

# Application to DHCD Submitted through CAMS

IDA of Russell County

East New Garden To Finney Broadband Initiative

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**Application ID:** 75708092020220243  
**Application Status:** In Progress - DHCD  
**Program Name:** Virginia Telecommunications Initiative 2021  
**Organization Name:** IDA of Russell County  
**Organization Address:** P. O. Box 2378  
Lebanon, VA 24266  
**Profile Manager Name:** Ernest McFaddin  
**Profile Manager Phone:** (276) 971-0690  
**Profile Manager Email:** ernie@russellcountyida.org

**Project Name:** East New Garden To Finney Broadband Initiative  
**Project Contact Name:** Ernest McFaddin  
**Project Contact Phone:** (276) 971-0690  
**Project Contact Email:** ernie@russellcountyida.org  
**Project Location:** East New Garden to Finney  
Honaker, VA 24260-2550  
**Project Service Area:** Russell County

**Total Requested Amount:** \$1,122,415.00

**Required Annual Audit Status:** Accepted

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$1,122,415.00</b>	<b>\$2,067,930.00</b>	<b>\$3,190,345.00</b>
Construction	\$892,715.00	\$1,438,000.00	\$2,330,715.00
Other: Electronic Equipment	\$22,900.00	\$54,000.00	\$76,900.00
Other: Marketing, ROW, COVID-19 Hotsp	\$0.00	\$15,000.00	\$15,000.00
Other: Customer Premises Equipment	\$45,800.00	\$108,000.00	\$153,800.00
Other: Electronics Cabinets	\$16,000.00	\$45,000.00	\$61,000.00
Other: Engineering	\$145,000.00	\$255,000.00	\$400,000.00
Other: Customer Installs	\$0.00	\$17,250.00	\$17,250.00
Other: Operations	\$0.00	\$95,000.00	\$95,000.00
Other: Bandwidth Costs	\$0.00	\$40,680.00	\$40,680.00
<b>Total:</b>	<b>\$1,122,415.00</b>	<b>\$2,067,930.00</b>	<b>\$3,190,345.00</b>

## Budget Narrative:

Construction estimate includes main line, drops and AEP make ready. The estimate for electronics and customer premises equipment are based on quotes from Calix. Russell County IDA will provide Right of Way cutting, Marketing and a COVID-19 Hotspot. Bandwidth costs are based on current cost for upstream bandwidth. Engineering cost estimates are based on experience with previous projects similar to what is proposed. Operations includes project management, technical staff, administration.

## 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:

This project area was selected as a joint effort between the Russell County IDA and iGo Technology, Inc.. The IDA and local governmental officials continue to have citizens call from the VATI portion of this proposed project area asking if and when broadband services may come to their area. iGo can contribute greatly to the historical demand as they have had several residences and businesses call requesting broadband services over the past several years. An interest list displaying these requests can be found in the section with our support letters. iGo does have wireless broadband service nearby area; however, there is no effective way to reach this community as they are in a secluded area blocked by some rather large rolling hills and lots of thick trees. Given the location, LTE cell phone service is really spotty as well. We have provided a maps of the proposed area to be funded by DHCD and our 2019 Tobacco Commission Grant which is a large part of the match for this project. They are located in: "Attachments" - "Attachment 1 - ProposedEastNewGardenFinneyRoute8152020113655.pdf".

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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:**

The proposed VATI portion of the project area is unserved and has a high demand based upon citizen request from that area over time. We have provided an FCC map that shows the proposed area and that we have no overlap with another provider offering services. The provided map is located in: "Attachment 3 - Documentation that proposed project area is unserved based on VATI criteria". Our fiber-rich network will provide unlimited access (no caps) and ultra low latency. You will also see that iGo's fixed wireless service is shown for the proposed area; however, they cannot reach or serve all citizens requesting service due to terrain restrictions.

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:**

We have researched the VATI portion of the project area to see if there is any other funding earmarked for that location and all we can find is nearby CAFII funding. Therefore, we have included the CAF II funded area map to depict that we are not intruding on such projects. Due to the nature of CAF II areas in our region, we are relatively close to them; however, we do not cross into their areas to serve customers and have even determined the AEP and Verizon pole lines are not in CAF II areas as well. "Attachments" - Attachment 2 - Documentation on Federal Funding 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:**

We have found that in the VATI portion of the overall project there are currently no overlaps in coverage as these citizens continue to have services less than the broadband minimum (25/3) as shown in the referenced map located in: "Attachments - "Attachment 3 - Documentation that proposed project area is unserved based on VATI criteria".

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.

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## Answer:

The entire project (including the proposed VATI addition) passes ?? households and businesses and community facilities located in Russell County. We identified households within the project area to be served utilizing the Russell County GIS mapping system and querying by households - going door-to-door to gain interest. We are comfortable with using 60% take rate based on our door-to-door polling and the fact the area is "totally" unserved. We feel these are firm numbers given the GIS system use and knowledge obtained by the Russell County IDA in the proposed addition.

iGo also maintains an "Interest List" from citizen inquiries for broadband at all times to detect trends and determine new areas to deploy broadband services in Russell County. This listing for the proposed grant area can be found in: "Attachments" - "Attachment 14 - East New Garden to Finney Interest List".

a. This entire project service area is very rural with approximately (5) home-based businesses. The community anchor institutions include: Old Cleveland Elementary/Community Center, Cleveland Life Saving Crew and several churches. We determined the number of serviceable units utilizing the Russell County GIS mapping system and querying by households going door-to-door to gain interest.

b. ??? units. The area as a whole is literally unserved. We determined the number of serviceable units utilizing the Russell County GIS mapping system and querying by households going door-to-door to gain interest.

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 section is not applicable to our application since we are only doing a FTTP project.

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:

The network architecture used for this offering will be (FTTP) Fiber to the Premise. The electronic equipment to be used will be Calix for the head end and customer CPE as well. The CPE equipment will be 1GB capable with dedicated bandwidth. The network connectivity for infrastructure equipment will be 10GB capable and will be a GPON based network. See attached map in: "Attachments" - "Attachment 15 - iGo DHCD Network Architecture".

Dedicated Bandwidth Offerings:

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- 25 Mbps Down X 3 Mbps Up \$89.95
- 50 Mbps Down X 5 Mbps Up \$119.95
- 75 Mbps Down X 5 Mbps Up \$149.95
- 100Mbps Down X 10Mbps Up \$179.95
- 200Mbps Down X 100Mbps Up \$239.95
- 500Mbps Down X 250Mbps Up \$299.95
- 1GB Down X 500Mbps Up \$499.95
- 1GB Down X 1GB Up \$999.95

All service packages include Unlimited Data

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:**

## Description of Proposed Network

1. The proposed Service Area is shown in Attachment 1 – Project Area Map. It includes an estimated 13 miles of main line fiber construction.
2. The proposed network will use a GPON FTTP topology. Broadband services will be offered to each location in the project area.
3. The Project Area will be provided service using Calix GPON FTTP and 10 Gbps fiber ring to supply adequate bandwidth and redundancy. Two electronics cabinets will be added to an existing Calix 10Gbps ERPS ring.
4. The Project Area includes an estimated 709 locations and the projected penetration rate is 60%. The system will be designed with a 10km plant, meaning there will be electronics within 10km of each housing unit.
5. The existing ISP interconnection has adequate capacity to accommodate the addition of the Project Area. iGo will offer broadband service with a non-congested network. When internet traffic reaches 75% of capacity, upstream bandwidth is increased.

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## Description of Design Parameters

1. The proposed FTTP system is designed with fiber constructed from each subscriber to an OLT. The system is designed with a 10km fiber loop. The system will be constructed with ribbon fiber to reduce construction cost and reduce recover time in the event of a fiber cut.
2. From an historic perspective, an oversubscription ratio of 4:1 is anticipated. iGo will monitor bandwidth usage and add upstream bandwidth when bandwidth consumption reaches 75% of upstream capacity. This approach ensures a non-blocking, non-congested network.
3. Calix standard FTTP optics have >28dB dynamic range. The proposed FTTP project will be designed with 10km local loops. Problems with link budgets are not anticipated.
4. The electronics will be on a 10Gbps ring using Calix failover protocol. ERPS will provide 50ms failover in the event of a fiber cut. The ring design ensures that a single optic failure will not cause a network outage. Initially the ring will be collapsed with future phases including geographic diversity.
- 5.

## 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.

### Answer:

The matching portion (2019 Last Mile Tobacco Commission Grant) is currently beginning easements and slated to be complete in less than two years. The proposed additional DHCD service area is in planning stage and would proceed upon a grant award. We have planned the DHCD portion to be completed within an 18 month window primarily due to iGo experience performing these projects. We feel the need to extend our project from 12 to 18 months due to the time it takes to work with AEP and Verizon for pole make ready. This is one of the largest impacts we have and we have very little control over this.

Our area of Southwest Virginia has rather harsh winters at times and the rugged terrain alone is generally a challenge with pole infrastructure and right-of-way. Poles are located in some cases on the sides and tops of mountains. These are cases where AEP or Verizon has not cut the right-of-way in years which makes that process more time consuming than a right-of-way that would follow a highway or road. During those harsh winters, AEP and Verizon line workers get called to snow storm duty which takes precedence over make ready projects thereby hampering schedules like ours.

Project Management Plan can be found in: "Attachments" - "Attachment 6 -Timeline-Project Management Plan".

Formal Agreement between Russell County IDA and iGo Technology, Inc. located in: "MOU/MOA - Document Between Applicant/Co-Applicant" - "Attachment 7 – Relationship between ApplicantCo-Applicant".

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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:**

See "Attachments" - "Attachment 9 - Documentation of Match Funding". This agreement shows where Russell County IDA and iGo Technology, Inc. was awarded \$1,900,000 for last mile broadband in June of 2019.

Russell County IDA has a letter inserted under "Attachments" - "Optional" - "Attachment 16 - Russell County IDA (in-kind)" indicating an additional match contribution and commitment to this project totaling \$15,000 in value.

As can be seen from the Derivation of Costs, iGo will be inserting additional match by providing "Operations" services in the form of performing Customer Installations, and overall Operations of the network with a value totaling \$103,560.00.

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

**Answer:**

Russell County IDA feels the leverage they should have would revolve around prior successful broadband grants in the past and also that those grants included iGo Technology, Inc. as a partner. The management and administration of those grants has been very successful.

iGo Technology, Inc. feels the leverage they have for this particular area is very valuable. Having a wireless network near the project area, IGo has developed relationships with potential customers requesting service and a few of these have indicated they would work within the community to assist in any way possible with an effort to get broadband service to their area. These key individuals located within the project area can offer assistance with obtaining easements and drop line permissions. We have found this to be VERY resourceful with past grants/projects since these people live within the project area. iGo has obtained a running potential customer interest list since the nearby wireless network was installed in 2015 where potential customers called requesting service, but could not receive wireless service. iGo Technology, Inc. is currently successfully managing (4) RUS Community Connect fiber grants, (1) Tobacco Commission fiber grant, (1) VATI fiber grant. iGo Technology, Inc. has all of the back office resources and key personnel to properly incorporate new FTTP areas into their existing infrastructure for proper provisioning, installations, and support. IGo Technology, Inc. has strong relationships with many FTTP vendors which will greatly assist in securing the best products and pricing for this project. IGo Technology, Inc. has a great working relationship established with Appalachian Power, VDOT and Verizon to insure outside plant construction is performed smoothly. has all of the back office resources and key personnel to properly incorporate new FTTP areas into their existing infrastructure for proper provisioning, installations, and support. IGo Technology, Inc. has strong relationships with many FTTP vendors which will greatly assist in

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securing the best products and pricing for this project. IGo Technology, Inc. has a great working relationship established with Appalachian Power, VDOT and Verizon to insure outside plant construction is performed smoothly. has all of the back office resources and key personnel to properly incorporate new FTTP areas into their existing infrastructure for proper provisioning, installations, and support. IGo Technology, Inc. has strong relationships with many FTTP vendors which will greatly assist in securing the best products and pricing for this project. IGo Technology, Inc. has a great working relationship established with Appalachian Power, VDOT and Verizon to insure outside plant construction is performed smoothly. has a great working relationship established with Appalachian Power, VDOT and Verizon to insure outside plant construction is performed smoothly. has a great working relationship established with Appalachian Power, VDOT and Verizon to insure outside plant construction is performed smoothly.

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.) We are comfortable using a 60% take rate based on our door-to-door polling and the fact the area is "totally" unserved. We feel these are firm numbers given the GIS system use and knowledge obtained by the Russell County IDA in the proposed addition. Each potential customer within the project area will be provided free installation during the construction phase and provided with their choice of Internet speeds from our proposed packages. iGo also maintains an "Interest List" at all times to detect trends and determine new areas to deploy broadband services in Russell County. This listing for the proposed grant area can be found in: "Attachments" - "Attachment 14 - "East New Garden to Finney Interest List". iGo currently has an established advertising relationship with a local TV station out of Bristol, VA/TN (WCYB-TV5) to advertise broadband offerings to the whole region. WCYB-TV5 is the most watched and popular TV station in the southwest Virginia area. iGo will highlight this grant area with TV advertising once construction begins and beyond that time into the future.

The IDA will share this broadband project with all of our contacts and the community via websites, email distribution and signage. IDA will utilize all of it's resources and county resources to advertise and promote this much needed project. Lastly, in light of today's pandemic, the IDA will install and maintain a COVID-19 hotspot inside the project area.

(b.) iGo will extend the courtesy of basic computer training skills/classes to individuals within this proposed grant area by allowing these individuals to utilize the USDA Community Connect community centers it currently maintains in nearby locations. These classes will be free of charge.

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

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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:**

<i>NAME</i>	<i>TITLE</i>	<i>ROLE</i>
Ernie McFaddin Applicant / Coordinator Coordinate activities between Russell County IDA, iGo, and DHCD. Responsible for overseeing Russell County IDA matching contributions for the grant.	Chairman, Russell County IDA	Grant

Steve VanDyke Grant Management & Liaison w/Russell County IDA. Maintain schedules, perform make-ready applications and coordinate with AEP & Verizon for pole attachments. Coordinate engineering tasks with Metts Engineering. Maintain network system post installation.	President, iGo Technology, Inc.	iGo Overall
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Lane Wood Management Perform necessary costs analysis, forecasts, reporting and manage expenditures during grant life.	CFO/CPA, iGo Technology, Inc.	iGo Financial
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William Metts Outside Plant Engineer Perform layout and engineering of proposed FTTP network and see process through to post installation.	Network Engineer	Metts -
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## 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:**

An itemization of our construction and equipment costs etc. can be found within the budget tab and in: "Attachments" - "Attachment 11 East New Garden to Finney Derivation of Costs.pdf"

Documentation of Supporting Cost Estimates can be found at: "Attachments" - "Attachment 12 - Documentation of Supporting Cost Estimates"

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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: \$1,028,213.00

B: Number of Serviceable Units: The entire project includes ??? passings. The state cost per passing is \$???. (The entire project includes: 2019 Russell County/iGo Tobacco commission grant, Russell County IDA's In-Kind, and the DHCD proposed contribution).

C: Highest Residential Speed Available in Proposed Project Area: The broadband service that will be provided for the project will be (FTTP) fiber to the premises. The infrastructure equipment from the POP/Cabinet to the premises/ONT would be 1Gbps speeds. The speed is based on dedicated bandwidth. The fiber optic internet service packages that will be provided are as follows:

- 25 Mbps Down X 3 Mbps Up \$89.95
- 50 Mbps Down X 5 Mbps Up \$119.95
- 75 Mbps Down X 5 Mbps Up \$149.95
- 100Mbps Down X 10Mbps Up \$179.95
- 200Mbps Down X 100Mbps Up \$239.95
- 500Mbps Down X 250Mbps Up \$299.95
- 1GB Down X 500Mbps Up \$499.95
- 1GB Down X 1GB Up \$999.95

All service packages include Unlimited Data

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

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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: Russell County IDA and other county officials collaborate frequently to assess the broadband needs of Russell County. This project fills a void in the northern portion of Russell County that is primarily off the beaten path. This particular project would begin an effort to bridge the gap between our two prior grants and allow connected networks with redundancy covering a large portion of the area. There are areas north of this project that are in the overall Russell County broadband plan.

B: The community anchors that would benefit and have an impact on the area would include the Cleveland Life Saving Crew and the Cleveland Elementary School (now a community center) and several churches. Within the past several months as a result of COVID-19, churches in the area have been frantically searching for broadband services to allow them to stream their services since members are encouraged to stay home due to the pandemic. Russell County IDA and iGo have both been asked to provide hotspots and any form of broadband they can get to assist with these locations. Currently, Russell County IDA and iGo as a joint effort are providing COVID-19 hotspots in the Russell County areas of: Cleveland, Hansonville and Honaker. These will help bridge the gap until some of these needs can be met with FTTP services.

C: As referenced in the "Leverage" section, iGo has an extremely good working relationship with Appalachian Power, VDOT, and Verizon. Smooth relationships with these entities is very critical when working on FTTP projects. Also, our engineering firm is a great partner and brings immense experience to this project having conducted and completed many FTTP projects. They see the FTTP process through post construction. Russell County IDA has a great relationship with the Russell County Sheriff's office as referenced within this application for right of way cutting. There is also a great working relationship with the Russell County E911 office that helps many times over when it comes to address issues, property boundaries and rights of way.

D: As a rule, Russell County IDA and iGo have individuals go door-to-door, to **every household**, in an effort to ensure all citizens of project areas; regardless of being low, medium or high income, have equal access and knowledge to all services offered. Through this proposed grant process/application, all installations performed by iGo are free of labor and equipment charge to the end user. The only billing the end user receives is their monthly choice of package(s). Lastly, we do have 25/3 and many packages above to choose from.

## 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:

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You are welcome to visit our websites in order to familiarize yourself with our entities and for any additional information you desire: <http://www.russellcountyida.org> and <http://www.igotechnology.com>

## **Attachments:**

Optional

Attachment16RussellCountyIDAInKind816202023131.pdf

Map(s) of project area, including proposed infrastructure

Attachment1ProposedEastNewGardenFinneyRoute8152020113655.pdf

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

Attachment2DocumentationofFederalFundingArea8152020115616.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationthatproposedprojectareaisunservedbasedonVATIcriteria8162020120829.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm817202030501.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlan8142020114105.pdf

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

Attachment7RelationshipbetweenApplicantCoApplicant8162020122116.pdf

Funding Sources Table

Attachment8VATIFundingSourcesTable816202011556.pdf

Documentation for match funding

Attachment9iGoDocumentationofMatchFunding8162020122333.pdf

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Letters of Support

Attachment10LettersofSupport817202025559.pdf

Derivation of Cost (Project Budget)

Attachment11EastNewGardentoFinneyBudgetDerivation817202050116.pdf

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

Attachment12DocumentationofSupportingCostEstimates8162020123149.pdf

Two most recent Form 477 submitted to FCC

Attachment13iGoForm477FilingSummary8162020123603.pdf

Optional

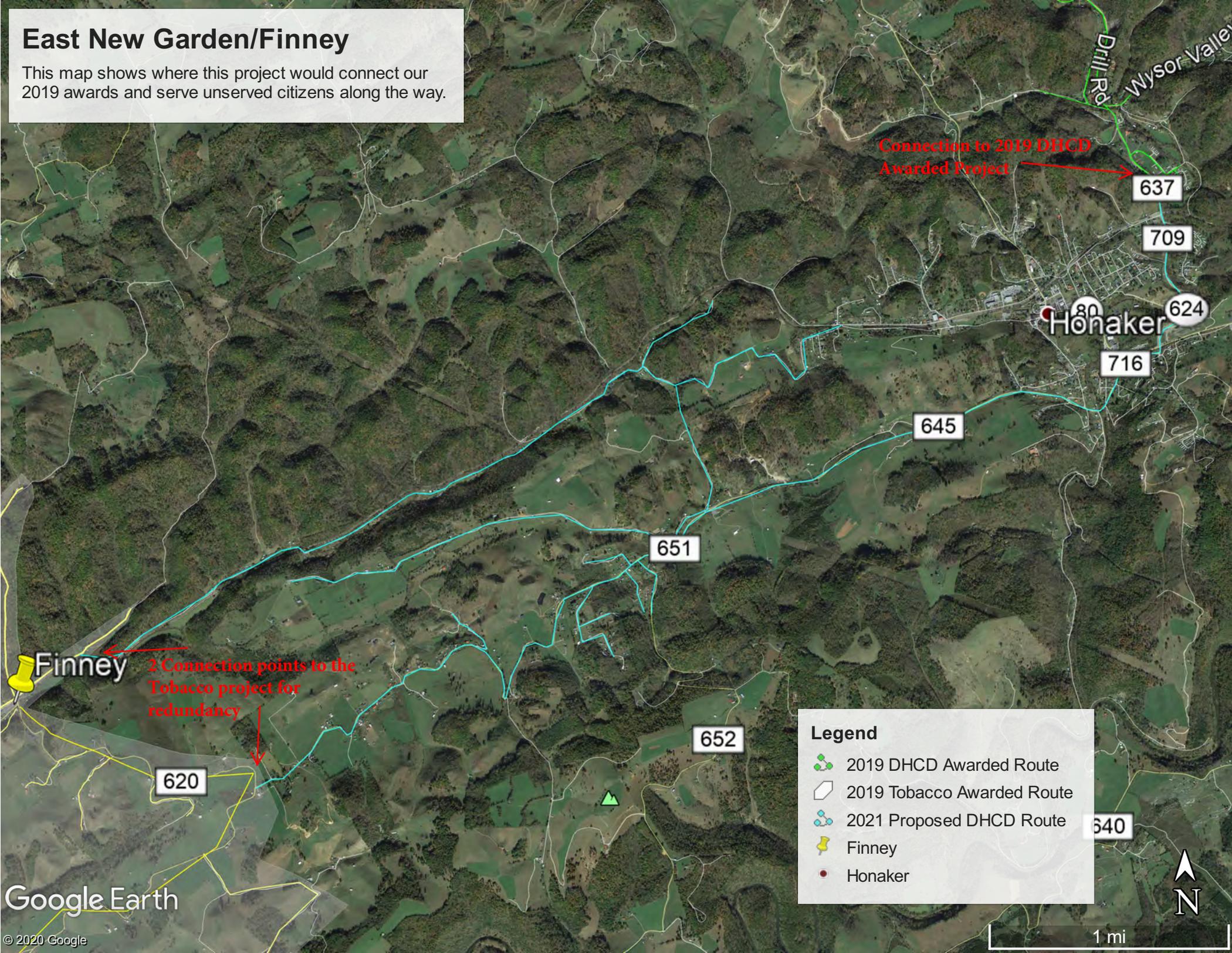
Attachment14EastNewGardenFinneyInterestList816202015533.pdf

Optional

Attachment15iGoDHCDNetworkArchitecture816202020210.pdf

# East New Garden/Finney

This map shows where this project would connect our 2019 awards and serve unserved citizens along the way.



Connection to 2019 DHCD Awarded Project

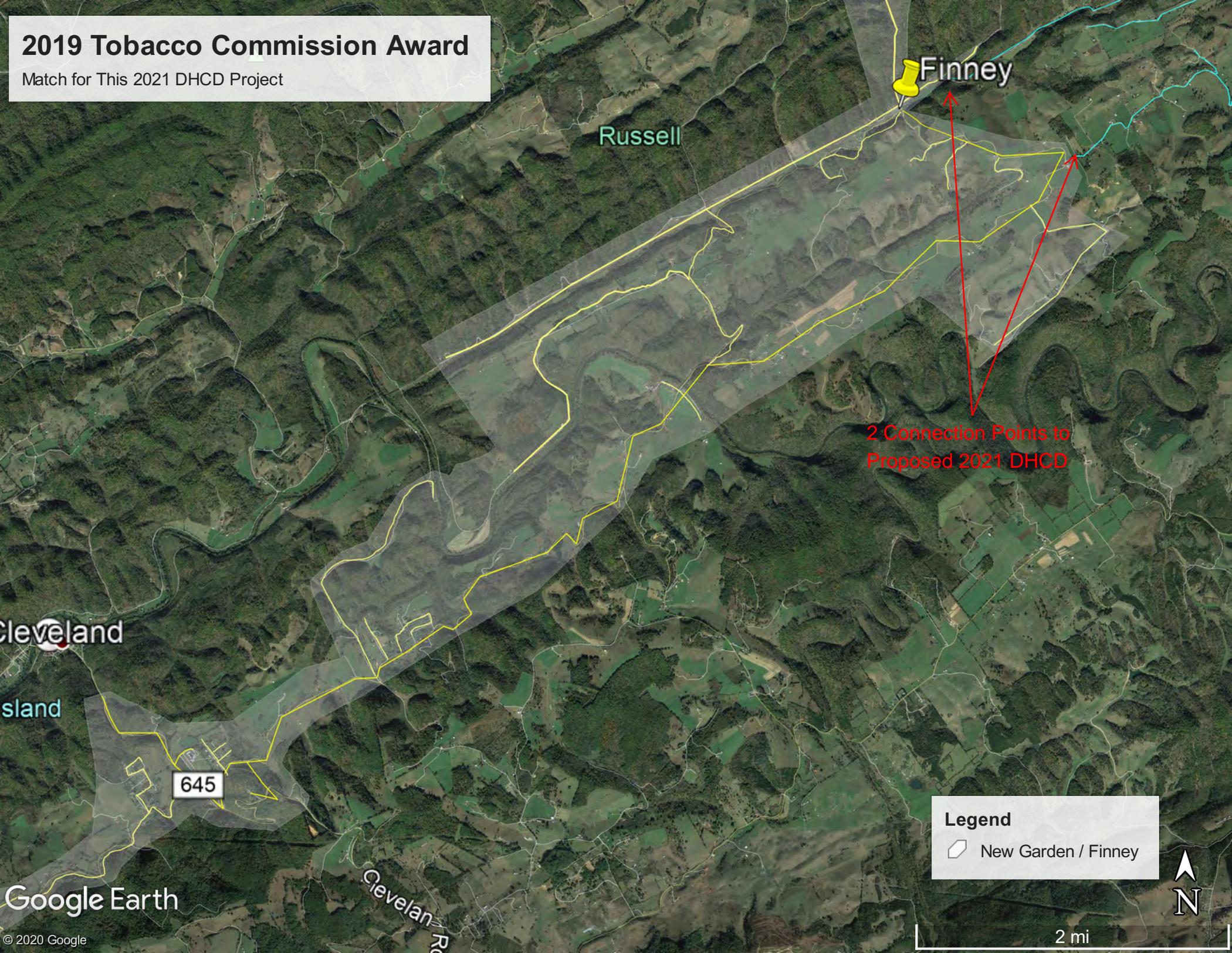
2 Connection points to the Tobacco project for redundancy

**Legend**

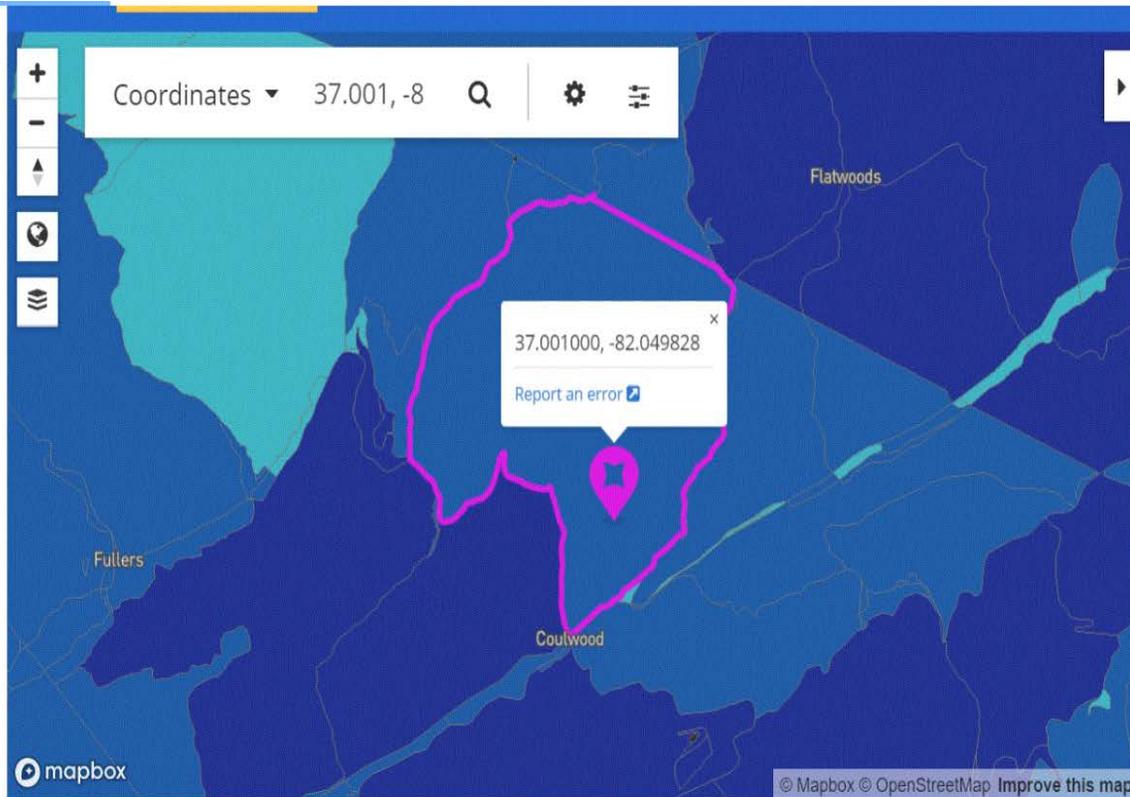
- 2019 DHCD Awarded Route
- 2019 Tobacco Awarded Route
- 2021 Proposed DHCD Route
- Finney
- Honaker

# 2019 Tobacco Commission Award

Match for This 2021 DHCD Project



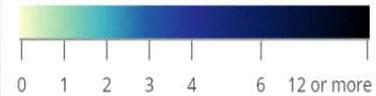




### All Providers Reporting Service

Census block ID: 511670305001029

#### Number of Fixed Residential Broadband Providers



#### Broadband

**Technology** ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other  
**Speed**  $\geq$  25/3 Mbps  
**Date** June 2019 (*latest public release*)

Provider	Tech	Down (Mbps)	Up (Mbps)
ViaSat, Inc.	Satellite	35	3
Hughes Network Systems, LLC	Satellite	25	3
iGo Technology, Inc.	Fixed Wireless	20	2
VSAT Systems, LLC	Satellite	2	1.3

# 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
<b>Residential</b>	224	224
<b>Businesses (non-home based)</b>	3	3
<b>Businesses (home-based)</b>	2	2
<b>Community Anchors</b>		
<b>Non-residential</b>		
<b>Total Number of Passings</b>	229	229

**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.

## Russell County - Crossroads/Purcell Broadband Initiative Project Management Plan

Project Objectives and Activities	Year 1				Year 2			
	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Staking/Field Checks	X							
Drafting/Staking Sheet Preparation		X						
Construction 515 Project Goes to Bid			X					
Construction Begins (Anchor Placement)				X				
Cable/Strand Placements Begin					X			
Splicing Begins						X		
Construction Complete						X		
Splicing Complete						X		
Expedited Community Center Construction (Advanced Service)				X				
Make Ready with (Telephone & Power)		X						
Access Equipment Goes to Bid			X					
Access Equipment Installed Access Equipment tested				X				
Access Equipment Closeout					X			
In Home Wiring Begins (ONT Installs & Wiring)						X		
In Home Wiring Complete (ONT Installs & Wiring)						X		
Equipment Location Site Prep			X					
Equipment Location Construction Complete			X					
Community Center Building site prep	N/A							
Community Center Building Renovation Begins	N/A							
Community Center Renovation Complete	N/A							
Community Center In-Service	N/A							

**AGREEMENT FOR GRANT APPLICATION AND  
FIBER OPTIC CABLE INSTALLATION**

**THIS AGREEMENT**, dated this 12<sup>th</sup> day of November, 2018, by and between the Industrial Development Authority of Russell County, Virginia, a political subdivision of the Commonwealth of Virginia, (hereinafter "IDA"), whose principal offices are located in the Town of Lebanon, Virginia, and iGo Technology, Inc., a Virginia corporation, (hereinafter "iGo"), whose principal offices are located in Grundy, Virginia.

WHEREAS, the IDA is created to promote industry and develop trade by inducing manufacturing, industrial, governmental, nonprofit and commercial enterprises and institutions of higher education to locate in or remain in the Commonwealth and further the use of its agricultural products and natural resources, hereinafter the "Purposes"; and

WHEREAS, access to fiber optic cabling to provide high speed internet and other related communication services assists the IDA in fulfilling its Purposes; and,

WHEREAS, the IDA currently does not have access to funding to be able to pay the costs and expenses associated with the installation of fiber optic cable; and

WHEREAS, iGo has experience in both the installation of fiber optic cabling and providing high speed internet services throughout far southwest Virginia, including in Russell County, Virginia; and,

WHEREAS, iGo also has successfully made application for and successfully administered grant funding for internet related services; and,

WHEREAS, iGo desires to assist the IDA in making the grant application and administer any potential grant with the Virginia Department of Housing and Community Development ("DHCD") as well as install and build out and fiber optic cabling; and,

WHEREAS, iGo specifically has been awarded a grant from the Tobacco Commission ("TRRC") which will be used in conjunction with any grant from DHCD for the provision of broadband internet services in the same area as the DHCD application; and

WHEREAS, the parties acknowledge and desire for any potential grant award from the DHCD be administered by iGo in conjunction with its administration of the Tobacco Commission grant.

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

1. The IDA does hereby authorize iGo, and iGo 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 Russell County, Virginia. The IDA agrees that the application will be in the name of the IDA and that iGo will insure the grant request qualifies for the grant funding.

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 iGo to assist in providing its expertise in applying for and pursuing the grant, agrees that iGo will administer all technical aspects of the grant and will procure and install the fiber optic cable funded by the grant. iGo agrees to insure compliance with any and all requirements of the grant, and to comply with all local, state and federal laws and regulations. The IDA will provide any and all cooperation necessary or convenient to comply with the administration of the grant, and the IDA will be provided with reports from iGo of all activities under the grant on no less than a monthly basis.

4. iGo will install the fiber optic cable along the route outlined in the grant application. iGo will have exclusive access and the exclusive right to provide internet and other communication services utilizing the fiber optic cable installed subsequent to this grant. iGo will provide customer service and maintain the fiber optic cable infrastructure utilizing service fees collected from customers along this route.

5. iGo 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.

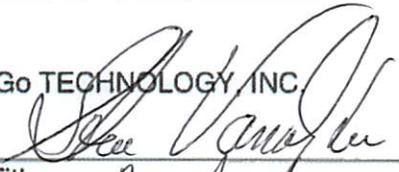
6. This Agreement shall be construed according to the laws of the Commonwealth of Virginia with the venue for any interpretation, enforcement or adjudication in connection with this Agreement being had in Circuit Court of Russell County, Virginia.

7. The recitals set forth at the beginning of this document are incorporated by reference into this paragraph and made a part of this Agreement as if set forth *verbatim* herein.

Witness the following signatures and seals:

INDUSTRIAL DEVELOPMENT AUTHORITY  
OF RUSSELL COUNTY, VIRGINIA

By   
Ernie McFaddin, Chairman

iGo TECHNOLOGY, INC.  
By   
Title President

STATE OF VIRGINIA,

COUNTY OF Russell, to-wit:

The foregoing instrument was acknowledged before me by Ernie McFaddin, Chairman of the Industrial Development Authority Russell County, Virginia, on this 12<sup>th</sup> day of November, 2018.

My commission expires: 12-31-2019.

Donna Regina Thompson  
Notary Public 7501809



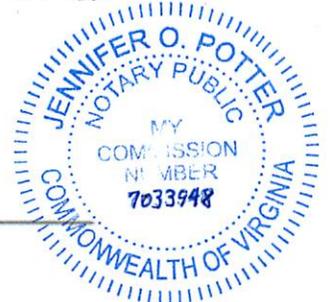
STATE OF VIRGINIA,

COUNTY OF Buchanan, to-wit:

The foregoing instrument was acknowledged before me by Steve Vandyke, on behalf of iGo Technology, Inc., on this 12<sup>th</sup> day of November, 2018.

My commission expires: May 31, 2022.

Jennifer O. Potter  
Notary Public



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	\$1,122,415	35.18	Pending
RCIDA/iGo TRRC Grant	\$1,940,680	60.83	SECURED
iGO TECH - OPERTNS	\$112,250	3.52	SECURED
RCIDA – MKT, ROW	\$15,000	0.5	SECURED
	\$		
	\$		
	\$		
<b>TOTAL</b>	<b>\$ 3,190,345</b>	<b>100 %</b>	



# Research & Development/Last Mile Broadband

## Last Mile Broadband Program

In 2017 the R&D Committee approved the use of up to \$10 million as a multi-year commitment to assist in constructing “last-mile” broadband telecommunications infrastructure in unserved areas of the Region. In March 2018, the Committee made awards totaling more than \$11 million as grant incentives to localities and qualified experienced private sector broadband providers working in partnership, to assist with up to 50% of construction costs. Those nine projects, listed in the link below, will serve more than 31,500 homes, businesses and anchor institutions.

The Committee has now committed up to \$5 million to be available in a second round of project grant and loan funding. **Full proposals** were due **March 21, 2019**, and will be acted on at the June 2019 Commission meetings.

[FY19 Last Mile Broadband Staff Summaries and Recommendations 5-31-19](#)

[FY19 Last Mile Awards 6/6/19](#)

If you would like to review any of the pending applications, please contact our Grants Director Tim Pfohl at [TPfohl@revitalizeva.org](mailto:TPfohl@revitalizeva.org)

## Related Information

[STRATEGIC PLAN »](#)

[ANNUAL REPORT »](#)

[PRE-APPLICATION »](#)

[FUNDING POLICIES »](#)

[SBIR FY 18 GUIDELINES »](#)

[R&D GRANT AGREEMENT »](#)

[BROADBAND PROGRAM GUIDELINES »](#)

## FY19 Last Mile Broadband

### Awards

**June 6, 2019**

Req #	Organization	Project Title	Award
<b>Southwest Region Requests</b>			
3535	Carroll County IDA	The Wired Road/Carroll County Last Mile Neighborhood Pole Project	<b>\$200,000</b>
3531	Cumberland Plateau Company	Cleveland Broadband Expansion Project	<b>\$544,137</b>
3522	IDA of Dickenson County	Honey Camp Last Mile Broadband	<b>\$65,000</b>
3530	Grayson County	Connect Grayson	<b>\$325,000</b>
3527	The IDA of Russell County	<b>North Central Russell / South Buchanan Counties Broadband Expansion Project</b>	<b>\$1,900,000</b>
3519	Scott County Telephone Cooperative	Weber City Broadband Fiber-to-the-Home Initiative	<b>\$1,500,000</b>
3525	Tazewell County IDA	Tazewell County Wireless Service Authority Broadband Expansion - Phase III	<b>\$150,000</b>
<i>Sub-total - 7 Southwest Requests/7 Recommendations</i>			<b>\$4,684,137</b>
<b>Southern Region Requests</b>			
3532	Appomattox County	Pamplin Area Fiber Broadband Project	<b>\$600,000</b>
3521	Bedford, County of	Bedford County Broadband Project	<b>\$670,500</b>
3524	Campbell County	Campbell County 2019 Last Mile Broadband Southeast Project	<b>\$156,313</b>
3529	Franklin County	Franklin County Broadband Authority Fiber Extension Project	<b>\$650,000</b>
3534	Halifax County	Halifax County Broadband Initiative- Phase 2	<b>\$334,396</b>
3547	Lunenburg County	Lunenburg County and Kinex Telecom Fiber Project	<b>\$439,069</b>
3533	Pittsylvania County	Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber Extension	<b>\$375,549</b>
<i>Sub-total - 9 Southern Requests/7 Recommendations</i>			<b>\$3,225,827</b>

**Grand Total (16 requests/14 Recommendations)**

**\$7,909,964**



**Lebanon Primary School**  
**919 East Main Street / Lebanon, Virginia 24266**  
Phone: (276) 889-4507 Fax: (276) 889-4509  
**"Learning Promotes Success"**

**Rebecca Sykes, Principal**  
**Seth Gent, Assistant Principal**  
**Krista Sutherland, Guidance**

**Krissy Coleman, Bookkeeper/Secretary**

**LeAnn Horne, Secretary**

August 12, 2020

RE: Letter of Support - Virginia Telecommunications Initiative (VATI) 2020 – Russell County IDA

Dear Dr. Holmes,

It has come to my attention that iGo Technology and the Russell County Industrial Development Authority (IDA) are submitting applications for funding of projects to extend fiber optic Internet service to the Crossroads/Purcell section of Hansonville & East New Garden toward Finney area near Honaker. These projects are located in Russell County, Virginia.

Many of the Lebanon Primary School students live in these areas and do not have internet services. These projects would bring tremendous benefits to the residents located within these localities and provide gigabit broadband capabilities with Fiber-To-The-Premises architecture. During COVID-19, our students have had to rely on remote/virtual learning. Not having internet service has posed a problem for these students. Russell County Schools will begin their 2020-2021 school year on a Hybrid plan, which means students will have remote/virtual learning partial or full-time. As you are aware, Southwest Virginia is in dire need of such infrastructure investments. iGo Technology has a long history of quality service and commitment to our region.

I respectfully request the Virginia Department of Housing and Community Development give full and thoughtful consideration to these grant applications to serve the citizens of Russell County. Access to quick and reliable Internet service is becoming an increasing necessity in our school system. The Virginia Department of Housing and Community Development plays a vital role in working to ensure Southwest Virginia can meet this demand for the benefit of our citizens and the local economy.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

*Rebecca Sykes*, Principal

# Russell County Virginia

## "The Heart of Southwest Virginia"

Oris Christian  
At-Large

Tim Lovelace  
District 1

Lou Ann Wallace  
District 2

Rebecca Dye, Chairperson  
District 6

Steve Breeding, Vice-Chairman  
District 5

Carl Rhea  
District 3

David Eaton  
District 4

Lonzo Lester  
County Administrator

---

August 10, 2020

### Virginia Department of Housing and Community Development

Attn: Tamarah Holmes, Ph.D.  
Director, DHCD Office of Broadband  
600 East Main Street Suite 300  
Richmond, VA 23219

RE: Letter of Support - Virginia Telecommunications Initiative (VATI) 2020 – Russell County IDA

Dear Dr. Holmes,

We are writing to express our support for the grant loan application of the Industrial Development Authority of Russell County, Virginia (IDA) is submitting to the Virginia Department of Housing and Community Development (DHCD) for the Virginia Telecommunications Initiative (VATI) 2020 Grant.

Due to the COVID-19 pandemic, it's essential to our community and economic development to partner with iGo Technology and the IDA to provide broadband projects to extend fiber optic Internet service to the Crossroads/Purcell section of Hansonville & East New Garden toward Finney area near Honaker located in Russell County, Virginia.

These projects would bring tremendous benefits to the residents located within these localities and provide gigabyte broadband capabilities with Fiber-To-The-Premises architecture. As you are aware, Southwest Virginia is in dire need of such infrastructure investments. iGo Technology has a long history of quality service and commitment to our region.

We respectfully request DHCD give full and thoughtful consideration to these grant applications to serve the citizens of Russell County. Access to quick and reliable Internet service is becoming an increasing necessity in our society. The DHCD plays a vital role in working to ensure Southwest Virginia can meet this demand for the benefit of our citizens and the local economy.

The Russell County Board of Supervisors strongly supports the iGo Technology and the IDA's Virginia Telecommunication Initiative (VATI) 2020 Grant application and looks forward to the benefits it will bring to our community.

Sincerely,

**REBECCA DYE**

Rebecca Dye  
Chairperson  
County of Russell Virginia

Russell County Government Center  
137 Highland Drive · Lebanon, Virginia 24266 · (276) 889-8000 · Fax (276) 889-8011  
[www.russellcountyva.us](http://www.russellcountyva.us)

August 10, 2020

**Virginia Department of Housing and Community Development**

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These projects would bring tremendous benefits to the residents located within these localities and provide gigabit broadband capabilities with Fiber-To-The-Premises architecture. As you are aware, Southwest Virginia is in dire need of such infrastructure investments. iGo Technology has a long history of quality service and commitment to our region.

I respectfully request the Virginia Department of Housing and Community Development give full and thoughtful consideration to these grant applications to serve the citizens of Russell County. Access to quick and reliable Internet service is becoming an increasing necessity in our society. The Virginia Department of Housing and Community Development plays a vital role in working to ensure Southwest Virginia can meet this demand for the benefit of our citizens and the local economy.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely, Melody Maxfield  
1532 Finney Road  
Honaker Virginia

August 10, 2020

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

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Sincerely,

Jeff Maxfield  
1532 Finney Road  
Honaker Va 24260

August 10, 2020

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**Director, DHCD Office of Broadband**  
**600 East Main Street Suite 300**  
**Richmond, VA 23219**

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I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely, *Tracy Hart*  
1029 Finney road  
Honaker VA 24260

August 10, 2020

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

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I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

*Mike Hart*  
2733 John Sims Hill  
Honaker VA 24260

August 10, 2020

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

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I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

*Terry Hart*  
2729 John Sims Hill Road  
Honaker VA 24260

August 10, 2020

**Virginia Department of Housing and Community Development**

**Attn: Tamarah Holmes, Ph.D.**

Director, DHCD Office of Broadband

600 East Main Street Suite 300

Richmond, VA 23219

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Sincerely,

*Joey Phillips*  
2823 John Sims Hill  
Honaker Va 24260

August 10, 2020

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Director, DHCD Office of Broadband  
600 East Main Street Suite 300  
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I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

*Lonnie Hunt*  
*1871 Finney Road*  
*Honaker VA 24260*

August 10, 2020

**Virginia Department of Housing and Community Development**

**Attn: Tamarah Holmes, Ph.D.**

**Director, DHCD Office of Broadband**

**600 East Main Street Suite 300**

**Richmond, VA 23219**

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Sincerely,

*Harvey Hunt*  
*2907 John Sims Hill*  
*Honaker Va 24260*

August 10, 2020

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Sincerely,

*William Earl*  
*802 E. Main Road*  
*Honaker VA 24260*

August 10, 2020

**Virginia Department of Housing and Community Development**

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Director, DHCD Office of Broadband  
600 East Main Street Suite 300  
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RE: Letter of Support - Virginia Telecommunications Initiative (VATI) 2020 – Russell County IDA

Dear Dr. Holmes,

It has come to my attention that iGo Technology and the Russell County Industrial Development Authority (IDA) are submitting applications for funding of projects to extend fiber optic Internet service to the Crossroads/Purcell section of Hansonville & East New Garden toward Finney area near Honaker. These projects are located in Russell County, Virginia.

These projects would bring tremendous benefits to the residents located within these localities and provide gigabit broadband capabilities with Fiber-To-The-Premises architecture. As you are aware, Southwest Virginia is in dire need of such infrastructure investments. iGo Technology has a long history of quality service and commitment to our region.

I respectfully request the Virginia Department of Housing and Community Development give full and thoughtful consideration to these grant applications to serve the citizens of Russell County. Access to quick and reliable Internet service is becoming an increasing necessity in our society. The Virginia Department of Housing and Community Development plays a vital role in working to ensure Southwest Virginia can meet this demand for the benefit of our citizens and the local economy.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

*Tim Ray*  
74 Finney Rd  
Honaker VA 24260

August 12, 2020

**Virginia Department of Housing and Community Development**

**Attn: Tamarah Holmes, Ph.D.**  
Director, DHCD Office of Broadband  
600 East Main Street Suite 300  
Richmond, VA 23219

RE: Letter of Support - Virginia Telecommunications Initiative (VATI) 2020 – Russell County IDA

Dear Dr. Holmes,

It has come to my attention that iGo Technology and the Russell County Industrial Development Authority (IDA) are submitting applications for funding of projects to extend fiber optic Internet service to the Crossroads/Purcell section of Hansonville & East New Garden toward Finney area near Honaker. These projects are located in Russell County, Virginia.

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In addition, due to the current pandemic, my spouse and I have had to work from home a substantial amount. We require reliable and stable internet connectivity in order to facilitate video conferencing, accessing remote files, and viewing videos related to our work. This grant would greatly benefit us by allowing us to work more efficiently.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

  
Derrick B. Yates

*derrickyates@gmail.com*

August 12, 2020

**Virginia Department of Housing and Community Development**

**Attn: Tamarah Holmes, Ph.D.**

Director, DHCD Office of Broadband

600 East Main Street Suite 300

Richmond, VA 23219

RE: Letter of Support - Virginia Telecommunications Initiative (VATI) 2020 – Russell County IDA

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In addition, due to the current pandemic, my spouse and I have had to work from home a substantial amount. We require reliable and stable internet connectivity in order to facilitate video conferencing, accessing remote files, and viewing videos related to our work. This grant would greatly benefit us by allowing us to work more efficiently.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

  
Jessica L. Jackson

*derrickyates@gmail.com*

**East New Garden to Finney Broadband Initiative  
Derivation of Cost (Project Budget)  
8/17/2020**

	Project Total	VATI (Grant Request)	Non-VATI (Match)			Source of Estimate
			Tobacco Commission Grant	iGo Technology	IDA	
Outside Plant Construction	\$2,265,715	\$ 827,715	\$ 1,438,000			Nichols Construction and AEP
Electronic Equipment	\$ 76,900	\$ 22,900	\$ 54,000			Calix
Marketing, ROW Clearing, COVID Hotspot	\$ 15,000				\$15,000	Russell County IDA
Customer Premises Equipment	\$ 136,625	\$ 28,625	\$ 108,000			Calix
Electronics Cabinets	\$ 57,000	\$ 12,000	\$ 45,000			Power and Telephone Supply
Bandwidth Costs	\$ 40,680		\$ 40,680			Actual Costs
Customer Installs	\$ 17,250			\$ 17,250		Experience from prior projects
Operations	\$ 95,000			\$ 95,000		Project Management, Technical Staff, Administration
Engineering	\$ 400,000	\$ 145,000	\$ 255,000			W. Metts Engineering
	\$3,104,170	\$1,036,240	\$ 1,940,680	\$ 112,250	\$15,000	

Percent Match: 66.6%

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO CLear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	<b>700GE ONT</b>				
100-05161	716GE ONT, 2 POTS, 4 GE -CE	BVM9L10ARG	\$236.00	5	\$1,180.00
	<b>800 SG</b>				
000-00866	844E-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -AM Type A Power Adapter		\$109.00	5	\$545.00
100-04017	844GE-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface	BVMCE10ARC	\$217.71	273	\$59,434.83
100-05030	804Mesh Dual WiFi, -AM Type A power adapter		\$84.00	25	\$2,100.00
	<b>E7</b>				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$796.00	9	\$7,164.00
100-01949	E7-2 GE-24 card (24xGE CSFP, 2x10GE SFP+)	BVL3AH9FTD	\$3,600.00	17	\$61,200.00
	<b>OIM 10GE Transport</b>				
100-01424	Direct Attach SFP/SFP+ copper cable, 0.5 m, 30AWG, I-Temp	BVPQAE5UAA	\$93.75	17	\$1,593.75
100-01793	Direct Attach SFP/SFP+ copper cable, 1 m, 30AWG, I-Temp	BVPQAE4UAA	\$60.00	3	\$180.00
	<b>OIM AE</b>				
100-01792	2x 1GE BIDI CSFP, Dual BIDI Downstream transceiver, Single Mode, 20Km, Tx1490nm, LC, I-Temp	BVL3AL3FAA	\$150.00	203	\$30,450.00
	<b>ONT</b>				
100-01578	SFU ONT Enclosure with Splice Tray		\$29.00	5	\$145.00
100-03826	UPS SFU CYBP27U Indoor 12V 7.2AH 24W - 2-prong Type A Floating		\$40.00	5	\$200.00
100-03894	Indoor UPS Power Cord, 7 pin UPS to 8 pin ONT Male, 3M Black		\$9.00	273	\$2,457.00
100-04068	Indoor UPS, Wall Mount or Desktop, 12V 7.2AH 36W, Black - AM Type B Grounded		\$46.00	273	\$12,558.00
	<b>Services</b>				
110-01317	Essential Support Entitlement <500		\$5,995.00	1	\$5,995.00
<b>Equipment Total</b>					<b>\$185,202.58</b>

Spares Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	<b>E7</b>				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$796.00	1	\$796.00
100-01949	E7-2 GE-24 card (24xGE CSFP, 2x10GE SFP+)	BVL3AH9FTD	\$3,600.00	1	\$3,600.00

## Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

<b>Spares Total</b>		<b>\$4,396.00</b>
Extended Warranty		\$12,157.68
<b>Annuity Services Total</b>		<b>\$12,157.68</b>
<b>Grand Total</b>		<b>\$201,756.26</b>

### Package Details:

000-00372 package consists of the following:

100-01449	E7-2 Shelf, 1RU, 2 Slots, with 1 Blank Card	1
100-01830	E7-2 Field Install Kit for CO & RT (19" and 23" mounting brackets, power and ground cables, etc)	1
100-03590	E7-2 Fan Tray Assembly 2 - FTA2	1

000-00866 package consists of the following:

100-04015	844E-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -Power Adapter Interface	1
100-04036	Power Adapter CPA5 12V 2.5Amp - AM Type A	1

### Notes & Optional Equipment and Services

All prices are being quoted in US \$ (Dollars).

Due to rounding, some totals may not correspond with the sum of the separate figures.

Unless specifically listed above, the order total shown does not reflect any charges related to shipping, taxes, insurance, customs duties or tariffs, which are the customer's sole responsibility. Unless specifically listed above, the actual freight charges incurred and related taxes will be added to your order at the time of shipping and will be reflected on your invoice. Equipment purchases are subject to our standard terms and conditions of sale, a copy of which can be found at the <https://www.calix.com/pages/terms-of-sale.html>, or (if applicable) the terms and conditions of a previously executed written sales agreement between us.

### Calix Warranty Summary

With the exception of Premises Products (e.g. Optical Network Terminal equipment), Calix warrants its Products for five (5) years from the date of shipment. The warranty for Premises Products is one (1) year from date of shipment. Certain 3rd party products are not warranted by Calix. For these items we "pass-through" the manufacturer's warranty. For the complete Calix warranty policy please visit the Customer Service Page inside your Calix Customer Center and look for the RMA and Warranty information module. For a list of the 3rd party equipment and applicable warranties, please contact your Calix account manager.

### Important Ordering Instructions:

Please include the Calix quote number (found in the upper right hand corner) on your PO. You may also provide an internal PO number to be used with your order. Orders received without an internal PO number will use the Calix quote number by default.

Include contact information (Name, Email & Tel) for the person who will receive the order acknowledgements and shipping notifications as well as the required billing and shipping addresses for your order.

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Send Purchase Orders to Calix Order Management:

Email: [om@calix.com](mailto:om@calix.com)

Fax: 707-283-3771

You may check the status of your order at any time on our website. ([www.calix.com](http://www.calix.com), click Login)

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Extended Warranty Summary				
Calix Part #	Part Description	Price	Qty	Extended Price
110-01162	Extended Warranty - Upfront - 5 years for 100-01949	\$274.80	18	\$4,946.40
110-01164	Extended Warranty - Upfront - 5 years for 100-01449	\$100.20	10	\$1,002.00
110-01165	Extended Warranty - Upfront - 4 years for 100-04015	\$20.16	5	\$100.80
110-01165	Extended Warranty - Upfront - 4 years for 100-04017	\$20.16	273	\$5,503.68
110-01165	Extended Warranty - Upfront - 4 years for 100-05030	\$20.16	25	\$504.00
110-01165	Extended Warranty - Upfront - 4 years for 100-05161	\$20.16	5	\$100.80
<b>Extended Warranty Total</b>				<b>\$12,157.68</b>

**Notes**

1. The Extended Warranty purchase is available at the time of hardware purchase, prior to warranty expiration or after warranty expiration. these prices reflect purchase at the time of hardware purchase. Please contact your Calix account manager for pricing for other purchase times.
2. Extended Warranty can be purchased in single or multi-year increments up to a maximum of 10 years for infrastructure equipment (line cards) and up to 5 years for premises equipment.

Calix Network Configuration & Quotation

Customer Name:	iGo Technology	Quote Reference Number:	608053A - 1
Project Name:	Calix Support Cloud - VA - 500 subs	Quote Type:	Cloud
Quote Description:	Calix Support Cloud - VA - 500 subs	Date Created:	November 16, 2018
Author Name:	Tom Orlich	Date Modified:	November 16, 2018
Contact Name:		Quote Expiration:	December 16, 2018

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
<b>Services</b>					
110-01209	Support Cloud DME - Implementation Service		\$249.58	12	\$2,994.96
<b>Equipment Total</b>					<b>\$2,994.96</b>

Subscription Summary				
Calix Part #	Part Description	Quantity	Price	Extended Price
<b>Calix Support Cloud</b>				
130-00410- Year1	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
130-00410- Year2	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
130-00410- Year3	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
<b>Subscription Total</b>				<b>\$12,540.00</b>
<b>Grand Total</b>				<b>\$15,534.96</b>

**Notes & Optional Equipment and Services**

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## Form 477 Filing Summary

FRN: 0018713800 Data as of: Jun 30, 2019 Operations: Non-ILEC Submission Status: Revised - Submitted Last Updated: Aug 19, 2019 21:23:24

## Filer Identification

Section	Question	Response
Filer Information	Company Name	iGo Technology Inc
	Holding Company Name	iGo Technology, Inc.
	SAC ID	
	499 ID	831942
Data Contact Information	Data Contact Name	Terri Firestein
	Data Contact Phone Number	(301) 788-6889
	Data Contact E-mail	tfireccg@myactv.net
Emergency Operations Contact Information	Emergency Operations Name	Steven E. Vandyke
	Emergency Operations Phone Number	(276) 935-8307
	Emergency Operations E-mail	steve@igotechnology.com
Certifying Official Contact Information	Certifying Official Name	Steven E. Vandyke
	Certifying Official Phone Number	(276) 935-8307 ext: 86889
	Certifying Official E-mail	steve@igotechnology.com

## Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	063019_FBD_iGo.txt	Aug 19, 2019 21:19:20	11572
Fixed Broadband Subscription	063019_FBS_iGo.txt	Aug 19, 2019 21:22:00	21
Fixed Voice Subscription	063019_FVS_Fiber.txt	Aug 19, 2019 21:15:00	5

**Fixed  
Broadband  
Deployment**

**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
Virginia	iGoTechnologyInc	Optical Carrier/Fiber to the End User	1197
		Terrestrial Fixed Wireless	10375
<b>Total</b>			<b>11572</b>

**Fixed  
Broadband  
Subscription**

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	2	67	0	67
	Terrestrial Fixed Wireless	19	542	0	542
<b>Total</b>		<b>21</b>	<b>609</b>	<b>0</b>	<b>609</b>

**Fixed Broadband Subscriptions by Bandwidths and End-user Type**

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
20.000	2.000	542	0	542
100.000	10.000	67	0	67
<b>Total</b>		<b>609</b>	<b>0</b>	<b>609</b>

**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	10.000	67	0	67
Terrestrial Fixed Wireless	20.000	2.000	542	0	542
<b>Total</b>			<b>609</b>	<b>0</b>	<b>609</b>

**VGE Lines and VoIP Subscriptions by State and End-user Type**

**Fixed Voice Subscription**

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	6	5
<b>Total</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>5</b>

**Fixed Voice Subscription (iVoIP)**

**Over-the-top VoIP Subscriptions by State and End-user Type**

State	Total	Consumer	Business / Govt
Virginia	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>

**All other VoIP Subscriptions by State, End-user Type, Bundle and Last-mile Medium**

State	Total	by End-user Type		by Bundle		by Last-mile Medium			
		Consumer	Business / Government	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Virginia	6	5	1	6	0	6	0	0	0
<b>Total</b>	<b>6</b>	<b>5</b>	<b>1</b>	<b>6</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>



(RETAIN FOR YOUR RECORDS)

## Form 477 Filing Summary

FRN: 0018713800 Data as of: Dec 31, 2019 Operations: Non-ILEC Submission Status: Original - Submitted Last Updated: Feb 27, 2020 18:34:32

## Filer Identification

Section	Question	Response
Filer Information	Company Name	iGo Technology Inc
	Holding Company Name	iGo Technology, Inc.
	SAC ID	
	499 ID	831942
Data Contact Information	Data Contact Name	Terri Firestein
	Data Contact Phone Number	(301) 788-6889
	Data Contact E-mail	tfireccg@myactv.net
Emergency Operations Contact Information	Emergency Operations Name	Charlotte Childress
	Emergency Operations Phone Number	(866) 935-8307
	Emergency Operations E-mail	charlotte@igotechnology.com
Certifying Official Contact Information	Certifying Official Name	Steven VanDyke
	Certifying Official Phone Number	(276) 935-8307
	Certifying Official E-mail	steve@igotechnology.com

## Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	123119_FBD.csv	Feb 27, 2020 18:33:03	35
Fixed Broadband Subscription	123119_FBS.txt	Feb 20, 2020 17:24:34	22
Fixed Voice Subscription	123119_FVS.csv	Feb 20, 2020 17:15:58	5

**Fixed  
Broadband  
Deployment****Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
Virginia	iGoTechnologyInc	Optical Carrier/Fiber to the End User	3
		Terrestrial Fixed Wireless	32
<b>Total</b>			<b>35</b>

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	3	171	0	171
	Terrestrial Fixed Wireless	19	568	0	568
<b>Total</b>		<b>22</b>	<b>739</b>	<b>0</b>	<b>739</b>

**Fixed Broadband Subscriptions by Bandwidths and End-user Type**

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
20.000	2.000	568	0	568
100.000	10.000	171	0	171
<b>Total</b>		<b>739</b>	<b>0</b>	<b>739</b>

**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	10.000	171	0	171
Terrestrial Fixed Wireless	20.000	2.000	568	0	568
<b>Total</b>			<b>739</b>	<b>0</b>	<b>739</b>

**VGE Lines and VoIP Subscriptions by State and End-user Type**

**Fixed Voice  
Subscription**

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	6	5
<b>Total</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>5</b>

**Fixed Voice  
Subscription  
(iVoIP)**

**Over-the-top VoIP Subscriptions by State and End-user Type**

State	Total	Consumer	Business / Govt
Virginia	0	0	0
<b>Total</b>	<b>0</b>	<b>0</b>	<b>0</b>

**All other VoIP Subscriptions by State, End-user Type, Bundle and Last-mile Medium**

State	Total	by End-user Type		by Bundle		by Last-mile Medium			
		Consumer	Business / Government	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Virginia	6	5	1	6	0	6	0	0	0
<b>Total</b>	<b>6</b>	<b>5</b>	<b>1</b>	<b>6</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Tunnel Road	1/20/2015		Janie	Shelton	3742 Tunnel Road	Honaker	Virginia	24260		276-202-0006
Tunnel Road	11/2/2017		Tommy	McGlothlin	2479 Tunnel Road	Honaker	VA	24260	(276)701-0334	
Tunnel Road	6/16/2016		Amanda	Johnson	1454 Tunnel Road	Honaker	Virginia	24260		276-873-4638
Tunnel Road	11/16/2015		Connie	Honaker	2270 Tunnel Road	Honaker	Virginia	24260	276-880-4542	
Tunnel Road	11/13/2015		Amanda	Hankins	2631 Tunnel Road	Honaker	Virginia	24260		276-883-8600
Tunnel Road	9/27/2016		Aaron	Feeser	2972 Tunnel Road	Honaker	Virginia	24260		276-873-4663
Tunnel Road	1/20/2020		Donald	Cross	4217 Tunnel Road	Honaker	VA	24260	276-202-0122	
Tunnel Road	11/17/2015		Teresa	Compton	3128 Tunnel Road	Honaker	Virginia	24260	276-254-0629	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	5/9/2016		Joshua	Yates	362 B Hubbard Town Road	Honaker	Virginia	24260	276-312-5724	
Big A Russell	5/16/2016		Kimberly	Yates	4692 Back Valley Road	Cleveland	Virginia	24225		276-889-1179
Big A Russell	9/9/2017		Joshua	Wood	454 Straight Hollow Road	Dante	VA	24237		276-455-0606
Big A Russell	1/16/2018		Melissa	Wilson	1105 Sullivan Branch	Bee	VA	24217		276-859-2233
Big A Russell	1/19/2017		Tiffany	Wilson	1284 Grover Hill	Honaker	VA	24260		276-859-2890
Big A Russell	3/24/2020		Jennifer	Whited	2117 Miller Creek Rd	Swords Creek	VA	24609	276-873-6459	
Big A Russell	12/18/2017		Jessica	Whited	1276 Long Branch Road	Swords Creek	VA	24649		
Big A Russell	12/20/2017		Jessica	Whited	1276 Long Branch Road	Swords Creek	VA	24649	276-701-5710	
Big A Russell	9/9/2017		Fay	White	334 Lower Bear Wallow Road	Dante	VA	24237		276-495-1144
Big A Russell	7/20/2018		Patricia	Wampler	1667 Old Grissom Creek	Honaker	VA	24260	276-345-2666	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	3/2/2016		Patricia	Wampler	1667 Old Grissom Creek Rd.	Honaker	Virginia	24260		276-345-2666
Big A Russell	8/2/2016		James	Wallace	232 Pebblestone Drive	Honaker	Virginia	24260		276-873-6503
Big A Russell	2/14/2017		John	Wallace	850 Stone Mountain Road	Honaker	VA	24260		(276)873-5585
Big A Russell	2/15/2017		John	Wallace	850 Stone Mountain Road	Honaker	VA	24260		276-971-2633
Big A Russell	7/10/2018		Richard	Wallace	1074 Chestnut Road	Honaker	VA	24260	276-202-4400	
Big A Russell	3/7/2018		Laura	Vencil	5874 Mountain Road	Cedar Bluff	Virginia	24609		(276) 608-7649
Big A Russell	9/9/2017		Kristy	VanDyke	9219 Swords Creek Road	Swords Creek	VA	24649		276-701-4686
Big A Russell	8/6/2018		Teresa	Vandyke	12 Poplar Street	Honaker	VA	24260	276-202-9302	
Big A Russell	9/19/2018		Brandon	Vance	8771 Mountain Road	Lebanon	Virginia	24266	(276)254-1114	(276)889-6556
Big A Russell	10/20/2016		Laura	Turner	2466 Finney Road	Honaker	Virginia	24260		276-385-0416

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	7/17/2018		Tonya	Turner	241 Campbell Hollow Road	Honaker	Virginia	24260	(276)608-4723	
Big A Russell	12/12/2018		Elizabeth	Tompa	13505 River Mt Road	Honaker	VA	24260	276-337-6631	
Big A Russell	9/15/2016		Diana	Thornsburly	109 Putnam Court	Honaker	Virginia	24620	276-528-2045	
Big A Russell	9/20/2019		Elvis	Thompson	4611 Mountain Road	Cedar Bluff	VA	24609	509-669-4171	
Big A Russell	10/2/2017		Hannah	Thacker	111874 Redbud Highway	Honaker	VA	24260	(276)880-4714	
Big A Russell	7/11/2019		Richard (Terry's Welding)	Terry	134 Battleground Ave	Saltville	VA	24370	276-706-2191	
Big A Russell	3/8/2017		Abby	Sykes	10075 Helen Henderson Hwy	Honaker	VA	24260		276-870-3016 276-870-3016
Big A Russell	10/6/2017		Carla	Sykes	68 Allen Street	Honaker	VA	24260		(276)873-1118
Big A Russell	2/23/2017		Carlos	Sutherland457	4573 Jessee Mill Road	Cleveland	VA	24225		

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	2/23/2017		Carlos	Sutherland	4573 Jessees Mill Road	Cleveland	VA	24225		(276)889-2695
Big A Russell	8/30/2016		Donna	Street	1381 Harris Ridge Road	Honaker	Virginia	24260	276-329-5564	
Big A Russell	4/14/2017		Samatha	Street	896 Clifton Farm Road	Honaker	VA	24260		276-202-4912
Big A Russell	4/17/2017		Danny	Stevens	2270 Tunnel Road	Honaker	VA	24260	(276)329-5901	
Big A Russell	4/16/2018		Danny	Stevens	2270 Tunnel Road	Honaker	VA	24260		276-329-5901
Big A Russell	4/1/2016		Janice	Stevens	1037 Wysor Valley Road	Honaker	Virginia	24260		276-873-5325
Big A Russell	1/16/2020		Jennifer	Stevens	1051 House of Prayer Road	Honaker	VA	24260	276-254-0671	
Big A Russell	2/8/2018		Jennifer	Stevens	1051 House of Prayer Road	Honaker	VA	24260		276-254-0671
Big A Russell	8/29/2018		Pamela	Stapleton	19 Dustin Drive	Honaker	VA	24260	276-888-3144	
Big A Russell	2/22/2017		Donna	Stacy	276 Oak Street	Honaker	VA	24260	(276)244-2317	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	3/2/2016		Sarah	St.Clair	310 Cranberry Road	Raven	Virginia	24639		276-345-1572
Big A Russell	10/9/2018		Tim	Spence	751 Bellwood Road	Raven	Virginia	24639	276-345-2829	
Big A Russell	9/28/2016		Lynda	Speece	515 Finney Road	Honaker	Virginia	24260	980-525-9443	
Big A Russell	9/9/2017		Shelly	Snipes	60 Acorn Drive	Castlewood	VA	24224		276-254-0676
Big A Russell	1/26/2016		Ruby	Snead	301 Arch Barrett Drive	Rosedale	Virginia	24280	276-701-2728	276-880-2285
Big A Russell	9/9/2017		Talor	Smith	454 Straight Hollow Road	Dante	VA	24237		276-455-0606
Big A Russell	11/13/2015		Amanda	Slone	3608 John Simms Hill Road	Honaker	Virginia	24260		276-254-0131
Big A Russell	3/2/2016		James	Sisk	3185 Road ridge Turnpike	Raven	Virginia	24639		276-345-1010
Big A Russell	9/9/2017		Emily	Singleton	4900 Artirp Road	Cleveland	VA	24225		276-889-4734
Big A Russell	5/3/2017		Kari	Shortridge	24336 US Highway 19	Cedar Bluff	VA	24609		276-971-1974

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	10/25/2017		Jamie	Short	4150 Road Ridge Turnpike	Raven	VA	24639	(276)345-6677	
Big A Russell	3/17/2017		Larry	Sheppard	1952 Drill Road	Honaker	VA	24260		276-971-6527
Big A Russell	3/2/2016		Donna	Shepard	10949 New Garden Road	Honaker	Virginia	24260		276-525-0010
Big A Russell	9/7/2016		Kaytlyn	Shelton	63 Sycamore Drive	Honaker	Virginia	24260		
Big A Russell	8/11/2017		Scott	Schneider	574 Clifton Farm Road	Honaker	VA	24260	(276)591-9380	
Big A Russell	6/15/2020		Timothy	Sanders	817 Stone Mountain Rd.	Honaker	Va	24260	276-385-0156	
Big A Russell	8/8/2016		Joel	Sample	403 Grand View Court	Rosedale	Virginia	24280	276-701-7759	
Big A Russell	1/20/2020		Kristin	Saltz	217 Whites Subdivison	Cedar Bluff	VA	24609	276-2026-5292	
Big A Russell	6/15/2020		Anthony	Rose	1342 Gainsville Rd	Honaker	Va	24260	276-971-5184	
Big A Russell	4/4/2016		Jeff	Rose	1624 Middle Valley Road		Virginia		276-202-7716	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	11/13/2015		Samatha	Roberts	2353 John Simms Rd.	Honaker	Virginia			276-385-0359
Big A Russell	10/18/2017		Tammy	Richie	618 Drill Road	Honaker	24260			236-701-4342
Big A Russell	9/18/2017		Jennifer	Reynolds	264 New Garden Estates Rd	Honaker	VA	24260		276-873-4074
Big A Russell	3/8/2017		Nathan	Reynolds	2551 Stinson Ridge Road	Rowe	VA	24646	(279)971-0024	
Big A Russell	9/9/2017		Kimberly	Ray	7145 Miller Creek Road	Swords Creek	VA	24649		276-701-2988
Big A Russell	6/16/2020		Tammy	Ray	1448 Finney Rd.	Honaker	Va	24260	276-244-1905	
Big A Russell	1/13/2020		Whitney	Ray	120 Chanting Street	Honaker	VA	24260	276-701-6069	
Big A Russell	7/22/2019		L.K.	Ratliff	5025 Indian Creek Road	Bee	VA	24217	276-859-0104 276-859-0104	
Big A Russell	1/25/2017		Tammy	Proffit	1063 Laurel Branch Road	Honaker	VA	24260		276-385-8680

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	9/29/2016		Marsha	Price	1448 Finney Road	Honaker	Virginia	24260		276-991-9120
Big A Russell	9/29/2016		Patty	Price	1466 Finney Road	Honaker	Virginia	24260		276-991-9120
Big A Russell	11/27/2018		Donna	Presley	1081 Winthrop Road	Honaker	VA	24260	276-244-0565	
Big A Russell	4/1/2020		Hazel	Phillips	64 Meadow Hill	Rosedale	VA	24280	276-254-9550	
Big A Russell	11/12/2015		Jennifer	Phillips	1984 Clifton Farm Rd.	Honaker	Virginia	24260		276-873-5480
Big A Russell	7/14/2017		Regina	Phillips	296 Old School Way	Swords Creek	VA	24649		276-254-2301
Big A Russell	6/15/2020		Tabitha	Perkins	1057 Harris Ridge	Honaker	Va	24260	276-619-1407	
Big A Russell	5/24/2016		Penny	Osborne	1140 Franks Hollow Road	Swords Creek	Virginia	24649	276-970-8545	276-964-0377
Big A Russell	10/11/2018		Darian	Oquinn	11275 Helen Henderson Hwy	Honaker	VA	24260	276-202-1511	
Big A Russell	9/30/2016		Hayleigh	Nichols	5643 New Garden Road	Honaker	Virginia	24260	276-202-1845	

Master Client List										
Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	3/13/2020		Melissa	n/a	1305 Dixie Lane	Honaker	VA	24260	276-329-5254	
Big A Russell	10/20/2016		Amanda	Musick	767 Finney Road	Honaker	Virginia	24260		276-385-0416
Big A Russell	2/5/2018		Amber	Musick	109 Falcon Crest Drive	Honaker	VA	24260		276-385-5750
Big A Russell	12/31/2015		Gayle	Musick	1250 Breezers Branch	Honaker	Virginia	24260	276-873-6556w	276-880-4586
Big A Russell	10/17/2017		Selena	Mullins	1966 Chestnut Road	Honaker	VA	24614	(423)677-9718	
Big A Russell	4/13/2016		Amanda	Moose	1871 Campbell Hollow Road	Honaker	Virginia	24260	276-210-2723	
Big A Russell	10/24/2017		Joanne	Mitchell	3066 Hyters Gap Road	Honaker	VA	24260	(276)329-5128	
Big A Russell	6/26/2020		Teresa	Mitchell	661 Crackers Neck Rd.	Cleveland	VA	24225	276-701-8847	
Big A Russell	4/6/2016		Barbara	Miller	571 Clarks Valley Estates	Swords Creek	Virginia	24649	276-639-7010	
Big A Russell	8/24/2016		Chad	Miller	2450 Redbud Hwy	Honaker	Virginia	24260		

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	1/15/2018		Chad	Miller	2450 Redbud Hwy	Honaker	VA	24260	276-254-9156	
Big A Russell	11/16/2015		Debra	Miller	365 South Railroad Ave Apt 1	Honaker	Virginia			276-210-0381
Big A Russell	6/22/2020		Judy	Meadows	3212 Horton Ridge Rd	Swords Creek Rd	VA	24649		276-202-5582
Big A Russell	1/26/2017		Melissa	Meadows	6149 Baptist Valley	N. Tazewell	VA	24630		276-245-5256
Big A Russell	6/30/2020		Roy	Meadows	635 Horton Ridge Rd	Swords Creek Rd.	VA	24649	276-345-1421	
Big A Russell	2/20/2017		Barbara	McGlothlin	1161 Sugar Cane Road	Honaker	VA	24260		(276)859-0264
Big A Russell	12/22/2016		Daniel	McGlothlin	2364 Cedar Cliff Road	Honaker	Virginia	24260	276-385-0250	
Big A Russell	2/17/2020		Stanley	Mcbride	3231 Pine Creek Road	Swords Creek	VA	24649	276-582-0415	
Big A Russell	7/6/2020		Michael	Maxfield	5764 New Garden Road	Lebanon	VA	24266	276-628-4212	
Big A Russell	8/16/2017		Rebecca	Massie	4063 Cleveland Road	Cleveland	VA	24224	(276) 701-1921	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	3/16/2020		Christy	Lowe	38 Shady Lane	Honaker	VA	24260	276-385-8987	
Big A Russell	9/9/2017		Melissa	Lester	145 Maple Crest Road	Honaker	VA	24260		276-873-6468
Big A Russell	3/2/2018		Sherry	Lester	1034 Holbrook Road	Rowe	VA	24646	276-701-5783	935-4307
Big A Russell	6/15/2020		David	Knuckles	2065 Nance White Branch Rd	Honaker	Va	24260	276-970-4844	
Big A Russell	11/17/2015		Janice	Kiser	799 Long Hollow Road	Cleveland	Virginia	24225	276-889-2555	
Big A Russell	1/2/2019		Tammy	Key	13725 Herald Road	Coeburn	VA	24230	889-1285	
Big A Russell	11/2/2016		Matthew	Kennedy	184 J Wilson Road	Swords Creek	Virginia	24649	276-639-5619	
Big A Russell	7/19/2018		Kayla	Keller	84 Rowe Circle	Honaker	Virginia	24260	(276)321-0756	
Big A Russell	7/22/2020		Gerald	Keen	264 Joe Boyd Dr.	Honaker	VA	24624		276-202-2871
Big A Russell	11/3/2016		Gray	Jackson		Honaker	Virginia	24260	276-254-1697	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	1/16/2020		Kenneth	Jackson	559 Ray Road	Cedar Bluff	VA	24609	276-210-0117	
Big A Russell	4/16/2020		Cody	Israel	164 Miller Hill Farm Road	Honaker	VA	24260	276-202-0606	
Big A Russell	6/11/2019		Alice	Isarael	5122 Drill Road	Honaker	VA	24260	276-873-7217	
Big A Russell	8/3/2020		Angie	Hurt	525 Strouth Creek	Swords Creek	VA	24649		
Big A Russell	11/2/2016		Amber	Hurley	871 Bostic Hollow Road	Swords Creek	Virginia	24649	276-202-1053	
Big A Russell	6/7/2016		Becky	Hunt	1180 Gilbert Road	Vasant	Virginia	24656	276-202-1521	
Big A Russell	3/2/2018		Michelle	Hubbard	79 Campbell Hollow Road	Honaker	VA	24260	276-701-0450	276-596-6375
Big A Russell	3/14/2018		Michelle	Hubbard	79 Campbell Hollow Road	Honaker	Virginia	24260	(276)701-0450	(276) 596-6375
Big A Russell	7/2/2020		Kevin	Howard	142 Ridge Run Ln.	Lebanon	VA	24266		276-254-9534
Big A Russell	8/3/2016		Elizabeth	Horton	98 Honeysuckle Lane	Swords Creek	Virginia	24649		276-991-0136

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	1/16/2020		Dakota	Honaker	457 Robinson Hollow Road	Swords Creek	VA	24649	276-963-9100	
Big A Russell	6/15/2020		Dennis	Honaker	591 Barrett Rd.	Honaker	Va	24260	276-880-5896	
Big A Russell	11/15/2018		Virgil	Hilliard	2149 New Garden Road	Cleveland	VA	24225	276-883-9407	
Big A Russell	11/13/2015		Virgil	Hilliard	2149 New Garden Road	Cleveland	Virginia			276-889-1469
Big A Russell	11/20/2018		Terry	Hill	1792 Horton Ridge Road	Swords Creek	VA	24649	276-991-3106	
Big A Russell	11/26/2018		Terry	Hill	1792 Horton Ridge Road	Swords Creek	VA	24649		
Big A Russell	11/13/2015		Bobby	Hess	365 South Railroad Apt	Honaker	Virginia		276-210-4868	
Big A Russell	1/24/2018		Daniel	Hess	1223 Corn Valley Road	Honaker	VA	24260		
Big A Russell	1/28/2020		Dareen	Hess	1774 Tunnel Road	Honaker	VA	24260		
Big A Russell	12/30/2019		Darren	Hess	1774 Tunnel Road	Honaker	VA	24260	276-254-3514	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	11/27/2019		Emory	Hess	3279 Combs Ridge Road	Honaker	VA	24260	276-859-2956	
Big A Russell	7/27/2016		Heather	Hess	4703 Mountain Road	Cedar Bluff	Virginia	24609		276-701-4238
Big A Russell	2/14/2019		Justin	Hess	1023 Long Branch Road	Swords Creek	VA	24649		312-4155
Big A Russell	6/15/2020		Samatha	Hess	156 Dustin Dr.	Honaker	Va	24260		276-873-6620
Big A Russell	4/13/2016		Tim	Hess	490 Stone Branch	Honaker	Virginia	24260	276-385-8688	
Big A Russell	1/2/2020		Alita	Helton	18434 US Hwy 19	Rosedale	VA	24280	276-385-8883	
Big A Russell	11/12/2015		Betty	Hart	2729 John Simms Rd.	Honaker	Virginia	24260		276-880-5046
Big A Russell	4/13/2016		Pam	Hart	9852 New Garden Road	Honaker	Virginia	24260		276-873-4986
Big A Russell	11/22/2017		Doris	Harris	597 Duff Circle	Castlewood	VA	24224		276-762-0122
Big A Russell	9/9/2017		Jodi	Harris	181 Harris Road	Honaker	VA	24260		276-873-1245

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	8/5/2016		Michelle	Harris	2442 Indian Creek Road	Bee	Virginia	24217		276-859-2181
Big A Russell	6/4/2018		Ashley	Hale	7373 Mountain Road	Cedar Bluff	VA	24609		276-645-4911
Big A Russell	3/24/2020		Jenny	Gross	368 Richmill Rd	Swords Creek	VA	24649	276-991-2231	
Big A Russell	6/2/2017		Bonnie	Grizzle	1187 Densmore Hill	Castlewood	VA	24224		276-762-5006
Big A Russell	2/9/2018		Denny	Goss	1157 Ascue Road	Cedar Bluff	VA	24609		276-210-7267
Big A Russell	11/4/2016		Denis	Fuller			Virginia			
Big A Russell	11/24/2015		Denis	Fuller	911 Clifton Farm Road	Honaker	Virginia	24260		276-971-0589
Big A Russell	1/19/2017		Amy	Fry	4044 Jesses Mill Road	Cleveland	VA	24225		276-608-3752
Big A Russell	11/9/2016		Alyssa	Folkner	592 Chestnut Road	Honaker	Virginia	24260	276-345-3913	
Big A Russell	3/7/2018		Kristy	Fletcher	694 Don Stevens Drive	Honaker	Virginia	24260		

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	11/2/2016		Kristi	Fields	388 Redbud Highway	Rosedale	Virginia	24280	276-451-8147	
Big A Russell	12/20/2018		Lisa	Fields	6084 Redbud Hwy.	Honaker	Virginia	24260		276-794-2139
Big A Russell	9/9/2017		Tiffeney	Fesser	2581 Tunnel Road	Honaker	VA	24260		276-873-5467
Big A Russell	12/7/2015		Brent	Farmer	891 Settle Lane	Rosedale	Virginia	24280		276-345-5734
Big A Russell	3/21/2016		Ronald	Eller	72 Middle Ave.	Cleveland	Virginia	24225		276-395-1580
Big A Russell	7/10/2018		Martha	Edmonds	1506 Quarry Road	Castlewood	VA	24224	276-762-9879	
Big A Russell	10/9/2017		Melissa	Earwood	10649 New Garden Road	Honaker	VA	24260	(276)596-3444	
Big A Russell	11/13/2015		Eric	Eads	168 Country Oakes Drive	Honaker	Virginia		276-791-3117	
Big A Russell	1/9/2020		Bernie	Dye	1287 Strouth Creek	Swords Creek	VA	24649		276-873-5504
Big A Russell	1/28/2020		Jeff	Dye	1098 Firestone Road	Council	Virginia	24260	276-202-2050	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	9/2/2016		Jennifer	Duty	110 Enis Circle	Lebanon	Virginia	24266	276-698-9113	
Big A Russell	8/28/2018		Ashley	Dunford	182 Creekwood Road	Lebanon	VA	24266	276-701-5373	
Big A Russell	10/17/2019		Rachella	Deskins	894 Clifton Farm Road	Honaker	VA	24260	276-385-5134	
Big A Russell	3/30/2020		Heather	Deel	4369 Murphy Rd	Vansant	VA	24656	276-971-4217	
Big A Russell	1/30/2017		Christine	Davis	3595 Road Ridge Turnpike	Raven	VA			276-963-2869
Big A Russell	12/19/2016		Susan	Cornett	1777 New Garden Road	Cleveland	Virginia	24225	276-889-0182	
Big A Russell	11/8/2017		Linda	Cordle	150 Triple Court Drive	Honaker	VA	24260	(276)345-2796	
Big A Russell	3/2/2017		Steven	Cook	3485 Combs Ridge Road	Honaker	VA	24260		276-254-2387
Big A Russell	3/21/2016		Wendy	Cook	3485 Combs Ridge Road	Honaker	Virginia	24260		276-385-5821
Big A Russell	2/21/2017		Wendy	Cook	3485 Combs Ridge Road	Honaker	VA	24260		276-254-2387

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	1/3/2020		Darlene	Compton	273 Haskew Ball Drive	Honaker	VA	24260	276-701-3557	
Big A Russell	11/13/2015		Sheila	Compton	1363 Thompson Creek Road	Honaker	Virginia	24260		276-329-5620
Big A Russell	9/28/2018		Patrick	Combs	45 Tiller Street	Honker	VA	24260	276-971-0827	
Big A Russell	12/9/2015		Tim	Colley	49 Factory Road	Honaker	Virginia	24260		276-202-4022
Big A Russell	3/18/2020		Peyton	Bunn	73 Mustang Dr.	Honaker	VA	24260	276-329-9142	
Big A Russell	4/2/2020		Nicole	Brown	1324 Grover Hill Rd	Honaker	VA	24260	276-385-0508	
Big A Russell	4/17/2017		Ashley	Brooks	1592 Stonebruise Road	Lebanon	VA	24266		276-451-8599
Big A Russell	9/9/2017		Peggy	Boyd	34 Sunset Road	Rosedale	VA	24280		276-880-1140
Big A Russell	4/3/2020		Robert	Boyd	165 Tayberry Road	Bandy	VA	24602	(276) 696-4530	
Big A Russell	7/7/2020		Santan	Boyd	475 Lewis Creek Rd	Honaker	VA	24260	276-210-6587	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	6/20/2019		Tim	Boyd	2685 G B Short Street	St. Paul	VA	24283	276-202-5165	
Big A Russell	1/26/2018		Derek	Bowman	2488 Corn Valley Road	Honaker	VA	24260		
Big A Russell	1/26/2018		William	Bowman	2494 Corn Valley Road	Honaker	VA	24260		
Big A Russell	1/1/2020		Mark	Bostic	718 Bostic Hollow	Swords Creek	VA	24649	276-880-4123	
Big A Russell	2/17/2020		Denise	Blevins	331 Chestnut Road	Lebanon	VA	24266	276-274-3142	
Big A Russell	8/13/2019		Krayin	Blankenship	1210 R. Bamblewood Road	Honaker	VA	24260	276-701-8640	
Big A Russell	11/21/2018		Krayin	Blankenship	5639 New Garden Road	Honaker	VA	24260	276-971-0292	
Big A Russell	12/20/2016		Angela	Beavers	3142 Pine Creek Road	Swords Creek	Virginia	24649		
Big A Russell	5/9/2017		Samantha	Barton	1036 C&K Trailer Court Road	Honaker	VA	24260	(276)312-0173	(276)202-5939
Big A Russell	10/30/2018		Cameron	Barbetto	43 Clifton Farm Road	Honaker	VA	24260	276-312-6724	

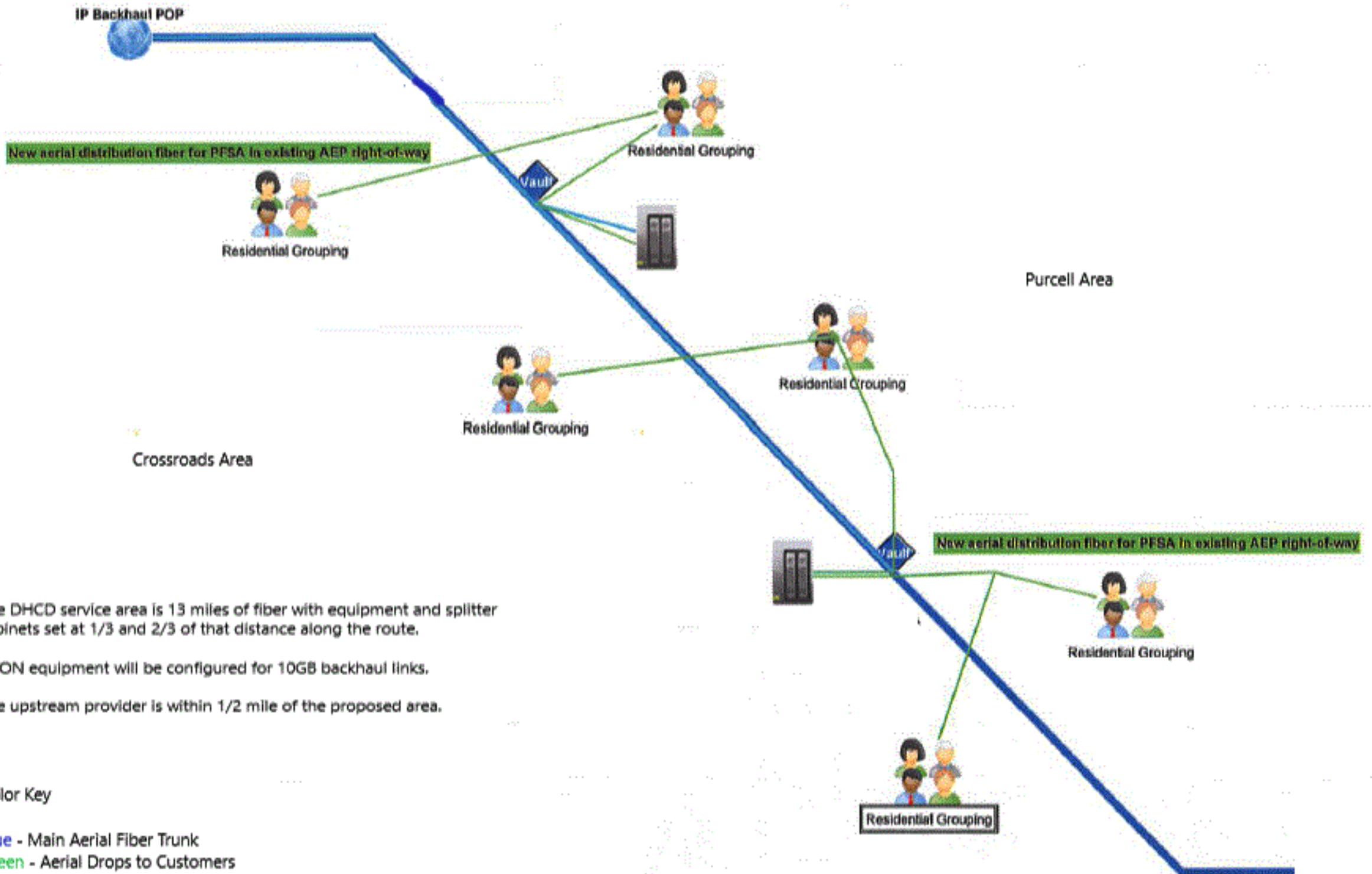
**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	1/11/2019		Donna	Ball	2734 Back Valley Road	Cleveland	Va	24225	254-2288	889-0626
Big A Russell	11/2/2016		Greg	Ball	326 Lake Hill Road	Rosedale	Virginia	24280	276-971-1224	
Big A Russell	3/7/2017		Melanie	Ball	275 Holston Hill	Bee	VA	24217	276-780-8426	276-859-0394
Big A Russell	4/4/2016		Roger	Baldwin	1304 Doublecreek Road	Honaker	Virginia	24260		276-202-7180
Big A Russell	11/12/2015		Larry	Ayers	159 Riverview Terrace Apt.B2	Honaker	Virginia	24260		276-202-0128
Big A Russell	12/30/2019		Pam	Arwood	365 South Railroad	Honaker	VA	24260	276-202-0156	
Big A Russell	1/28/2020		Pam	Arwood	365 South Railroad Apt 14	Honaker	VA	24260		
Big A Russell	11/8/2017		Sarah	Arms	54 Ridgecrest Drive	Honaker	VA	24260	(276)701-0668	
Big A Russell	3/5/2018		Jaryd	Anderson	314 Casey Branch Road	Honaker	Virginia	24260	(276) 365-2965	
Big A Russell	2/19/2018		Jerod	Anderson	314 Cassey Branch Road	Honaker	VA	24260		276-365-2965

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
Big A Russell	11/15/2018		Shawnie (?)	Adams	628 Putnum Bypass	Honaker	Virginia	24260	276-202-2950	
Big A Russell	9/26/2016				1005 Kents Ridge Road	Honaker	Virginia	24260	276-202-4717	
Big A Russell	11/12/2015				2654 John Simms Hill Road	Honaker	Virginia		276-329-5215	
Big A Russell	4/1/2016				10779 Redbud Highway	Honaker	Virginia	24260	276-345-2300	
Big A Russell										
Big A Russell	1/5/2016		Christine		970 John Simms Hill Road	Honaker	Virginia	24260		276-971-2290

# iGo Technology, Inc DHCD Network Architecture



The DHCD service area is 13 miles of fiber with equipment and splitter cabinets set at 1/3 and 2/3 of that distance along the route.

GPON equipment will be configured for 10GB backhaul links.

The upstream provider is within 1/2 mile of the proposed area.

## Color Key

**Blue** - Main Aerial Fiber Trunk

**Green** - Aerial Drops to Customers



August 13, 2020

Virginia Department of Housing and Community Development  
Main Street Center  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: Russell County – East New Garden to Finney Road Broadband Initiative

The Russell County Industrial Development Authority would like to offer our assistance with the East New Garden to Finney Road Broadband Initiative. The IDA will be happy to provide assistance with marketing, right of way clearing and a COVID-19 hotspot. I have discussed the value of these services within the departments of Russell County as to what the costs would be to perform these activities. Below are our cost estimates:

The IDA will share this broadband project with all of our contacts and the community via websites, email distribution and signage. IDA will utilize all of its resources and county resources to advertise and promote this much needed project. Lastly, in light of today's pandemic, the IDA will install and maintain a COVID-19 hotspot inside the project area. - Estimated Value of these Services \$5,500.00

Right-of-Way Clearing for power poles spans within the grant area. The IDA will partner with Russell County Sheriffs Office utilizing the "Community Work Program" to allow inmates to perform the ROW clearing - Estimated Value \$9,500.00. Total Estimate - \$15,000.00

It is our hope that we will be successful with this grant which will provide service to an area of our county that desperately needs quality broadband service. Please let me know if we can provide any additional assistance with this project.

Warmest Regards,

A handwritten signature in blue ink, appearing to read "Ernest McFaddin".

Ernest McFaddin  
Chairman