

# Application to DHCD Submitted through CAMS

IDA of Russell County

Purcell & Crossroads Broadband Initiative

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**Application ID:** 75708092020230454  
**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:** Purcell & Crossroads Broadband Initiative  
**Project Contact Name:** Ernest McFaddin  
**Project Contact Phone:** (276) 971-0690  
**Project Contact Email:** ernie@russellcountyida.org  
**Project Location:** Purcell & Crossroads Drives (Hansonville Area)  
Lebanon, Virginia, VA 24266-4529  
**Project Service Area:** Russell County

**Total Requested Amount:** \$1,028,213.00

**Required Annual Audit Status:** Accepted

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$1,028,213.00</b>	<b>\$2,059,240.00</b>	<b>\$3,087,453.00</b>
Construction	\$764,433.00	\$1,438,000.00	\$2,202,433.00
Other: Electronic Equipment	\$38,850.00	\$54,000.00	\$92,850.00
Other: Marketing, ROW Clear, Hotspot	\$0.00	\$15,000.00	\$15,000.00
Other: Customer Premises Equipment	\$69,930.00	\$108,000.00	\$177,930.00
Other: Electronics Cabinets	\$25,000.00	\$45,000.00	\$70,000.00
Other: Bandwidth Costs	\$0.00	\$40,680.00	\$40,680.00
Other: Engineering	\$130,000.00	\$255,000.00	\$385,000.00
Other: Customer Installs	\$0.00	\$23,560.00	\$23,560.00
Other: Operations	\$0.00	\$80,000.00	\$80,000.00
<b>Total:</b>	<b>\$1,028,213.00</b>	<b>\$2,059,240.00</b>	<b>\$3,087,453.00</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 marketing, right of way cutting & 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 residences 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. iGo has provided an interest list for this area that can be found at: "Attachments" - Attachment 16 - PurcellCrossroadsInterestList.pdf". iGo does have wireless broadband service nearby; 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 map of the proposed area to be funded by DHCD and the match for this grant - Tobacco Commission 2019 award.

"Attachments" - "Attachment 1 - DHCD Project Area Map".

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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 and iGo's knowledge from being a nearby wireless provider. We have provided a 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 data 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. We do; however, cross them for backbone only to our upstream provider for this project. Our proposed area is outlined in *Yellow* on the attached FCC CAF II map and is located in: "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.

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

**Answer:**

The entire project (including the proposed VATI addition) passes 709 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 16 - Purcell-Crossroads Interest List".

a. This entire project service area is very rural with approximately (12) home-based businesses. This business number is up due to the COVID-19 pandemic and individuals performing alternative forms of employment from home. 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. 709 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 14 - iGo DHCD Network Architecture".

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## Dedicated Bandwidth Offerings:

- 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.

## 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 finishing staking and beginning easements and slated to be complete within the next 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".

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

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 15 - 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

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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 16 - Purcell-Crossroads 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 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:**

NAME	TITLE	ROLE
• TITLE	ROLE	
Ernie McFaddin Applicant / Coordinator	Chairman, Russell County IDA	Grant

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Coordinate activities between Russell County IDA, iGo, and DHCD. Responsible for overseeing Russell County IDA matching contributions for the grant. Steve VanDyke President, iGo Technology, Inc. iGo Overall 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. Lane Wood CFO/CPA, iGo Technology, Inc. iGo Financial Management Perform necessary costs analysis, forecasts, reporting and manage expenditures during grant life. William Metts Network Engineer Metts - Outside Plant Engineer Perform layout and engineering of proposed FTTP network and see process through to post installation.

## 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 - Derivation of Cost".

Electronics estimates can be found in: "Attachments: - "Attachment 12 - Documentation of Supporting Cost Estimates".

## 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 709 passings. The state cost per passing is \$1,450. (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

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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 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 southern portion of Russell County that is primarily off the beaten path. Point Broadband and Scott County Telephone have fiber optic backbone along the US-19 and US-58 corridor that provides coverage for some of those businesses and individuals in that part of Hansonville. This particular project would begin an effort to bridge the gap between route US-19 and US-71. Cross Roads (route 614) connects US-19 and at US-71 and has many streets that branch off with residences along the way. The remaining areas of need would be to continue where this project would end on Cross Roads and continue to US-71 which could then go shortly to Jessess Mill Road (route 645) and ultimately connect to the Russell County IDA Tobacco Commission grant project which is the match for the project and ultimately the iGo core network.

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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 month 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 and 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 servcies.

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 chose 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:

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:

Map(s) of project area, including proposed infrastructure

Attachment1DHCDProjectAreaMap816202024611.pdf

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

Attachment2DocumentationonCAFFundingArea816202025722.pdf

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Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteria8132020122639.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm817202044014.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlan813202095223.pdf

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

Attachment7RelationshipbetweenApplicantCoApplicant813202040359.pdf

Funding Sources Table

Attachment8VATIFundingSourcesTable8172020121233.pdf

Documentation for match funding

Attachment9iGoDocumentationofMatchFunding816202032150.pdf

Letters of Support

Attachment10LettersofSupport817202025424.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts817202043341.pdf

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

Attachment12DocumentationofSupportingCostEstimates816202031905.pdf

Two most recent Form 477 submitted to FCC

Attachment13iGoForm477FilingSummary816202032018.pdf

Optional

Attachment14iGoDHCDNetworkArchitecture814202061830.pdf

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Optional

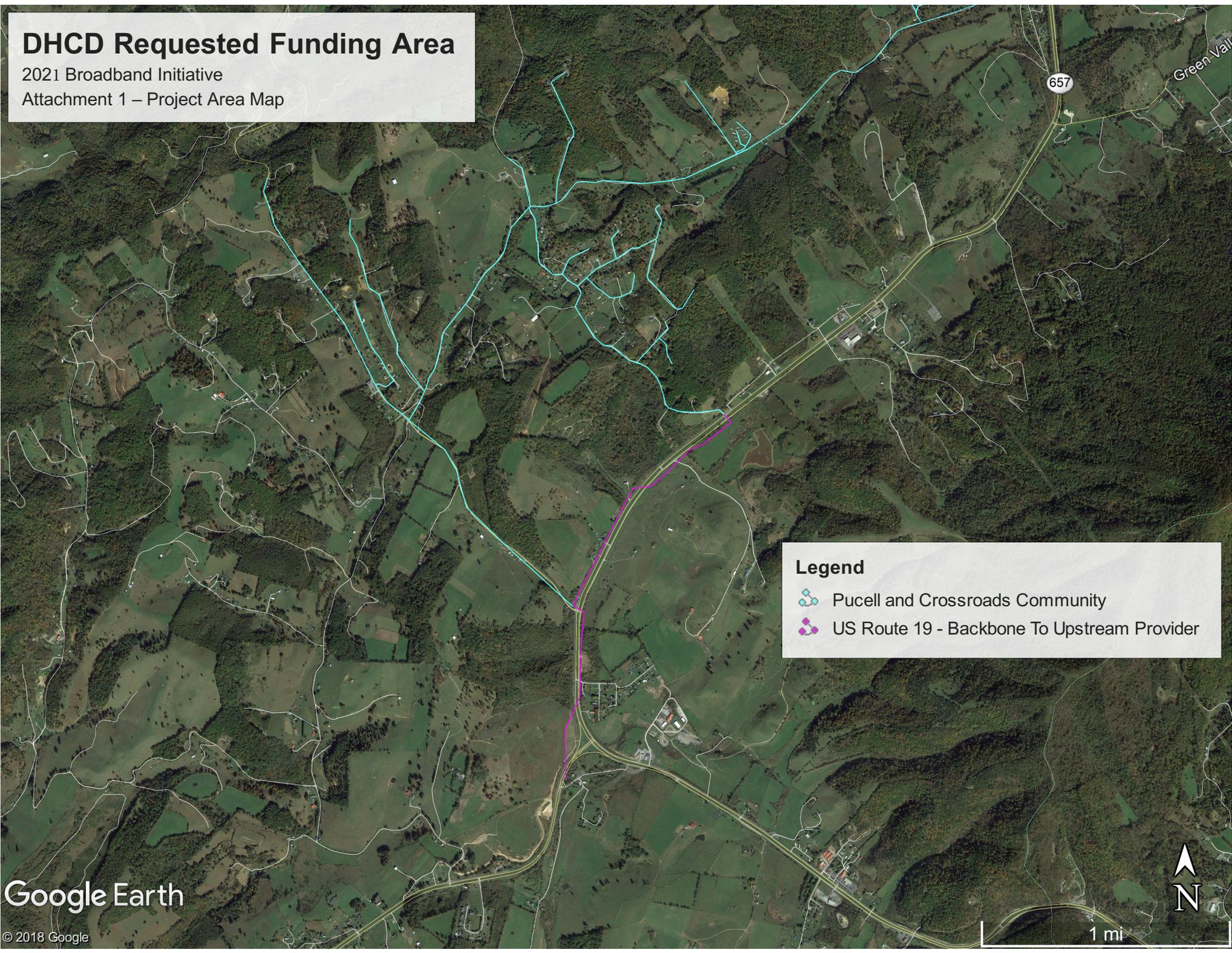
Attachment15RussellCountyIDAInKind816202030255.pdf

Optional

Attachment16PurcellCrossroadsInterestList816202030215.pdf

# DHCD Requested Funding Area

2021 Broadband Initiative  
Attachment 1 – Project Area Map



**Legend**

-  Pucell and Crossroads Community
-  US Route 19 - Backbone To Upstream Provider



# Tobacco Commission Funded Area

Last Mile 2019



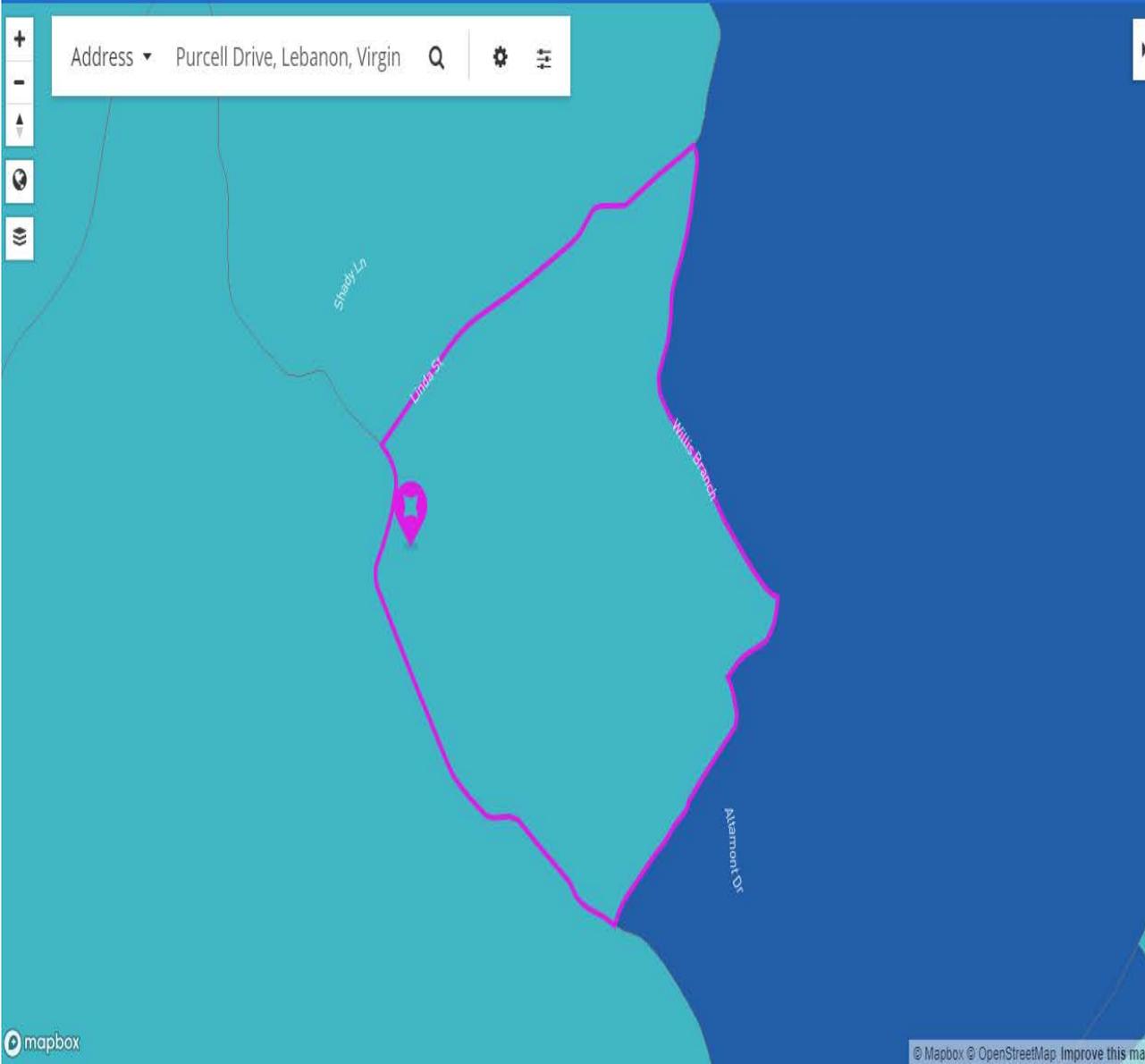


Find address or place



iGo Serving Area in Yellow

0.4mi 100 ft  
-82.059 36.850 Degrees

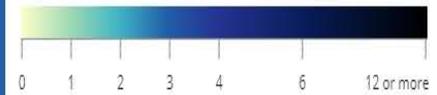


## ▶ All Providers Reporting Service



Census block ID: 511670304013057

### Number of Fixed Residential Broadband Providers



### Broadband



**Technology** ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other

**Speed** ≥ 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>	697	697
<b>Businesses (non-home based)</b>		
<b>Businesses (home-based)</b>	10	10
<b>Community Anchors</b>	2	2
<b>Non-residential</b>		
<b>Total Number of Passings</b>	709	709

**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.

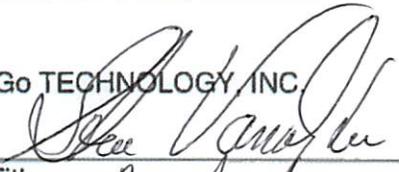
6. This Agreement shall be construed according to the laws of the Commonwealth of Virginia with the venue for any interpretation, enforcement or adjudication in connection with this Agreement being had in Circuit Court of Russell County, Virginia.

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	\$1,028,213	33.30	Pending
IDA/iGo Tobacco Gant	\$1,940,680	62.86	SECURED
IGO TECH OPERATIONS	\$103,560	3.35	SECURED
IDA – MKTG, ROW, HOTSPOT	\$15,000	0.49	SECURED
	\$		
	\$		
	\$		
<b>TOTAL</b>	<b>\$3,087,453</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

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

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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,

  
2757 E N CROSS ROADS DR  
HEBANON VA 24244

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,

Hope Stevens  
125 Henry Kiser  
Lebanon VA 24226

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,

Jamod Steffey  
124 Henry Kiser Rd  
Lebanon VA 24266

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,

*Dennis L. Rhea*  
14 Linda Street  
Lebanon VA 24266  
276 880-5546

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,

*Nina Anstis*  
416 Moring Star Circle  
Lebanon VA 24266

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, *Allen Musick*

*682 John Sims Hill*

*Honaker 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,

*Philly Povee*  
931 Purcell  
Lebanon 24266

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,

*Cindy Dishman*  
986 E. Crossroads Dr  
Lebanon Va 24266

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,

*Gary Fife*  
3168 Artip Rd  
Cleveland VA 24225

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,

*Sue Fife*  
1491 New Garden Rd.  
Cleveland VA 24225

August 10, 2020

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

**Director, DHCD Office of Broadband**

**600 East Main Street Suite 300**

**Richmond, VA 23219**

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Sincerely,

*Bonady Murphy*

*3028 John Sims Hills Rd*

*Honaker VA.*

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,

*Mark Murphy*

*3074 John Sim Rd*

*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

**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.

Conley S. Kiser      Sincerely,  
Dennis A. Kiser  
2865- East Cross Rdo. Dr.  
Lebanon, VA, 24266

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

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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,

Fred W Lester Jr.  
103 Henry Kiser Rd  
Lebanon VA 24246

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,

*Claude Lashie  
c/o Henry Kiser Rd.  
Lebanon, Va. 24266*

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**

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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,

*Coree Johnson  
1242 Purcell Rd  
Lebanon, VA 24266*

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,

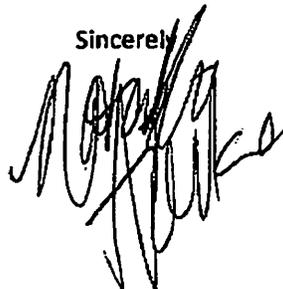
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I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,



## **RUSSELL COUNTY**

### **E911 MAPPING & ADDRESSING OFFICE**

656 CLYDESWAY DR LEBANON VIRGINIA 24266

TELEPHONE (276) 889-8232 FAX (276) 889-8250

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.

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.

**Russell County E-911 will soon be engaging into the NextGen-911 services which will rely on IP base and VOIP and text to 911 infrastructure, this technology would be a great asset for the community's mention above due to infrastructures that are not in place as the present time. 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,

Bo Bise

Russell County Sheriff's Office/E-911 Coordinator/Chief Dispatcher

# 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

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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)

## **Debbie Dye**

---

**From:** Ryan Evans <rdsevens@hotmail.com>  
**Sent:** Thursday, August 13, 2020 6:48 PM  
**To:** Debbie Dye  
**Subject:** Fiber optic internet service

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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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.

1

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, Ryan Evans

Sent from my iPhone

2

**Purcell & Crossroads 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	\$2,202,433	\$ 764,433	\$ 1,438,000			Nichols Construction and AEP
Electronic Equipment	\$ 92,850	\$ 38,850	\$ 54,000			Calix
Marketing, ROW Clearing, COVID Hotspot	\$ 15,000				\$15,000	Russell County IDA
Customer Premises Equipment	\$ 177,930	\$ 69,930	\$ 108,000			Calix
Electronics Cabinets	\$ 70,000	\$ 25,000	\$ 45,000			Power and Telephone Supply
Bandwidth Costs	\$ 40,680		\$ 40,680			Actual Costs
Customer Installs	\$ 23,560			\$ 23,560		Experience from prior projects
Operations	\$ 80,000			\$ 80,000		Project Management, Technical Staff, Administration
Engineering	\$ 385,000	\$ 130,000	\$ 255,000			W. Metts Engineering
	\$3,087,453	\$1,028,213	\$ 1,940,680	\$ 103,560	\$15,000	

Percent Match: 66.7%

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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(RETAIN FOR YOUR RECORDS)

## 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)**

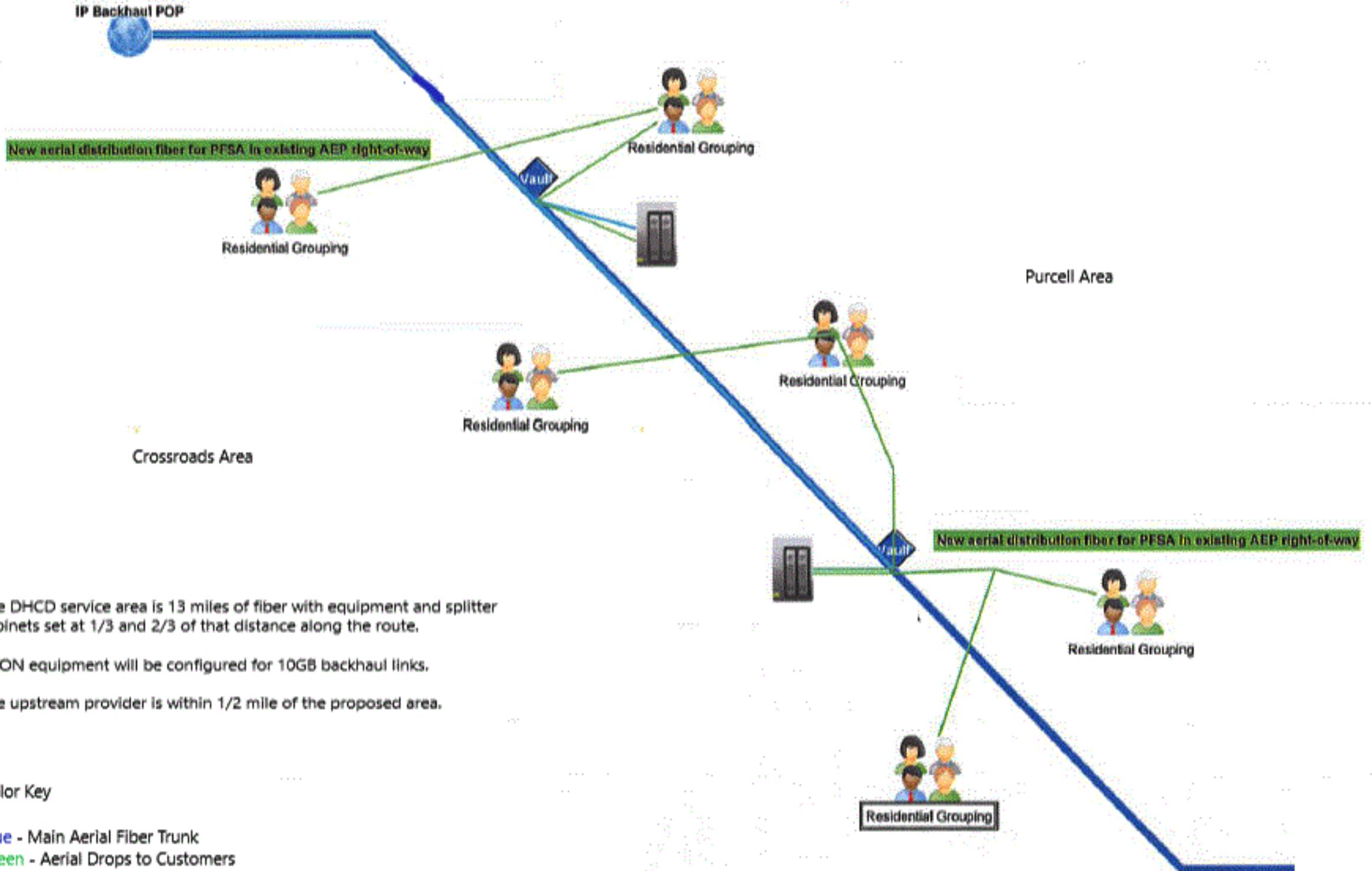
**Over-the-top VoIP Subscriptions by State and End-user Type**

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>

# 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 – Crossroads/Purcell Broadband Initiative

The Russell County Industrial Development Authority would like to offer our assistance with the Crossroads/Purcell 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

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	1/27/2017		Joanna	Yates	550 East Cross Roads Drive	Lebanon	VA	24266		276-254-9322
WXLZ 2	9/9/2017		Kelsey	Wright	1872 Booker Road	Castlewood	VA	24224		276-701-3239
WXLZ 2	9/9/2017		Carol	Williams	266 Fletchers Drive	Castlewood	VA	24224		276-762-9012
WXLZ 2	9/9/2017		Carol	Williams	266 Fletchers Drive	Castlewood	Va	24224		276-762-9012
WXLZ 2	9/9/2017		Rebecca	White	493 Courthouse Est Drive	Castlewood	VA	24224		276-274-6453
WXLZ 2			William	Turpen	423 Scenic Drive	Lebanon	Virginia			276-210-4295
WXLZ 2			William	Turpen	77 Green Valley Road	Lebanon	Virginia			276-210-4295
WXLZ 2	12/1/2016		Justin	Trout	559 Middle Valley Road	Lebanon	Virginia	24266	276-220-5743	
WXLZ 2	12/10/2015		Connie	Stinson	608 Jessees Mill Road	Lebanon	Virginia		276-345-5991	
WXLZ 2	12/15/2015		Bonnie	Stevens	125 Henry Kiser Road		Virginia		276-880-4221	
WXLZ 2	12/23/2019		Carolyn	Steffey	292 E. Crossroads Drive	Lebanon	VA	24226		
WXLZ 2	8/15/2016		Bobby	Sossoman	2729 Morning Star Circle	Lebanon	Virginia	24266		276-254-2849
WXLZ 2	12/10/2015		Penny	Smith	1209 Fork Ridge Road	Lebanon	Virginia		276-608-0970	
WXLZ 2	8/23/2017		William	Smart	826 Church Hill	Lebanon	VA	24266		276-477-8396

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	3/27/2018		Michelle	Scott	15502 Frog Pond Road	St. Paul	VA	24283		740-424-3878
WXLZ 2	1/26/2016		Missy	Scarberry	71 Delph Street	Castlewood	Virginia	24224		276-337-0466
WXLZ 2	12/10/2015		David	Rutherford	3558 Cross Roads	Lebanon	Virginia	24266	276-254-3716	
WXLZ 2	3/7/2016		Keith	Rose	1524 Crossroads	Lebanon	Virginia	24266	276-210-7329	
WXLZ 2	9/9/2017		Virginia	Riggs	1954 High Point Road	Castlewood	VA	2424		276-738-8429
WXLZ 2	12/10/2015		Ted	Rasnake	3995 Morning Star Circle	Lebanon	Virginia			276-794-1318
WXLZ 2	9/9/2017		Dakota	Powers	1365 Castlerun Road	Castlewood	VA	24224		27-210-8907 276-210-8907
WXLZ 2	9/9/2017		Derek	Powers	1365 Castlerun Road	Castlewood	VA	24224		276-210-8907
WXLZ 2	10/24/2018		Crystal	Pilkenton	205 Vinton Street	Castlewood	Virginia	24224		276-220-6012
WXLZ 2	9/9/2017		Sharon ?	Perry	3439 Sunset Drive	St. Paul	VA	24283		276-254-1218
WXLZ 2	12/16/2019		Layton	Parrott	21 Elite Drive	Castlewood	VA	24224	276-639-1061	276-202-7202
WXLZ 2	12/16/2019		Layton	Parrott	21 Elite Drivw	Castlewood	VA	24224	276-639-1061	
WXLZ 2	8/7/2018		Samantha	Osborne	59 Grace Church Road	Lebanon	Virginia	24266	(276)971-2855	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	12/30/2019		n/a	n/a n/a	491 Patrick Dr	Lebanon	VA	24266	276-791-3401	
WXLZ 2	8/23/2016		Ashley	Musick	345 Jessees Mill Road	Lebanon	Virginia	24266		276-525-1699
WXLZ 2			Joshua	Minton	3532 Flats Circle Rd	Castlewood	Virginia	24224	804-994-3463	
WXLZ 2	2/1/2016		Kevin	Miller	397 Glade Hill Drive	Lebanon	Virginia	24266	276-701-4379	
WXLZ 2	7/28/2016		Paige	Miller	1071 Fork Ridge Road	Lebanon	Virginia	24266		276-202-8190
WXLZ 2	3/7/2016		Phillip	Meade	2208 Church Hill Road	Lebanon	Virginia	24266	276-791-7694	
WXLZ 2	4/19/2016		Josh	McReynolds	2301 Morning Star Circle	Lebanon	Virginia			
WXLZ 2	3/9/2016		Danny	Long	191 Cross Point Drive	Lebanon	Virginia			276-889-3886
WXLZ 2	12/10/2015		Brenda	Kiser	494 Whites Drive	Lebanon	Virginia			276-794-7374
WXLZ 2	11/11/2016		Jamie	Kiser	799 Long Hollow Road	Cleveland	Virginia	24225	276-794-2220	
WXLZ 2	12/1/2016		Mickey	Kiser	51 East Crossroads Drive	Lebanon	Virginia	24266	276-794-9460	
WXLZ 2	9/9/2017		Pauline	King	8511 Moccasin Valley Road	Lebanon	VA	24266		276-794-7582
WXLZ 2	2/13/2017		Joyce	Kilgore	1166 Flats Circle	Castlewood	VA	24225	276-971-6464	276-762-5854
WXLZ 2	3/21/2016		Ashley	Justus	6717 Clinch Mtn. Rd.	Lebanon	Virginia	24266		276-345-1677

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	7/28/2016		Donna	Jordan	1101 Fork Ridge Road	Lebanon	Virginia	24266		276-971-3819
WXLZ 2	8/16/2016		John	Johnson	8512 North 71	Castlewood	Virginia	24224		276-591-9435
WXLZ 2	9/9/2017		Penny	Johnson	21730 Highway 58	Castlewood	VA	24224		276-738-9508
WXLZ 2	7/17/2017		Wendy	Johnson	229 Fletchers Lane	Castlewood	VA	24224		276-345-3698
WXLZ 2	7/21/2016		Denise	Jessee	100 Wood Land Circle		Virginia			276-889-2893
WXLZ 2	3/11/2020		Porky	Hylton	16719 Lee Street	St/.. St. Paul	VA	24283	276-738-1144	
WXLZ 2	12/15/2015		Charlene	Huffman	260 Carterton Place	Lebanon	Virginia			276-794-9767
WXLZ 2	11/16/2016		Fred	Holbrook	449 Long Hollow Road	Cleveland	Virginia	24225	276-889-1582	276-202-3287
WXLZ 2	12/7/2016		Logan	Hillman			Virginia		276-202-8806	
WXLZ 2	9/9/2017		Vessica	Hicks	2159 Chestnut Ridge Circle	Castlewood	VA	24224		276-202-4757
WXLZ 2	7/28/2016		Brad	Hawkins	975 Fork Ridge Road	Lebanon	Virginia			276-202-6790
WXLZ 2	11/17/2016		Brad	Hawkins	975 Fork Ridge Road	Lebanon	Virginia		276-202-6790	
WXLZ 2	12/10/2015		Sheena	Hawkins	975 Fork Ridge Road	Lebanon	Virginia			276-202-6789
WXLZ 2	4/7/2016		Natasha	Harris	770 Willis Hollow Road	Castlewood	Virginia			276-210-0841

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	4/18/2018		David	Hall	4754 Reeds Valley Road	Castlewood	VA	24224	276-701-1308	
WXLZ 2	12/26/2018		Veronica	Hall	954 Crossroad Drive	Lebanon	Virginia	24266		276-337-8966
WXLZ 2	10/12/2015		Sabrina	Hale	166 w. Banner Street	Lebanon	Virginia	24266		
WXLZ 2	4/11/2018		Sammy	Gobble	2747 Reeds Valley Road	Castlewood	VA	24224		276-525-0595
WXLZ 2	9/9/2017		Angie	Gibson	2638 Flats Circle	Castlewood	VA	24224		276-202-2408
WXLZ 2	7/28/2016		Jennifer	Gauldin	22 Lower Court Road	Lebanon	Virginia	24266		276-608-8992
WXLZ 2	5/1/2018		Carlton	Elliott	52 Scales Street	Lebanon	Virginia	24266		
WXLZ 2	3/16/2016		Pam	Dotson	3070 Flats Circle	Castlewood	Virginia	24224		
WXLZ 2			Jamie	Davidson	Chrysler Drive		Virginia		276-608-0668	
WXLZ 2	12/31/2015		Bill	Cross	5059 North 71	Lebanon	Virginia	24266		276-701-0365
WXLZ 2			Craig	Cox	1247 Church Hill Road	Lebanon	Virginia	24266		423-956-7344
WXLZ 2	8/28/2017		Sandra	Combs	67 Mountain View Drive	Lebanon	VA	24266		(276)596-4602
WXLZ 2	9/9/2017		Danielle	Chytka	2617 Banner Street	St. Paul	VA	24283		850-384-0396
WXLZ 2	8/31/2015		Jessica	Carter	5 howard drive	Castlewood	Virginia	24224	276-202-9716	
WXLZ 2	9/9/2017		Brenda	Bush	4302 Mew Road	Castlewood	VA	24224		276-762-7861

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ 2	4/3/2020		Edith	Bradac	1918 Church Hill Road	Lebanon	Virginia	24266		276-794-9394
WXLZ 2	12/10/2015		Janice	Barton	4463 North 71 Apt 5	Lebanon	Virginia		276-971-3436	
WXLZ 2	7/11/2018		Kim	Bartee	63 Grace Church Road	Lebanon	Virginia	24266		(276)794-7742
WXLZ 2	5/26/2020		Ron	Balkasom	2696 Upper Copper Creek	Castlewood	VA	24224		276-880-5711
WXLZ 2	9/9/2017		Darlene	Austin	34 Miracle Lane	Castlewood	VA	24224		276-701-1612
WXLZ 2	1/15/2018		Tracy	Austin	438 Carterton Road	Lebanon	VA	24266	276-880-4969	
WXLZ 2	9/9/2017		Amanda	Allen	19514 US Hwy 58	Castlewood	VA	24224		276-254-0552

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ	10/9/2017		Greg	Zirkle	434 Gay Street	Lebanon	VA	24266		276-210-2610
WXLZ	3/22/2018		Robin	Woodruff	4463 North 71 Apt. 8	Lebanon	Virginia	24266	(276)591-8334	(276) 701-5442
WXLZ	2/24/2017		David	Sykes	2989 Cleveland Road	Cleveland	VA	24225	276-991-7060	
WXLZ	8/22/2018		Melissa	Swan	18 Leonard Circle Apt 4	Lebanon	VA	24266	276-202-4200	
WXLZ	7/11/2018		Connie	Stinson	608 Jessees Mill Road	Lebanon	Virginia	24266	(276) 345-5991	
WXLZ	4/6/2018		Carolyn	Steffey	292 East Crossroads Drive	Lebanon	VA VA	24266		794-9624
WXLZ	11/16/2015		Bryant	Skeen	753 Fincastle Estates		Virginia		276-794-1024	
WXLZ	3/11/2016		David	Sisk	111 Memorial Dr.	Lebanon	Virginia	24266	276-596-3296	276-254-3522
WXLZ	4/6/2018		Paul	Puckett	3814 Long Hollow Road	Cleveland	VA	24225		276-254-2952
WXLZ	8/1/2016		Alisha	Powers	497 Todd Hollow Road	Lebanon	Virginia	24266		276-210-5960
WXLZ	2/12/2018		Brad	Nuckles	3271 Cross Roads	Lebanon	VA	24266		276-698-6175
WXLZ	2/1/2016		Kevin	Miller	397 Glade Hill Dr.	Lebanon	Virginia	24266	276-701-4379	
WXLZ	7/20/2016		Susan	McGlothlin	489 Scenic Elk Garden Dr.	Lebanon	Virginia	24266		276-345-7869
WXLZ	11/16/2015		Jamie	Kiser	799 Long Hollow Road	Cleveland	Virginia		276-889-2555	
WXLZ	12/3/2019		Robert	Johnson	188 Love Road	Lebanon	VA	24266	276-202-9730	
WXLZ	8/15/2016		Charles	Jackson	6628 Green Valley Road	Lebanon	Virginia	24266		276-210-4992

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
WXLZ	12/29/2015		Paula	Howington	387 Scenic Elk Garden Drive	Lebanon	Virginia		276-345-1282	
WXLZ	9/9/2017		Donna	Edmonds	41 Daisy Drive	Lebanon	VA	24266		276-889-2683
WXLZ	12/29/2015		Crystal	Chapman	7977 Green Valley Road	Lebanon	Virginia	24266		276-254-3515
WXLZ	12/18/2015		Henry	Casper	206 Ridge drive		Virginia		540-589-7588	
WXLZ	6/2/2016		Henry	Casper	206 Ridge Drive	Lebanon	Virginia	24266	540-589-7588	
WXLZ	10/18/2018		Brandon	Boyd	653 Todd Hollow Road	Lebanon	Virginia	24266		
WXLZ	3/13/2018		Lisa	Beavers	28 Deep Wood Drive	Cleveland	VA	24225		276-794-2062
WXLZ	6/24/2020		Margaret	Barton	5123 Cleveland Road	Cleveland	VA	24255		276-329-5540
WXLZ	3/22/2018		Shelby	Banner	4463 N 71 Apt. 3	Lebanon	Virginia	24266		
WXLZ	11/23/2015		Scott	Armes	97 Deer Springs Drive		Virginia		276-880-4480	
WXLZ	4/4/2016		Dirk		793 East Main Street Apt9	Lebanon	Virginia	24266	276-935-7227	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
CrossRoads - Purcell	6/7/2016		Ramona	Wilson	226 Forrest Brook Road	Lebanon	Virginia	24266	276-701-3855	
CrossRoads - Purcell	11/10/2015		Marcella	Warner	994 Purcell Road	Lebanon	Virginia	24266		276-794-7975
CrossRoads - Purcell	11/11/2015		Randy	Vandyke	995 Purcell Road	Lebanon	Virginia	24266		
CrossRoads - Purcell	3/1/2017		Pauline	Turner	2014 Pioneer Drive	Lebanon	VA	24266		276-639-0024
CrossRoads - Purcell	11/11/2015			Steffey	123 Rosehill	Lebanon	Virginia	24266		
CrossRoads - Purcell	11/12/2015		Tommy	Steffey	292 E. Crossroads Drive	Lebanon	Virginia	24266		
CrossRoads - Purcell	9/15/2016		Stephen	Smith	336 Purcell Road	Lebanon	Virginia	24266		
CrossRoads - Purcell	12/10/2015		Matthew	Salyer	1125 Cross Roads	Lebanon	Virginia	24266		276-210-1929
CrossRoads - Purcell	6/21/2019		Michael	Salyer	2566 East Cross Roads	Lebanon	VA	24266	276-608-5673	
CrossRoads - Purcell	2/2/2016		David	Rutherford	3558 Crossroads	Lebanon	Virginia	24266		
CrossRoads - Purcell	11/5/2015		Patricia	Robinson	115 Linda Street	Lebanon	Virginia	24266		
CrossRoads - Purcell	11/3/2015		Dennis	Rhae	14 Linda Street	Lebanon	Virginia	24266	276-880-5546 276-880-5462	276-794-9741
CrossRoads - Purcell	9/29/2016		Lillian	Ray	558 Purcell Road	Lebanon	Virginia	24266		
CrossRoads - Purcell	11/4/2015		Michael	Owens	332 Purcell Dr.	Lebanon	Virginia			276-794-1050

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
CrossRoads - Purcell	9/7/2016		Michael	Owens	332 Purcell Road	Lebanon	Virginia	24266		
CrossRoads - Purcell	12/15/2015		Sharon	O'Quinn	1415 Crossroad	Lebanon	Virginia	24266		276-608-2545
CrossRoads - Purcell	11/12/2015		Nicki	Musick	615 E. Crossroads Drive	Lebanon	Virginia	24266	276-971-5083	276-701-7779
CrossRoads - Purcell	11/9/2015		Todd	Musick	184 Linda Street	Lebanon	Virginia	24266	276-971-6534	
CrossRoads - Purcell	1/25/2017		Pam	Meade	2208 Church Hill Road	Lebanon	VA	24266		276-791-7693
CrossRoads - Purcell	11/11/2015		Savannah	McGlothlin	12 Shady Lane	Lebanon	Virginia	24266		
CrossRoads - Purcell	11/12/2015		Kathy	Lampkins	1000 E. Crossroad Drive	Lebanon	Virginia	24266		276-701-2108
CrossRoads - Purcell	1/28/2016		Cynthia	Lambert	148 Shady Lane	Lebanon	Virginia	24266	276-202-3128	
CrossRoads - Purcell	3/11/2016		Sherry	Kiser	2865 East Crossroads Drive	Lebanon	Virginia	24266		276-210-1861
CrossRoads - Purcell	11/9/2015		Tammy	Kirby	1136 Purcell Road	Lebanon	Virginia	24266		276-794-7285
CrossRoads - Purcell	11/11/2015		Joe	Hughes	588 East Cross Road Dr.	Lebanon	Virginia	24266		276-794-2511
CrossRoads - Purcell	2/1/2016		Michael	Horn	102 Altimont Drive	Lebanon	Virginia	24266		
CrossRoads - Purcell	4/30/2018		Josh	Honaker	1271 Purcell Road	Lebanon	VA	24266		276-498-6054
CrossRoads - Purcell	11/13/2015		David	Holmes	139 Linda Street	Lebanon	Virginia	24266	276-701-1385	

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
CrossRoads - Purcell	11/11/2015		Rhonda	Hobson	1038 Purcell Road	Lebanon	Virginia	24266	276-591-6624	
CrossRoads - Purcell	1/19/2017		Brenda	Helbert	1175 Crossroads	Lebanon	VA	24266	(276)202-4464	
CrossRoads - Purcell	12/10/2015		Christine	Hampton	73 Crossridge Road	Lebanon	Virginia	24266		276-794-7592
CrossRoads - Purcell	11/12/2015		Debbie	Hamm	412 E. Crossroads Drive	Lebanon	Virginia	24266		276-794-7246
CrossRoads - Purcell	10/16/2018		Veronica	Hall	954 Crossroads	Lebanon,	Virginia	24266		276-337-8966
CrossRoads - Purcell	9/28/2016		John	Griffith	93 Altimont Drive	Lebanon	Virginia	24266	276-971-4593	865-237-1024
CrossRoads - Purcell	5/2/2018		Ruby	Fogleman	84 Altimont Drive	Lebanon	VA	24266		
CrossRoads - Purcell	9/28/2016		James	Fleenor	1677 East Crossroads	Lebanon	Virginia	24266		
CrossRoads - Purcell	1/13/2017		Ryan	Evans	120 Crossroads Place	Lebanon	VA	24266		843-412-1442
CrossRoads - Purcell	11/12/2015		Teresa	Edwards	1162 Purcell Road	Lebanon	Virginia	24266		276-971-4970
CrossRoads - Purcell	11/11/2015		William	Dunford	94 Crossridge Road	Lebanon	Virginia	24266	276-477-0383	276-345-1729
CrossRoads - Purcell	5/10/2018		Richard	Conner	447 Old Postal Road	Lebanon	VA	24266	276-608-3235	
CrossRoads - Purcell	11/9/2015		Barbara	Collins	73 Crossridge Road	Lebanon	Virginia	24266		
CrossRoads - Purcell	2/12/2016		Amy	Clark	156 Crossridge Road	Lebanon	Virginia	24266		

**Master Client List**

Coverage Area	Date	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
CrossRoads - Purcell	4/4/2017		Kayla	Chaney	98 Altimont Drive	Lebanon	VA	24266		276-971-3837
CrossRoads - Purcell	1/27/2017		Russell	Campbell	366 East Crossroads Drive	Lebanon	VA	24266		
CrossRoads - Purcell	11/17/2015		Joseph	Brown	801 Purcell Road	Lebanon	Virginia	24266	276-734-7417	
CrossRoads - Purcell	11/10/2015		Robert	Boothe	41 Shady Lane	Lebanon	Virginia	24266	276-971-7968	
CrossRoads - Purcell	11/9/2015		Carl	Blankenship	198 Linda Street	Lebanon	Virginia	24266	276-608-1306	