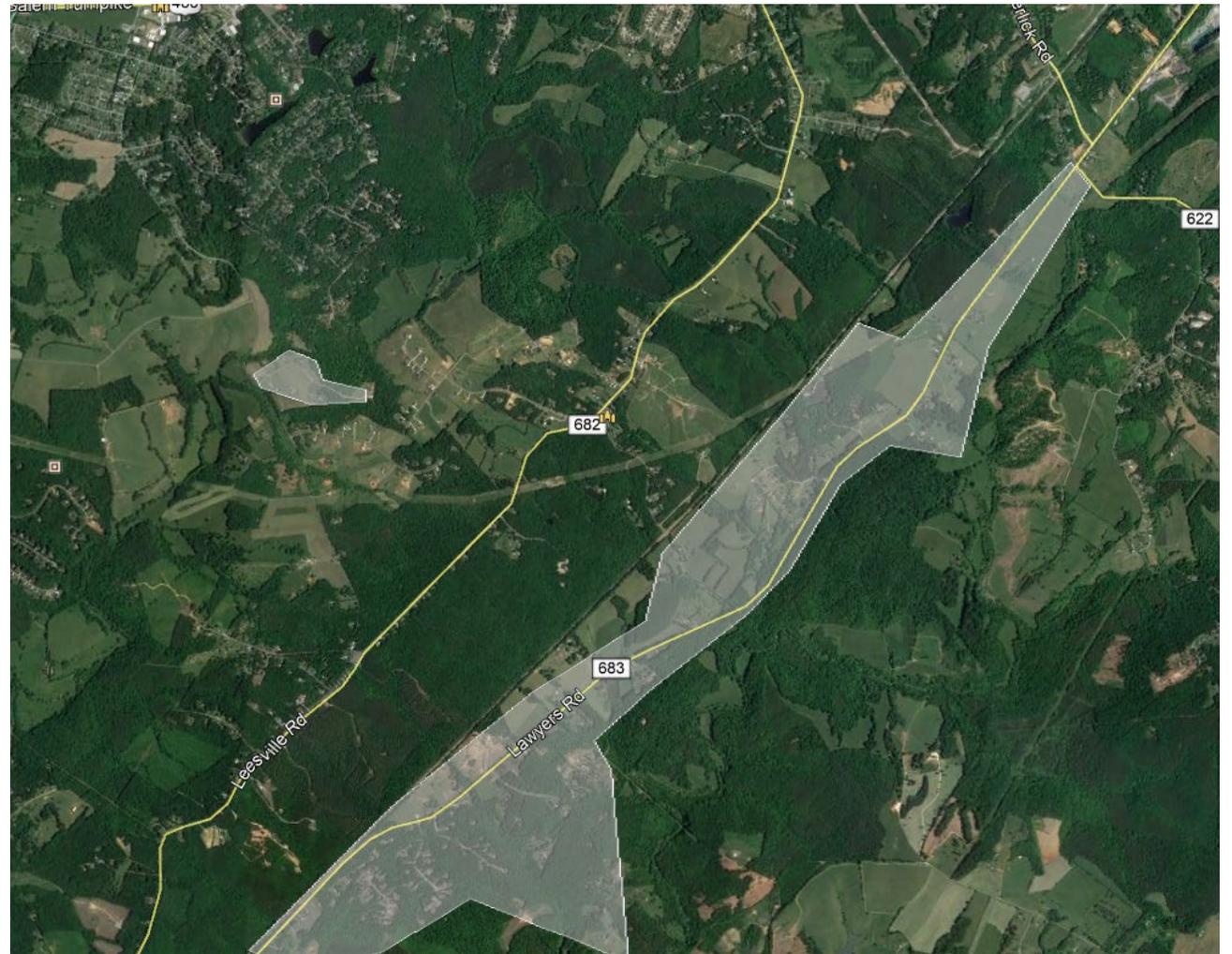
Arrington Dr.
Evington, Va.
Campbell Co

- 49 Homes and 20 Lots
- GPS 37.231310 -79.221796
- Build model is Coax.
- Footage is 14,329' of buried facilities.
- HLE cost to build is \$146,000
- HLE Cost per home is \$2,979



Lawyers Rd.
Evington, Va.
Campbell Co

- 146 Homes
- GPS 37.273030° -79.229886°
- Build model is RFoG.
- Footage is 50,000' of aerial and 10,000' of buried facilities.
- HLE cost to build is \$743,385
- HLE Cost per home is \$5,091



London Terrace
Evington, Va.
Campbell Co

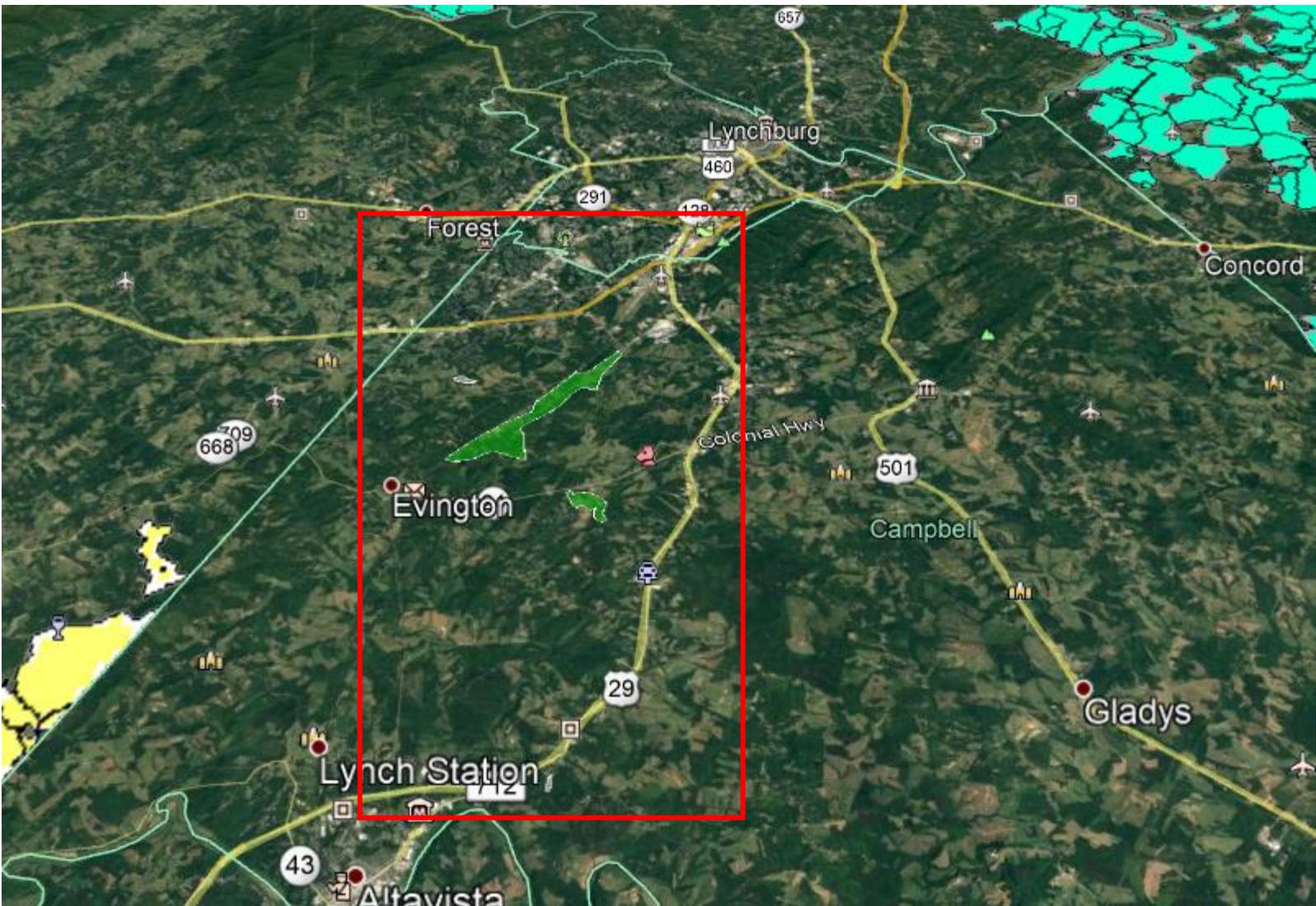
- 5 Homes
- GPS 37.282711° -79.268095°
- Build model is Coax.
- Footage is 2,667'' of buried facilities.
- HLE cost to build is \$49,388
- HLE Cost per home is \$9,877



Mansion Bridge Rd
Altavista, Va.
Campbell County

- 7 Homes
- GPS 37.138917° -79.232320°
- Build model is Coax.
- Footage is 386' of buried facilities.
- HLE cost to build is \$43,663
- HLE Cost per home is \$6,237

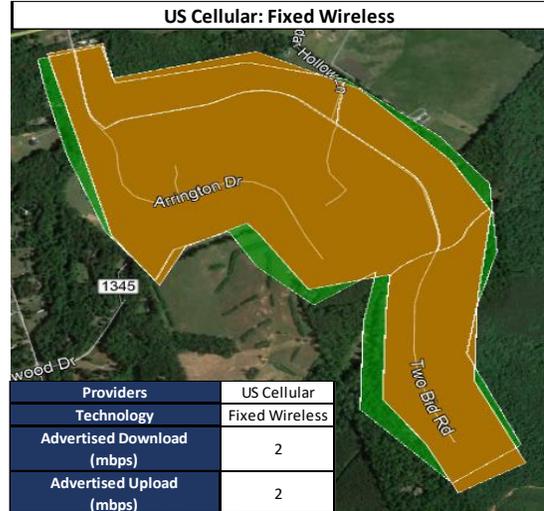
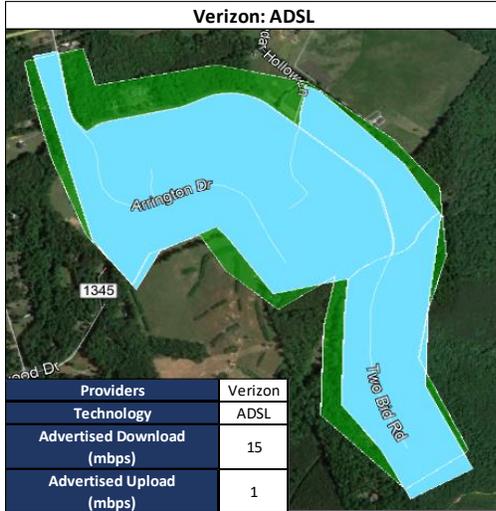




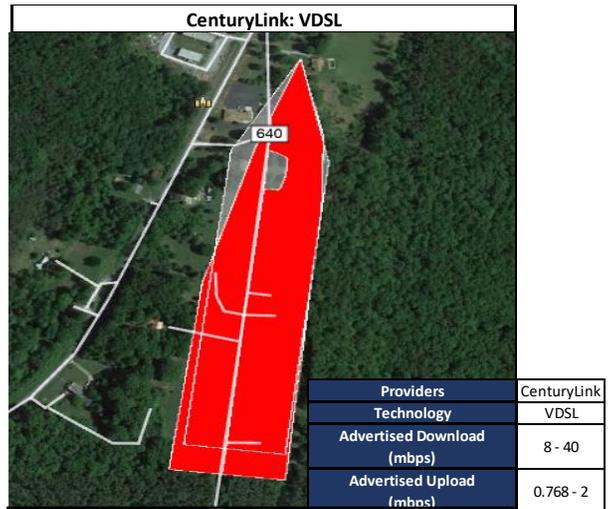
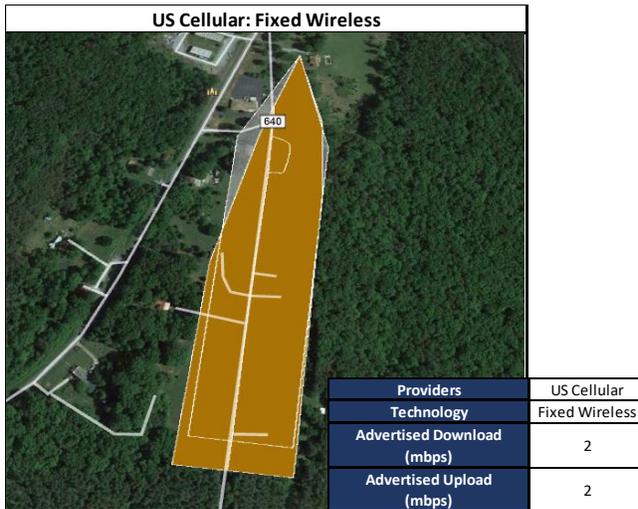
Shentel's proposed project areas all fall into the red rectangle of the above map. The highlighted areas to the northeast and southwest are the areas that received CAF II funding. None of Shentel's proposed project areas received CAF II funding.

Campbell County 477 Maps

Arrington Dr

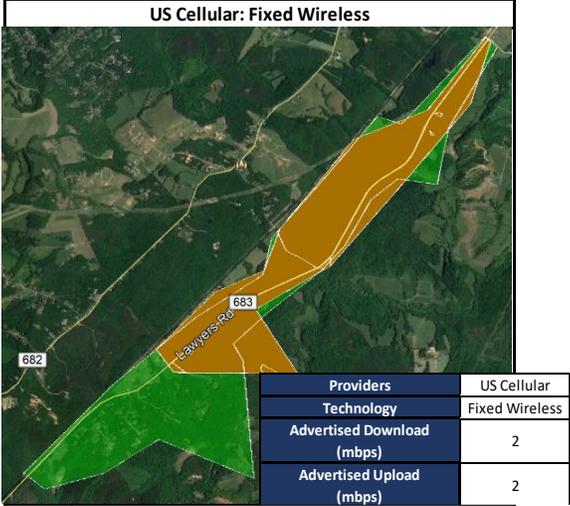
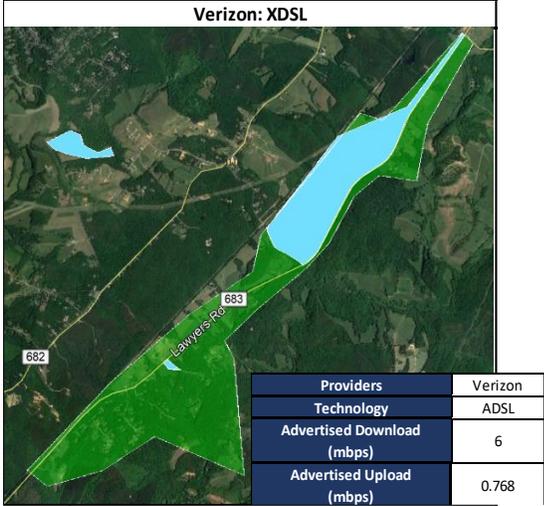


Mansion Bridge

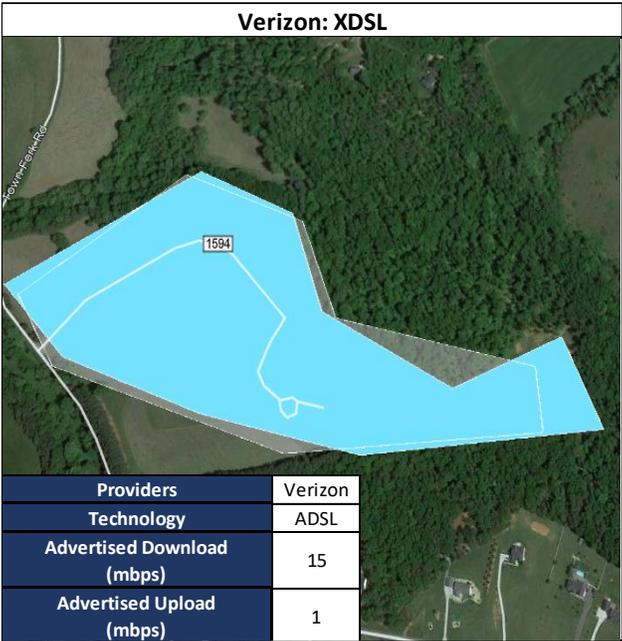


Despite advertised speeds up to 40/2, door-to-door surveys indicates that no residents experience even 25/3 speeds.

Lawyers Rd



London Terrace



Door-to-Door Survey Results

As noted in the application document, even in the rare case that a provider advertises 25/3 or greater in the proposed project areas, the actual experience of their customers reveals that those advertised speeds are not being received.

Campbell	
Lawyers Rd	One resident indicated access to InfinaSky, which advertised 25/3, but could not deliver those speeds in nearly every case*
Arrington Dr	No 25/3 available
Mansion Bridge	No 25/3 available
London Terrace	No 25/3 available
* Infinasky was not found in 477 data	

<i>Location</i>	<i>Serviceable Units</i>
Arrington Dr.	69
Lawyers Rd	146
London Terrace	5
Mansion Bridge Rd	7

<i>Subtotals</i>	227
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Campbell County

Virginia

Office of the County Administrator

Frank J. Rogers

P.O. Box 100, Rustburg, VA 24588

administration@campbellcountyva.gov

Phone: 434-332-9525; 592-9525; 283-9525

Fax: 434-332-9617

August 17, 2020

RE: Attachment 5 – Propagation Map Wireless Project

To Whom It May Concern:

The Campbell County VATI request is not a wireless project. Attachment 5 is not applicable. However, attached is the map of the project area.

Sincerely,

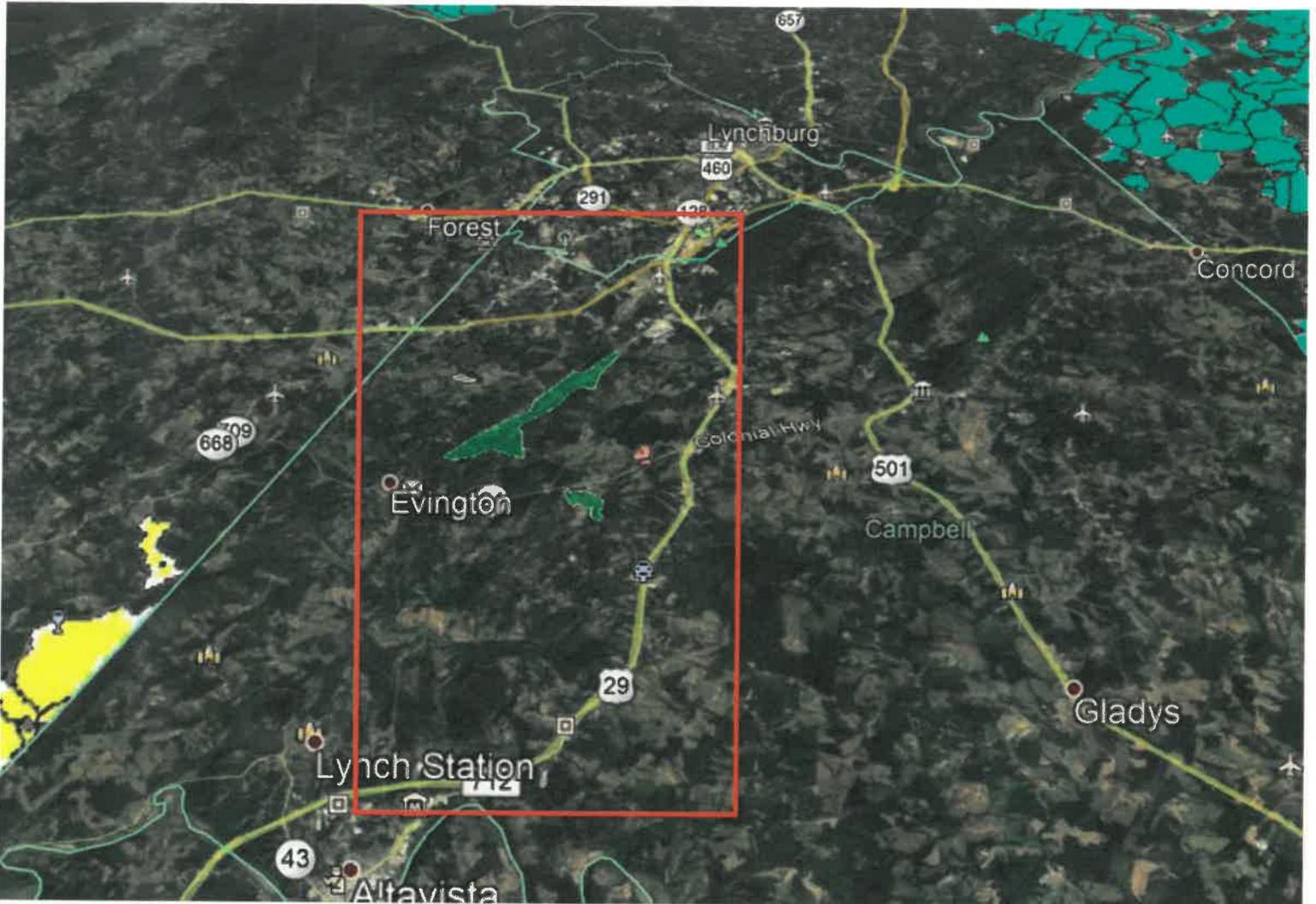


Frank Rogers
County Administrator

Governing with Vision

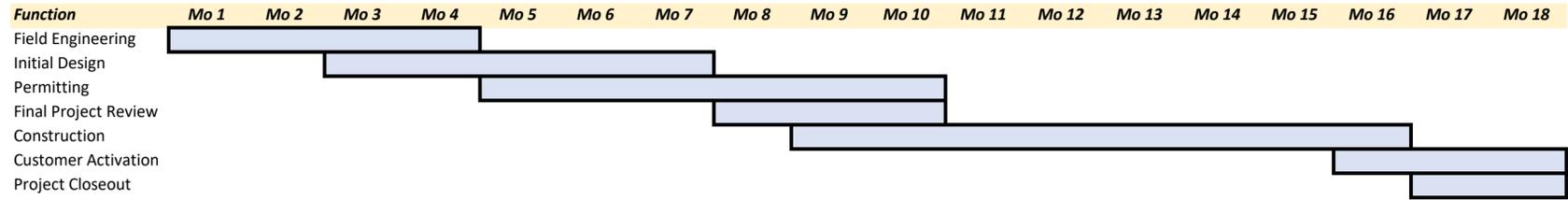
to be the most collaborative, professional, value-driven locality in Virginia

www.campbellcountyva.gov



Shentel's proposed project areas all fall into the red rectangle of the above map. The highlighted areas to the northeast and southwest are the areas that received CAF II funding. None of Shentel's proposed project areas received CAF II funding.

12 Month Structure



**Agreement between Shenandoah Telecommunications Company
("Shentel") and Campbell County regarding VATI Funding**

On {DATE}, the Virginia Department of Housing and Community Development ("DHCD") announced that it had offered CAMPBELL COUNTY (the "Grantee") a total of {AMOUNT} in funding under the Virginia Telecommunication Initiative (VATI) program in response to the joint application of the County and SHENTEL. Pursuant to the program guidelines and statutory authority, the primary objective of the VATI is to provide financial assistance to supplement construction costs by private sector broadband providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider.

The grant agreement, between DHCD and Campbell County (the "DHCD Agreement") will impose certain responsibilities on the Grantee in accepting the VATI grant. As anticipated in the joint application for funding submitted by Campbell County and Shentel, the parties wish to outline the roles of each party now that the grant has been awarded. **Accordingly, the parties now hereby agree as follows:**

SHENTEL shall perform all work described in the DHCD Agreement and {GRANT CONTRACT NUMBER}. Terms and Conditions (both of which are attached hereto and incorporated herein by reference), the submitted application, project management schedule and budget. Specifically, SHENTEL shall complete all Grant Activities described in the DHCD Contract Documents (including but not limited to serve seven (7) specific areas of the County for a total of 363 homes and at least 43 lots in Campbell County, with high speed Internet services as described in the grant application, on or before October 1, 2022. SHENTEL shall indemnify, defend and hold the County harmless for any failure(s) (a) to complete any Grant Activities described in the DHCD Contract Documents on or before October 1, 2022 and/or (b) to achieve any project Outcomes by {Date of Construction Conclusion Per Contract}, SHENTEL will provide information of subscribers and speed package selected, as well as speed validation data to ensure that the proposed Outcomes have been met and broadband speeds meet VATI criteria. Additionally, SHENTEL will provide monthly progress reports to Campbell County. SHENTEL will submit a {number of invoices if predetermined} invoice for payment upon completion of the work. No VATI funds shall be distributed unless and until (a) SHENTEL has submitted all requested documents and (b) the County has verified that pre-construction and/or construction work has been completed or equipment has been ordered and received.

In their application, the parties estimated that 363 serviceable units will have access to the required broadband speeds. CAMPBELL COUNTY and SHENTEL will exercise due diligence and best efforts on community outreach and marketing the availability of service, which is the intent of the program. The parties understand, however, that the actual number of customers who choose to subscribe is beyond the parties' control. The parties also understand that the intent of the Department of Housing and Community Development is that the parties exercise due diligence and best efforts and that no funds will be returned to the Commonwealth nor retained by CAMPBELL COUNTY so long as the parties exercise due diligence and best efforts to reach the program goals.

SHENTEL AND CAMPBELL COUNTY:

By: _____
{Local Signatory, Title}

By: _____
{Provider Signatory, Title}

Date: _____

Date: _____

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	\$ 736,827.64	75%	Pending
Private Match	\$245,609.23	25%	COMMITTED/SHENTEL
	\$		
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 982,436.87	100 %	



Shentel is prepared to provide all necessary match funding for this grant application. All VATI grant projects will be accounted for in the annual budget and funded to the necessary level. Furthermore, Shentel is committed to the proposed projects and has more than adequate financial backing to support their completion.



ITEM 6. SELECTED FINANCIAL DATA

The following table sets forth selected consolidated financial data for the years presented and at the dates indicated below. Our historical results are not necessarily indicative of our results in any future periods. The summary of our consolidated financial data set forth below should be read together with our consolidated financial statements and related notes, as well as the sections entitled "Management's Discussion and Analysis of Financial Condition and Results of Operations," included elsewhere in this Annual Report on Form 10-K.

<i>(in thousands, except share and per share amounts)</i>	Years Ended December 31,				
	2019	2018	2017	2016	2015
Revenue	\$ 633,906	\$ 630,854	\$ 611,991	\$ 535,288	\$ 342,485
Operating expenses	536,860	537,608	565,481	512,762	268,399
Operating income	97,046	93,246	46,510	22,526	74,086
Interest expense	29,468	34,847	38,237	25,102	7,355
Income tax expense (benefit)	16,104	15,517	(53,133)	2,840	27,726
Net income (loss)	54,935	46,595	66,390	(895)	40,864

Shareholder Information:

Shares outstanding	49,670,603	49,630,119	49,327,671	48,934,708	48,475,132
Earnings (loss) per share - basic	\$ 1.10	\$ 0.94	\$ 1.35	\$ (0.02)	\$ 0.84
Earnings (loss) per share - diluted	\$ 1.10	\$ 0.93	\$ 1.33	\$ (0.02)	0.83
Cash dividends per share	\$ 0.29	\$ 0.27	\$ 0.26	\$ 0.25	\$ 0.24

	Years Ended December 31,				
	2019	2018	2017	2016	2015
Cash and cash equivalents	\$ 101,651	\$ 85,086	\$ 78,585	\$ 36,193	\$ 76,812
Accounts receivable	63,541	54,407	54,184	69,789	29,778
Operating lease right-of-use assets	392,589	—	—	—	—
Property, plant and equipment, net	700,114	701,359	686,327	698,122	410,018
Deferred charges and other assets	53,352	49,891	13,690	14,756	11,504
Total assets	1,860,691	1,484,766	1,411,860	1,484,407	627,151
Total debt - including current maturities	720,114	770,242	821,958	829,265	199,661
Operating lease liabilities	395,006	—	—	—	—
Total liabilities	1,391,269	1,042,519	1,061,638	1,188,513	337,213
Total Shareholders' equity	469,422	442,247	350,222	295,894	289,938

Campbell County

Virginia

Office of the County Administrator

Frank J. Rogers

P.O. Box 100, Rustburg, VA 24588

administration@campbellcountyva.gov

Phone: 434-332-9525; 592-9525; 283-9525

Fax: 434-332-9617

August 17, 2020

RE: Letters of Support – 2020 VATI Grant Application

To Whom It May Concern:

Campbell County is partnering with Shentel on the submission of a VATI grant application. This project calls for critically needed broadband expansion into several areas of the County. Both the Campbell County Board of Supervisors and the corporate officers of Shentel have authorized this submission. In addition, the Campbell County Broadband Authority endorsed the proposal at their May 5, 2020 meeting.

Individual letters of support have not been requested from independent parties. However, much of the impetus for the request is from individual contacts from numerous residents in the proposed project areas.

Sincerely,



Frank Rogers
County Administrator

Governing with Vision

to be the most collaborative, professional, value-driven locality in Virginia

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CDBG Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate	Date
EXAMPLE					
Construction					
200 LF of fiber @\$150/LF	\$30,000	\$15,000	\$15,000	Company A	9/5/2016
Tower	\$100,000	\$80,000	\$20,000	Company B	9/5/2016
Engineering	\$20,000	\$0	\$20,000	ABC Engineering Firm	9/5/2016

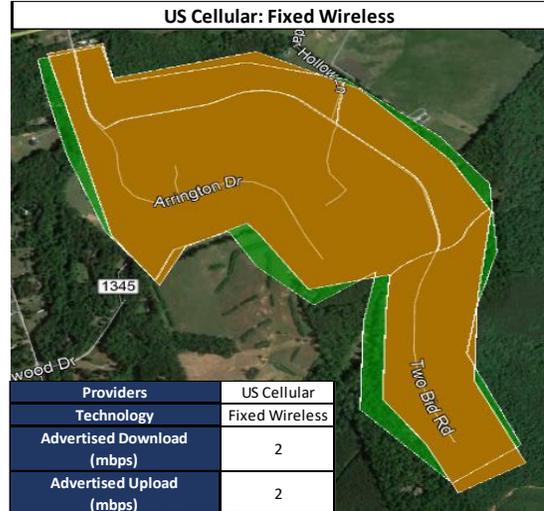
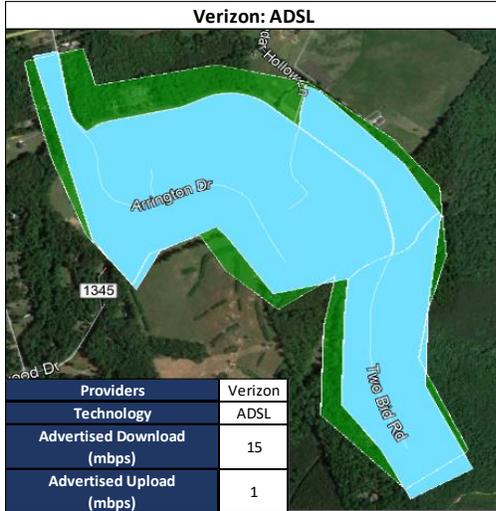
Product	Total	VATI	Non-VATI	Source of Estimate	Date
Estimated Permitting and Make Ready	\$ 103,500	\$ 77,625	\$ 25,875	Shentel	8/13/2020
Contract Engineering Labor	\$ 80,000	\$ 60,000	\$ 20,000	Shentel	8/13/2020
Materials Estimate	\$ 212,544	\$ 159,408	\$ 53,136	Shentel	8/13/2020
Construction Labor Estimate	\$ 491,346	\$ 368,509	\$ 122,836	Shentel	8/13/2020
Allocation Cost	\$ 95,048	\$ 71,286	\$ 23,762	Shentel	8/13/2020
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		



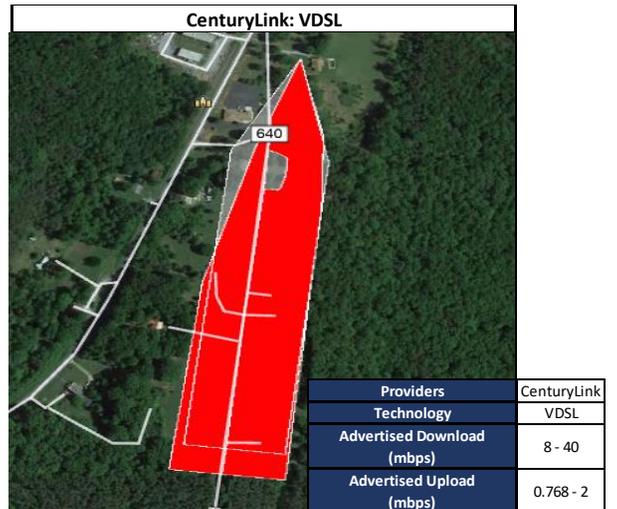
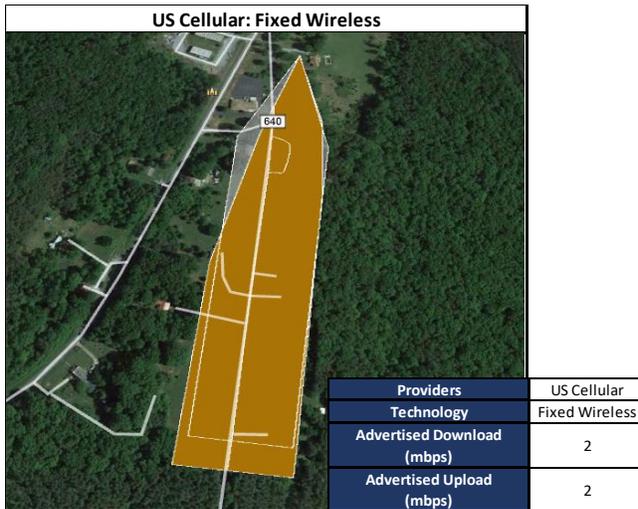
Shentel cost estimates for the proposed project areas were constructed utilizing data collected from the field as well as various tools including google earth and GIS. We take that data, which includes the footages, expected installation methods, and field notes and turn that into an estimate using historical data for other projects in the area to calculate labor, material, and make-ready fees. All of this put together gives us an estimate for a completed project.

Campbell County 477 Maps

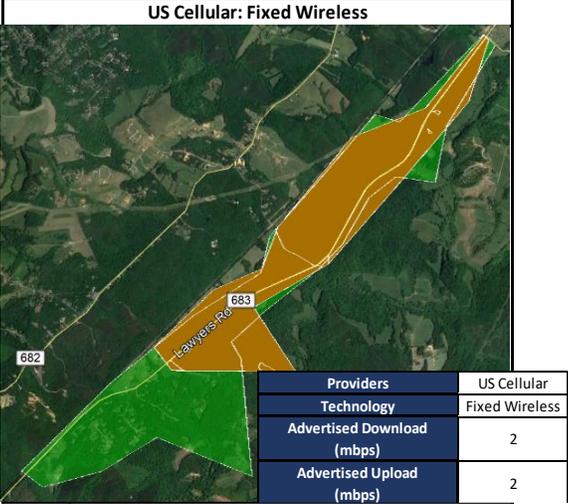
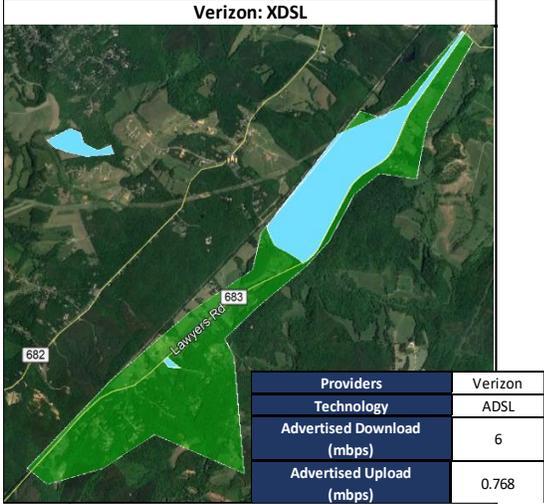
Arrington Dr



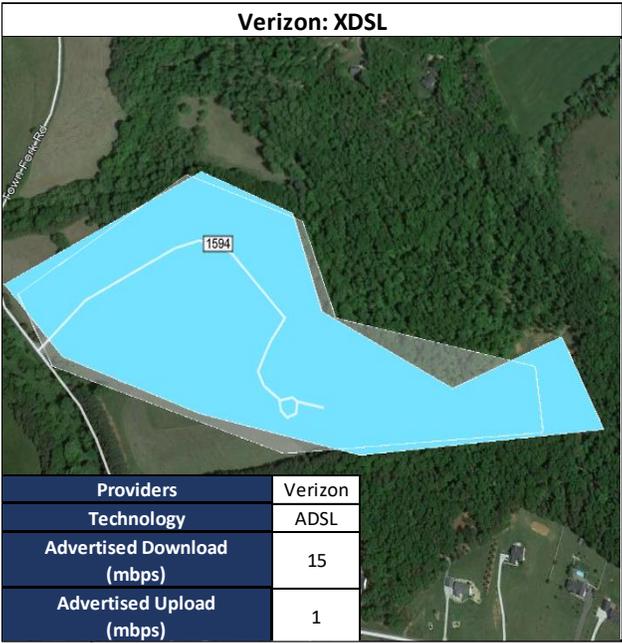
Mansion Bridge



Lawyers Rd



London Terrace



CONTACT US

Campbell County Public Library (Main Branch)

684 Village Hwy
Rustburg, VA 24588
rb@co.campbell.va.us
(434) 332-9560

Patrick Henry Memorial Library

204 Lynchburg Ave
Brookneal, VA 24528
phml@co.campbell.va.us
(434) 376-3363

Staunton River Memorial Library

500 Washington St
Altavista, VA 24517
srml@co.campbell.va.us
(434) 369-5140

Timbrook Library

18891 Leesville Rd
Lynchburg, VA 24501
tbl@co.campbell.va.us
(434) 592-9551

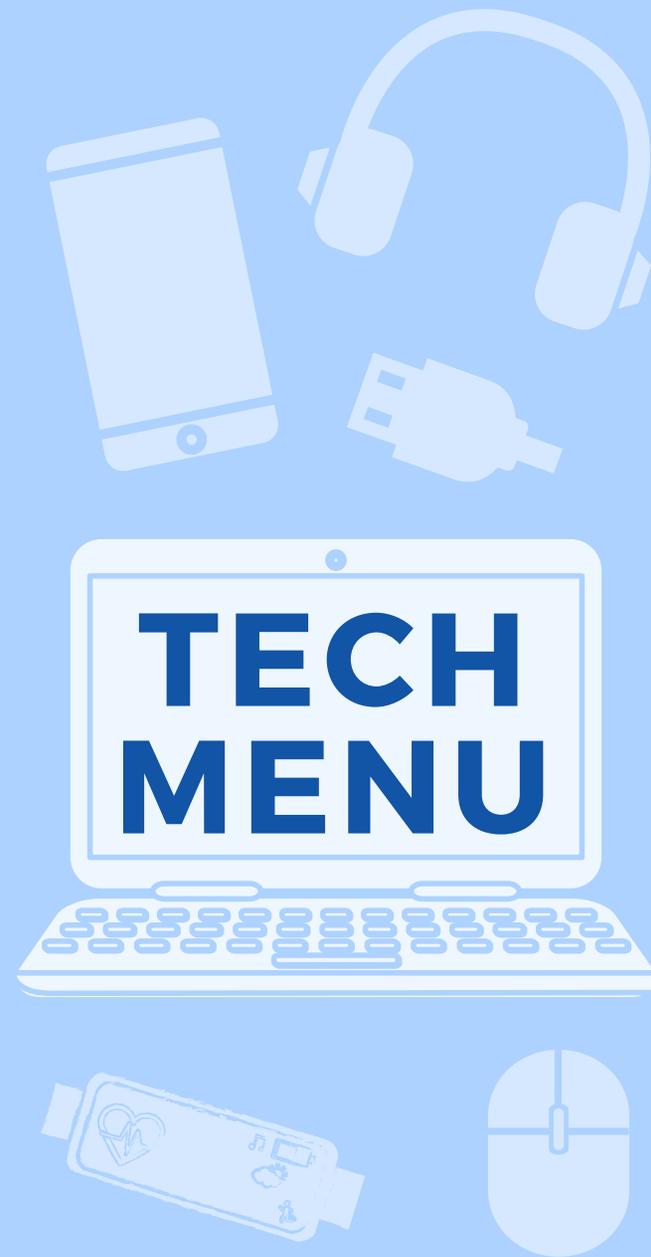
BOOK A CLASS

Book your free course today!

<https://tinyurl.com/CCPLS-TechClasses>



PO Box 310
Rustburg, VA 24588



Campbell County Public Library System

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TECH CLASSES OFFERED

TECH 101

No computer experience required! These courses are intended to be taken in order, so you can build upon your skills.

Intro to Computers:

What is a computer? Learn about types of computers and their hardware and software.

Navigating the Computer:

What is an operating system? Discover information about programs, files, and folders, and practice navigating a Windows system.

Navigating the Internet:

What is the Internet? How does it work? Figure out how to connect to the Internet, learn what you can do online, and how to use a web browser. Email is also covered.

Tech 101:

In a single two-hour class, learn Intro to Computers, Navigating the Computer, and Navigating the Internet.

TECH 201

Some technology experience is required for these courses, as they involve topics covered in Tech 101. These concepts will be explained in full. Questions are welcome!

Managing Digital Files/Photos:

This course covers basic file organization, deleting photos from a digital camera, and uploading files to an online storage site or cloud-based service. (1 hr)

Intro to Google Drive:

Understand Drive and how you can use it to your advantage. Includes a brief overview of Docs, Sheets, and Slides. (1.5 hrs)

Deleting Yourself From the Internet:

Learn best practices for getting your personal information out of the public eye. (0.5 hr presentation, 1-on-1 help)

Intro courses for...

- Microsoft Word / Google Docs (1 hr)
- Microsoft Excel / Google Sheets (1 hr)
- Microsoft Powerpoint / Google Slides (1 hr)
- Graphic Design on a Dime (1.5 hr)

INTRO TO...

All of these courses are available through one of our library databases. Go to www.campbellcountylibraries.org/learn to browse or ask us for help!

- **Computer basic, typing practice**
- **Windows and Mac systems**
- **How to use certain software (ex. Microsoft Excel, Adobe Photoshop, QuickBooks)**
- **Basics in photography and electronics**
- **How to use sites like eBay**
- **Google products**
- **Programming and website languages (HTML, CSS, etc.)**

1-ON-1 HELP

You can schedule a 1-hour appointment with your librarian! Schedule in advance so you have dedicated training based on your needs. Topics include:

- **Device help (smartphones, tablets, e-readers)**
- **Help with our online resources**
- **Creating a resume**
- **Learning how to fill out job applications**
- **Job interview simulations**
- **Reference/genealogy questions**