

Application to DHCD Submitted through CAMS

Dickenson County Board of Supervisors

DCIDA_Pound River Broadband_2021

Application ID: 75708112020093621
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2021
Organization Name: Dickenson County Board of Supervisors
Organization Address: 818 Happy Valley Drive, Admin Suite
Clintwood, VA 24228
Profile Manager Name: Karen Fuller
Profile Manager Phone: (276) 926-1676
Profile Manager Email: kfuller@dickensonva.org

Project Name: DCIDA_Pound River Broadband_2021
Project Contact Name: Mitzi Sykes
Project Contact Phone: (276) 393-0210
Project Contact Email: msykes@dickensonva.org
Project Location: 3457 Brush Creek Rd.
Clintwood, VA 24228-2200
Project Service Area: Dickenson County, Clintwood Town, Haysi Town

Total Requested Amount: \$1,251,528.50

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$1,251,528.50	\$1,251,528.50	\$2,503,057.00
Construction	\$1,025,594.00	\$1,025,594.00	\$2,051,188.00
Construction Related Soft Costs	\$117,500.00	\$117,500.00	\$235,000.00
Contingencies	\$108,434.50	\$108,434.50	\$216,869.00
Total:	\$1,251,528.50	\$1,251,528.50	\$2,503,057.00

Budget Narrative:

This project has a total estimated project cost of \$2,503,057.00. The project cost was developed by Thompson & Litton, Inc. (T&L). The project funding breakdown is as follows: 20% Hillcom - \$500,511.50 30% VA Coalfield Economic Development Authority (VCEDA) - \$750,917.00 50% VATI - \$1,251,528.50 There are approximately 373 potential customers within the proposed service area. Assuming a take rate of 75% brings the potential customer count to 280. The total cost per connection for this project is \$8,939.49 per connection. The cost per connection for VATI portion alone (assuming 280 customers) is \$4,469.74. This project will benefit the Point Broadband CAFII funded service areas by providing a fiber optic backbone to serve the CAFII areas. When factoring in the benefit to the CAFII areas and the synergy created between the two project areas, the cost per connection is driven down dramatically. The completion of this project and the Point Broadband CAFII project will ensure that all residents in the northern portion of Dickenson County have quality, high-speed internet service. This broadband service is desperately needed now more than ever due to the COVID-19 pandemic. Although this project won't have an immediate impact on the students in the area, it will ensure that students will have the broadband they need in the future. This project will also allow remote working and telemedicine. These are things that were considered a luxury just a few short months ago. Now, being able to work from home and seeing the doctor remotely are necessities.

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:

Thompson & Litton, Inc is currently working on a Comprehensive Broadband Assessment of Dickenson County for the Dickenson County IDA. As part of this assessment, an immediate task was to find areas that were eligible for various funding opportunities. The Pound River Broadband project area immediately rose to the top of the list. The entire project area is unserved with the exception of a few homes that are able to get fixed wireless service from Hillcom. Point Broadband (through an application by Sunset Digital Communication) has received Connect America Funds II (CAFII) funding for areas that the FCC broadband map identified as unserved. To date, Point Broadband has not started work on their project. This project will help spur the CAFII project areas by providing a

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middle-mile backbone that will provide access to the CAFII areas.

A through field review of the project area was conducted. The location where Comcast service ends has been identified on the detail portion of the Project Area Map.

As shown on the attached Project Area Map, this project covers portions of the northern portion of Dickenson County. More specifically, the project covers portions of the following roads: Rte. 624, Rte. 631, Rte. 713, Rte. 630, Rte. 706, Rte. 622, Rte. 621, Rte. 729, Rte. 620, Rte. 611, Rte. 754, Rte. 742, Rte. 840, Rte. 619, Rte. 744, Rte. 843, Rte. 695, Rte. 647, Rte. 701, Rte. 850, Rte. 770 including other public and private roads.

The project generally covers the following communities: Camp Creek, Pound River, Osborne Gap, Cutter Creek, Pound River, Pine Creek, Brush Creek, Bear Pen, South of the Mountain, Ramey Flats and Skeetrock.

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:

While the FCC Broadband Map and the CIT VA Broadband Availability map shows the majority of this area as served, it has been determined that this area is in-fact unserved. The majority of the residents/businesses in this project area use satellite service or mobile wireless where there is signal. The following is a list of non-satellite providers that currently offer service within the project area along with typical download/upload speeds:

Verizon Wireless - 6 Mbps / 1 Mbps (limited availability)

Hillcom (Fixed Wireless) - 25 Mbps / 10 Mbps (limited availability)

The speeds above are based on a recent Internet survey & speed test. The results of this test for this particular service area can be found on the attached map & table labeled Attachment 3 – Documentation Unserved Area VATI Criteria.

A thorough field review of the poles in the project area confirmed that a cable TV provider does not serve the area.

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:

Point Broadband (through an application by Sunset Digital Communication) has a few Connect America Funds II (CAFII) award areas adjacent to this proposed project. None of the identified service areas for this project include any of the CAFII award areas. The attached map labeled "Attachment 2 - Documentation on Federal Funding Area" clearly delineates the CAFII areas and the areas served by this project. The CAFII areas are shown in

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BLUE.

The difficulty in serving this part of Dickenson County is the total lack of any middle-mile fiber to feed a last-mile project. Should this project be funded, the middle-mile portion can be utilized by Point Broadband to serve their CAFII areas. Recent conversations with Joe Puckett or Point Broadband solidified this arrangement. This will ultimately allow Point Broadband to extend their network into portions of Wise County due to the savings of not needing to construct extensive middle-mile infrastructure.

There are no Rural Digital Opportunity Fund (RDOF) eligible census block groups within the proposed project area.

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:

In addition to the through field review of the project area, Thompson & Litton is in the process of conducting an internet survey / speed test for the entire county. Through August 9th, 2020 a total of 663 surveys had been completed. Of these, 37 are within the designated project area. These test confirm the lack of quality broadband service in the area. While some folks are able to utilize mobile or fixed wireless, the majority of the area is devoid of anything that could be considered a reliable internet connection. This data is provided as Attachment 3 - Documentation of Unserved Area VATI Criteria.

Here is a link to the internet survey / speed test..... <http://www.dickensonva.org/survey>

Hillcom has approximately 60 existing fixed wireless customers in both this project area and the Point Broadband CAFII areas. The location of these existing fixed wireless customers have not been pinpointed, but assuming that half are in the CAFII areas and the other half are in this proposed project area, this yields 30 of the 373 potential customers are served with a minimum of 25/3 service by Hillcom. This is roughly 8%. The existing Hillcom fixed wireless customers in this project area will be converted to FTTH customers through this project.

There are no other service overlaps with current providers.

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.
 - 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:

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The number of total passings was determined by the field review as well as an analysis of Google Earth. Care was taken to avoid counting structures such as garages, storage buildings & barns. A total of 373 potential customers (passings) have been identified. These potential customers break down as follows:

TOTAL (speeds below 10/1)

Residential - 362 (332)

Business (Non-home based) - 3 (0)

Non-Residential (Churches, recreational & utility) - 8 (0)

Community Anchors - 0

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:

This project is considered a Fiber to the Premise (FTTP) project. There are two points of connection to existing fiber. However, unless a substantial middle-mile fiber backbone was constructed through ineligible areas (served by Comcast), the best way to provide redundancy is through a microwave backhaul. This microwave backhaul will be achieved through infrastructure already owned by Hillcom. The source point is located on water tank owned by the John Flanagan Water Authority. Scott County Telephone Cooperative is currently installing fiber to the water tank. The exact receiver location within the project area is to be determined, but is presumed to be located on property owned by an existing fixed wireless customer.

All wireless infrastructure is currently or will be owned by Hillcom.

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:

This project will be a fiber to the premise (FTTP) project. The following is the proposed service tiers and pricing for shared bandwidth. There will be no data caps.

24 Mbps / 3 Mbps - \$70.00/month (only eligible for qualified low income families)

50 Mbps / 5 Mbps - \$100.00/month

50 Mbps / 10 Mbps - \$125.00/month

100 Mbps / 50 Mbps - \$150.00/month

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The following is the proposed service tiers and pricing for dedicated bandwidth. There will be no data caps.

100 Mbps / 100 Mbps - \$200/month

250 Mbps / 250 Mbps - \$300/month

500 Mbps / 500 Mbps - \$400/month

1 Gbps / 1 Gbps - \$500/month

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:

Hillcom proposes to build a FTTP (Fiber to the Premise) network within the project area. The network will be deployed using industry standard GPON technology. Each PON has a bandwidth capacity of 2.488 Gbps upstream and 1.244 Gbps downstream. The PON operates at wavelengths of 1490 nm TX and 1310 nm RX. The PONs will be split using either a 16 or 32 way optical splitter. The capacity of the splits will be determined based on the number of customers and bandwidth requirements of each PON. Each customer will be provided initially with 50 Mbps/5 Mbps broadband service. The network will have the capability to provide 1 Gbps service to any customer requiring that level of service. A 2 Gbps backbone connection is proposed for this network.

Hillcom plans to provide Voice and Video services via the network. These services will be provided by reselling third party provider's services.

For the microwave backhaul, a line of sight analysis is attached as Attachment 5 – Propagation Map Wireless Project

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:

The project has proceed beyond the preliminary design stage. All pole routes have been identified. AEP pole will be utilized where ever possible. Upon notice of award, joint-use & make-ready work will begin immediately as well as any permitting or easement work. During the pole review stage by AEP, the precise locations of the electronic cabinets will be determined and equipment will be ordered. Once the joint-use pole applications are finalized and equipment has been delivered, work will begin. Hillcom will utilize their own construction crews and will outsource additional construction crews to ensure project completion within 18 months. Homes & businesses will be connected as soon as possible. It is anticipated that the first connections can be made approximately 6 months after construction begins.

A project Gantt chart is included as Attachment 6 – Timeline/Project Management Plan

An agreement between the DCIDA and Hillcom has been drafted. An executed Letter of Intent outlining the general terms of the agreement and the draft agreement is included as Attachment 7 – LOI/Draft Agreement IDA/Hillcom

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:

The DCIDA is committed to expanding the economic growth of Dickenson County. Dickenson County is fortunate to have Hillcom headquartered in Haysi, VA. This project has both direct and indirect economic impacts. Indirect economic impact will come from having expanded ares in the county that have quality broadband. The direct economic impact is from the growth of Hillcom. In addition to adding several employees because of this project, Hillcom will also be utilizing and adding to their sister company, Hill Construction. Hillcom has committed to providing 20% of the project cost. A pre-qualification credit letter is provided documenting the funds are available if the project is fully funded.

The economic impact of this project allows the DCIDA to utilize it's VA Economic Development Authority (VCEDA) money. A letter indicating that this money is available for this project is provide. The formal process of VCEDA request is in process. Dickenson County has ample funds in it's VCEDA account to provide the indicated 30% match.

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

Answer:

As discussed above, this project is unique in that it is eligible to leverage grant dollars from the County's VCEDA funds. The use of these funds are only eligible because of the economic impact of this project. Were these funds not available, the VATI portion of the request would have been for 80%. We understand that this would have made

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the VATI award much less likely.

This project would provide Point Broadband with a fiber optic backbone to serve their CAFII awarded areas. Even with the CAFII funds, building the adequate infrastructure for these areas would be nearly cost prohibitive. By not having to construct their own middle-mile fiber, Point Broadband's direct capital expense will be reduced. This will allow their funds to be utilized in other parts of the county or region.

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:

As the fiber optic backbone is being constructed, door hangers/mailers will be provided to the potential customers detailing the service offerings and the associated costs. In addition, social media will be utilized to help get the word out. Because of the desperate need for internet service in this area, it is anticipated that the take rate could be near 90%. However, for the purpose of this application and for revenue projections, the take-rate is assumed to be 75%.

Due to the COVID-19 pandemic, the Dickenson County School System will implement a 2/3 classroom/virtual learning schedule beginning on August 24th. Students will be in the class room 2 days per week and will be remote learning for 3 days. Each student K-12 will be provided a Chromebook for their education. Parents & guardians are getting a crash-course in computer/broadband literacy. There isn't a doubt that the customers in this project area will be utilizing broadband. If it were available today, folks would be using it.

Telemedicine is also becoming more prevalent due to the COVID-19 pandemic. Unfortunately, citizens with poor broadband must continue to travel many miles to see their doctor and for specialty care.

The DCIDA and Hillcom will facilitate computer/broadband literacy courses on an as-needed basis.

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:

Mitzi Sykes - DCIDA Director

David Moore, County Administrator

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C. Bud Phillips - County Attorney

Freddie Mullins DCIDA Attorney

Brandon Hill - Hillcom President

Kenny Hill - Hillcom Vice-President/Project Manager

Melba Hill - Hillcom Secretary/Treasurer

Bobby Perrigan - Hillcom Technician

Larry Edwards - Hillcom IT Technician

John Rasnick - Hillcom Technician

Eric Price - Thompson & Litton Engineer

Craig Murphy - Thompson & Litton Engineer

The DCIDA has many years of managing and administrating grants. Most recently, the DCIDA and Hillcom completed a small broadband project. The Honey Camp wireless project consisted of a new tower to serve the Honey Camp community of Dickenson County. This project provided quality broadband service to an area that only had satellite service. This project was funded by the VA Tobacco Fund. The match for the project came through a loan to Hillcom from the DCIDA.

Letters of Support are attached as Attachment 10

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:

Thompson & Litton, Inc. (T&L) is a civil engineering firm with multiple office in Virginia, Tennessee and West Virginia. T&L has designed many broadband projects in VA & WV. The project costs estimates included in Attachment 11 - Derivation of Costs have been developed by Thompson & Litton.

Attachment 12 - Documentation of Supporting Cost Estimates is a dynamic cost estimating tool developed by T&L to estimate fiber optic construction costs. At the time of this application, Hillcom had solicited vendor quotes for material/equipment, but had not received anything.

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

Answer:

A. Total VATI funding Request = \$1,251,528.50

B. Number of serviceable units = 373

C. Highest Residential Speed Available in proposed project area = 25/10 (limited availability Hillcom fixed wireless)

VATI Cost per connection = \$3,355.30 per connection

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. This project would be very instrumental in assuring that Point Broadband's CAFII award areas ultimately are served. Due to the high cost for constructing the fiber backbone and the sparse population density in the majority of the part of Dickenson Co., it is possible that the CAFII areas may not be served within the allotted time frame without this project being funded. This project would and the CAFII award areas constitute 100% of the potential customers in the project area.

B. This project will directly impact 3 businesses. One of these businesses is a growing ammunition manufacturing

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business that is highly dependent on quality broadband service for both marketing and for remote meetings with clients, both national and international. In addition, this project will serve the county operated swimming pool and recreational area on the Pound River. This swimming pool has only Verizon copper phone service. The patrons must use cash when paying for entry or for concessions. Also, there is no cellular service at this location. This makes communications with parents and children very difficult.

The Point Broadband CAFII areas include additional businesses, including a large Christian based summer camp that draws campers from many locations throughout the mid-Atlantic region.

C. Hillcom, Point Broadband and Scott Co. Telephone Coop would further refine their partnerships to provide quality broadband to Dickenson Co. As discussed in A above, the partnership between this project and Point Broadband to serve the CAFII areas is without question.

D. For qualifying low income families (DCIDA will verify income), a minimal service 25 Mbps /3 Mbps service package will be available for \$70.00 / month.

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 13 - Hillcom Form 477 included for July 2019 and December 2019

Attachment 14 - Project Map with Potential Customer Locations

Attachments:

Optional

Attachment14ProjectMapwithPotentialCustomerLocations817202081449.pdf

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Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap8172020113310.pdf

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

Attachment2DocumentationonFederalFundingArea8172020114933.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteria8172020121823.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm8172020124525.pdf

Propagation Map if Wireless Project

Attachment5PropagationMapWirelessProject817202021958.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlan817202053748.pdf

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

Attachment7LOIDraftAgreementIDA Hillcom817202040554.pdf

Funding Sources Table

Attachment8FundingSourcesTable817202040033.pdf

Documentation for match funding

Attachment9DocumentationofMatchingFunds817202035559.pdf

Letters of Support

Attachment10LettersofSupport817202041617.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCost817202060140.pdf

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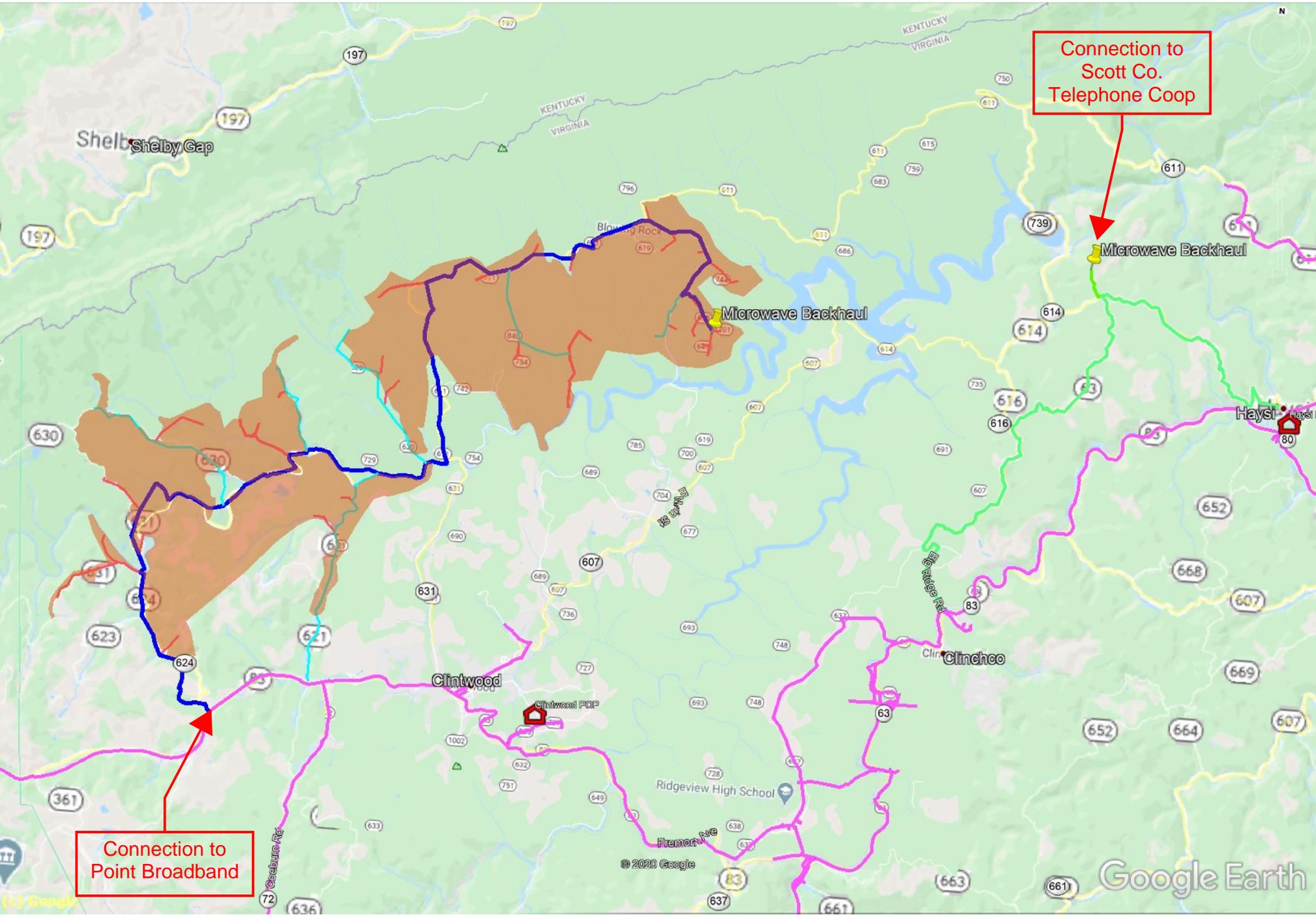
Documentation supporting project costs (e.g. vendor quotes)

Attachment12DocumentationofSupportingCostEstimates817202072909.pdf

Two most recent Form 477 submitted to FCC

Attachment13Form477JUNDEC2019FCC817202090431.pdf

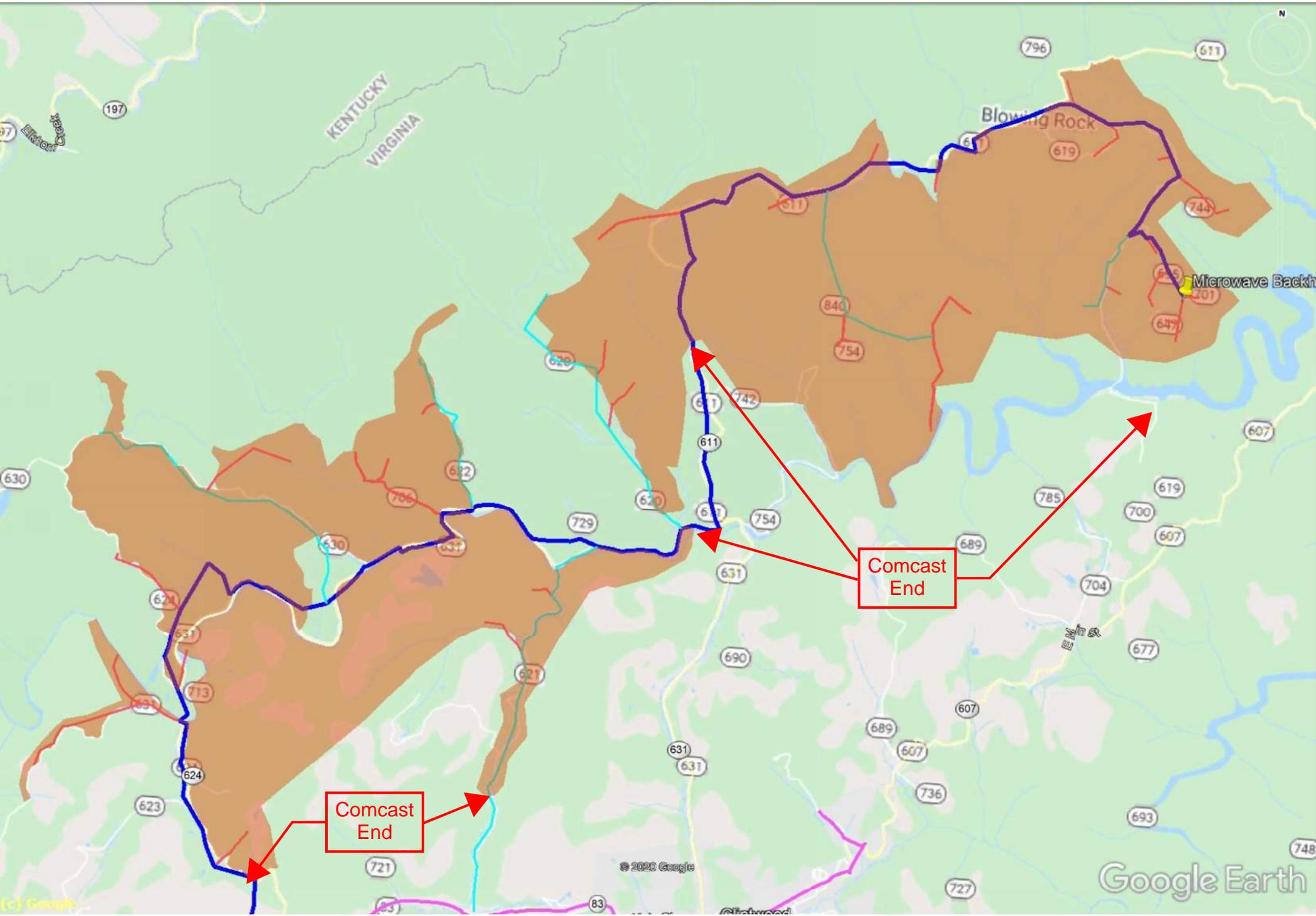
ATTACHMENT 1 - PROJECT AREA MAP (OVERVIEW)



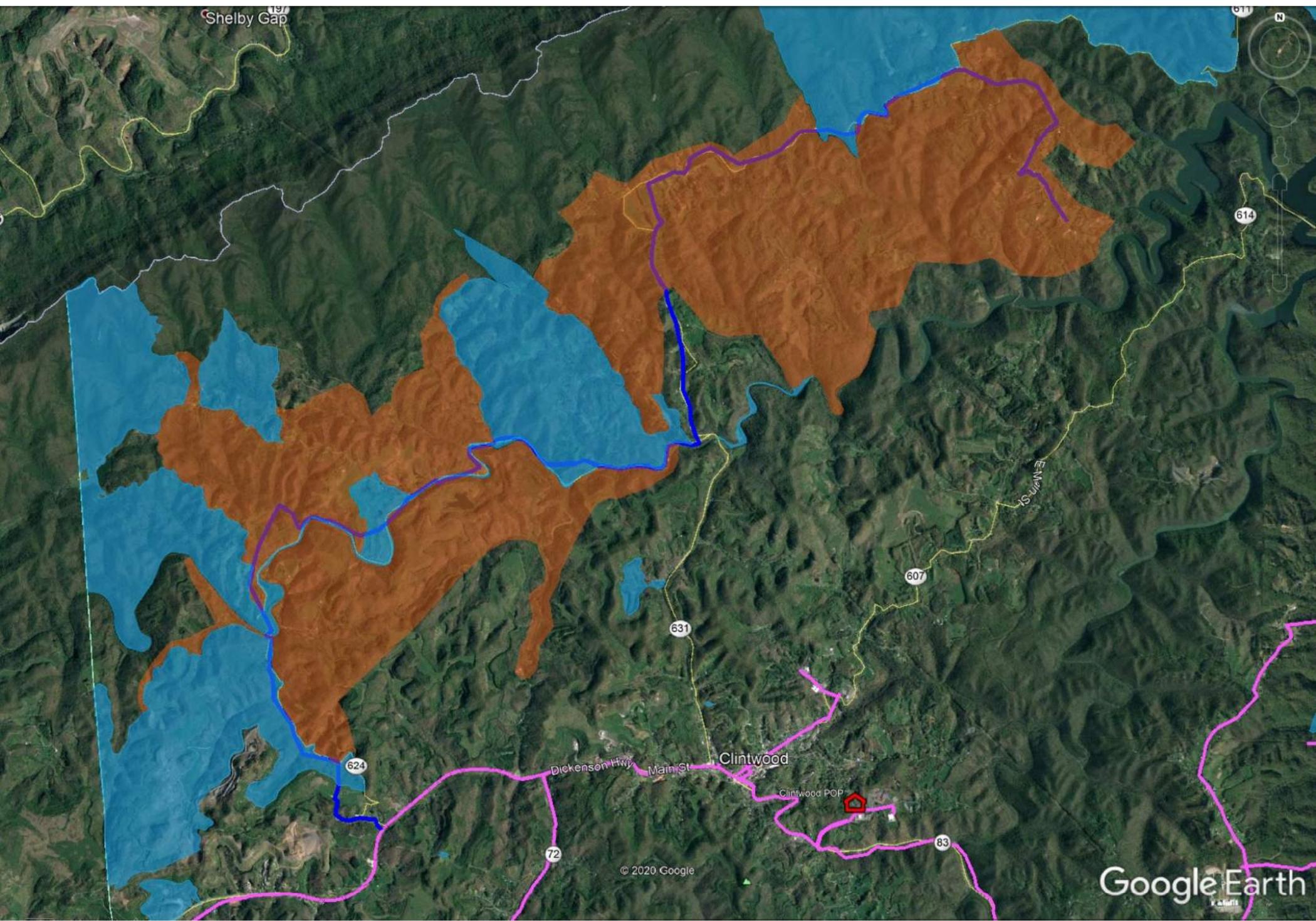
Connection to Point Broadband

Connection to Scott Co. Telephone Coop

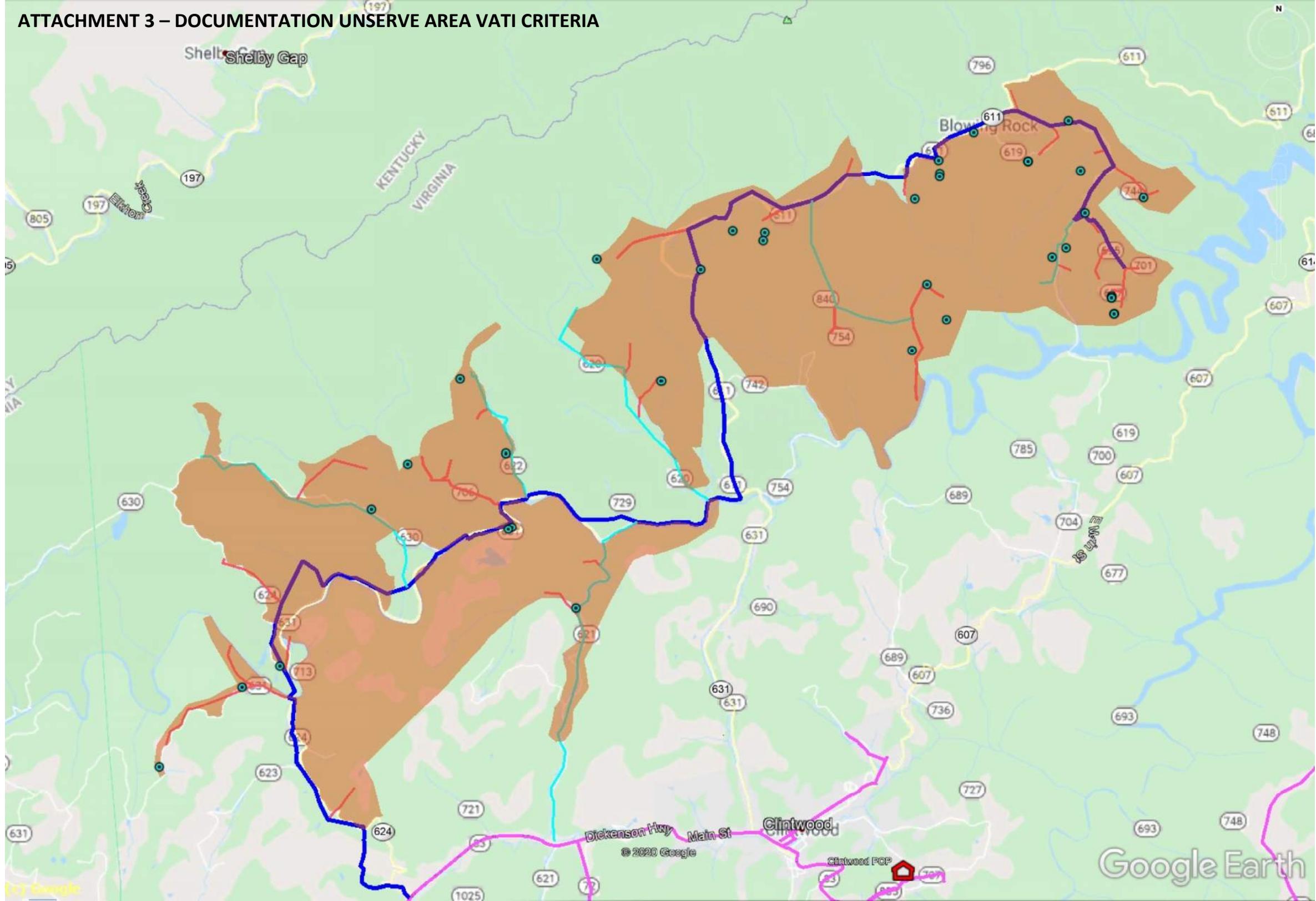
ATTACHMENT 1 - PROJECT AREA MAP (DETAIL)



ATTACHMENT 2 - DOCUMENTATION ON FEDERAL FUNDING AREA



ATTACHMENT 3 – DOCUMENTATION UNSERVE AREA VATI CRITERIA



**Pound River Broadband
Internet Survey Results**

ObjectID_1	EditDate	Internet_Service	Internet_Service_Provider	Satellite_Other_Internet_Service_Provider	Comments	Download_Speed_Mbps	Upload_Speed_Mbps	Home_Location_Type_Usage__select_all_that_apply_	x	y
23	2020-07-17 17:17:00	mobile	verizon					work_from_home,household_with_k_12_school_chil	-82.4364	37.20546
28	2020-07-17 17:57:00	fixed	satellite	Viasat	Couldn't run a speed test because I'm not home right now.			online_classes,household_with_k_12_school_chil	-82.4865	37.17419
40	2020-07-17 20:12:00	mobile	verizon		We need more internet in this area so can work from and have more jobs!!! It's not just something that's wanted it's needed in our area.	9.601	0.292	work_from_home,home_based_business,online_classes,household_with_k_12_school_chil	-82.4136	37.20614
49	2020-07-17 20:19:00	mobile	verizon		Skeetrock needs broadband internet. It is ridiculous at this time with all the technology that there is no option for good Internet down here. Satellite Internet is trash you have to pay so much just to be able to for kids build a used to be able to Watch their schoolwork videos or do whatever they may need to without going over on the data and having to pay buchus of money just to be able to have it			work_from_home,online_classes,household_with_k_12_school_chil	-82.4137	37.2061
52	2020-07-17 20:22:00	mobile	verizon		We need internet in our area!!!!			work_from_home,online_classes,household_with_k_12_school_chil	-82.414	37.20805
56	2020-07-17 20:30:00	fixed	verizon			45.541	5.094	household_with_k_12_school_chil	-82.414	37.20787
58	2020-07-17 20:31:00	fixed	verizon		Verizon Satellite and Hughes Net is all we have ever been able to get for our business. A move to better quality internet would be a game-changer for our location.				-82.5266	37.16783
86	2020-07-17 21:20:00	fixed	verizon		Have a lot of difficulty downloading anything even with a wi fi booster. Signal is very poor. Children can't do any school work online.	3.849	0.144	household_with_k_12_school_chil	-82.414	37.20784
103	2020-07-17 22:02:00	mobile	satellite	Hughes Net	I drive 60 miles 1 way to a part time job during a global pandemic because I dont have sufficient internet service to have a job working from home. Please get cable or fiber in my area quickly so I might have a chance to survive!			work_from_home,online_classes	-82.4202	37.21331
123	2020-07-17 22:30:00	fixed	satellite	Viasat	We need better internet the speed is slow it clouds or even has a rain drop we lose our internet and takes hours to come back on. You cannot do online classes or anything it want load. Have asked for better plan and it's not available.			work_from_home,household_with_k_12_school_chil	-82.4956	37.18277
130	2020-07-17 22:51:00	fixed	hillcom					work_from_home,online_classes,household_with_k_12_school_chil	-82.5142	37.18491
160	2020-07-18 0:44:00	mobile	other	Appalachian wireless on phone				household_with_k_12_school_chil	-82.5022	37.19896
188	2020-07-18 3:00:00	fixed	satellite	Viasat	Our internet is awful. We need better internet for school	1.833	5.086	work_from_home,online_classes,household_with_k_12_school_chil	-82.4952	37.18297
199	2020-07-18 5:25:00	fixed	satellite	HughesNet	Internet connection was not sufficient to even run speed test.			work_from_home,home_based_business,online_classes,household_with_k_12_school_chil	-82.4097	37.21875
203	2020-07-18 12:47:00	fixed	satellite	Hughesnet	Slow and expensive. Unreliable.			work_from_home	-82.4407	37.21858
211	2020-07-18 14:27:00	fixed	satellite	Hughesnet	1 Mbps is not enough for online classes, which is ultimately what is coming this fall.	17.475	4.994	work_from_home,online_classes,household_with_k_12_school_chil	-82.475	37.19875
215	2020-07-18 15:49:00	fixed	satellite	Viasat	Viasat doesn't work very well at all. No cell service to run hot spot.			household_with_k_12_school_chil	-82.4612	37.21407
223	2020-07-18 19:28:00	fixed	satellite						-82.439	37.20928

**Pound River Broadband
Internet Survey Results**

ObjectID_1	EditDate	Internet_Service	Internet_Service_Provider	Satellite_Other_Internet_Service_Provider	Comments	Download_Speed_Mbps	Upload_Speed_Mbps	Home_Location_Type_Usage__select_all_that_apply_	x	y
256	2020-07-20 18:33:00	fixed	satellite	Viasat		0.9	n/a	work_from_home,online_classes,household_with_k_12_school_chil	-82.4375	37.22277
257	2020-07-20 18:35:00	fixed	satellite	Viasat				home_based_business,online_classes	-82.4373	37.22136
258	2020-07-20 18:37:00	fixed	satellite	Viasat				online_classes,household_with_k_12_school_chil	-82.4373	37.22102
305	2020-07-21 15:44:00	fixed	satellite					online_classes	-82.4199	37.22708
325	2020-07-22 17:24:00	mobile	other	Verizon hot spot				work_from_home,online_classes	-82.5429	37.15688
356	2020-07-22 19:04:00	fixed	satellite	Hugesnet	The area needs better internet service, only available is hughnet and Viasat, which of neither is good for online school. You're not even able to watch youtube. It also makes it hard in the area since there is NO cellphone service whatsoever. Xfinity say's they have internet service in the area but they actually don't.. The man said he has no idea why it says it does.			online_classes,household_with_k_12_school_chil	-82.5317	37.16554
429	2020-07-22 23:36:00	mobile	verizon		I have to use my mobile device and the hotspot on my phone for internet service			work_from_home,online_classes,household_with_k_12_school_chil	-82.4697	37.21089
437	2020-07-23 1:11:00	fixed	hillcom		I didn't run the speed test because I am on my phone. But my internet is very capable of doing at home learning.			work_from_home,home_based_business,household_with_k_12_school_chil	-82.4176	37.21708
544	2020-07-27 12:31:00	mobile	verizon			14.249	0.773	work_from_home,online_classes,household_with_k_12_school_chil	-82.4253	37.22268
547	2020-07-27 15:29:00	mobile	verizon					work_from_home,home_based_business,online_classes	-82.496	37.19092
551	2020-07-27 18:09:00	mobile	verizon			46.128	11.373	online_classes,household_with_k_12_school_chil	-82.4221	37.21231
553	2020-07-27 19:17:00	mobile	verizon					work_from_home,home_based_business,household_with_k_12_school_chil	-82.4411	37.20209
574	2020-07-28 0:42:00	mobile	verizon			2.745	n/a	work_from_home,household_with_k_12_school_chil	-82.4327	37.22579
582	2020-07-28 23:59:00	fixed	satellite					household_with_k_12_school_chil	-82.4654	37.21513
598	2020-07-29 16:31:00	fixed	satellite			6.654	n/a	home_based_business,online_classes,household_with_k_12_school_chil	-82.4182	37.22167
623	2020-07-30 11:41:00	mobile	other	Straight talk	Ping 42, Jitter10, Download 23.6, Upload 1.5 And this is on an ok day. If the weather gets bad..we have 1 bar and our internet basicly doesn't work	23.615	1.486	work_from_home,home_based_business,household_with_k_12_school_chil	-82.4837	37.21206
632	2020-07-30 19:13:00	fixed	other	Hughesnet		2.82	3.303	work_from_home	-82.461	37.21493
660	2020-08-05 16:30:00	fixed	other	dishnet				work_from_home,home_based_business	-82.5093	37.18977
661	2020-08-05 17:57:00	mobile	verizon			6.757	0.459	online_classes,household_with_k_12_school_chil	-82.4253	37.22268

2021 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number in Project Area	Number with Speeds at 10/1 or below in Project Area
Residential	362	332
Businesses (non-home based)	3	3
Businesses (home-based)	2	2
Community Anchors	0	0
Non-residential	8	8
Total Number of Passings	373	343

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

Definitions

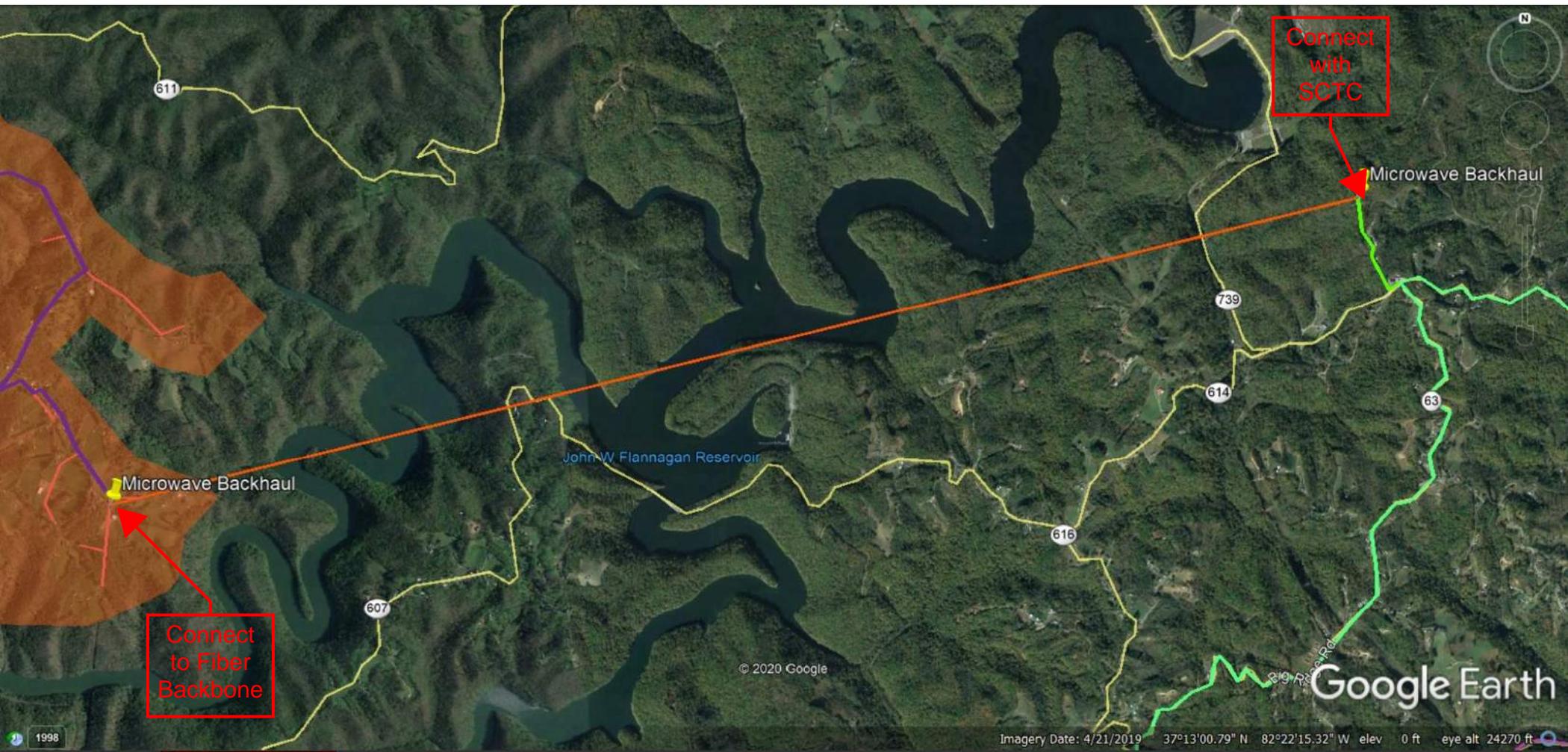
Passing – any structure that can receive service.

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.

LINE OF SIGHT ANALYSIS





Industrial Development Authority of Dickenson County

DICKENSON COUNTY VA

Board of Directors

Larry Yates, Chairperson
Shane Hillman, Vice-Chair
Ginger Senter
Allen Compton
Matthew Fuller
Donnie Stanley
John Johnson

818 Happy Valley Drive
PO Box 1989
Clintwood, VA 24228
Telephone: (276) 926-1699
Fax: (276) 926-1649
www.dickensonva.org

Director
Mitzi Sykes
msykes@dickensonva.org
276-393-0210

August 14, 2020

Brandon Hill, President
Hillcom, Inc.
24568 Dickenson Highway
Suite 100
Haysi, Virginia 24256

Dear Mr. Hill:

This non-binding letter of intent is sent to confirm and establish basic terms of the agreement between the Industrial Development Authority of Dickenson County, Virginia (the "IDA") and Hillcom, Inc. ("Hillcom") concerning application for certain grant funding available from the Virginia Department of Housing and Community Development ("DHCD"), more specifically, grant funding available through the Virginia Telecommunications Initiative ("VATI"). The following is an outline of the general terms and conditions which the IDA and Hillcom agree to incorporate into an agreement for approval by their respective governing boards and execution by each of them.

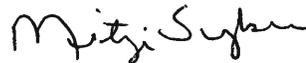
1. The IDA and Hillcom shall apply for a VATI grant for the purpose of procuring and installing fiber optic cabling in Dickenson County, Virginia. The IDA agrees the application shall be in the name of the IDA.
2. The IDA shall provide any information it possesses needed for the completion and support of the VATI grant application.
3. If the VATI grant is approved, the IDA agrees that Hillcom shall administer the grant and shall install the fiber optic cable funded by the grant.
4. Hillcom shall invest at least twenty percent (20%) of the total grant amount awarded, which shall be used toward the installation and buildout of any fiber optic cabling and

associated equipment. Hillcom may pursue other funding sources or grants to satisfy this requirement.

5. Hillcom shall install the fiber optic cable along the route outlined in the grant application and shall have exclusive access and right to provide internet and other communication services utilizing the fiber optic cable installed subsequent to this grant.
6. Hillcom shall provide customer service and maintain the fiber optic cable infrastructure utilizing service fees collected from customers along this route.
7. Hillcom shall insure compliance with any and all requirements of the grant, and shall comply with all local, state and federal laws and regulations which may apply.
8. The IDA shall be provided with reports from Hillcom of all activities under the grant on a monthly basis.
9. None of the parties shall be bound in any way in connection with this letter unless and until the parties execute a definitive agreement, and then shall be bound only in accordance with the terms of such agreement.

The IDA is very excited about this potential opportunity and hope that you are equally interested in proceeding in this venture. We look forward to working with you to complete this undertaking.

Sincerely,



Mitzi Sykes
Economic Development Director

THIS PROPOSAL IS HEREBY ACCEPTED:

Hillcom, Inc.



By: Brandon Hill
Its: President

Date of Acceptance: 8/14/20

AGREEMENT

THIS AGREEMENT (the "Agreement"), dated as of the _____ day of _____, 2020, is made by and between the **INDUSTRIAL DEVELOPMENT AUTHORITY OF DICKENSON COUNTY, VIRGINIA**, a political subdivision of the Commonwealth of Virginia, with a mailing address of P.O. Box 1989, Clintwood, Virginia 24228-1989, (hereinafter referred to as "IDA"), and **HILLCOM, INC.**, Virginia Corporation, with a mailing address of 24568 Dickenson Highway, Suite 100, Haysi, Virginia 24256, (hereinafter referred to as "Hillcom").

WHEREAS, the IDA, a body politic and corporate of the Commonwealth of Virginia is authorized and empowered by the provisions of the Industrial Development and Revenue Bond Act, Virginia Code §15.2-4900 et seq., (Chapter 33, Title 15.1, Code of Virginia of 1950, as amended; and

WHEREAS, the IDA was created to promote industry and develop trade by inducing manufacturing, industrial, governmental and commercial enterprises to locate in or remain in the Commonwealth and to further the use of its agricultural products and natural resources, and was vested with all powers that may be necessary to accomplish such purposes, including the ability to make loans; and

WHEREAS, Hillcom is a communications company that provides broadband internet access to the residents of Dickenson County, Virginia and the coalfield region; and,

WHEREAS, the Virginia Department of Housing and Community Development's ("DHCD") Virginia Telecommunications Initiative ("VATI") is established to provide

financial assistance to supplement construction costs to extend service to areas that are presently unserved; and

WHEREAS, the VATI program requires a governmental entity to serve as applicant, along with a private sector provider as a co-applicant; and

WHEREAS, the IDA actively supports the goal of broadband expansion in Dickenson County; and.

WHEREAS, Hillcom desires to assist the IDA in making the grant application and administer any potential grant with DHCD, as well as install and buildout any fiber optic cabling; and,

WHEREAS, in any grant submitted under this Agreement, Hillcom shall be required to invest at least twenty percent (20%) of the total grant amount awarded, which shall be used toward the installation and buildout of any fiber optic cabling and associated equipment.

NOW THEREFORE, for and in consideration of the above premises, and the mutual promises and undertakings set forth herein, IDA and Hillcom agree as follows:

1. The IDA does hereby authorize Hillcom, and Hillcom agrees to undertake the process of assisting the IDA in applying for a grant for the purpose of procuring and installation of fiber optic cabling in Dickenson County, Virginia. The IDA agrees that the application shall be in the name of the IDA.
2. The IDA agrees to provide such information and supporting documentation needed for the completion and support of the grant application and to respond to any post application inquiry.

3. In the event the grant application is approved, the IDA, as part of the incentive for Hillcom to assist in providing its expertise in applying for and pursuing the grant, agrees that Hillcom shall administer all technical aspects of the grant and shall procure and install the fiber optic cable funded by the grant.
4. Hillcom shall invest at least twenty percent (20%) of the total grant amount awarded, which shall be used toward the installation and buildout of any fiber optic cabling and associated equipment. Hillcom may pursue other funding sources or grants and may use same to satisfy the twenty percent (20%) investment requirement.
5. Hillcom shall install the fiber optic cable along the route outlined in the grant application. Hillcom shall have exclusive access and the exclusive right to provide internet and other communication services utilizing the fiber optic cable installed subsequent to this grant. Hillcom shall provide customer service and maintain the fiber optic cable infrastructure utilizing service fees collected from customers along this route.
6. Hillcom shall insure compliance with any and all requirements of the grant, and shall comply with all local, state and federal laws and regulations which may apply. The IDA shall provide any and all cooperation necessary or convenient to comply with the administration of the grant, and the IDA shall be provided with reports from Hillcom of all activities under the grant on no less than a monthly basis.
7. Hillcom shall fully and completely indemnify and hold the IDA harmless for

any third party claims regarding any works, construction, internet services, communication services or other activities associated with the grant application process and the installation of the fiber optic cabling.

8. This Agreement may not be assigned by Hillcom without the express written approval of the IDA.
9. This Agreement may not be amended except by an instrument in writing signed by the parties hereto.
10. If any clause, provision, or section of this Agreement shall be held illegal or invalid by any court, the illegality or invalidity of such clause, provision, or section shall not affect the remainder of this Agreement, and this Agreement shall be construed and enforced as if such illegal or invalid clause, provision, or section had not been contained herein.
11. This Agreement shall be construed and governed by the applicable laws of the Commonwealth of Virginia. Any disputes arising hereunder, resulting in litigation, shall be resolved by bench trial in the Circuit Court for Dickenson County, Virginia.
12. The language in all parts of this Agreement shall be in all cases construed according to its fair meaning and shall not be construed in favor of or against any party.

[remainder of page left blank]

WITNESS the following signature(s) and seal(s) as of the date first above written, all duly authorized:

**THE INDUSTRIAL DEVELOPMENT AUTHORITY
OF DICKENSON COUNTY, VIRGINIA**

By: _____ **(SEAL)**
NAME: MITZI SYKES
TITLE: ECONOMIC DEVELOPMENT DIRECTOR

**COMMONWEALTH OF VIRGINIA,
COUNTY OF DICKENSON, To-wit:**

The foregoing Agreement was executed and acknowledged before me this ____ day of _____, 2020, by Mitzi Sykes, Economic Development Director of the Industrial Development Authority of Dickenson County, Virginia, a political subdivision of the Commonwealth of Virginia.

Notary Commission Expires: _____.
Notary Registration Number: _____.

NOTARY PUBLIC

HILLCOM, INC.

_____(SEAL)

**BY: BRANDON HILL
ITS: PRESIDENT**

**COMMONWEALTH OF VIRGINIA,
COUNTY OF DICKENSON, To-wit:**

The foregoing instrument was acknowledged before me this _____ day of _____, 2020, by Brandon Hill, president of Hillcom, Inc., on behalf of said entity.

Notary Commission Expires: _____.

Notary Registration Number: _____.

NOTARY PUBLIC

ATTACHMENT 8 - FUNDING SOURCES TABLE

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	\$ 1,251,528.50	50%	PENDING
VA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY	\$ 750,917.00	30%	SECURED (FORMAL PROCESSING PENDING)
HILLCOM	\$ 500,611.50	20%	PENDING
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 2,503,057.00	100 %	



August 14, 2020

Hillcom, Inc.
24658 Dickenson Highway
Suite 100
Haysi, VA 24256

Dear Mrs. Hill,

Thank you for considering New Peoples Bank Inc. for your financing needs. We are pleased to inform you that you would pre-qualify for a loan up to \$500,000 for the funding of the internet expansion opportunity you recently discussed with New Peoples Bank.

This pre-qualification is based upon preliminary unverified information, which although deemed to be reliable, is not guaranteed to be correct. A final loan decision cannot be made until a complete application and supporting documentation is received and verified. This letter does not guarantee loan approval, nor is it an offer or commitment to make a loan. Interest rates are subject to daily change without notice and may affect the loan amount for which you qualify.

Sincerely,

A handwritten signature in black ink that appears to read "Rich Smith".

Richard Smith
SVP/ New Peoples Bank
276-345-9332

VIRGINIA COALFIELD ECONOMIC DEVELOPMENT AUTHORITY

P.O. Box 1060
527 East Main Street
Lebanon, Virginia 24266



Telephone: 276/889-0381
Fax: 276/889-1830
Jonathan S. Belcher • Executive Director

July 31, 2020

Ms. Mitzi Sykes, Director
Industrial Development Authority of Dickenson County
P.O. Box 1989
Clintwood, Virginia 24228

Re: Broadband Project

Dear Mitzi:

This is to confirm that the Dickenson County IDA has sufficient funds available in the VCEDA Dickenson County Account, for your funding request concerning the broadband project in Dickenson County. We understand the amount the IDA will be requesting from VCEDA for this project is approximately \$750,000. As you know, the VCEDA Board still must act on this request once it is submitted by the IDA. If you have any questions, please do not hesitate to let me know.

Sincerely,

A handwritten signature in black ink, appearing to read "Jonathan S. Belcher".

Jonathan S. Belcher
Executive Director/
General Counsel





Industrial Development Authority of Dickenson County

818 Happy Valley Dr.
Suite 121
P.O. Box 1989
Clintwood, VA 24228
Telephone: (276) 926-1699
Fax: (276) 926-1649
www.dickensonva.org

Director
Mitzi Sykes
msykes@dickensonva.org
276-393-0210

Board of Directors
LARRY YATES, CHAIR
SHANE HILLMAN, VICE CHAIR
GINGER SENTER, SEC/TRES
ALLEN COMPTON
MATTHEW FULLER
DONNIE STANLEY
JOHN JOHNSON

August 17, 2020

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

RE: Pound River Broadband Project

Dear Dr. Holmes,

This is to confirm that the Industrial Development Authority of Dickenson County (IDA) has applied for funding in the amount of \$750,916.88, from our Virginia Coalfield Economic Development Authority (VCEDA), in regards to above referenced project.

Jonathan Belcher, Director, of VCEDA has confirmed that the IDA has more than sufficient funds available in their Dickenson County account. The VCEDA Board still must act on this request once it is submitted by the IDA. The application will be submitted to VCEDA today before the close of business.

If you have any questions or if I can be of any further assistance please feel free to contact my office.

Sincerely yours,

Mitzi Sykes,
Director

DICKENSON COUNTY BOARD OF SUPERVISORS

Board of Supervisors

JOSH EVANS, CHAIRMAN
WILLIS DISTRICT

PEGGY KISER, VICE-CHAIRWOMAN
ERVINTON DISTRICT

RON PETERS
SANDLICK DISTRICT

SHELBY WILLIS
KENADY DISTRICT

RHONDA SLUSS
CLINTWOOD DISTRICT



County Administrator
G. DAVID MOORE, JR.

County Attorney
CLARENCE E. "BUD" PHILLIPS

P.O. Box 1098
Clintwood, Virginia 24228
Telephone: 276/926-1676
Fax: 276/926-1649

August 11, 2020

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

Dear Dr. Holmes,

The Dickenson County Board of Supervisors and I would like to offer our full support of the Virginia Telecommunications Initiative (VATI) 2020 program application of Hillcom, Inc. and its partnership with the Industrial Development Authority of Dickenson County (IDA). This project, known as the Pound River Broadband Project, will install critical state of the art fiber, which will serve as backbone for multiple projects, as well as provide service to a potential 375 customers, including numerous small businesses and school age children, who previously have limited to no internet access from their homes.

The County has been partners with Hillcom for the last several years; the results of which have seen the positive impact that their high-speed internet has made to hundreds of citizens and businesses in Dickenson County. For all of our success, there is still SO much more for us to do. Being from and living in rural Southwest Virginia, we all face the difficult, and sometimes impossible to overcome, challenges of not having essential life services being available to our residents. The lack of reliable home internet service affects our citizens' personal lives, the ability of their children to do school work from home and negatively influences their ability to own or operate a small business from their homes (which is a mainstay of any small, rural community).

We understand that the goal of VATI is to enhance sustainability and competitive advantages of communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. Given that the primary objective of VATI is to

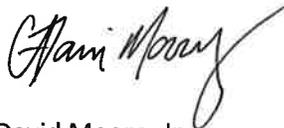
provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider. We submit that this project not only checks all of those boxes but also provides an excellent opportunity to demonstrate how small localities, such as Dickenson, can accomplish big things for its citizens through partnerships like this.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes. This area has been widely ignored by other service providers that have come to Dickenson County, but this partnership between Hillcom, the Dickenson County IDA and the County stands to change that.

An added, huge benefit of this project is that it fully compliments another key home internet initiative that the County is involved. The project will provide a backbone fiber line that will allow Point Broadband access to serve their CAFII award area; giving the County and our citizens double the benefit of our planned project but also helping a sister project at the same time.

We ask that you accept this letter as our strong support of Hillcom and this broadband project and ask for your full consideration of this application. The financial assistance of these funds is critical to our citizens, and the County's desire to provide state of the art essential services. This project stands to allow several hundred more Dickenson County residents to work from home, educate their kids and provide them the opportunity to establish their own business straight from a home office. If I can provide anything further in support of this project, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "G. David Moore, Jr.", written in a cursive style.

G. David Moore, Jr.
Dickenson County Administrator

Dickenson County Public Schools

*P.O. Box 1127, 309 Volunteer Avenue
Clintwood, Virginia 24228*

Phone (276) 926-4643 Fax (276) 926-6374

Haydee L. Robinson, Superintendent



August 11, 2020

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

Dear Dr. Holmes,

On behalf of the Dickenson County School Board and the Superintendent's Office, it is my pleasure to submit this letter of strong support for the Virginia Telecommunications Initiative (VATI) 2020 program in Dickenson County.

Our compelling story is very similar to other small, rural school divisions. Since March 13, 2020, Dickenson County School has struggled to provide an equitable instructional program to all students. The lack of internet access has made this task both challenging and difficult. Feedback from parent surveys indicates that over 25% of our students or nearly 500 students have limited to no Internet access. Providing an online instructional program to these students without Internet is demanding, but providing an equitable instruction without internet is nearly an impossible obstacle to overcome

As we consider reopening schools, thirty-seven (37) percent of our parents and families have chosen all remote instruction for their child due to COVID-19. Nearly 100 of these all remote children have no access to internet. Of the families who chose the face-to-face model, over 100 of these children have no access to Internet for the three (3) days of online of instruction.

Although Dickenson County Schools is providing 1:1 devices to all our students, installed Hot Spots in each of our schools, providing offline instruction, and asynchronous and synchronous instruction, limited and no internet access only acerbates this inequity, and widens the academic gap for our children. We do not have the tools to overcome the lack of internet accessibility.

What has become significantly evident during his pandemic is that a child's ability to access internet determines the quality education received. In Dickenson County, we are limited not only by the geographic locations that do not have any services but also the limited number of providers.

This broadband project and Hillcom have the full support of the Dickenson County Schools and the Dickenson County School Board. Hillcom is a strong supporter of the Dickenson County Schools and our children, and is an excellent partner to our school division and to Dickenson County.

Thank you for your consideration of this program application of Hillcom, Inc. and the Dickenson County Industrial Development Authority. If I or any members of our School Board can provide any further information or support, please do not hesitate to contact us.

Best regards,

A handwritten signature in cursive script that reads "Haydee L. Robinson".

Haydee L. Robinson,
Division Superintendent.

DICKENSON COUNTY PUBLIC SERVICE AUTHORITY

PO BOX 619

CLINTWOOD VA 24228

PHONE: 276-835-1580

FAX: 276-835-1583

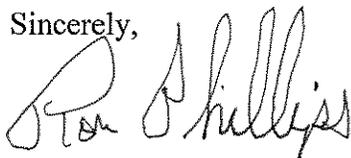
August 13, 2020

The Dickenson County Public Service Authority has a very positive relationship with Hillcom, Inc. Hillcom approached the P.S.A. to attach their appurtances on water storage tanks throughout Dickenson County. Our water tanks work as a tower for Hillcom which translates into serving the ridgetop communities that had previously no reliable internet service.

As the Executive Director, it is extremely rewarding to be an integral component to reach out to our Dickenson County residents providing them with potable water, sewer service, and broadband internet service. The Covid-pandemic has kept a lot of our community at home. With the advent of Hillcom, many of these residents can telework and continue to be productive and resourceful.

The Hillcom family are valued friends and business associates. We have the utmost respect for a Dickenson County family investing time and resources to provide their friends, family and county residents of the opportunity to enhance their quality of life.

Sincerely,

A handwritten signature in black ink that reads "Ron Phillips". The signature is written in a cursive style with a large initial "R" and "P".

Ron Phillips

Executive Director

Dickenson County P.S.A.

Dickenson County Chamber of Commerce

"Shopping Locally Enhances our Community"



www.dickensonchamber.net

August 12, 2020

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

Dear Dr. Holmes,

The Dickenson County Chamber of Commerce would like to offer our support of the Virginia Telecommunications Initiative (VATI) 2020 program application of Hillcom, Inc. and its partnership with the Industrial Development Authority of Dickenson County (IDA). This project, known as the Pound River Broadband Project, will install critical state of the art fiber, which will serve as the backbone for multiple projects, as well as provide service to a potential 375 customers, including numerous small businesses and school age children, who previously have limited to no internet access from their homes.

Hillcom has been a partner with the County for the last several years resulting in a very positive impact to hundreds of our citizens and businesses in Dickenson County by providing their high-speed internet service. This has been a successful project, but we still need to do much more to provide internet to other parts of our county. In this day and time, the lack of reliable home internet service affects the daily lives of our citizens, the ability of school kids to do school work from home and negatively influences the ability to own and operate a small business from their homes (which is a mainstay of any small, rural community).

We understand the goal of VATI is to enhance sustainability and competitive advantages of communities throughout the Commonwealth by preparing those communities to build, utilize and capitalize on telecommunications infrastructure. Given that the primary objective of VATI is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider. We submit that this project not only checks all those boxes but also provides an excellent opportunity to demonstrate how small localities, such as Dickenson, can accomplish big things for its citizens through partnerships like this.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes. This area has been widely ignored by

P.O. Box 1990
Clintwood, VA 24228
194 Clintwood Main Street

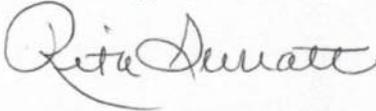
276-926-6074(office)
276-275-1294(cell)

other service providers that have come to Dickenson County, but the partnership between Hillcom, the Dickenson County IDA and the County stands to change that.

An added huge benefit of this project is that it fully compliments another key home internet initiative that the County is involved in. The project will provide a backbone fiber line that will allow Point Broadband access to serve their CAFII award area; giving the County and our citizens double the benefit of our planned project but also helping a sister project at the same time.

The Dickenson County Chamber of Commerce asks that you accept this letter as our strong support of Hillcom and this broadband project and ask for your full consideration of this application. The financial assistance of these funds is critical to our citizens and the County's desire to provide state of art essential services. This project stands to allow several hundred more Dickenson County residents to work from home, educate their kids and provide them the opportunity to establish their own business straight from a home office. If I can provide further support or if you have any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in cursive script that reads "Rita Surratt". The signature is written in dark ink and is positioned to the left of the typed name.

Rita Surratt, President/CEO
Dickenson County Chamber of Commerce



Operations and Readiness Division

DEPARTMENT OF THE ARMY
HUNTINGTON DISTRICT, CORPS OF ENGINEERS
502 EIGHTH STREET
HUNTINGTON, WEST VIRGINIA 25701

REPLY TO
ATTENTION OF:

17 August 2020

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

RE: Pound River Broadband Project

Dear Dr. Holmes,

This letter is in support of the \$1,251,528.13, VATI (Virginia Telecommunication Initiative) application of Hillcom, Inc., and its partnership with the Industrial Development Authority of Dickenson County, for the installation of critical state of the art fiber, which will serve as a backbone for multiple projects, as well as provide service to a potential 375 customers, including small businesses and school age children, who previously have limited to no internet access from their homes. The US Army Corps of Engineers, John W Flannagan Dam & Reservoir strongly encourages VATI's consideration to this request.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes.

If you have any questions or if I can be of any further assistance please feel free to contact my office.

Thank you,

A handwritten signature in black ink that reads "Harold E. Miller, Jr." in a cursive style.

Harold E. Miller, Jr.
Resource Manager
John W. Flannagan
Dam & Reservoir

**Pine Creek FWB Church
5520 Bruch Creek Rd
Clintwood, VA 24228**

August 12, 2020

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

RE: Pound River Broadband Project

Dear Dr. Holmes,

This letter is in support of the \$1,251,528.13, VATI (Virginia Telecommunication Initiative) application of Hillcom, Inc., and its partnership with the Industrial Development Authority of Dickenson County, for the installation of critical state of the art fiber, which will serve as a backbone for multiple projects, as well as provide service to a potential 375 customers, including small businesses and school age children, who previously have limited to no internet access from their homes. The Pine Creek FWB strongly encourages VATI's consideration to this request.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes.

If you have any questions or if I can be of any further assistance please feel free to contact my office.

Sincerely yours,



Matthew Fuller,
Pastor



**Lonesome Pine
Regional Industrial
Facilities Authority
Board**

Dickenson County
David Moore-Chairman
Mitzi Sykes

Lee County
Dane Poe, Vice Chairman
Vacant

Scott County
Freda Starnes, Treasurer
John Kilgore

Wise County
Michael Hatfield, Secretary
Brian Falin

City of Norton
Fred Ramey
Joseph Fawbush

Lonesome Pine Regional Industrial Facilities Authority
372 Technology Trail Lane, Suite 101
Duffield, Virginia 24244
(276) 431-2206

8/17/2020

August 14, 2020

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

RE: Pound River Broadband Project

Dear Dr. Holmes,

This letter is in support of the \$1,251,528.13, VATI (Virginia Telecommunication Initiative) application of Hillcom, Inc., and its partnership with the Industrial Development Authority of Dickenson County, for the installation of critical state of the art fiber, which will serve as a backbone for multiple projects, as well as provide service to a potential 375 customers, including small businesses and school age children, who previously have limited to no internet access from their homes. The Lonesome Pine Regional Industrial Facilities Authority strongly encourages VATI's consideration to this request.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes.

If you have any questions or if I can be of any further assistance, please feel free to contact my office.

Sincerely yours,

Craig Seaver
Project Coordinator
Lonesome Pine Regional Industrial Facilities Authority



Town of Clintwood

Phone (276) 926-8383 • P.O. Box 456 • FAX (276) 926-9871
jsteele_townofclintwood@verizon.net • www.townofclintwood.com
CLINTWOOD, VIRGINIA 24228

MAYOR
Donald Baker

VICE MAYOR
Ronald Kendrick

COUNCIL MEMBERS
Danny Lambert
Talbert Bolling
Doris Rife
Jim Childress

August 14, 2020

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

RE: Pound River Broadband Project

Dear Dr. Holmes:

This letter is in support of the \$1,251,528.13, VATI (Virginia Telecommunication Initiative) application of Hillcom, Inc., and its partnership with the Industrial Development Authority of Dickenson County, for the installation of critical state of the art fiber, which will serve as a backbone for multiple projects, as well as provide service to a potential 375 customers, including small businesses and school age children, who previously have limited to no internet access from their homes. The Town of Clintwood strongly encourages VATI's consideration to this request.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes.

If you have any questions or if I can be of any further assistance, please feel free to contact my office.

Sincerely yours,

Donald Baker
Mayor/Town Manager



The Town of Clinchco, VA

Jarvis Deel: Mayor

Ruby Coleman: Vice Mayor

Katrina Deel: Town Clerk/Treasurer

210 Main Street Clinchco, VA 24226

Phone: (276) 835-1160 Fax: (276) 835-9420

August 12, 2020

Tamarah Holmes, Ph.D.

Director, DHCD Office of Broadband

Virginia Department of Housing and Community Development

600 East Main Street, Suite 300

Richmond, VA 23219

RE: Pound River Broadband Project

Dear Dr. Holmes,

This letter is in support of the \$1,251,528.13, VATI (Virginia Telecommunication Initiative) application of Hillcom, Inc., and its partnership with the Industrial Development Authority of Dickenson County, for the installation of critical state of the art fiber, which will serve as a backbone for multiple projects, as well as provide service to a potential 375 customers, including small businesses and school age children, who

previously have limited to no internet access from their homes. The Town of Clinchco strongly encourages VATI's consideration to this request.

The Pound River Broadband Project has a defined target area currently served only by Verizon DSL and satellite service, either of which are very inadequate for the promotion and sustenance of work and education opportunities from their homes.

If you have any questions or if I can be of any further assistance please feel free to contact my office.

Sincerely yours,

A handwritten signature in cursive script that reads "Jarvis Deel".

Jarvis Deel

Mayor

CDBG Derivation of Cost

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

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Administrative/Project Management/Engineering	\$ 235,000	\$ 117,500	\$ 117,500	Thompson & Litton, Inc.	10/14/2020
Electronics/Microwave Backhaul	\$ 189,800	\$ 94,900	\$ 94,900	Thompson & Litton, Inc.	10/14/2020
OSP Construction	\$ 1,601,500	\$ 800,750	\$ 800,750	Thompson & Litton, Inc.	10/14/2020
Make-Ready	\$ 143,069	\$ 71,535	\$ 71,535	Thompson & Litton, Inc.	10/14/2020
Customer Premise Equipment/Drop Installation	\$ 333,688	\$ 166,844	\$ 166,844	Thompson & Litton, Inc.	10/14/2020
TOTAL	\$ 2,503,057	\$ 1,251,529	\$ 1,251,529		

**Unit Price Derivation Based on Multiple Bid Tabulations
Adjusted for the Year 2020**



ITEM NO.	DESCRIPTION	UNIT	Contractors				AVERAGE	MEDIAN	HIGH	LOW	UNIT COST
			A	B	C	D					
1	18/14mm MicroDuct Installation (Plowing), complete, in place.	L.F.	\$ 4.08	\$ 5.95	\$ 2.95	\$ 6.15	\$ 4.78	\$ 5.02	\$ 6.15	\$ 2.95	\$ 6.00
2	18/14mm MicroDuct Installation (Boring), complete, in place.	L.F.	\$ 10.33	\$ 12.07	\$ 13.50	\$ 12.63	\$ 12.13	\$ 12.35	\$ 13.50	\$ 10.33	\$ 13.00
3	18/14mm MicroDuct Installation (Boring Rock), complete, in place.	L.F.	\$ 15.33	\$ 27.50	\$ 64.75	\$ 95.00	\$ 50.65	\$ 46.13	\$ 95.00	\$ 15.33	\$ 60.00
4	18/14mm MicroDuct Installation (Trenching)	L.F.	\$ 5.75	\$ 7.95	\$ 8.60	\$ 8.53	\$ 7.71	\$ 8.24	\$ 8.60	\$ 5.75	\$ 9.00
5	18/14mm MicroDuct Installation (Trenching Rock)	L.F.	\$ 10.75	\$ 19.75	\$ 29.90	\$ 16.15	\$ 19.14	\$ 17.95	\$ 29.90	\$ 10.75	\$ 25.00
6	Two (2) 1.5-inch Conduits Installation (Plowing), complete, in place.	L.F.	\$ 3.98	\$ 6.95	\$ 2.45	\$ 5.55	\$ 4.73	\$ 4.77	\$ 6.95	\$ 2.45	\$ 5.50
7	Two (2) 1.5-inch Conduits – Installation (Boring), complete, in place.	L.F.	\$ 10.65	\$ 13.57	\$ 12.45	\$ 12.10	\$ 12.19	\$ 12.28	\$ 13.57	\$ 10.65	\$ 13.00
8	Two (2) 1.5-inch Conduits – Installation (Boring Rock), complete, in place.	L.F.	\$ 15.15	\$ 29.00	\$ 64.30	\$ 95.00	\$ 50.86	\$ 46.65	\$ 95.00	\$ 15.15	\$ 65.00
9	Two (2) 1.5-inch Conduits – Installation (Trenching)	L.F.	\$ 5.65	\$ 8.65	\$ 8.15	\$ 8.05	\$ 7.63	\$ 8.10	\$ 8.65	\$ 5.65	\$ 9.00
10	Two (2) 1.5-inch Conduits – Installation (Trenching Rock)	L.F.	\$ 10.15	\$ 21.50	\$ 29.45	\$ 15.75	\$ 19.21	\$ 18.63	\$ 29.45	\$ 10.15	\$ 25.00
11	18/14mm MicroDuct Flex Installation	L.F.	\$ 2.95	\$ 7.95	\$ 20.50	\$ 46.50	\$ 19.48	\$ 14.23	\$ 46.50	\$ 2.95	\$ 40.00
12	Bridge Attachment (4-inch Conduit w/18/14mm MicroDuct) Installation	L.F.	\$ 80.00	\$ 166.45	\$ 58.85	\$ 171.10	\$ 119.10	\$ 123.23	\$ 171.10	\$ 58.85	\$ 150.00
13	Aerial Construction (including Strand, Fiber Optic Cable, 18/14mm Microduct, and all Hardware), complete, in place.	L.F.	\$ 4.51	\$ 5.60	\$ 6.75	\$ 5.48	\$ 5.59	\$ 5.54	\$ 6.75	\$ 4.51	\$ 6.50
14	Aerial Construction (Including Strand, Fiber Optic Cable, and all Hardware), complete, in place.	L.F.	\$ 2.35	\$ 4.18	\$ 5.05	\$ 3.75	\$ 3.83	\$ 3.97	\$ 5.05	\$ 2.35	\$ 5.00
15	30"x48"x24" Handhole Installation, complete, in place.	EA.	\$ 600.00	\$ 1,109.00	\$ 1,075.00	\$ 965.10	\$ 937.28	\$ 1,020.05	\$ 1,109.00	\$ 600.00	\$ 1,025.00
16	“Jetting In” Fiber Optic Cable, including fiber optic cable, complete, in place.	L.F.	\$ 1.74	\$ 2.12	\$ 2.55	\$ 2.40	\$ 2.20	\$ 2.26	\$ 2.55	\$ 1.74	\$ 3.00
17	Pulling Cable into Conduit, including fiber cable, complete, in place.	L.F.	\$ 1.64	\$ 2.12	\$ 2.55	\$ 2.65	\$ 2.24	\$ 2.34	\$ 2.65	\$ 1.64	\$ 3.00
18	Fiber Optic Splice Closure (144 Ct), complete, in place.	EA.	\$ 5,075.00	\$ 5,938.60	\$ 2,450.00	\$ 5,384.00	\$ 4,711.90	\$ 5,229.50	\$ 5,938.60	\$ 2,450.00	\$ 5,250.00

(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0026723635 | Data as of: Jun 30, 2019 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Aug 27, 2019 14:52:31

Filer Identification

Section	Question	Response
Filer Information	Company Name	HILLCOM INC
	Holding Company Name	Hillcom Inc.
	SAC ID	
	499 ID	
Data Contact Information	Data Contact Name	Melba Hill
	Data Contact Phone Number	(276) 835-1286
	Data Contact E-mail	hillcom.inc@outlook.com
Emergency Operations Contact Information	Emergency Operations Name	Brandon Hill
	Emergency Operations Phone Number	(276) 835-1286
	Emergency Operations E-mail	hillcom.inc@outlook.com
Certifying Official Contact Information	Certifying Official Name	Melba Hill
	Certifying Official Phone Number	(276) 835-1286
	Certifying Official E-mail	melbahill@hotmail.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FCC Broadband Deployment csv June19 1.txt	Aug 27, 2019 11:33:00	141
Fixed Broadband Subscription	June 2019 Subscription.csv	Aug 27, 2019 14:51:13	8

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Hillcom Inc	Optical Carrier/Fiber to the End User	3
		Terrestrial Fixed Wireless	138
Total			141

Fixed Broadband Subscriptions by State, Technology and End-user Type

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Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	1	0	3	3
	Terrestrial Fixed Wireless	7	699	32	731
Total		8	699	35	734

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
50.000	5.000	699	32	731
100.000	50.000	0	3	3
Total		699	35	734

Fixed Broadband Subscriptions by Technology, Bandwidths and End-user Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	100.000	50.000	0	3	3
Terrestrial Fixed Wireless	50.000	5.000	699	32	731
Total			699	35	734

(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0026723635 | Data as of: Dec 31, 2019 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Feb 12, 2020 15:08:00

Filer Identification

Section	Question	Response
Filer Information	Company Name	HILLCOM INC
	Holding Company Name	Hillcom Inc.
	SAC ID	
	499 ID	
Data Contact Information	Data Contact Name	Melba Hill
	Data Contact Phone Number	(276) 835-1286
	Data Contact E-mail	hillcom.inc@outlook.com
Emergency Operations Contact Information	Emergency Operations Name	Brandon Hill
	Emergency Operations Phone Number	(276) 835-1286
	Emergency Operations E-mail	hillcom.inc@outlook.com
Certifying Official Contact Information	Certifying Official Name	Melba Hill
	Certifying Official Phone Number	(276) 835-1286
	Certifying Official E-mail	melbahill@hotmail.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	fixed broadband deployment dec 019.csv	Feb 12, 2020 13:05:30	147
Fixed Broadband Subscription	censustract dec2019.csv	Feb 12, 2020 15:06:34	11

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Hillcom Inc	Optical Carrier/Fiber to the End User	3
		Terrestrial Fixed Wireless	144
Total			147

Fixed Broadband Subscriptions by State, Technology and End-user Type

--

Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	1	0	3	3
	Terrestrial Fixed Wireless	10	782	39	821
Total		11	782	42	824

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
50.000	5.000	782	39	821
100.000	50.000	0	3	3
Total		782	42	824

Fixed Broadband Subscriptions by Technology, Bandwidths and End-user Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	100.000	50.000	0	3	3
Terrestrial Fixed Wireless	50.000	5.000	782	39	821
Total			782	42	824

ATTACHMENT14 - PROJECT MAP WITH POTENTIAL CUSTOMER LOCATIONS

