

Application to DHCD Submitted through CAMS

Isle of Wight County

Isle of Wight County VATI Grant - PGEC RuralBand 2021

Application ID: 75707202020154829
Application Status: In Progress - DHCD
Program Name: Virginia Telecommunications Initiative 2021
Organization Name: Isle of Wight County
Organization Address: 17090 Monument Circle
Isle of Wight, VA 23397-0080
Profile Manager Name: Chris Morello
Profile Manager Phone: (757) 356-1969
Profile Manager Email: cmorello@iwus.net

Project Name: Isle of Wight County VATI Grant - PGEC RuralBand 2021
Project Contact Name: Donald Robertson
Project Contact Phone: (757) 365-6202
Project Contact Email: droberts@isleofwightus.net
Project Location: 17090 Monument Circle
Isle of Wight, VA 23397-0080
Project Service Area: Isle of Wight County

Total Requested Amount: \$1,000,000.00

Required Annual Audit Status: Pending Review

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$1,000,000.00	\$1,000,000.00	\$2,000,000.00
Other: Distribution Facilities	\$690,000.00	\$690,000.00	\$1,380,000.00
Other: Fiber Services	\$250,000.00	\$250,000.00	\$500,000.00
Other: End Use Equipment	\$60,000.00	\$60,000.00	\$120,000.00
Total:	\$1,000,000.00	\$1,000,000.00	\$2,000,000.00

Budget Narrative:

The applicant (Isle of Wight County) and co-applicant (Prince George Electric Cooperative DBA "RuralBand") are proposing a \$2,000,000 broadband project to extend the availability of broadband service to rural, unserved portions of the County. The combined match represents 50% of the overall budget.

Questions and Responses:

1. Project Description and Need

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

Answer:

The geographic area for this proposed project includes a portion of Isle of Wight County's 320 square miles and is generally bounded to the north by the Surry County line, to west by the Southampton County lines, to east by Route 258 and to the south by Route 460 as noted on the attached Project Area map. The project area was selected after consultation between the County and RURALBAND and meets the eligibility criteria established by the Virginia General Assembly and the Department of Housing and Community Development ("DHCD") for a Virginia Telecommunication Initiative ("VATI") award. It aligns with the footprint of RURALBAND long-term expansion plan to implement broadband infrastructure incrementally from areas within and near our electrical utility service areas and adjacent to communities where RURALBAND currently provides or is expanding broadband service.

The VATI project will provide broadband access to 650 homes in the northwestern portion of Isle of Wight County that are currently unserved and have no service available to them. It should be noted that the project area excludes households where broadband service from Charter Communications is available.

Through RURALBAND, residents and businesses will have access up to 1 Gbps/35 Mbps high-speed broadband availability, which in addition to everyday use will also support virtual education, home-based businesses, and telecommuting.

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Utilizing technology most appropriate to the site not only meets the grant requirements, it provides for an overall cost effectiveness. The selected areas represent unserved communities where the cost to connect them is prohibitive without assistance. The sites were also chosen because the work can be completed within the 12-month time frame.

In response to COVID-19 and the changing business environment, numerous private and public employers are offering the opportunity for workers to telecommute. Isle of Wight County Schools recently implemented a plan requiring all students in grades 4-12 to start the first nine weeks of the year with 100% virtual learning. In addition, many of the County's college students are also starting the academic year virtually. County residents are extremely concerned about the potentially negative impact of students not being able to keep up due to the lack of reliable high-speed broadband service in the community.

The majority of workers in Isle of Wight County commute to Hampton, Newport News, Suffolk, and other Hampton Roads locations. County Administration and the Board of Supervisors regularly hear concerns about the inability of residents to take advantage of telecommuting opportunities because of the lack of broadband and the tremendous economic and environmental benefits the County is having to forego because broadband is not universally available.

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 address points for the project area chosen for this VATI grant submission currently does not have any provider that offers high-speed service as set out by DHCD at <25 Mbps/3Mbps. The information was primarily acquired via sources such as Broadbandnow.com and research from RURALBAND.

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:

Based on our research efforts and information from RURALBAND, a very small portion of Isle of Wight County has previously received CAF 2 funding. None of the proposed project area has received funding from federal grant programs.

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:

The VATI project will provide broadband access to 650 homes in the northwestern portion of Isle of Wight County

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that are currently unserved and have no service available to them. The project area excludes households where broadband service from Charter Communications is currently available.

5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form
- a. Of the total number of passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. Describe the methodology used for these projections.
- b. Provide the number of serviceable units in the project area that have 10/1 mbps or less. Describe the methodology used for these projections.

Answer:

There are 650 residential passings. The fiber buildout focuses on two key factors – identifying the underserved areas of the county in addition to connection in the larger populated areas. (Breakout by service point by category is currently unknown)

The address points for the project area are currently unserved.

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:

N/A- This is not a wireless 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:

RURALBAND will provide a multi-tiered service offering to accommodate individual needs from a price-data speed prospective, speeds are shared bandwidth and symmetrical, and have no data caps. Customers within 1,000 ft of a VDOT road can subscribe for broadband services.

25 Mbps - \$49/month 100 Mbps - \$74/month 250 Mbps- \$99/month 1 Gbps - \$139/month

In terms of PGEC sharing its resources (ie. leasing its capacity to outside vendors), we do not do that, so it is dedicated. On the dedicated aggregated bandwidth that PGEC has, the network is segmented to have both shared resources and dedicated resources (ex. businesses with static IP assignments will be considered dedicated).

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Given below is the current state network topology of the PGEC infrastructure that will be expanded in its area of service/services.

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:

The internet access delivery infrastructure is assembled from 4 discrete subnetwork components. All equipment is connected via fiber optic cables, including to the home's optical network terminal (FTTH). This design allows us to upgrade electronics in one sub component without affecting other areas or requiring re-investment in equipment across the board. In addition to allowing smoother migrations and scaling capabilities it also allows us to implement H/A (high availability) features in each piece of the network separately. Standards based protocols (BGP, CGNAT, DHCPv6, 802.1q vlan tagging) will be used to interconnect each piece. PGEC Enterprises, LLC, DBA "RURALBAND", will build, own and maintain all fiber optic facilities needed to reach each location. PGEC Enterprises, LLC, DBA "RURALBAND", will be utilizing a GPON technology that is engineered for a distributed split architecture. Each distributed split section, using Gpon ports from the Calix E7, will be uniquely engineered to ensure capacity for anticipated future growth. Each location will be eligible for all performance tiers, including 1G symmetrical data and telephone services. The in-home optical network terminal (Calix 844G) is equipped for both data and telephone end user services.

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 project is shovel ready. The fiber network will be deployed within existing VDOT right-of-way by PGEC. The company has extensive experience with fiber installation and delivery of broadband service to residential constituents in multiple localities in the Crater region (Garysville, Newsville, Prince George, Surry, Sussex, Waverly and Wakefield). Prince George Electric Cooperative commenced operating without interruption since 1930 and began providing high-speed internet solution to the under served rural communities Prince George, and Sussex and to meet a need in 2017. PGEC has methodically continued to move forward with implementation of a successful broadband expansion to communities neighboring Prince George County. This history notes evidence of early project completion and service delivery consistent with budget expectations. The Cooperative has the capacity relative to staff and experience to continue this positive implementation experience in Isle of Wight County, Virginia.

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10. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note the a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant's cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 8 - Funding Sources Table; Attachment 9 – Documentation of Match Funding.

Answer:

The total budget for the project is \$2,000,000. VATI funding requested is \$1,000,000 (50%). The County's match is 800,000 (40%). The private co-applicant's (RuralBand) match is \$200,000 (10%).

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

Answer:

In addition to the financial support above, the County will provide support for the project by assisting with the acquisition permits. The County will also assist with local marketing of the availability of service to residential and business customers. The County has the ability to reach out to specific households in the selected service areas to communicate directly with potential customers.

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:

RURALBAND utilizes a third-party internet sales platform that is embedded onto RURALBAND's dedicated website. The availability for service addresses to electronically apply for service is driven by opened shapefiles within the platform to determine eligibility. Residents can complete the service application on the portal or request a hard copy. RURALBAND has built a robust dedicated website at RURALBAND.coop where all aspects of the internet offerings can be accessed – including interactive maps indicating areas of availability and progress on buildout areas. RURALBAND will send direct communications to all service addresses informing residents of service and directing them to the website for additional information. RURALBAND's program details are also communicated via several social media platforms and our local office maintains a member services staff to field program inquiries.

Prince George Electric Coop estimates the take rate projection is approximately 30% as demonstrating in other

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rural communities we serve. Marketing efforts proposed for continued implementation for the broadband project include an aggressive direct mail campaign, community meetings, and outreach through the RURALBAND sales department. Additionally, advertising and marketing through social and

traditional media will be ongoing, as well as mail inserts for our existing electrical utility customers.

Isle of Wight will partner with local libraries and workforce development initiatives to support digital learning within the community. PGEC Enterprises will support the local speakers bureau to help residents understand best practices for utilizing broadband service TV streaming, social media, email utilization, and educational opportunities.

RURALBAND is actively engaged in local outreach activities, not limited to school events, community fairs, Rotary Club engagements, Chamber of Commerce involvement, etc.

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	Project Role
Mr. Randy R. Keaton	Isle of Wight County Administrator	County's overall point of contact for execution of contract and other documents
Mr. Donald T. Robertson	Isle of Wight Assistant County Administrator	County point of contact and project manager; primary responsibility for application and contact with Partners
Ms. Stephanie Humphries	Isle of Wight Finance Director	Provides fiduciary oversight, financial management services to ensure fiscal compliance with grant
Mr. Casey Logan, PE	RuralBand President and CEO	Primary approval responsibility
Mr. Sarat Yellepeddi	RuralBand COO and Senior V.P. of IT	Responsibility for Project Build

Isle of Wight County has a successful history of receiving and administering grants through the Virginia Department of Housing and Community Development for many years to include multiple Community Development Block Grants and Enterprise Zones. Prince George Electric Cooperative commenced operating without interruption since 1930 and has been constructing and successfully operating

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

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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:

The estimated cost is \$2,000,000 to expand broadband fiber-to-the-home across the project area. The project budget includes all costs associated with the distribution facilities (\$1,380,000), fiber services (\$500,000), and end use equipment (120,000).

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. \$2,000,000
- b. 650
- c. 1 gigabyte

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:

The proposed service area in this VATI grant application will allow the County to logically continue its progress toward universal broadband service. The proposed areas will provide the availability of broadband in currently

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unserved communities that are less dense and more difficult to serve and set the County up for continued growth and expansion of broadband moving forward.

The Isle of Wight County Board of Supervisors has appointed a local Broadband Task Force to identify and prioritize areas of the County in an effort to reach universal availability of broadband. Since broadband is generally available in the Towns, Village Centers, and more densely communities within the County, the focus is on extending service to those more rural areas of the County that are more difficult to serve.

While all of Isle of Wight County Schools' facilities have broadband service, many of the students and teachers live in areas of the County that are unserved. Access to instructional videos and material requires broadband in the home or transportation to get to libraries or mobile hotspots (buses) and for some families in the proposed project areas, neither option is available. The proposed project areas include residences of students, teachers, and home business owners who are desperately seeking assistance to acquire broadband service for educational, occupational, and business purposes.

Virginia's top priorities as espoused by the governor include expanding broadband access in rural areas. Broadband expansion in rural areas can improve business, education and health care outcomes across the commonwealth. To date there are over 600,000 Virginians that don't have access to the internet. This deficit is being reduced by a concerted effort to devote more resources to broadband expansion through initiatives like the VATI grant opportunity. Building universal broadband internet service is a priority of the Northam Administration, as evidenced by a multi-million-dollar multi-year \$250 million plan to improve internet access across the commonwealth. The Virginia Telecommunications Initiative supports this priority. The primary metric the state uses to measure impact - potential connections per public dollar, essentially a measurement of how many households, businesses or lots receive access to the internet that they didn't have before. This grant proposal performs favorably with this metric. Additionally, Isle of Wight County and PGEC Enterprises LLC proposes to match every State dollar committed for the grant proposal.

In light of the ongoing impacts of COVID-19, there are also churches and other civic and community organizations that are having to utilize broadband services to remain active, relevant, and connected to their congregations and constituencies. Unfortunately, some organizations have not been able to function because of the lack of broadband to facilitate alternative ways of meeting and serving the community.

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:

N/A

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Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap816202043925.pdf

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

Attachment2DocumentationonFederalFundingArea8142020123325.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteria816202043953.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm816202054019.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlanIOWVATI817202050724.pdf

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

Attachment7MOAbetweenIsleofWightCountyandPrinceGeorgeElectricCooperative814202015600.pdf

Funding Sources Table

Attachment8FundingSourcesTable817202051546.pdf

Documentation for match funding

Attachment9DocumentationforMatchFunding817202053357.pdf

Letters of Support

Attachment10LettersofSupport812202083222.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts817202010054.pdf

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

Attachment12DocumentationofSupportingCostEstimates817202051407.pdf

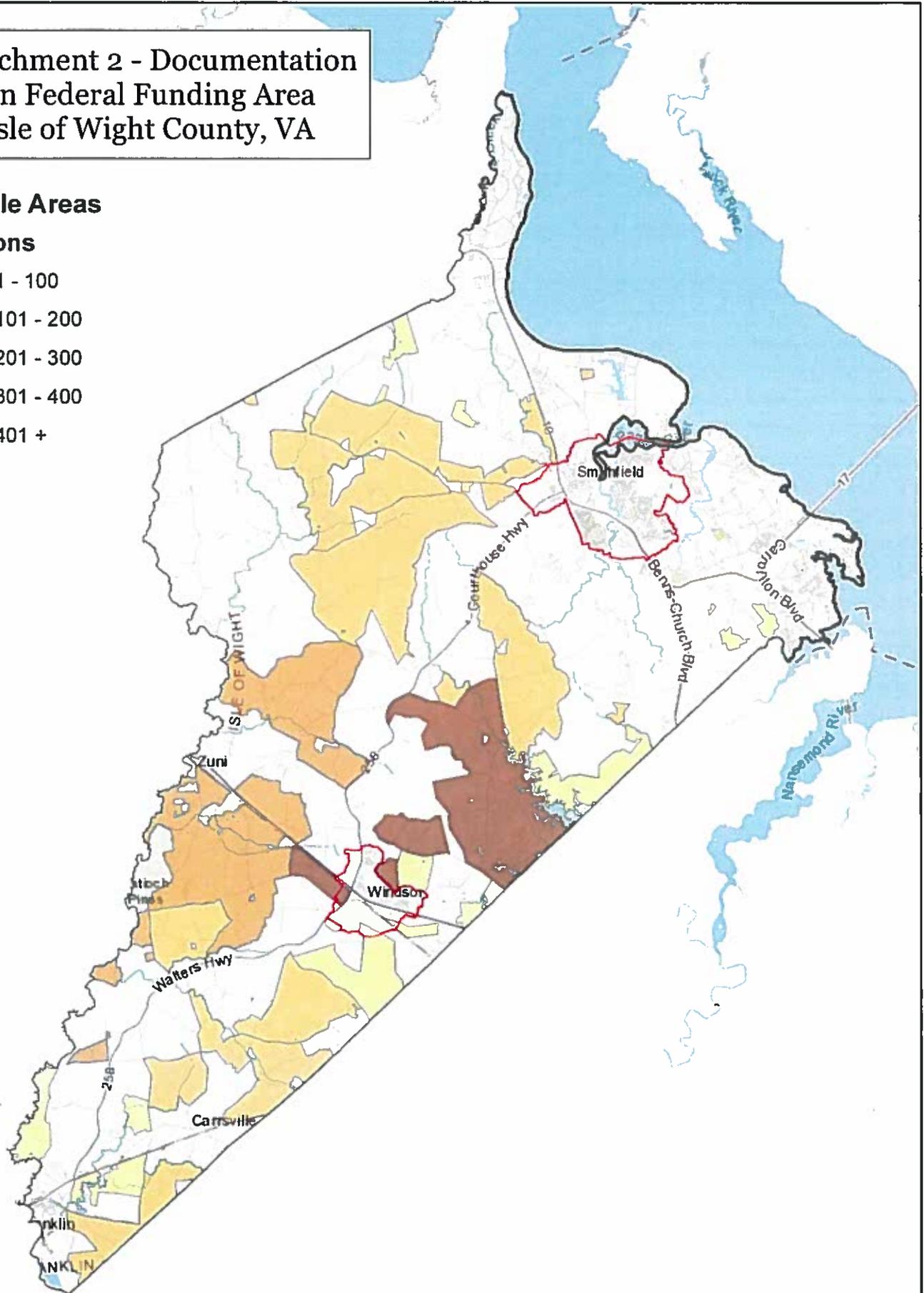
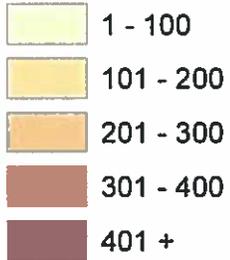
Two most recent Form 477 submitted to FCC

Attachment13TwomostrecentForm477submittedtotheFCCorequivalent817202053421.pdf

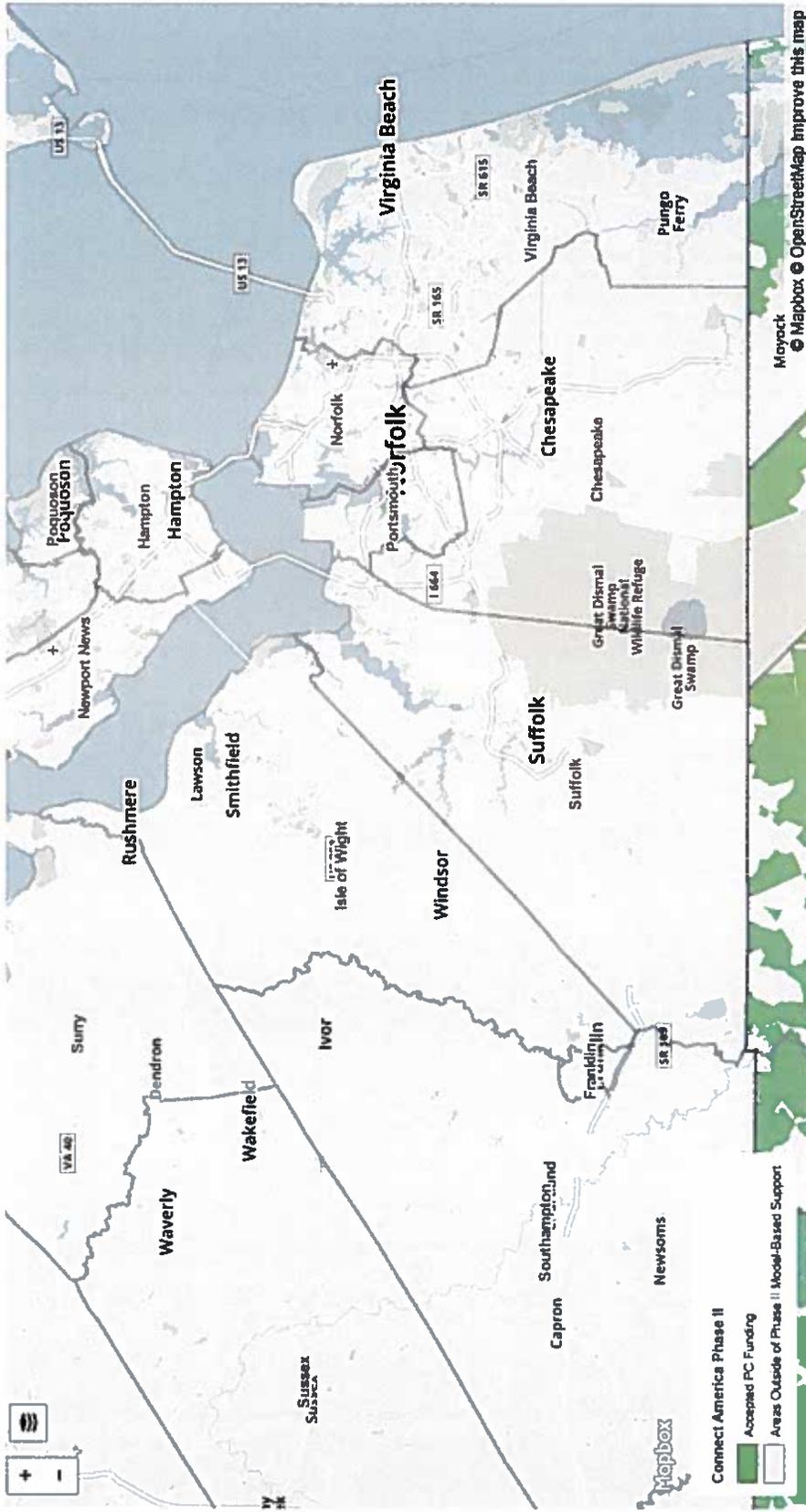
Attachment 2 - Documentation on Federal Funding Area Isle of Wight County, VA

Eligible Areas

Locations



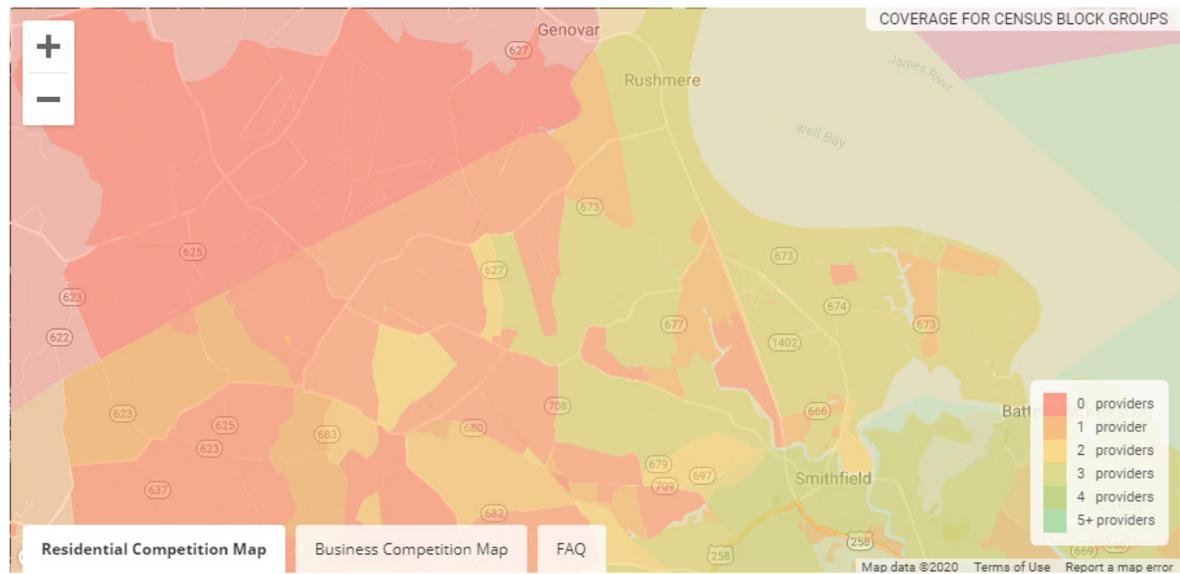
Sources: Esri, HERE, Garmin, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), (c) OpenStreetMap contributors, and the GIS User Community



Connect America Phase II

- Accepted FC Funding
- Areas Outside of Phase II Model-Based Support

Internet Provider Competition Map For Smithfield



Summary Of Fastest Internet Providers In Smithfield, Virginia

PROVIDER	SPEED	TYPE	TIME TO DOWNLOAD 1 GB
Charter Spectrum	940 Mbps	Cable	8s
Viasat Internet (formerly Exede)	100 Mbps	Satellite	1m 21s
HughesNet	25 Mbps	Satellite	5m 27s
Verizon High Speed Internet	15 Mbps	DSL	9m 6s

2021 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number in Project Area	Number with Speeds at 10/1 or below in Project Area
Residential	650	650
Businesses (non-home based)		
Businesses (home-based)		
Community Anchors		
Non-residential		
Total Number of Passings	650	650

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.

2021	Finalize Fiber Design	Make-Ready	Splicing and Service Drop	Scheduling Final Home
June				
July				
August				
Spetember				
October				
November				
December				
January				
February				
March				
April				
May				
June				
July				
August				
September				
October				
November				

IOW VATI Project Schedule

DRAFT Agreement between Isle of Wight County, Virginia and Prince George Electric Cooperative Regarding VATI Funding

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

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

Prince George Electric Cooperative shall perform all work described in the DHCD Agreement and {GRANT CONTRACT NUMBER} Terms and Conditions (both of which are attached hereto and incorporated herein by reference), the submitted application, project management schedule and budget. Specifically, Prince George Electric Cooperative shall complete all Grant Activities described in the DHCD Contract Documents (including but not limited to {GRANT ACTIVITIES}) on or before {DATE}. Prince George Electric Cooperative shall indemnify, defend and hold the County harmless for any failure(s) (a) to complete any Grant Activities described in the DHCD Contract Documents on or before {DATE of Grant Expiration} and/or (b) to achieve any project Outcomes by {Date of Construction Conclusion Per Contract} , Prince George Electric Cooperative will provide information of subscribers and speed package selected, as well as speed validation data to ensure that the proposed Outcomes have been met and broadband speeds meet VATI criteria. Prince George Electric Cooperative will submit a {number of invoices if predetermined} invoice for payment upon completion of the work. No VATI funds shall be distributed unless and until (a) Prince George Electric Cooperative has submitted all requested documents and (b) the County has verified

that pre-construction and/or construction work has been completed or equipment has been ordered and received.

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

Isle of Wight County and Prince George Electric Cooperative

By: _____ By: _____
{Local Signatory, Title} {Provider Signatory, Title}

Date: _____ Date: _____

VATI FUNDING SOURCES TABLE

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

Source	Amount	%	Status
REQUESTED VATI	\$ 1,000,000	50	Pending
LOCAL	\$ 800,000	40	PENDING GRANT APPROVAL
PRIVATE	\$ 200,000	10	PENDING CRANT APPROVAL
	\$		
	\$		
	\$		
	\$		
TOTAL	\$2,000,000	100 %	

Prince George Electric Cooperative DBA "RuralBand" has committed to provide a 10% match (\$200,000) for the project.

**RESOLUTION IN SUPPORT OF A VIRGINIA
TELECOMMUNICATIONS INITIATIVE GRANT TO PROVIDE
BROADBAND SERVICE IN ISLE OF WIGHT COUNTY**

WHEREAS, high-speed broadband connectivity is a necessity for families and businesses attempting to access a wide array of services including, but not limited to, education, healthcare, e-commerce, banking, communication, etc.; and,

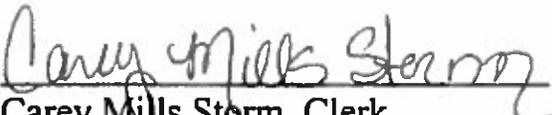
WHEREAS, a significant portion of the 15,000 homes and 2,000 businesses in Isle of Wight County are underserved or unserved relative to reliable high-speed broadband internet service; and,

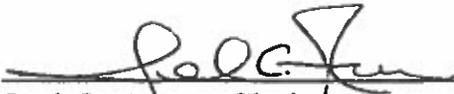
WHEREAS, the Board of Supervisors of Isle of Wight County is committed to providing local match funding sufficient to support implementation of the broadband project.

NOW, THEREFORE, BE IT AND IT IS HEREBY RESOLVED that the Board of Supervisors of the County of Isle of Wight, Virginia authorizes the submission of a Virginia Department of Housing and Community Development Virginia Telecommunications Initiative Grant application.

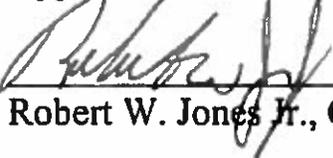
BE IT FURTHER RESOLVED that the County Administrator is authorized to sign and submit the appropriate documents for the submittal of the Virginia Telecommunications Initiative Grant proposal and any subsequent contract documents necessary to satisfy program requirements.

Adopted this 6th day of August, 2020.


Carey Mills Storm, Clerk


Joel C. Acree, Chairman

Approved as to Form:


Robert W. Jones Jr., County Attorney

SENATE OF VIRGINIA



THOMAS K. NORMENT, JR.

3RD SENATORIAL DISTRICT
ALL OF GLOUCESTER, KING AND QUEEN,
KING WILLIAM, AND NEW KENT COUNTIES;
ALL OF THE CITY OF POQUOSON; PART OF ISLE OF
WIGHT, JAMES CITY, SURRY, AND YORK COUNTIES;
AND PART OF THE CITIES OF HAMPTON AND SUFFOLK
POST OFFICE BOX 6205
WILLIAMSBURG, VIRGINIA 23189
(804) 698-7503 RICHMOND
(757) 259-7610 WILLIAMSBURG

COMMITTEE ASSIGNMENTS:
COMMERCE AND LABOR
JUDICIARY
FINANCE AND APPROPRIATIONS
RULES

Mr. Erik Johnston
Director
Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

August 5, 2020

Dear Director Johnston,

I am writing today to offer my staunch support for the County of Isle of Wight's 2020 VATI grant application. Access to broadband is severely limited or non-existent in much of Isle of Wight County, and this plan hopes to expand that access. The importance of closing this access divide is further exacerbated by the impact the COVID-19 pandemic has had on the conduct of business and the operation of schools.

As a member of the Senate Committee on Finance & Appropriations, I am familiar with the VATI program and I support its goals wholeheartedly. The County's proposed project aligns with the Commonwealth's goal of bringing broadband access to every Virginian. I appreciate your thoughtful consideration of Isle of Wight County's 2020 VATI grant application. With kindest regards, I remain

Very Truly Yours,

A handwritten signature in black ink that reads "Thomas K. Norment, Jr." with a stylized flourish at the end.

Thomas K. Norment, Jr.

CC:

Mr. Don Robertson
Assistant County Administrator
Isle of Wight County, VA

SENATE OF VIRGINIA



COMMITTEE ASSIGNMENTS:
EDUCATION AND HEALTH, CHAIR
COMMERCE AND LABOR
FINANCE AND APPROPRIATIONS
JUDICIARY
RULES

L. LOUISE LUCAS
PRESIDENT PRO TEMPORE
18TH SENATORIAL DISTRICT
ALL OF GREENSVILLE AND SUSSEX COUNTIES;
ALL OF THE CITY OF EMPORIA; PART OF BRUNSWICK;
ISLE OF WIGHT, SOUTHAMPTON, AND SURRY COUNTIES;
AND PART OF THE CITIES OF CHESAPEAKE, FRANKLIN,
PORTSMOUTH, AND SUFFOLK
POST OFFICE BOX 700
PORTSMOUTH, VIRGINIA 23705-0700

August 10, 2020

Mr. Erik Johnston
Director of DHCD
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Director Johnston,

I would like to fervently express my support for Isle of Wight County's 2020 VATI grant fund application.

Isle of Wight County resides in a very rural part of our Commonwealth where broadband access is extremely limited and in certain areas void of any access at all. While we endure the pandemic, COVID-19, a vast majority of Americans are teleworking, conducting or managing their business, or simply quarantining at home. Simply put, broadband access was but, now more than ever has become paramount to being a functioning member of society.

Furthermore, as the Chair of the Senate Committee on Education and Health, I cannot help but think of those students and teachers in K-12 as well as higher education who in due time will be heavily dependent upon broadband access to complete their various curriculums as they quarantine at home to prevent the further spread of COVID-19. I also serve as a member of the Senate Committee on Finance & Appropriations which has allowed me to become well versed with the VATI grant fund and its goals in which I absolutely support.

Director Johnston, thank you for your time and consideration of Isle of Wight County's 2020 VATI grant fund application. It is my sincere hope that they are a recipient of these grant funds as they are just the type of locality that VATI seeks to help.

With every sincere sentiment of respect and very warm personal regards, I am,

A handwritten signature in cursive script that reads "L. Louise Lucas".

L. Louise Lucas
Senate President Pro Tempore



EMILY M. BREWER
POST OFFICE BOX 5
SMITHFIELD, VIRGINIA 23431

SIXTY-FOURTH DISTRICT

COMMONWEALTH OF VIRGINIA

HOUSE OF DELEGATES
RICHMOND

COMMITTEE ASSIGNMENTS:
GENERAL LAWS
APPROPRIATIONS
COMMUNICATIONS, TECHNOLOGY
AND INNOVATION

August 4, 2020

Mr. Erik Johnston
Director
Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

Mr. Johnston,

I am writing to express my strong support for Isle of Wight County's VATI grant application for broadband funding. A majority of the rural communities within Isle of Wight County do not have broadband, creating many obstacles for satellite work, schooling resources, and much more. In addition, Isle of Wight County is close in proximity to the Port of Virginia, Newport News Shipbuilding just across the river as well many other vital businesses. Isle of Wight County is an attractive community to live in and raise a family – however the ability for residents to educate or telecommute will only strengthen their connection to the Hampton Roads region.

As a prior member of the Broadband Advisory Council, I am strongly familiar with the VATI program and I support its goals and objectives to reach every Virginian. Isle of Wight County is a strong contributor to the economic vitality of our Commonwealth, and I know this opportunity will only further support their impact.

Sincerely,

A handwritten signature in blue ink that reads "Emily Brewer".

Emily Brewer
Virginia House of Delegates, 64th District



COMMONWEALTH OF VIRGINIA
HOUSE OF DELEGATES
RICHMOND

ROSLYN C. TYLER
25359 BLUE STAR HIGHWAY
JARRATT, VIRGINIA 23867

SEVENTY-FIFTH DISTRICT

COMMITTEE ASSIGNMENTS:
EDUCATION (CHAIR)
APPROPRIATIONS
AGRICULTURE, CHESAPEAKE AND
NATURAL RESOURCES

August 5, 2020

Mr. Erik Johnston, Director
Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

Dear Mr. Johnston,

I am writing this letter in support of Isle of Wight County in partnership with Southampton County application for the Virginia Telecommunication Initiative (VATI) Grant.

The Governor of Virginia and the General Assembly has made broadband expansion/accessibility a priority and essential to enhance economic development, improve quality of life, and overall prosperity of all communities. Southside Virginia and rural areas are specifically underserved and will require assistance to build broadband infrastructure. The COVID-19 pandemic, unfortunately, has amplified the urgency for funding broadband expansion and making services affordable in socio-economic deprived districts and rural areas.

Therefore, funding the grant for VATI will promote businesses, improve education, enhance family services, and advance our communities to the new world of technology. Thank you for favorably considering to fund the VATI Grant for Southampton and Franklin. Should you need any additional information, please feel free to contact me.

Regards,

A handwritten signature in black ink, appearing to read "Roslyn Tyler", written over a circular stamp or seal.

Delegate Roslyn Tyler
VA House of Delegates
75th District

Attachment 11 - Derivation of Costs

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Distribution Facilities	\$ 1,380,000	\$ 690,000	\$ 690,000	RuralBand	8/14/2020
Fiber Services	\$ 500,000	\$ 250,000	\$ 250,000	RuralBand	8/14/2020
End Use Equipment	\$ 120,000	\$ 60,000	\$ 60,000	RuralBand	8/14/2020
	\$ -	\$ -	\$ -		

IOW Ratio of Poles to Homes Past	1.16	For every home passed Ruralband will touch 1.16 poles
Consumers	650	
Total Number of Poles Used	754	Calculated number of poles to touch
20% Replacement Rate on Poles	150.8	
Cost per Pole Replacement	\$ 6,333	Dominion experience pole replacement make ready cost
Total Cost of Pole Replacement	\$ 955,016	Estimated cost of make ready cost

Ruralband Pass Rate (Experience Rate)	\$ 1,622	
Experienced Make Ready Costs	1,197,968	
Experienced Pass Consumers	1,873	
Experienced Make Ready per Consumer	\$ 640	Remove Cooperative make ready costs
Revised Distribution Cost	\$ 982	Net cost Ruralband for fiber cable, tangents, and construction labor
Total Pass by Cost for Ruralband	\$ 638,561	Estimated cost for cable, tangents, and construction labor

Estimated Members based on 40% Take Rate	260	
Cost of Drop Services	2,210	Includes the cost of fiber service and splicing to the home
Cost of In Home Electronics	552	In home routers and devices
Subtotal Cost to the Home	2,762	
Total Connection Costs Ruralband	\$ 718,120	

Subtotal Cost of Project \$ 2,311,697

Actual Cost less \$1,800,000 other capital	\$ 511,697
Ruralband Match	200,000
Additional Capital Needed for the Project	\$ 311,697

Allocation of Actual Cost to Project Budget

Actual Cost	Allocation Based	Budget Amount
Estimate	Actual Estimate	\$2.0 Million

Distribution Facilities Make Ready and Distribution	\$ 1,593,577	68.94%	\$ 1,378,708
Fiber Services \$2,210x260	574,496	24.85%	\$ 497,034
End Use Equipment \$552x260	143,624	6.21%	\$ 124,258
Total Cost	<u>\$ 2,311,697</u>		<u>\$ 2,000,000</u>



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0026799551 | Data as of: Jun 30, 2019 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Sep 1, 2019 17:00:25

Filer Identification

Section	Question	Response
Filer Information	Company Name	PGEC Enterprises, LLC
	Holding Company Name	Prince George Electric Cooperative
	SAC ID	199023
	499 ID	833031
Data Contact Information	Data Contact Name	Casey Logan
	Data Contact Phone Number	(804) 834-2424 ext 1003
	Data Contact E-mail	clogan@pgec.coop
Emergency Operations Contact Information	Emergency Operations Name	Casey Logan
	Emergency Operations Phone Number	(804) 834-2424 ext 1003
	Emergency Operations E-mail	clogan@pgec.coop
Certifying Official Contact Information	Certifying Official Name	Casey Logan
	Certifying Official Phone Number	(804) 834-2424 ext 1003
	Certifying Official E-mail	clogan@pgec.coop

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	PGEC_fbdd_2019Q2_083119.csv	Sep 1, 2019 16:52:04	141
Fixed Broadband Subscription	PGEC_fbsd_2019Q2_083119.csv	Sep 1, 2019 10:02:58	16

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Prince George Electric Coop	Optical Carrier/Fiber to the End User	141
Total			141

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	16	560	8	568
Total		16	560	8	568

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
50.000	50.000	504	6	510
100.000	100.000	52	0	52
250.000	250.000	0	2	2
1000.000	1000.000	4	0	4
Total		560	8	568

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	50.000	50.000	504	6	510
	100.000	100.000	52	0	52
	250.000	250.000	0	2	2
	1000.000	1000.000	4	0	4
Total			560	8	568



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0026799551 | Data as of: Dec 31, 2019 | Operations: Non-ILEC | Submission Status: Revised - Submitted | Last Updated: Apr 27, 2020 14:07:52

Filer Identification

Section	Question	Response
Filer Information	Company Name	PGEC Enterprises, LLC
	Holding Company Name	Prince George Electric Cooperative
	SAC ID	199023
	499 ID	833031
Data Contact Information	Data Contact Name	Steven M. Chernoff
	Data Contact Phone Number	(703) 564-8670
	Data Contact E-mail	schernoff@fcclaw.com
Emergency Operations Contact Information	Emergency Operations Name	Casey Logan
	Emergency Operations Phone Number	(804) 834-2424 ext: 1003
	Emergency Operations E-mail	clogan@pgec.coop
Certifying Official Contact Information	Certifying Official Name	Casey Logan
	Certifying Official Phone Number	(804) 834-2424 ext: 1003
	Certifying Official E-mail	clogan@pgec.coop

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	PGEC_fbdd_2019Q4_022920.csv	Apr 27, 2020 14:07:30	1320
Fixed Broadband Subscription	PGEC_fbsd_2019Q4_022920.csv	Apr 27, 2020 14:07:30	29

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Prince George Electric Coop	Optical Carrier/Fiber to the End User	1320
Total			1320

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	29	892	12	904
Total		29	892	12	904

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (In Mbps)	Upstream Bandwidth (In Mbps)	Consumer	Business / Govt	Total
50.000	50.000	757	6	763
100.000	100.000	116	4	120
250.000	250.000	0	2	2
1000.000	1000.000	19	0	19
Total		892	12	904

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	50.000	50.000	757	6	763
	100.000	100.000	116	4	120
	250.000	250.000	0	2	2
	1000.000	1000.000	19	0	19
Total			892	12	904