

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

Application ID: 64508132019152837
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2020
Organization Name: Central Shenandoah Planning District Commission
Organization Address: 112 MacTanly Place
Staunton, VA 24401-2373
Profile Manager Name: Elizabeth McCarty
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Project Name: MGW: Bath & Highland 2020 Broadband Project
Project Contact Name: Hunter Moore
Project Contact Phone: (540) 885-5174
Project Contact Email: hunter@cspdc.org
Project Location: 4904 Mountain Valley Road
Warm Springs, VA 24484-2186
Project Service Area: Bath County, Highland County

Total Requested Amount: \$460,560.00

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$460,560.00	\$115,140.00	\$575,700.00
Construction	\$337,240.00	\$84,310.00	\$421,550.00
Other: Network Components	\$81,720.00	\$20,430.00	\$102,150.00
Other: Grant Administration	\$32,000.00	\$8,000.00	\$40,000.00
Other: Engineering and Permitting	\$9,600.00	\$2,400.00	\$12,000.00
Total:	\$460,560.00	\$115,140.00	\$575,700.00

Budget Narrative:

The budget for the Bath & Highland Broadband project is primarily a construction budget with 73% of the total project cost going to construction expenses related to the installation of the last-mile fiber network. The partnering provider, MGW, will be performing the construction with their own cable crews, fiber splicers, and FTTH installers resulting in a reduced cost per unit passed compared to outsourcing. Approximately 18% of the project budget is for network components (equipment) that will deliver the broadband services to the end-users in the project areas. MGW will be handling the Engineering & Permitting in-house, and is calculated at only 2% of the total project budget. A line item for Grant Administration is also included in the budget.

Questions and Responses:

1. Project Area

Explain 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 Counties of Bath & Highland lie within the Allegheny Mountains with their western border being the state line between West Virginia and the Commonwealth of Virginia. This geographic area is part of the Ridge and Valley Physiographic Province. Highland County, also known as “Little Switzerland”, received its name from its prevailing high altitude: it has one of the highest mean elevations of any county east of the Mississippi River. Highland County is also the least populated county in the Commonwealth. According to the Weldon Cooper Center’s population estimates for 2018, the total population for both counties is 7,794. The lack of density creates financial challenges and the topography creates physical challenges when installing/upgrading networks. A last-mile fiber build-out in the project areas will provide not only broadband, and in some cases make internet service available for the first time.

Considering the rurality of these 2 counties, this application includes 4 very distinct project areas which are referred to hereinafter as Doe Hill North (Highland County), Doe Hill South (Highland County), Dry Run (Bath County), and Mountain Grove (Bath County). The methodology used in selecting these project areas includes the

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following factors: (1) does the area have internet available at speeds of 10 Mbps / 1 Mbps or less, (2) what is proximity to nearest fiber point-of-presence and node, (3) what is availability of middle-mile fiber to support last-mile deployments, and (4) does it meet the local, regional, and state goals for broadband availability.

Attachment 1 - Project Area Map includes 5 pages. The first page is a regional map showing the location of each of the project areas in their respective county. This map also shows MGW's ILEC boundary. Due to the size and scale of this regional project, pages 2 through 5 of this attachment are maps of the individual project areas with details about the existing and proposed FTTH infrastructure.

2.

Describe your outreach efforts to identify existing providers in the selected project area. Provide a detailed explanation of how this information was compiled and the source(s). Provide a map and list of all existing providers (fixed and wireless) and speeds offered within the project area. Label Map: Attachment 2 – Existing Provider Map; label documentation: Attachment 3 – Documentation on CAF Funding Area.

Answer:

All 4 project areas lie within MGW Telephone Company's incumbent local exchange carrier (ILEC) boundary. Within these project areas, the only other internet service available is from a satellite internet provider. In addition, there are no towers or other vertical assets in the project areas to allow for fixed wireless service and no one that we've talked to in the project areas has mentioned any other ISP being available.

Considering that MGW is the only terrestrial ISP in these areas- Attachment 2 - Existing Provider Map depicts MGW's existing customers and the level of service available today. There are no CAF II funding areas located in or near either of the 4 project areas included in this application. Attachment 3 - Documentation of CAF Funding Area was prepared by taking a screenshot from the FCC's online CAF II Results map and notating the 4 project areas on it.

3. Project Need/Description

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 10 Mbps / 1 Mbps or less and with less than 10 percent service overlap within the project area. Describe any anticipated service overlap with current providers within the project area. Provide specific information as to how you determined the percentage overlap. Label Attachment: Attachment 4 – Documentation Unserved Area VATI Criteria.

Answer:

MGW Telephone Company is the incumbent local exchange carrier (ILEC) and the only ISP in the 4 project areas included in this application. Therefore, there is 0% overlap with any other provider. To document that these areas are unserved and eligible for VATI funding, MGW extracted and mapped all active and past account information for each project area. All DSL customers in the project areas are in MGW's lowest tier DSL package which is "up to 10 Mbps". With DSL technology, the speed available is dependent upon a subscriber's distance from a DSL node and considering the rurality of the project areas, the actual average speed currently available is closer to 5 Mbps (or less in Mountain Grove project area). In addition, MGW also mapped customers in the project area that have phone service only. These are locations where the subscriber has only requested phone service or where their location is too far from the DSL node to provide DSL internet. Not only will this project make high-speed internet

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(broadband) available where is currently is not, some locations in the project areas will have wireline internet service (of any kind) available for the first time.

Attachment 4 - Documentation of Unserved Area VATI Criteria shows the current DSL and phone-only customers in the project area.

4. Provide the number of residential serviceable units in the project area(s). Describe the eligible premises that will be served by the proposed project and the basis for these projections.

Answer:

Doe Hill North Project Area:

There are 55 serviceable units in the Doe Hill North project area. Of those 55 serviceable units, 25 are active DSL customers which are unable to receive internet service > than 10/1 and are considered unserved, and 17 are active customers with phone service only. Many of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas- including some remote cabins/camps (total of 71 911 addresses/structures in the project area). All active DSL customers (25) will be upgraded to FTTH and all the phone service only customers (17) will have FTTH available to them. An additional 13 FTTH connections are included in our calculation of total serviceable units, as we are projecting to have additional interest in service once FTTH is available. After subtracting the commercial businesses and community anchor institutions from Question #5 (5), the total number of residential-only serviceable units in this project area is 50.

Doe Hill South Project Area:

There are 55 serviceable units in the Doe Hill South project area. Of those 55 serviceable units, 16 are active DSL customers which are unable to receive internet service > than 10/1 and are considered unserved, and 16 are active customers with phone service only. Many of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas- including some remote cabins/camps (total of 70 911 addresses/structures in the project area). All active DSL customers (16) will be upgraded to FTTH and all the phone service only customers (16) will have FTTH available to them. An additional 23 FTTH connections are included in our calculation of total serviceable units, as we are projecting to have additional interest in service once FTTH is available.

After subtracting the commercial businesses and community anchor institutions from Question #5 (8), the total number of residential-only serviceable units in this project area is 47.

Dry Run Project Area:

There are 30 serviceable units in the Dry Run project area. Of those 30 serviceable units, 14 are active DSL customers which are unable to receive internet service > than 10/1 and are considered unserved, and 13 are active customers with phone service only. Many of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas- including some remote cabins/camps (total of 70 911 addresses/structures in the project area). All active DSL customers (14) will be upgraded to FTTH and all the phone service only customers (13) will have FTTH available to them. An additional 3 FTTH connections are included in our calculation of total serviceable units, as we are projecting to have additional interest in service once FTTH is available.

Since no businesses or community anchor institutions were formally identified, the residential-only serviceable

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units in this project area is 30.

Mountain Grove Project Area:

There are 100 serviceable units in the Mountain Grove project area. Of those 100 serviceable units, 32 are active DSL customers which are unable to receive internet service > than 5/1 and are considered unserved, and 43 are active customers with phone service only. Many of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas - including some remote cabins/camps (total of 142 911 addresses/structures in the project area). All active DSL customers (32) will be upgraded to FTTH and all the phone service only customers (43) will have FTTH available to them. An additional 25 FTTH connections are included in our calculation of total serviceable units, as we are projecting to have additional interest in service once FTTH is available. After subtracting the commercial businesses and community anchor institutions from Question #5 (11), the total number of residential-only serviceable units in this project area is 89.

5. Indicate the numbers of businesses and community anchor institutions the proposed project will pass in the project area. Also indicate the number of home-based businesses. Provide specific information.

Answer:

Doe Hill North Project Area:

The commercial businesses and community anchor institutions identified during site visits and review of current customer accounts include a Post Office, Plug Nickel Farm, Eagles Sugar Camp, and Doe Hill Methodist Church. The County does not issue business licenses so it is difficult to know exactly how many home-based businesses there are, but we know they exist and we spoke to one resident who confirmed she had a home-based business and her online presence and sales was hindered by low internet speeds. There are also many farming operations of various scale in the project area. Once fiber is available, we can provide additional services to farmers for monitoring their land, crops/animals, or to provide distributed WIFI service to barns or other locations on the farm. There is no cellular service in the project area, so WIFI calling will provide an option in case of emergencies. These additional services are considered an outreach component to help customers leverage their FTTH connection to support the needs of their farms and businesses. Based upon our efforts we estimate there to be 5 businesses, community anchor institutions, and home-based businesses (including farms) in the project area.

Doe Hill South Project Area:

The commercial businesses and community anchor institutions identified during site visits and review of current customer accounts include O’Baugh Welding, Moyers Auto Body, Moyers Auto Repair, Siron Farms, Hiner Church and Highland Seventh-Day Adventist Church. The County does not issue business licenses so it is difficult to know exactly how many home-based businesses there are, but we know they exist. There are also many farming operations of various scale in the project area. Once fiber is available, we can provide additional services to farmers for monitoring their land, crops/animals, or to provide distributed WIFI service to barns or other locations on the farm. There is no cellular service in the project area, so WIFI calling will provide an option in case of emergencies. These additional services are considered an outreach component to help customers leverage their FTTH connection to support the needs of their farms and businesses. Based upon our efforts we estimate there to be 8 businesses, community anchor institutions, and home-based businesses (including farms) in the project area. There is no doubt that the availability of broadband and a FTTH connection will provide benefits to the local and regional economy.

Dry Run Project Area:

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Our internal customer records and surveys of the project area do not indicate any commercial business or community anchor institutions in this project area. While the County does not issue business licenses which would help identify all registered businesses, there are many residents in the area that have small, home-based businesses and/or participate in farming practices, however, this is a heavily wooded area and minimal farming practices as compared to other areas of the county and other project areas included in this proposal.

Mountain Grove Project Area:

The commercial businesses and community anchor institutions identified during site visits and review of current customer accounts include Mountain Grove Volunteer Fire Department, Mountain Grove Community Center, BARC Electric Cooperative, Mountain Grove Methodist Church, Mountain Grove General Store, Rowdy Supply, The Hitchin' Post (currently closed but talked about re-opening), and USFS' Blowing Springs Campground (the permit obtained to pass through USFS includes network facilities at the campground). The County does not issue business licenses so it is difficult to know exactly how many home-based businesses there are, but we know they exist and have confirm the location of 1. Based upon our efforts we estimate there to be no less than 11 businesses, community anchor institutions, and home-based businesses (including farms) in the project area. There is no doubt that the availability of broadband and a FTTH connection will provide benefits to the local and regional economy.

6. Understanding that projected take rates are an estimate, provide the anticipated take rate for the proposed service within one year of project completion and describe the basis for the estimate. Also detail all actions (e.g. marketing activities, outreach plan) to be implemented to reach the identified potential serviceable units within the project area.

Answer:

The anticipated take rate for the 4 project areas was calculated by first adding 100% of the current DSL <10/1 customers which will receive a FTTH connection, a projection that at least 50% of the phone-only customers will receive a FTTH connection, and a projection that at least 50% of the serviceable units that are not current DSL or phone-only customers will receive a FTTH connection. That number was then divided by the serviceable units identified in the project area to establish a projected take rate for each project.

Our methodology behind these projections provides an accurate minimum take rate for the project areas while avoiding overestimating. However, when considering additional connections that will take place within 1-year of project completion, we project the actual take rate to be even higher. The table below shows the calculated take rate for each project and the average take rate for all 4 projects.

PROJECT AREA	PROJECTED TAKE RATE
Doe Hill North	72.7%
Doe Hill South	64.5%
Dry Run	73.3%
Mountain Grove	66%
Average for All 4 Projects	69.1%

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The Public Notice described specific project areas included in this application- whether through the notice, community meetings, or word of mouth- the folks in these areas are very aware this application is being submitted and will eagerly be awaiting a VATI funding announcement. Immediately following an announcement that this VATI application was approved for funding, MGW will work with the counties of Bath & Highland to notify all potential serviceable units in the project areas. As compared to a network expansion project where the applicant/provider would have to develop some targeted marketing strategies, MGW already has an open line of

7. For wireless projects only: Please explain the ownership of the proposed wireless infrastructure. Will the wireless co-applicant own or lease the radio mast, tower, or other raised structure onto which the wireless infrastructure will be installed?

Answer:

No proposed wireless infrastructure is included in the scope of this application.

8. Provide the proposed download and upload speeds for the project area. 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. Describe the Internet service offerings to be provided after completion of this project and your price structure for these services. The service offerings should include all relevant tiers.

Answer:

MGW Telephone shall deploy a gigabit-level last-mile network architecture which allows for the delivery of voice and data services across the broadband access platform. MGW will utilize redundant Ethernet uplinks from the proposed FTTP electronics to its existing softswitch to facilitate voice services. The fiber optic cable infrastructure will be designed in a manner that allows MGW to utilize various technologies such as Active Ethernet, Gigabit Passive Optical Network (GPON), or other next-generation technologies. Redundant connections ensure highly reliable broadband data communications services, and MGW will utilize its existing and new data network routers, Internet uplinks, and ISP services as needed.

All the subscribers who receive a FTTH connection will have internet service offerings available with packages starting at 25 Mbps and on up to 1 Gbps (1 Gig). Each customer's service (bandwidth) will be queued as appropriate based upon the package they choose.

The table below lists the speed packages that will be available to the customers in the project area that receive a FTTH connection:

FIBER INTERNET PACKAGES	RESIDENTIAL	BUSINESS-CLASS
25 Mbps X 5 Mbps	\$54/mo	\$64/mo
50 Mbps X 10 Mbps	\$64/mo	\$74/mo

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100 Mbps X 20 Mbps	\$74/mo	\$84/mo
200 Mbps X 40 Mbps	\$104/mo	\$114/mo
1 Gbps x 50 Mbps	\$204/mo	\$399/mo

9. 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. Also describe specific advantages of using this technology. Provide a detailed explanation on how this information was compiled and source(s). For wireless projects, provide a propagation map including the proposed project. Label Map: Attachment 5 – Propagation Map Wireless Project

Answer:

MGW has an existing point-of-presence (POP) in each of the 4 project areas that will facilitate the delivery of broadband to end users. MGW utilizes the Calix platform at each POP, node, and even the end user's customer premise equipment (CPE). Consistency between these components provides reliability, flexibility, and scalability. It also lets MGW proactively respond to any network issues before they become service effecting. Calix is the leading global provider of the cloud and software platforms, systems and services required to deliver the unified access network and smart premises of tomorrow. The existing & proposed network components for each project area are described below:

Doe Hill North Project Area:

The POP located in this project area had middle-mile fiber installed in August 2019. The scope of work for this project area includes the installation of a new fiber node which includes a Calix E7, GPON card, 2 Small Form-factor Pluggable (SFP) transceivers, and a FTTH patch panel. The CPE to be utilized for the individual FTTH connections is a Calix Gigacenter and there are 55 serviceable units in the scope of this project. Each of these components will be added by the proposed project.

Doe Hill South Project Area:

The POP that will facilitate the delivery of broadband to end users in this project area is located directly adjacent to the project area (to the south). An existing fiber node is in place at this location including a Calix E7 and GPON cards, so the only components needed and included in the scope of this project are an SFP transceiver which provides an interface between networking equipment and interconnecting fiber, and 55 CPE's.

Dry Run Project Area:

The POP that will facilitate the delivery of broadband to end users is located approximately 3,000' from the first serviceable unit in this project area. An existing fiber node is in place which provides an interface for fiber outside of the project area. This existing node has available ports to interface with the last-mile fiber in the project area. As part of the project, 2 SFP transceivers will be placed into the existing GPON card on the Calix E7, and a patch panel will be installed to interface with the last-mile fiber. There are 30 serviceable units receiving CPE's as part of their FTTH installation.

Mountain Grove Project Area:

The POP located in this project area currently does not have a fiber node established. The components to be installed as part of the project include a Calix E7, GPON card, 2 SFP transceivers (1 for the serviceable units

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toward the north and 1 for serviceable units toward the south). A patch panel will also be installed to interface with the last-mile fiber. There are 100 serviceable units in this area and each will receive a Calix Gigacenter as part of their FTTH connection.

An infographic depicting the network architecture described above is included as an attachment and labeled as Attachment 5 - Fiber Network Architecture

10. Project Readiness

What is the current state of project development (e.g. planning, preliminary engineering, identifying easements/permits, final design, etc.)? Prepare a detailed project timeline or construction schedule which identifies specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Provide any Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) (drafts are allowable), letters of support, etc. The timeline should include all activities being completed within 12 months of contract execution with DHCD. Label Attachments: Attachment 6 – Timeline/Project Management Plan; Attachment 7 – Relationship between Applicant/Co-Applicant; Attachment 8 – Letters of Support;

- i. If the partnership is formalized in a written agreement, provide a copy of that agreement.
- ii. If the partnership has not been formalized, provide a short description of the project management role, financial commitment, or other contribution to the project for the applicant, co-applicant, and any additional partners.
- iii. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Answer:

The 4 proposed projects included in this application are shovel-ready. Compared to network expansion projects that would serve all new customers, these 4 project areas are located within MGW's ILEC territory and they already have a relationship with the residents and businesses in Bath and Highland. MGW was created in 1967 and the company's name even includes the name of one of our project areas- the "MG" in MGW stands for Mountain Grove. With over 50 years of telephone infrastructure in place, MGW's fiber network runs parallel to the legacy copper plant in most areas, located in previously secured easements. This means that very few easements or landowner agreements (if any) will be necessary to deploy the last-mile FTTH included in this application. This will allow MGW to begin construction immediately following a Notice of Award.

For the Mountain Grove Project Area, a portion of the primary service line which follows along Rt. 39 and is located inside of the US National Forest. MGW has already secured a permit, or "Special-Use Authorization" from the USDA Forest Service for the fiber installation. A copy of the permit is included in Attachment 16 - Project Permits. On the permit, only Part 3 and Part 4 are located within the project area. Part 4 is the installation of a handhole-pull-box at the entrance to Blowing Springs Campground, which is included as a Community Anchor Institution in this application. MGW has been working with the Warm Springs District Ranger, Ms. Elizabeth McNichols, to determine what level of service would be required at the campground. The District Ranger said the following in a letter supporting a fiber deployment project in this area, "The proposed route traverses our Blowing Springs Campground in this proposal. The proposal would allow the facility to have phone and hi-speed WiFi installed. Blowing Springs Campground is located downstream from the Upper and Lower Dams at the Bath County Pumped Storage station. Health and Safety Communication to this area is critical in case of flooding

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conditions or dam failure. Phone and internet communication would provide a campground host communications to our district office, emergency services and to the other hosted recreation facilities at Lake Moomaw.”

When implementing a project with multiple partners it is important to have a documented plan in place so that all parties are aware of the other’s tasks and responsibilities. Each party involved with the proposed project have worked together for many years and will have regularly scheduled meetings during the life of the project to ensure that deadlines are met on time and within budget. The specific roles and responsibilities of the Applicant and Co-Applicant are discussed below, and a detailed timeline for the project has been developed and is included as Attachment 6 - Timeline/Project Management Plan.

The Central Shenandoah Planning District Commission (CSPDC) is the Applicant on behalf of the Bath-Highland Network Authority and the counties of Bath and Highland. The CSPDC will provide overall grant administration, act as the fiscal agent for the project and maintain accurate records of project expenditures, assist with contract negotiations, prepare and submit monthly status reports, assist with procurement, work with the localities and ISP to prepare press releases and other communication regarding the project, and prepare and submit all final reports to close out the VATI project. A draft public-private partnership (PPP) agreement is included as Attachment 7 - Relationship between Applicant/Co-Applicant.

The Co-Applicant is MGW Telephone Company, the local ISP, will be handling all aspects of construction, including fiber splicing and installing of new network components. MGW will be in direct communication with the serviceable units regarding the overall scope of the project and to schedule the individual FTTH connections. The only other permitting that will be needed will be for the road crossings, which will be a VDOT Land Use Permit (LUP). MGW submits LUP applications to VDOT very frequently and have a working relationship with the local VDOT offices and personnel. Following a notification of funding award, MGW will submit the LUP applications for the road crossings includes in the scope of the proposed projects. A sample of the LUP application is included in Attachment 16 - Project Permits.

The CSPDC and MGW have received Letters of Support from Bath County, Highland County, Highland County EDA, and the Bath-Highland Network Authority. Those letters are included with this application as Attachment 8 – Letters of Support.

11. Matching funds: Provide a description of the matching funds the applicant and co-applicant will invest in the proposed project (VATI funding cannot exceed 80 percent of total project cost). The Funding Sources Table must be completed. Label Attachments: Attachment 9 - Documentation of Match Funding; Attachment 10 – Funding Sources Table;
 - i. For each element of matching funds in the description, indicate the type of match (e.g. cash, salary expense, or in-kind contribution).
 - ii. Identify whether the applicant or co-applicant is responsible for providing each element of the proposed matching funds.
 - iii. Include copies of vendor quotes or documented cost estimates supporting the proposed budget.

Answer:

The Co-Applicant and partnering ISP for this project is MGW Telephone Company. MGW is committed to

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expanding broadband services in the unserved, high-cost, hard-to-reach project areas included in this application. To that end, they have committed to a private cash match of \$110,000 or 18.5% of the total project cost. MGW has provided a letter confirming their financial commitment to this project which is include as Attachment 9 - Documentation of Match Funding.

The counties of Bath & Highland are also contributing local funds to the match in the form of cash. Their funds will be used toward matching project costs associated with grant administration. The VATI Funding Sources Table (Attachment 10) was filled-out using the amount of VATI funds being requested and the local and private match. Vendor quotes and documented cost estimated are included in Attachment 13 - Supporting Documentation of Cost Estimates, which supports the project budget which is included in Attachment 12 - Documentation of Supporting Costs.

12. Applicant and Co-Applicant: A description of the public-private partnership involved in the project. Detail the local government assistance: Local government co-applicants should demonstrate assistance to project that will lower overall cost and further assist in the timely completion of construction, including assistance with permits, rights of way, easements, and other issues that may hinder or delay timely construction and increase cost. Provide detail if this project includes additional partners such as municipal providers, middle-mile providers, or investor-owned utilities

Answer:

The Counties of Bath and Highland have been working together for many years to address the lack of broadband in their communities. They continue to suffer from substandard telecommunications services- being hindered by isolation from any competitive telecommunications environment, topography which makes both wired and wireless solutions extremely challenging, and staff resources and expertise to evaluate viable solutions. In 2013, through the support of a Community Development Block Grant (CDBG) Regional Planning Grant from the Virginia Department of Housing and Community Development (DHCD) and with support from the Central Shenandoah Planning District Commission (CSPDC) and broadband consultant, the counties took the first steps to address the communities' broadband needs.

Following the completion of the initial CDBG Planning Grant, Bath and Highland counties received funding through the Virginia Telecommunications Planning Initiative (VATPI). The 18-month planning process yielded the Bath-Highland Community Broadband Telecommunications Strategic Plan which included a comprehensive needs assessment and asset inventory; broadband education development strategies and end user application; last mile connectivity options; preliminary engineering, design, and cost estimates; organization and network operation options; and funding strategies. The Plan was completed in June 2015 and was adopted by the governing bodies of both jurisdictions.

As the counties continued to work together, it was determined that in order to facilitate/implement the provision of affordable high-speed data, internet and telecommunication services, it was in the best interest of the general welfare of their citizens to form a broadband authority. In November 2017, the Bath-Highland Network Authority (BHNA) was created. The mission of the Authority is to find broadband solutions that are needed to foster economic development, improve educational opportunities, ensure public safety, and enhance the overall quality of life. The Authority is made up of representatives from Bath County, Highland County and the Town of Monterey. The CSPDC acts as the fiscal agent and provides staff support to the Authority.

MGW attended the meetings held by the CSPDC and counties of Bath and Highland during the development of the

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broadband plans. MGW also regularly attends the meetings of the Bath-Highland Network Authority. At these meetings, MGW provides updates on recently completed and upcoming project, and discusses specific broadband needs and challenges with the Broadband Authority.

13. Identify key individuals, including name and title, who will be responsible for the management of the project. Provide a concise description of their role and responsibilities for the project. Present this information in table format.

Answer:

NAME	TITLE	ORGANIZATION	ROLE DESCRIPTION
Bonnie Riedesel	Executive Director	CSPDC	Grant Management, Execute Contracts/MOUs, Oversight of Project, Reporting to localities.
Hunter Moore	Regional Planner/ GIS Coordinator	CSPDC	Coordination with localities, DHCD and ISP provider. Attending PM meetings, preparing progress reports. Assistance with GIS/mapping.
TBA	Finance Director	CSPDC	Fiscal reporting, drawdown requests, fiscal management, tracking in-kind. Paying ISP
Ashton Harrison	County Administrator and BHNA Chair	Bath County	General oversight of project, reporting to BoS, B-H Network Authority. Educating the public on the project. Providing support to ISP provider.
Roberta Lambert	County Administrator	Highland County	General oversight of project, reporting to BoS, B-H Network Authority. Educating the public on the project. Providing support to ISP provider.
R. Craig Smith	President	MGW Telephone	Oversee project and ensure project success
Robert Huff	Strategic Planning Director	MGW Telephone	Project Management, Point of Contact for project partners, submit monthly reports and drawdown requests
Sheri Smith	Regulatory & Compliance Officer	MGW Telephone	Contract administration and project invoicing
Tony McCune	Network Engineer	MGW Telephone	Coordinate permitting; design network architecture and fiber splicing; oversee work of contractors

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Casey Wilcher	Construction Supervisor	MGW Telephone	Day-to-day management of activities of fiber installation crews
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14. Project Budget and Cost Appropriateness

Applicants shall provide a detailed budget as to how the grant funds will be utilized, including an itemization of equipment and construction costs and a justification of proposed expenses. Expenses should be substantiated by clear cost estimates. Label Attachment: Attachment 11 – Derivation of Costs; Attachment 12 - Documentation of Supporting Costs; Attachment 13 – Supporting Documentation of Cost Estimates.

Answer:

A detailed budget is included as Attachment 12 - Documentation of Supporting Costs. The budget includes itemized cost estimates for Construction, Fiber Splicing & Network Components and is broken down by each of the 4 project areas. MGW Telephone Company employs linemen, operators, fiber splicers, fiber technician, and a variety of professional network staff and will be providing the majority of the construction services. Contractors may be utilized for aerial cable installations in challenging terrain (Nichols Construction), at major splice points (Andrews Communications), and for traffic control (Flagging Force). MGW has the equipment necessary to complete all phases of construction including several sizes of equipment for plowing in fiber cable, horizontal directional drill (bore machine), line/bucket trucks, rocks saws, excavators, and fiber splicers. Construction costs in the counties of Bath & Highland are extremely high as compared to other parts of the state- as a result of the topography and rurality of the area. With MGW's proven ability to install telecommunications infrastructure in this region and their ability to keep the majority of the construction in-house, the total project cost is significantly less than if we had to utilize contractors for any or all phases. MGW is also able to perform the engineering & permitting tasks in-house, which normally would be 10-15% of the total project cost. The line item for engineering and permitting included with application is only 2% of the total project cost.

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. Finally, the three component scores are averaged together and converted to a 30-point scale to form a composite score. Please provide the following three pieces of information:

- Total State funding requested / Total Project cost
- Number of serviceable units
- Highest residential speed available

Answer:

- Total State funding requested / Total Project cost

Total VATI Funding Requested = \$460,560
Total Project Cost = \$575,700

- Number of serviceable units

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

There are 240 serviceable units in the proposed project areas.

c. Highest residential speed available

The highest residential speed available for locations in the 4 project areas is 1 Gbps (Gig).

16. A brief description of applicant and co-applicant's history or experience with managing grants and constructing broadband communication facilities in the Commonwealth of Virginia and elsewhere.

Answer:

The Central Shenandoah Planning District Commission (CSPDC) works with local governments and is the region's leading public planning organization. The CSPDC has the staff resources and capacity to carry out the proposed VATI project in an efficient manner. For 50 years, the CSPDC has been providing assistance to the 21 jurisdictions in the Central Shenandoah Valley and their citizens with issues including land use planning and regulations, transportation, solid waste management, water and wastewater utilities, housing, economic development, water resource management, disaster mitigation and education, and human services. Cooperative, cost-saving solutions to problems are addressed at the CSPDC through regional efforts and partnerships with its local jurisdictions and other stakeholders. The CSPDC has a proven record of successfully implementing local and regional projects and programs. The CSPDC provides grant management, project administration, and financial management for a number of federal, state, and locally funded programs. Examples include EDA, ARC, USDA, USDA-Rural Development, FEMA, HOME, CDBG, AFID and FTA, FHWA, and VDOT transportation programs.

MGW Telephone has been installing buried and aerial cable for over 50 years and has all of the tools needed to perform the construction and installation of network components. Tony McCune is the senior Network Engineer at MGW and has been designing telecommunications projects in Bath and Highland Counties for over 30 years. Robert Huff, Strategic Planning Director, has a background in grant, project, and construction management and successfully completed a VATI 2017 project with another county. The scope of that project included several miles of middle-mile fiber to support last-mile FTTH deployment, establishing a new fiber node to deliver broadband to the end-user, and the construction of a 195' tower used to provide FW service in a large coverage area. Mr. Huff also has experience working with the CSPDC on infrastructure projects and is in direct communication with staff at Bath & Highland counties regarding broadband updates for recently completed and upcoming projects.

17. Commonwealth Priorities

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. Please describe if the project fits into a larger locality or regional universal broadband plan.

Answer:

The project supports the broadband goals of the following plans:

Bath-Highland Broadband Planning

Bath and Highland counties received a CDBG Regional Planning grant which was matched with local funds to prepare a comprehensive Community Telecommunications Plan. The Plan, completed in 2015, included a needs assessment analysis, broadband education and application development, last mile connectivity solutions, preliminary engineering and cost estimates, organizational and operational recommendations, and funding

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

strategies for future implementation projects. In 2016, the two localities received a second grant through the Virginia Telecommunications Planning Initiative to implement recommendations of the Plan. These strategies included locating clusters of businesses in Bath and Highland counties that could use high-speed fiber connections and then working with providers to make installation of the technology worthwhile. In 2017 and 2018 funding was used to create and establish the Bath-Highland Network Authority. The 5-member Network Authority is made up of appointed representatives from Bath, Highland and the Town of Monterey and is staffed and supported by the CSPDC.

Highland County Comprehensive Plan

The 2011-2017 Highland County and the Town of Monterey Comprehensive Plan was adopted in December 2011. The County identified and studied the telecommunications needs throughout the planning process and developed specific objectives to begin addressing those needs. The Community Development chapter includes an economic initiative to “Develop a strong telecommunications infrastructure.” The Infrastructure chapter includes a list of existing service providers and their service areas, states an objective to “Maintain awareness of level of telecommunications available, with emphasis on the expansion of broadband capabilities and cell phone coverage” and designates the County’s EDA as the responsible entity charged with pursuing these goals.

Bath County Comprehensive Plan

The 2014-2019 Bath County Comprehensive Plan was adopted in December 2014. A comment that was raised at multiple visioning sessions was the hope for expanded communications and technology, both for cell phone coverage, broadband and Wi-Fi. The Economy chapter discusses the County’s need to improve its ability to attract environmentally low-impact, high wage industries in the areas of technology, home-based, or telecommuting businesses. The provision of high-speed internet would improve opportunities for business incubators and increase the number of telecommuters as a livelihood as well as allow for distance learning programs to be developed with Dabney S. Lancaster Community College and other technical training centers located well outside the County. The Public Utility chapter also recognizes that in order to accommodate an increased public and business demand for broadband, “the County will have to become more technologically savvy.” As a goal, the County has identified telecommunication options as critical for existing businesses and residential areas as well as for building additional capacity for future planned growth. An objective of the Plan is to encourage partnerships that will support appropriate economic development endeavors.

Bath County Economic Development Strategic Plan

In January 2016, Bath County adopted its Economic Development Strategic Plan to guide the County’s economic development efforts over the next decade. Strategies address the need to create new jobs and encourage private investment without compromising quality of life. One of the key challenges that was identified was the need for broadband and internet services in order to attract new businesses, better serve the existing businesses, and to improve the quality of life for residents.

CSPDC Comprehensive Economic Development Strategy

The CSPDC is a designated Economic Development District (EDD) under a program administered by the U.S. Department of Commerce’s Economic Development Administration. As an EDD, the CSPDC prepares a Comprehensive Economic Development Strategy (CEDS) through an intensive planning process. The 2018 CEDS establishes regional economic development goals to guide the region in achieving its vision. One vision of the plan is to address critical infrastructure updates and anticipate future community needs to improve the Central Shenandoah Region’s competitiveness to attract and retain business (Vision II). The first goal under this vision is

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

to expand and improve the Region's technology and telecommunications systems. Specific objectives are (1) Develop stronger, reliable broadband coverage through innovative partnerships between localities and telecommunications companies, specifically focusing on rural areas; (2) Expand and advance cell service availability throughout the region to attract businesses and residents; and (3) Utilize state and federal broadband funds to implement telecommunication projects.

18. Additional Information

Any other equitable factor that the applicant desires to include. Applicants are limited to four additional attachments. Label Additional Attachments as:

- a. Attachment 14 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 15 – Copy of Public Notice
- c. Attachment 16 – XXXXXXXX
- d. Attachment 17 – XXXXXXXX
- e. Attachment 18 – XXXXXXXX
- f. Attachment 19 – XXXXXXXX

Answer:

Following the release of the 2020 VATI Guidelines, and in anticipating of submitting a proposal with Bath & Highland County, MGW spoke with Ms. Tammy Breski, Telecommunications/Broadband Project Manager at the Virginia Department of Housing and Community Development regarding the upcoming VATI applications and some topics specific to MGW. She was informed that the proposed projects are located in MGW's ILEC area and how MGW participates in one of USAC's programs which provides support to rate-of-return carriers that voluntarily elected to transition to a new cost model for calculating High Cost funding (the Alternative Connect America Cost Model or ACAM). Ms. Breski was aware of this program and ensured MGW it that this program would not be confused with the CAF II program cited in the VATI guidelines- she confirmed that MGW is eligible to apply for VATI funds. She also recommended that MGW provide a statement describing their ACAM obligations and how it relates to the unserved, eligible areas in their VATI application.

The ACAM support provided obligations for MGW to get broadband (speeds of 25/3 or greater) to only 288 locations in the entire ILEC area. An area which is 600 square miles across 3 rural counties and over 2,500 households. As of the March 2019 ACAM filing deadline, MGW had already met (and exceeded) their 25/3 obligations. None of those obligations and/or locations occurred within either of the 4 project areas included in this proposal, and no other obligations exist for additional locations to receive speeds greater than 10/1. The ILEC boundary was included on the Project Area Map in Attachment 1 to show the distinction between this large, rural ILEC area and the 4 project areas. MGW is available to discuss or answer any questions related to this High Cost funding.

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap830201930321.pdf

Map(s) or schematic of existing broadband providers (inventory of existing assets)

Attachment2ExistingProviderMap830201930345.pdf

Documentation that proposed project area is not designated for Connect America Funding (CAF)

Attachment3DocumentationonCAFFundingArea830201930404.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteria830201930421.pdf

Propagation Map if Wireless Project

Attachment5FiberNetworkArchitecture830201930434.pdf

Project Management Plan

Attachment6TimelineProjectManagementPlan830201934057.pdf

Documentation of relationship between applicant and co-applicant (formal or informal)

Attachment7PPPAgreementCSPDCMGW830201934106.pdf

Letters of Support

Attachment8LettersofSupport830201934111.pdf

Documentation for in-kind contributions, including value(s)

Attachment9DocumentationofMatchFunding830201934116.pdf

Funding Sources Table

Attachment10FundingSourcesTable830201934123.pdf

Application to DHCD Submitted through CAMS

Central Shenandoah Planning District Commission

MGW: Bath & Highland 2020 Broadband Project

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts830201934129.pdf

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

Attachment12DocumentationofSupportingCosts830201934212.pdf

Supporting documentation for costs estimates

Attachment13SupportingDocumentationofCostEstimates830201934220.pdf

Two most recent Form 477 submitted to FCC

Attachment14TwomostrecentForm477submittedtotheFCCCorequivalent830201934228.pdf

Copy of Public Notice

Attachment15CopyofPublicNotice830201934236.pdf

Optional

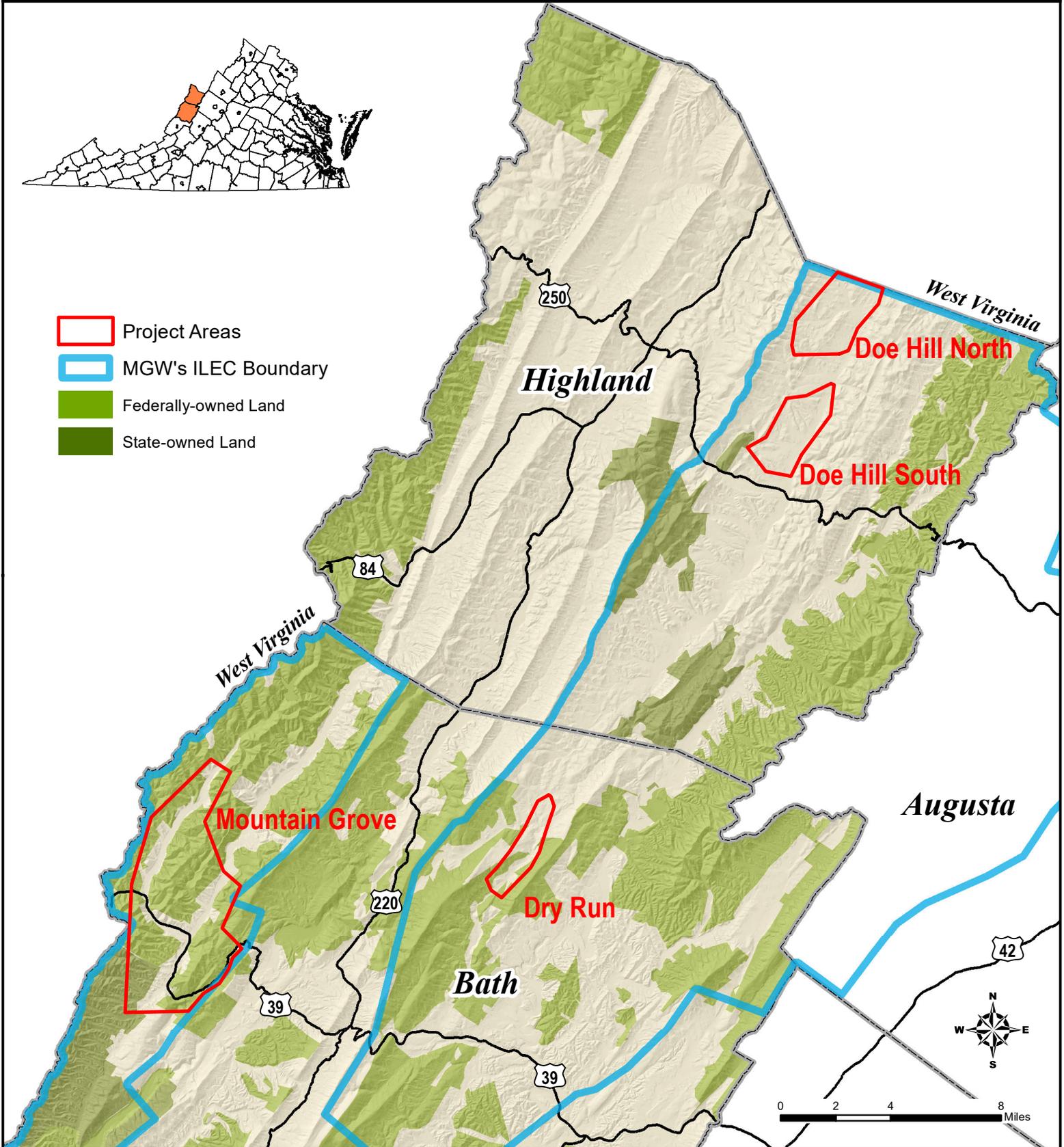
Attachment16ProjectPermitting830201934259.pdf

Optional

Attachment17CITBroadbandMap830201934315.pdf

Bath-Highland FTTH Project VATI 2020 Application

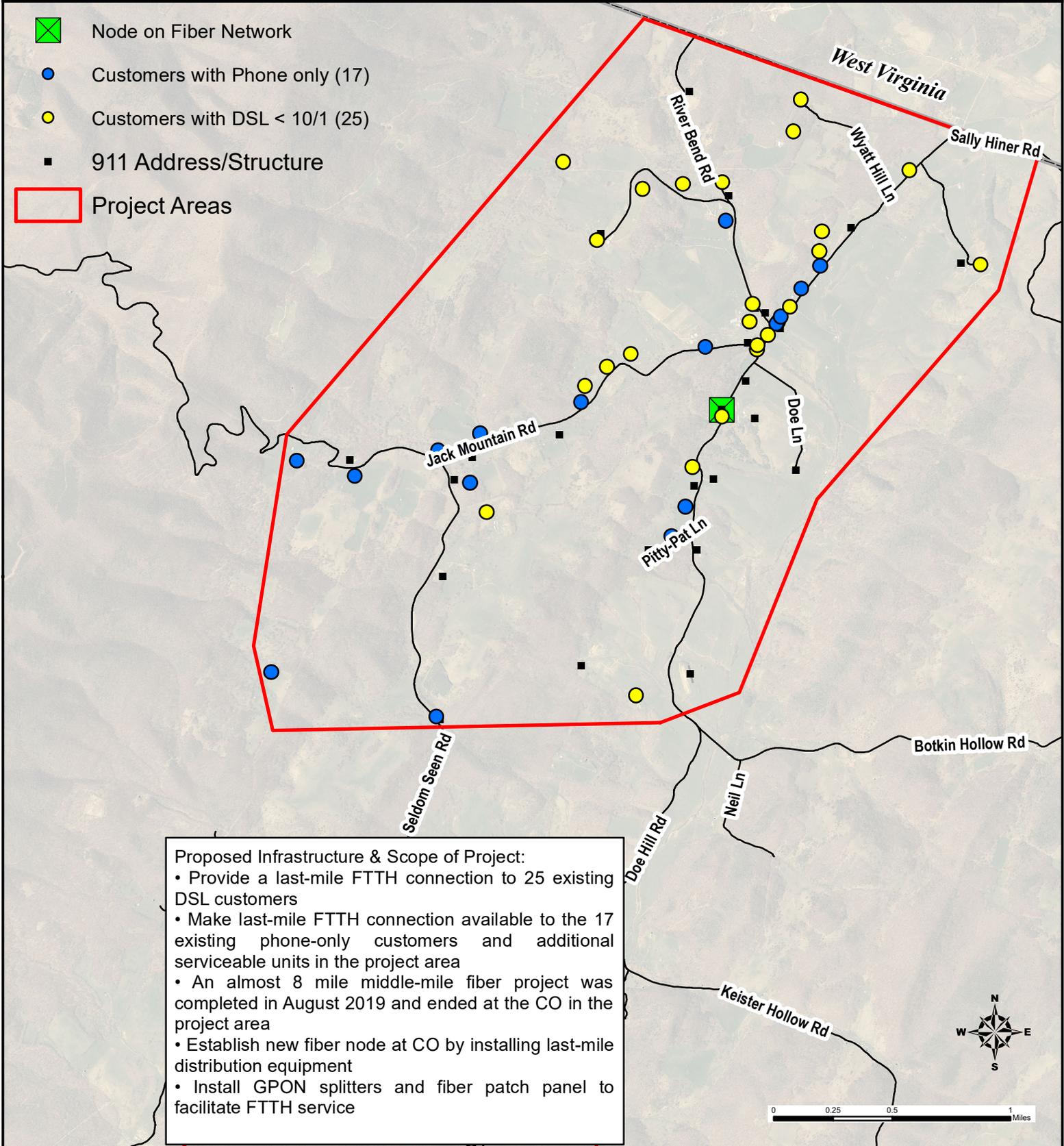
PROJECT AREAS MAP



Bath-Highland FTTH Project

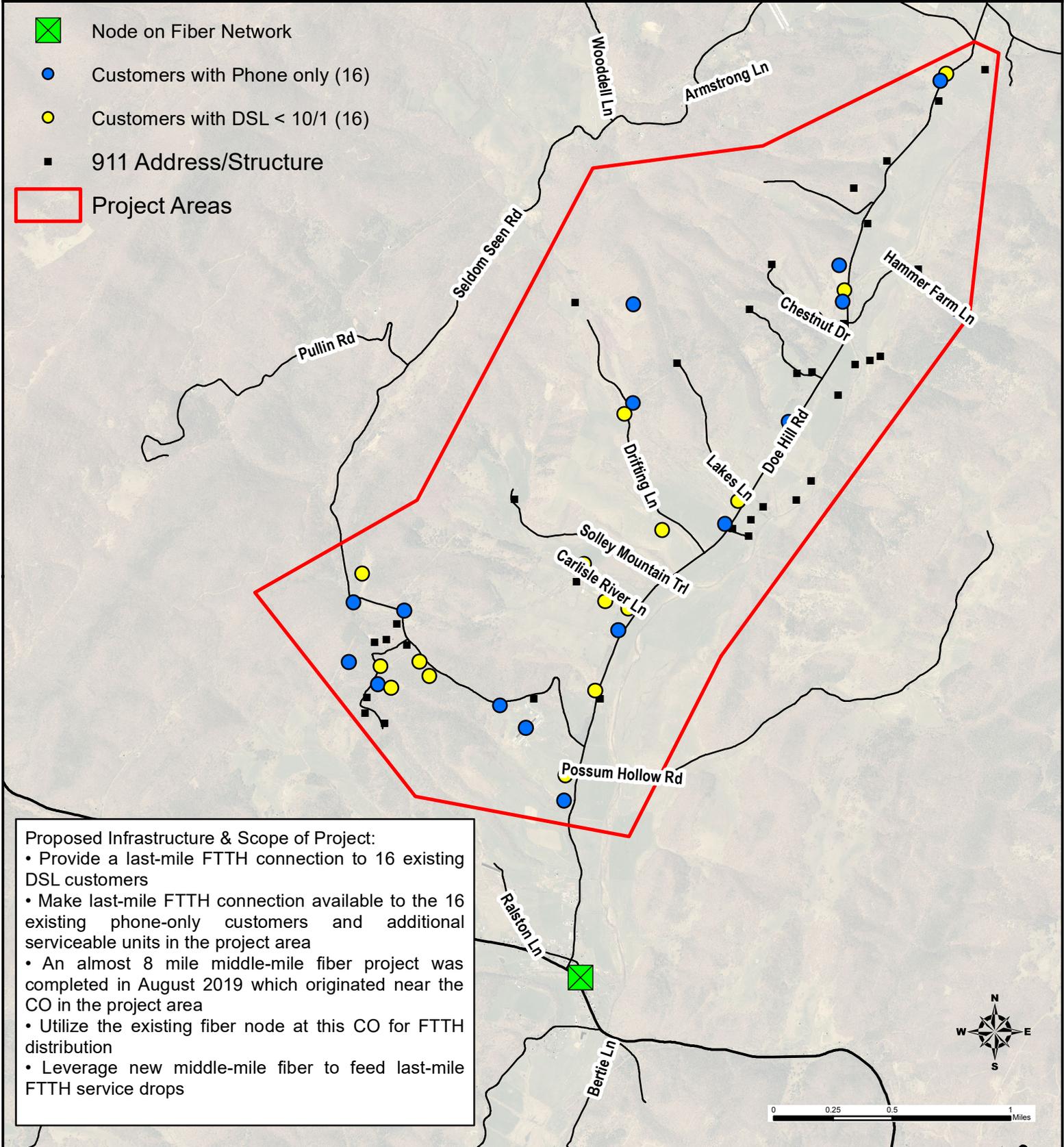
VATI 2020 Application

PROJECT AREA MAP: DOE HILL NORTH



Bath-Highland FTTH Project VATI 2020 Application

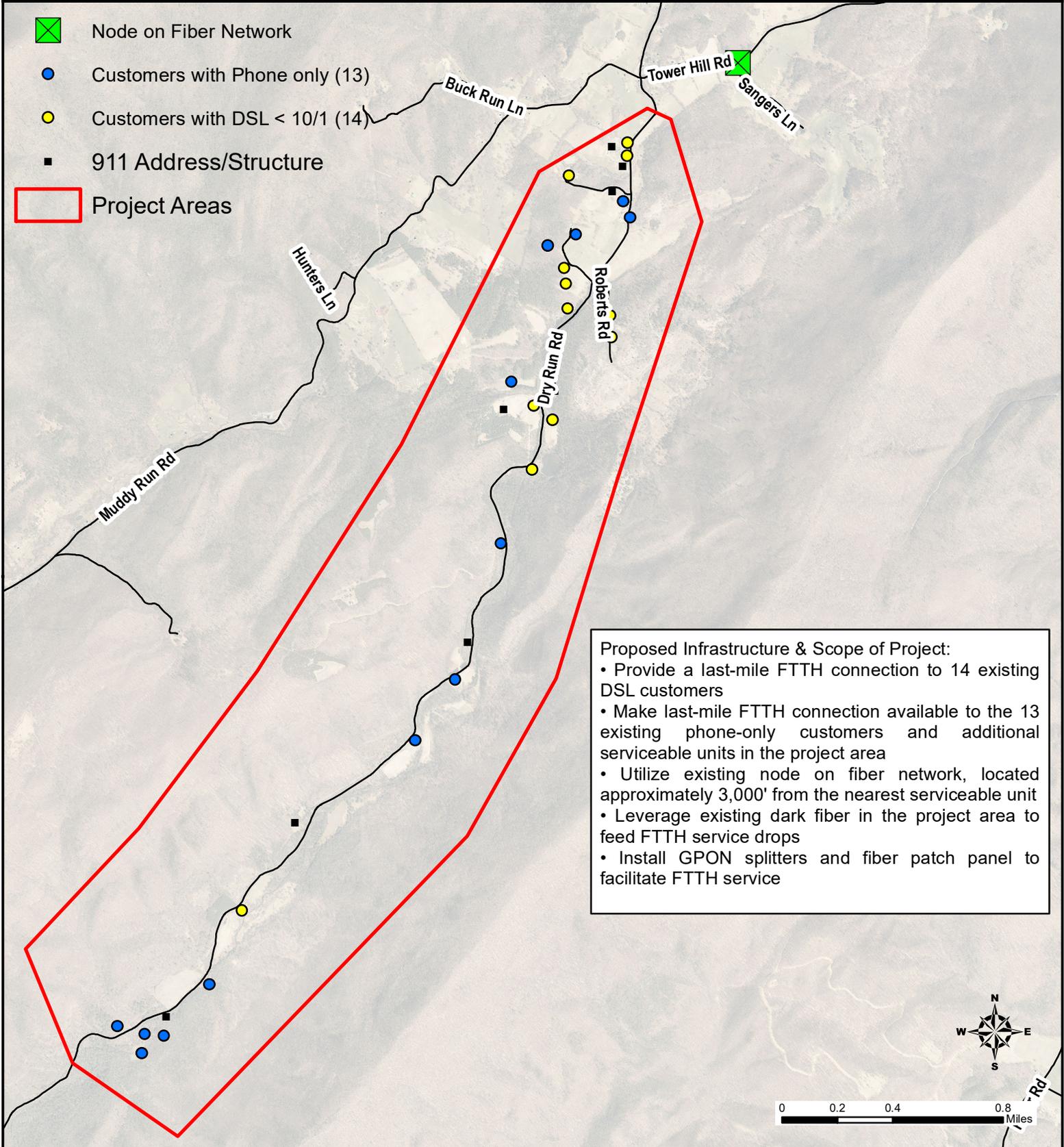
PROJECT AREA MAP: DOE HILL SOUTH



Bath-Highland FTTH Project

VATI 2020 Application

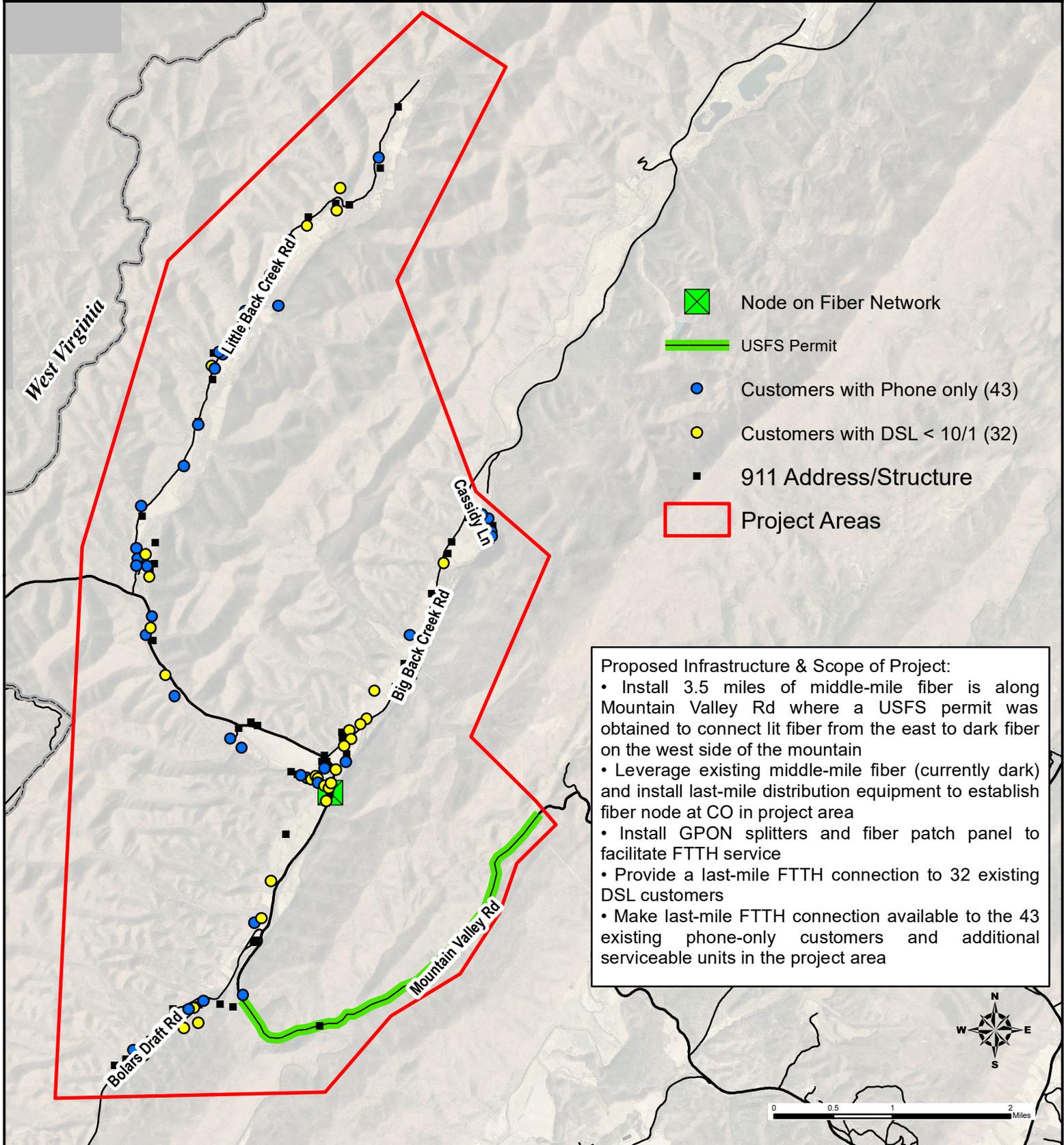
PROJECT AREA MAP: DRY RUN



Bath-Highland FTTH Project

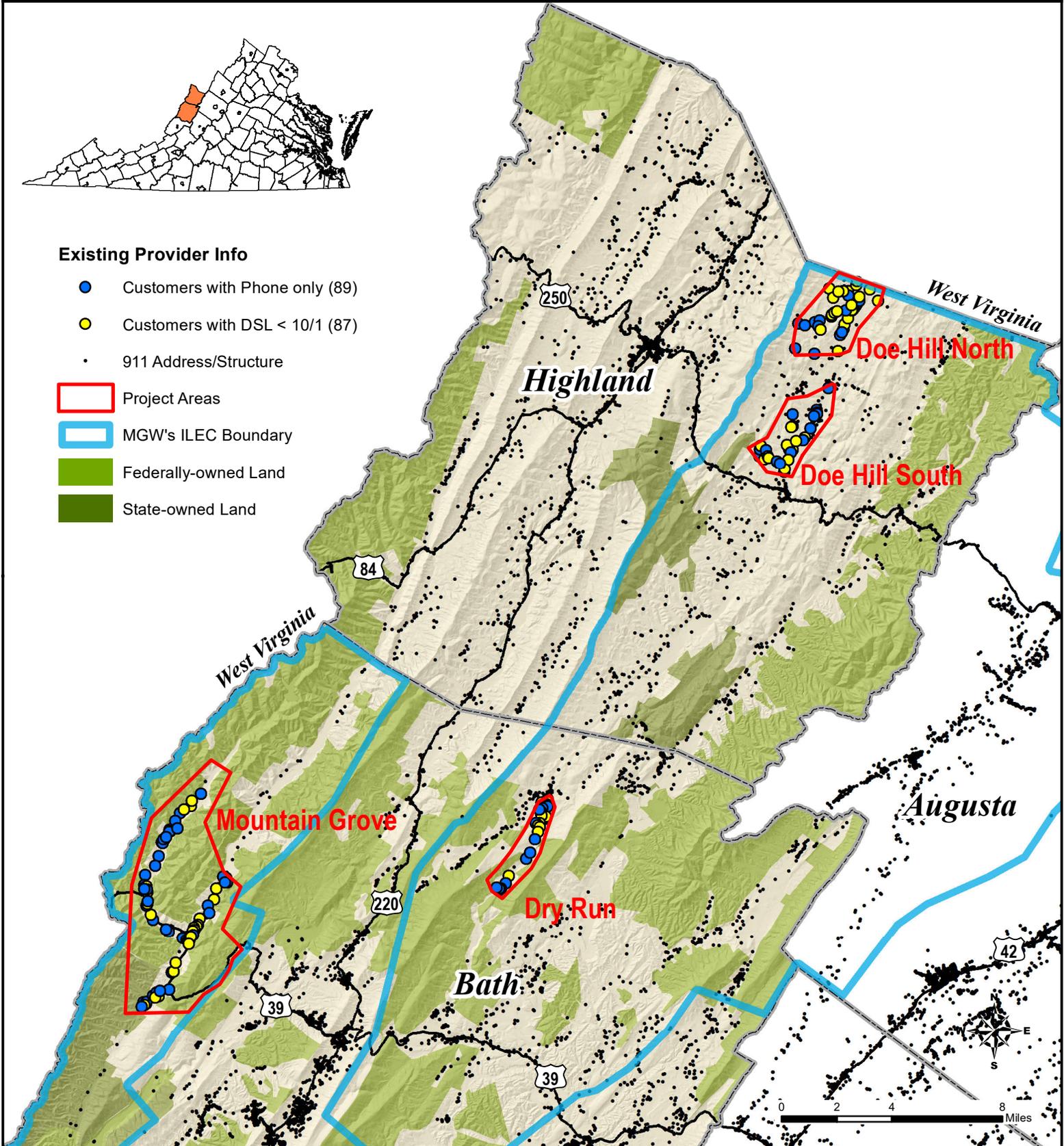
VATI 2020 Application

PROJECT AREA MAP: MOUNTAIN GROVE



Bath-Highland FTTH Project VATI 2020 Application

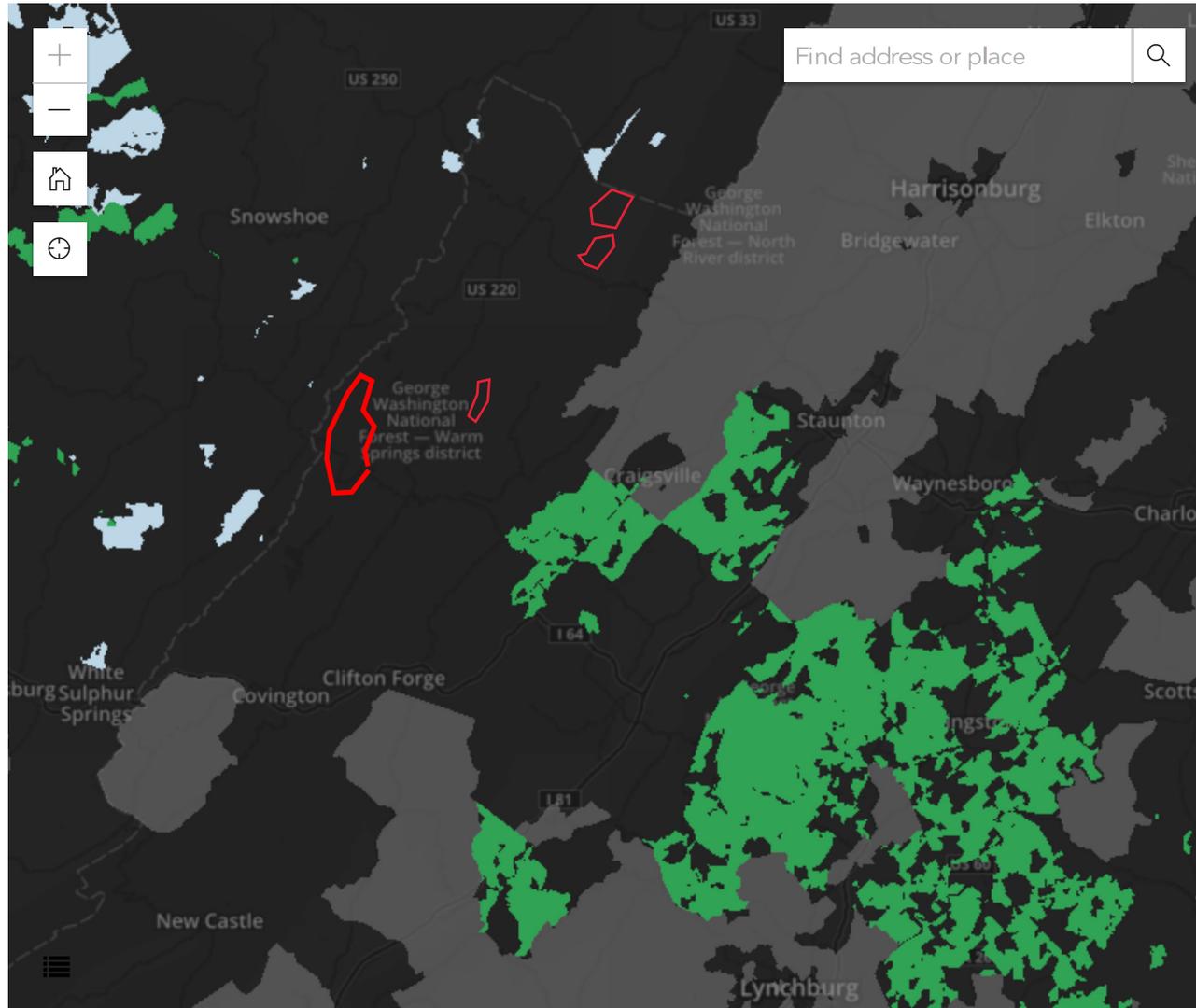
EXISTING PROVIDER MAP



Home / Reports & Research / Maps /

Connect America Fund Phase II: Auction 903 Results

Data as of 8/28/18



© OpenStreetMap contributors Design © Mapbox

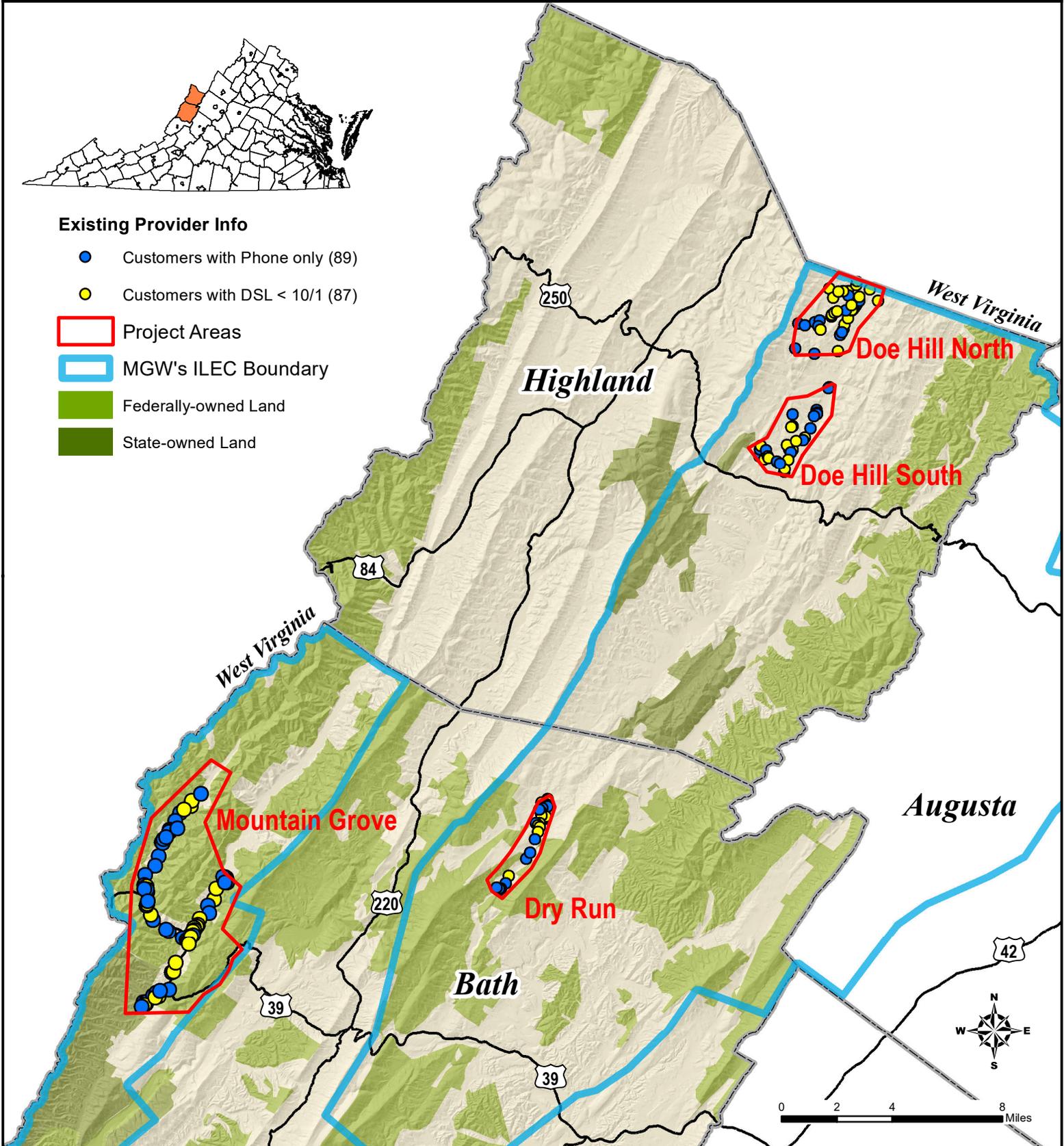
Powered by Esri

 Green shaded area receiving CAF II funding

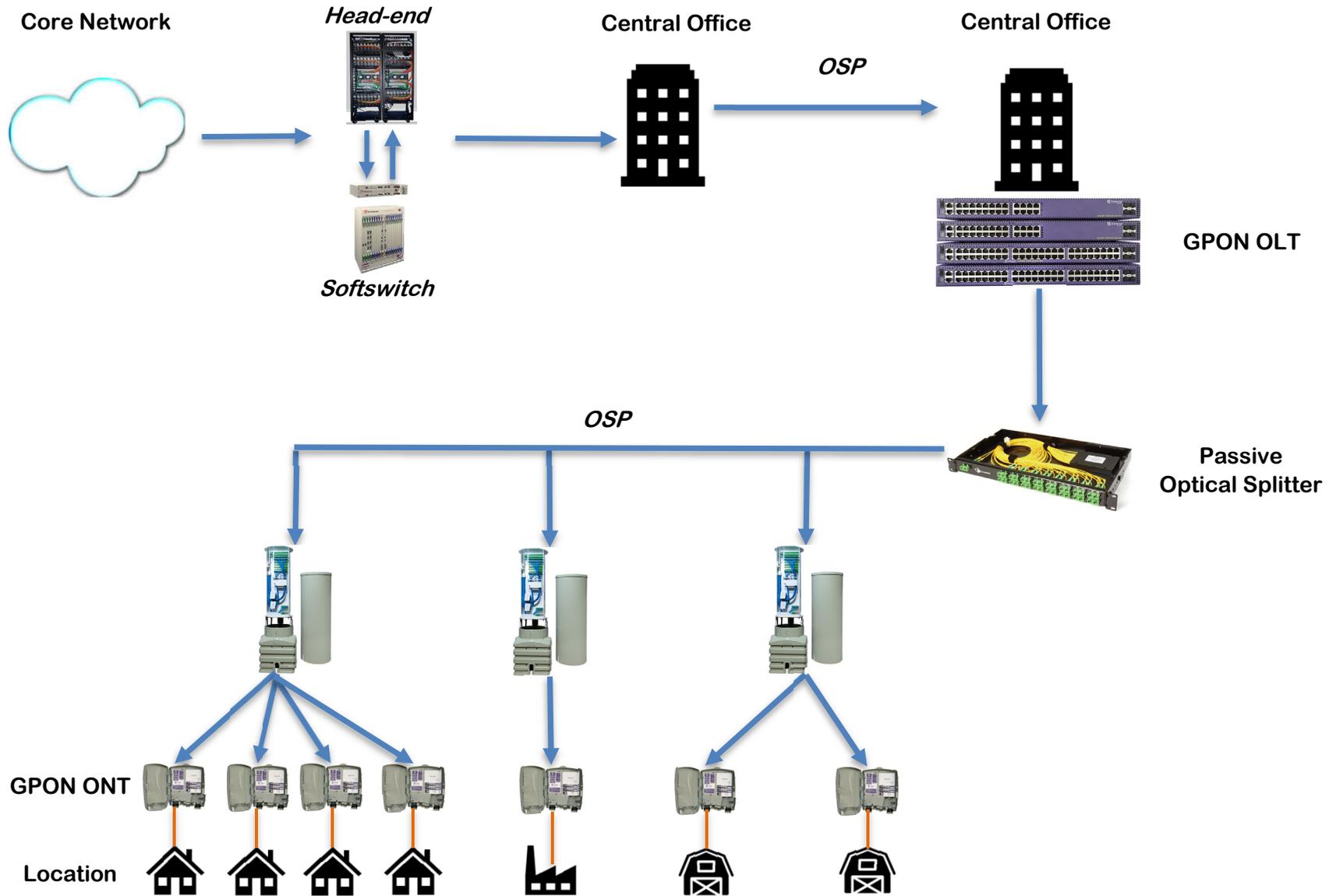
 Red outlined areas are the VATI project areas

Bath-Highland FTTH Project VATI 2020 Application

DOCUMENTATION UNSERVED AREA VATI CRITERIA



Fiber Network Architecture



VATI Applicant and Co-Applicant Agreement
DRAFT

This agreement is made on _____, _____ between the **Central Shenandoah Planning District Commission**, 112 MacTanly Place Staunton, Virginia 24401 (“CSPDC”) and **MGW Telephone Company, Inc.**, 27 North Central Avenue, Staunton, Virginia 24401 (“MGW”).

RECITALS:

- A. Whereas, the Department of Housing and Community Development (DHCD) will be implementing the Virginia Telecommunications Initiative (VATI) grant program; and
- B. Whereas, the primary objective of the VATI is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider; and
- C. Whereas, applications must be submitted by a unit of government (Towns, Cities, Counties, EDA/IDA, Broadband/Wireless Authorities, Planning District Commissions, etc.) with a private sector provider(s) as a co-applicant; and
- D. Whereas, Bath and Highland counties have requested that the CSPDC be the applicant on their behalf; and
- E. Whereas, Bath and Highland counties have designated MGW as the co-applicant, and
- F. Whereas, the CSPDC and MGW will partner for a grant application for the VATI grant program to serve areas in Bath and Highland counties.

NOW, therefore, the parties agree that they will uphold the following responsibilities:

THE CSPDC on behalf of Bath County and Highland County:

- 1. The CSPDC will act as fiscal agent for the project and maintain accurate records of the financial expenditures of the VATI monies, including, but not limited to financial reports, monthly funding draws; approval of Company expenditures and invoices, documentation of matching funds, etc.; and
- 2. The CSPDC will provide overall grant management of the VATI project and provide coordination and administration of the project by working as a liaison between the localities, the Company and DHCD.
- 3. The CSPDC will provide assistance with GIS mapping throughout the project; and
- 4. The CSPDC will assist the counties and the Company with educating the public about the project and services to be available in their areas.

MGW Telephone Company as project partner:

- 5. MGW will provide the CSPDC required information for the management of the VATI

- grant, including, but not limited to progress reports and monthly invoices; and
6. MGW will design, engineer, construct and implement broadband services as designated in the VATI application by the VATI contract deadline, and
 7. MGW will guarantee that the standard bandwidth offerings for the projects will be at least 25 Mbps download and 3 Mbps upload; and
 8. MGW will own the assets associated with the projects.

This agreement will terminate when DHCD notifies the CSPDC that all grant requirements have been satisfied.

Witness the following authorized signatures on behalf of the parties:

Date

By: _____

Bonnie S. Riedesel
CSPDC Executive Director

Date

By: _____

R. Craig Smith
President, MGW Telephone Company, Inc.

Ashton Harrison
County Administrator



Bath County Courthouse
P.O. Box 309
Warm Springs, Virginia 24484
540.839.7221 Phone
540.839.7222 Fax
aharrison@bathcountyva.org

September 3, 2019

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

Re: Letter of Support for VATI Application

Dear Mr. Johnston:

On behalf of the Bath County Board of Supervisors, I want to express the County's support for a multi-jurisdictional Virginia Telecommunications Initiative (VATI) grant application for Bath and Highland counties. The Central Shenandoah Planning District Commission (CSPDC) will apply on behalf of Bath and Highland counties and act as fiscal agent and grant administrator for the project. Bath County will cost share in the grant administrative fees for the CSPDC. The co-applicant, MGW Telephone Company, Inc., the local internet provider, will implement the project.

The project proposes to deploy a last mile fiber network to make broadband available to approximately 200 residential, farm and business locations in Bath and Highland counties. The project will target various areas that currently do not have broadband available, and all internet customers in those areas will receive a fiber connection. Some of the areas targeted include the Mountain Grove and Burnsville areas of Bath County and areas in Doe Hill in Highland County.

Bath and Highland counties have been working together for many years to address the lack of broadband in our rural and remote counties. Through earlier planning processes, Bath and Highland counties created the regional "Bath & Highland Counties, VA Community Broadband Telecommunications Strategic Plan." This plan was adopted by the governing bodies of both jurisdictions and lays out a roadmap to provide better services to our citizens by identifying the needs and shortcomings in telecommunications.

Furthermore, and as a result of years of working together on this issue, the governing bodies determined that in order to facilitate the provision of affordable high speed internet that is was necessary to form a broadband authority, thus the Bath-Highland Network Authority (BHNA) was created in 2017 to seek broadband solutions and funding opportunities for the counties of Bath and Highland.

Thank you for your consideration of our VATI grant application to bring broadband fiber to our communities. If you have any questions regarding our support, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ashton Harrison", with a stylized flourish at the end.

Ashton Harrison
County Administrator



COUNTY ADMINISTRATOR
ROBERTA A. LAMBERT
MONTEREY, VIRGINIA

HIGHLAND COUNTY BOARD OF SUPERVISORS

P. O. BOX 130
MONTEREY, VIRGINIA 24465
Phone: 540-468-2347 Fax: 540-468-3447
E-mail: hcboard@htcnet.org
Website: www.highlandcova.org

BOARD MEMBERS:

DAVID W. BLANCHARD
MONTEREY, VIRGINIA

KEVIN W. WAGNER
MONTEREY, VIRGINIA

HARRY B. SPONAUGLE
DOE HILL, VIRGINIA

September 3, 2019

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

Re: Letter of Support for VATI Application

Dear Mr. Johnston:

On behalf of the Highland County Board of Supervisors, I want to express the County's support for a multi-jurisdictional Virginia Telecommunications Initiative (VATI) grant application for Bath and Highland counties. The Central Shenandoah Planning District Commission (CSPDC) will apply on behalf of Bath and Highland counties and act as fiscal agent and grant administrator for the project. Highland County will cost share in the grant administrative fees for the CSPDC. The co-applicant, MGW Telephone Company, Inc., the local internet provider, will implement the project.

The project proposes to deploy a last mile fiber network to make broadband available to approximately 200 residential, farm and business locations in Bath and Highland counties. The project will target various areas that currently do not have broadband available, and all internet customers in those areas will receive a fiber connection. Some of the areas targeted include the Mountain Grove and Burnsville areas of Bath County and areas in Doe Hill in Highland County.

Bath and Highland counties have been working together for many years to address the lack of broadband in our rural and remote counties. Through earlier planning processes, Bath and Highland counties created the regional "Bath & Highland Counties, VA Community Broadband Telecommunications Strategic Plan." This plan was adopted by the governing bodies of both jurisdictions and lays out a roadmap to provide better services to our citizens by identifying the needs and shortcomings in telecommunications.

Furthermore, and as a result of years of working together on this issue, the governing bodies determined that in order to facilitate the provision of affordable high speed internet that is was necessary to form a broadband authority, thus the Bath-Highland Network Authority (BHNA) was created in 2017 to seek broadband solutions and funding opportunities for the counties of Bath and Highland.

VATI Grant
Page 2

Thank you for your consideration of our VATI grant application to bring broadband fiber to our communities. If you have any questions regarding our support, please do not hesitate to contact me.

Sincerely,

HIGHLAND COUNTY BOARD OF SUPERVISORS



Roberta A. Lambert
County Administrator



Economic Development Authority of Highland County, Virginia

August 23, 2019

To Whom It May Concern:

Bryan S. Obaugh
Chair
McDowell

On behalf of the Economic Development Authority of Highland County, I am pleased to offer this letter in support of the application being made by the Bath-Highland Network Authority for a VATI grant for expansion of broadband access within the area.

Sarah Collins-Simmons
Secretary
Hightown

The network authority has partnered with one of our local ISPs, MGW Telephone Company, on this application to deploy a last mile fiber project that will target multiple unserved areas of the region.

Janice Deem
Mill Gap

Citing from the Highland EDA's strategic plan, one of our current projects is "Exploring Broadband/Cellular services" within the county.

Chad Kimble
Blue Grass

Also, within Highland County's comprehensive plan there is a goal (ES-17) to "identify and support the providing of the latest technology to local businesses at all levels."

Jason Rexrode
Doe Hill

The area within Highland County which is ear-marked for expansion of broadband by the VATI application is not served by broadband speed. Network activities by businesses and residents, including students, are negatively affected.

Kristie Siron
McDowell

For economic growth of the county, a sound technology infrastructure is required. And it must be available throughout the county in order to attract more businesses.

Nancy Witschey
Blue Grass

The EDA of Highland County fully supports the VATI application.

Yours truly,

Bryan S. Obaugh, Chair
Highland County Economic Development Authority

P.O. Box 68
Monterey, VA 24465

(540) 468-2347
highlandeda@htcnet.org



September 3, 2019

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

Re: Letter of Support for VATI Application

Dear Mr. Johnston:

As chair of the Bath-Highland Network Authority, I want to express the Authority's support for a multi-jurisdictional Virginia Telecommunications Initiative (VATI) grant application for Bath and Highland counties. The Central Shenandoah Planning District Commission (CSPDC) will apply on behalf of Bath and Highland counties and act as fiscal agent and grant administrator for the project. Likewise, the CSPDC is the fiscal agent for the Authority and provides staff support to the members of the Authority. The co-applicant, MGW Telephone Company, Inc., the local internet provider, will implement the project.

The project proposes to deploy a last mile fiber network to make broadband available to approximately 200 residential, farm and business locations in Bath and Highland counties. The project will target various areas that currently do not have broadband available, and all internet customers in those areas will receive a fiber connection. Some of the areas targeted include the Mountain Grove and Burnsville areas of Bath County and areas in Doe Hill in Highland County.

Bath and Highland counties have been working together for many years to address the lack of broadband in our rural and remote counties. The counties believe that there is a critical need within their respective jurisdictions to have access to affordable and high-speed internet and telecommunications services and that the private sector alone will not fulfil this need. Subsequently and as a result of years of working together on this issue, the governing bodies determined that in order to facilitate the provision of affordable high-speed internet that is was necessary to form a broadband authority, thus the Bath-Highland Network Authority (BHNA) was created in 2017.

The Authority has been meeting since 2018 and in early June 2019, after receiving guidelines and information about the VATI program, reached out to the internet service providers (ISPs) in area seeking ISPs to partner with the Authority on a VATI project. MGW Telephone Company, the local ISP, responded to the Authority of their interest to partner with the Authority on a VATI application.

In addition to the obvious economic, educational and public safety benefits, we feel strongly that this proposed project will provide an enhanced quality of life to the citizens of our region and therefore wholeheartedly support the VATI grant application. If you have any questions regarding our support, please do not hesitate to contact me.

Sincerely,



Ashton Harrison, Chair
Bath-Highland Network Authority



August 23, 2019

LETTER OF FINANCIAL COMMITMENT

Mr. Ashton Harrison
Bath-Highland Network Authority
County Administrator
County of Bath
65 Courthouse Hill Road
Warm Springs, Virginia 24482

RE: Bath-Highland FTTH Project

Dear Mr. Harrison,

MGW Telephone Company, Inc. is very pleased to be selected as the partnering ISP in an application for broadband funding from the Virginia Telecommunications Initiative (VATI). As you and the other staff and elected officials know from our numerous meetings, MGW is committed to improving broadband availability in the counties of Bath & Highland.

The intent of this letter is to affirm our financial commitment of no less than \$110,000 to be used as matching funds for the last-mile FTTH projects in the Doe Hill, Dry Run, and Mountain Grove areas. MGW has these funds available as cash to purchase the materials included with the project and to pay our employees who will be working on the project.

We applaud the counties of Bath & Highland, the Bath-Highland Network Authority, and the Central Shenandoah Planning District Commission for your attentiveness to the telecommunications needs throughout your communities and your local investment will undoubtedly assist with the provision of broadband services in these high-cost, unserved areas.

Feel free to contact me with any questions you may have at (540) 448-1336 or by sending an email to craig.smith@mgwnetworks.com

Sincerely,

A handwritten signature in blue ink that reads 'R. Craig Smith'.

R. Craig Smith, President

cc: Bonnie Riedesel, Central Shenandoah Planning District Commission

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	\$ 460,560	80 %	Pending
LOCAL	\$ 8,000	1.5 %	SECURED
PRIVATE	\$ 107,140	18.5 %	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 575,700	100 %	

Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Grant Administration	\$ 40,000	\$ 32,000	\$ 8,000	Central Shenandoah PDC	8/28/2019
Engineering & Permitting	\$ 12,000	\$ 9,600	\$ 2,400	MGW Telephone Company	8/28/2019
73,450 LF of last-mile fiber network @ \$1.50/LF - Installation & Materials	\$ 252,000	\$ 201,600	\$ 50,400	MGW Telephone Company	8/28/2019
FTTH Splicing & Splice Closures for 240 Serviceable Units	\$ 84,275	\$ 67,420	\$ 16,855	MGW Telephone Company	8/28/2019
Network Components (POP to CPE) - Installation & Materials	\$ 102,150	\$ 81,720	\$ 20,430	MGW Telephone Company	8/28/2019
18,850 LF of primary service line @ \$4.50/LF - Installation & Materials	\$ 85,275	\$ 68,220	\$ 17,055	MGW Telephone Company	8/28/2019
	\$ -	\$ -	\$ -		
<i>totals</i>	\$ 575,700	\$ 460,560	\$ 115,140		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		

Bath-Highland FTTH Project

VATI 2020 Application

CONSTRUCTION BUDGET

Doe Hill North Project Area

	Quantity	Cost per Unit	Total Cost	Source
<i>CONSTRUCTION</i>				
Last-mile Installation (includes materials & labor) in Linear Feet	19,250	\$1.50	\$28,875.00	MGW Telephone
Road Crossings/Bores	8	\$3,500.00	\$28,000.00	MGW Telephone
Handholes/Pull-boxes	16	\$315.65	\$5,050.40	VEC Supply
Service Pedestals	22	\$237.93	\$5,234.46	Power & Tel
<i>subtotal</i>			\$67,159.86	
<i>FIBER SPLICING</i>				
Fiber Splice Closures	44	\$311.15	\$13,690.60	Power & Tel
Fiber Splice Trays	44	\$20.51	\$902.44	Power & Tel
Fiber Splicer	99	\$52.00	\$5,148.00	MGW Telephone
<i>subtotal</i>			\$19,741.04	
<i>NETWORK COMPONENTS (POP to CPE)</i>				
Calix E7	1	\$796.00	\$796.00	Calix
GPON Cards	1	\$10,795.50	\$10,795.50	Calix
SFP Plug	2	\$1,083.25	\$2,166.50	Calix
CO Splitter	1	\$1,215.00	\$1,215.00	Power & Tel
Fiber Patch Panel	1	\$2,042.00	\$2,042.00	Power & Tel
CPE (Calix Gigacenter)	55	\$261.75	\$14,396.25	Calix
<i>subtotal</i>			\$31,411.25	
TOTAL PROJECT COST			\$118,312.15	

Doe Hill South Project Area

	Quantity	Cost per Unit	Total Cost	Source
<i>CONSTRUCTION</i>				
Last-mile Installation (includes materials & labor) in Linear Feet	24,750	\$1.50	\$37,125.00	MGW Telephone
Road Crossings/Bores	9	\$3,500.00	\$31,500.00	MGW Telephone
Handholes/Pull-boxes	18	\$315.65	\$5,681.70	VEC Supply
Service Pedestals	19	\$237.93	\$4,520.67	Power & Tel
<i>subtotal</i>			\$78,827.37	
<i>FIBER SPLICING</i>				
Fiber Splice Closures	44	\$311.15	\$13,690.60	Power & Tel
Fiber Splice Trays	44	\$20.51	\$902.44	Power & Tel
Fiber Splicer	99	\$52.00	\$5,148.00	MGW Telephone

<i>subtotal</i>			\$19,741.04	
NETWORK COMPONENTS (POP to CPE)				
SFP Plug	1	\$1,083.25	\$1,083.25	Calix
CPE (Calix Gigacenter)	55	\$261.75	\$14,396.25	Calix
<i>subtotal</i>			\$15,479.50	
TOTAL PROJECT COST			\$114,047.91	
Dry Run Project Area				
	Quantity	Cost per Unit	Total Cost	Source
CONSTRUCTION				
Last-mile Installation (includes materials & labor) in Linear Feet	10,500	\$1.50	\$15,750.00	MGW Telephone
Road Crossings/Bores	4	\$3,500.00	\$14,000.00	MGW Telephone
Handholes/Pull-boxes	8	\$315.65	\$2,525.20	VEC Supply
Service Pedestals	12	\$237.93	\$2,855.16	Power & Tel
<i>subtotal</i>			\$35,130.36	
FIBER SPLICING				
Fiber Splice Closures	24	\$311.15	\$7,467.60	Power & Tel
Fiber Splice Trays	24	\$20.51	\$492.24	Power & Tel
Fiber Splicer	99	\$52.00	\$5,148.00	MGW Telephone
<i>subtotal</i>			\$13,107.84	
NETWORK COMPONENTS (POP to CPE)				
SFP Plug	2	\$1,083.25	\$2,166.50	Calix
Fiber Patch Panel	1	\$2,042.00	\$2,042.00	Power & Tel
CPE (Calix Gigacenter)	30	\$261.75	\$7,852.50	Calix
<i>subtotal</i>			\$12,061.00	
TOTAL PROJECT COST			\$60,299.20	
Mountain Grove Project Area				
	Quantity	Cost per Unit	Total Cost	Source
CONSTRUCTION				
Middle-mile Fiber Cable (includes operators, linemen, flagging/traffic control, permitting, and materials) in Linear Feet	18,950	\$4.50	\$85,275.00	Nichols Construction
Last-mile Installation (includes materials & labor) in Linear Feet	25,000	\$1.50	\$37,500.00	MGW Telephone
Road Crossings/Bores	6	\$3,500.00	\$21,000.00	MGW Telephone
Handholes/Pull-boxes	12	\$315.65	\$3,787.80	VEC Supply
Service Pedestals	36	\$237.93	\$8,565.48	Power & Tel
<i>subtotal</i>			\$156,128.28	
FIBER SPLICING				
Fiber Splice Closures	80	\$311.15	\$24,892.00	Power & Tel

Fiber Splice Trays	80	\$20.51	\$1,640.80	Power & Tel
Fiber Splicer	99	\$52.00	\$5,148.00	MGW Telephone
<i>subtotal</i>			<i>\$31,680.80</i>	
<i>NETWORK COMPONENTS (POP to CPE)</i>				
Calix E7	1	\$796.00	\$796.00	Calix
GPON Cards	1	\$10,795.50	\$10,795.50	Calix
SFP Plug	2	\$1,083.25	\$2,166.50	Calix
CO Splitter	1	\$1,215.00	\$1,215.00	Power & Tel
Fiber Patch Panel	1	\$2,042.00	\$2,042.00	Power & Tel
CPE (Calix Gigacenter)	100	\$261.75	\$26,175.00	Calix
<i>subtotal</i>			<i>\$43,190.00</i>	
TOTAL PROJECT COST			\$230,999.08	
TOTAL CONSTRUCTION COSTS	(ALL			
4 PROJECT AREAS)			\$523,658.34	

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Calix Part #	Part Description	Funding	Equipment CLEI	Price	Qty	Extended Price
	800 SG					
100-04011	844G-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface		BVMCH00ARE	\$261.75	1	\$261.75
	E7					
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit			\$796.00	1	\$796.00
100-03656	E7-2 GPON-4 r2 line card (4x GPON OIM, 8x GE SFP, 2x 10GE XFP, 2x 10GE SFP+)		BVL3AW5FTA	\$10,795.50	2	\$21,591.00
	OIM GPON					
100-04200	GPON SFP OIM, Class B+, 1490/1310nm Single Fiber Transceiver, I-Temp (RT), C-Series		BVL3A6UFAA	\$1,083.25	2	\$2,166.50
Funding Equipment Total						\$24,815.25
Funding Grand Total						\$24,815.25

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

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	800 SG				
100-04011	844G-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface	BVMCH00ARE	\$261.75	1	\$261.75
	E7				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$796.00	1	\$796.00
100-03656	E7-2 GPON-4 r2 line card (4x GPON OIM, 8x GE SFP, 2x 10GE XFP, 2x 10GE SFP+)	BVL3AW5FTA	\$10,795.50	2	\$21,591.00
	OIM GPON				
100-04200	GPON SFP OIM, Class B+,1490/1310nm Single Fiber Transceiver, I-Temp (RT), C-Series	BVL3A6UFAA	\$1,083.25	2	\$2,166.50
Equipment Total					\$24,815.25
Grand Total					\$24,815.25

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

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.

Calix Warranty - See Purchase Agreement.

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.

Send Purchase Orders to Calix Order Management:

Email: om@calix.com

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Fax: 707-283-3771

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



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00519

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 23 May 2019

Ship to : MGW Networks

23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Clearfield PANEL 144 PORT TB SCAPC SKU : GGBB144C1FAZZ 19&23 MNTG PTCH/SPL FXMP PANEL, LOOSE TUBE PATCH AND SPLICE, 6 INCH /12 CASS. CAP. CHASSIS , ALMOND, 4.77 INCH RODS, 144 PORTS LOADED INTO 12 SINGLEMODE SC/APC CLEARVIEW BLUE CASSETTE(S). FRONT AND REAR PROTECTION. SLACK BASKET INCLUDED	2423200	2.00 1	2,042.00	4,084.00

Sub Total 4,084.00

Total \$4,084.00



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00563T

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 17 Jul 2019

Ref# : W/O 190301

Ship to : MGW Networks

328 Chapel Road
 Churchville, Va 24421

#	Item & Description	GL Code	Qty	Rate	Amount
1	CHARLES INDUSTRIES ITEM moq of 3 at this price Part # CMPH-75SN/CL CMPH-7500, 2-PIECE BASE, 2 LADDER BARS, CABLE BRACKET W /BOND PLATE W/GROUND LUG, NON-FLAME RETARDANT, CTL LABEL Fiber Pedestal SKU : Special.Charles	2423200	4.00 1	237.93	951.72
2	Fiber 96 LT DCM SJ SA GE FREE SMF 28 E + SKU : FEDH1A1J12CE096E3	2423	20,000.00 1	0.534	10,680.00
3	Fiber 144 LT SJ SA DCM GEL FREE SMF28E+ SKU : FEDH1A1J12CE144E3	2423	20,000.00 1	0.7655	15,310.00
				Sub Total	26,941.72
				Total	\$26,941.72



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00575

Vendor Address

VEC Supply
 1155 5th Street SW Extd
 Charlottesville
 22902 VA
 U.S.A

Date : 26 Jul 2019

Ref# : Mountain Grove

Ship to : MGW Networks
 23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	VAULT 24X36X18 TIER 15 BLANK COVER SKU : MBG STK 243618PC T15 1190101	2423200	6.00 1	315.65	1,893.90
2	VAULT HDPE 17X30X18 GREEN WITH LID NO LOGO HEX BOLTS SKU : MAC 1730-18P2PB2 1190101	2423200	8.00 1	173.00	1,384.00
				Sub Total	3,277.90
				Total	\$3,277.90



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00582T

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 08 Aug 2019

Ship to : MGW Networks

23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Coyote Tray Lite Grip SPL 24 CT STD SKU : 80809958	6423200	15.00 1	20.51	307.65
				Sub Total	307.65
				Total	\$307.65



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00585T

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 09 Aug 2019

Ship to : MGW Networks

23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Coyote Dome Closure 9 1/2" x 19" Dome SKU : COYD919B000	6423200	15.00 1	311.15	4,667.25
				Sub Total	4,667.25
				Total	\$4,667.25



Power & Telephone
 2673 Yale Ave.
 Memphis, TN 38112

QUOTE

UPC Vndr	Ack Date	Order #
000001	07/23/19	6743854-00
PO #		Page #
RYAN		1

Ship To: MG-W TELEPHONE COMPANY
 BOX 105
 WILLIAMSVILLE, VA 24487

Contact: Donna Whitaker
 (901)866-3171
 donna.whitaker@ptsupply.com

Cust #: 20546
 Bill To: MG-W TELEPHONE COMPANY
 23 N CENTRAL AVE
 STAUNTON, VA 24401

Reference	Currency	USD
Instructions	Sales Rep In	DSW
Ship Point	Terms	Net 30 Days
Power & Telephone Supply Co.	Via	Ship Date
Requested Ship Date	WHS ROUTING	
07/24/19	Freight In / Out	N/N

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	*** MUST SCAN MAC ADDRESSES AND SERIAL NUMBERS *** ***'Only ship UPSS for small pkg. or ODFL for LTL, no CENF***					
1	GJBB024F1FBZZ PANEL FXDS 24 SM LCUPC FXMP PANEL, LOOSE TUBE PATCH AND SPLICE, 1.75 INCH/2 CASS. CAP. CHASSIS , ALMOND, 4.77 INCH RODS, 24 PORTS LOADED INTO 2 SINGLEMODE LC/UPC CLEARVIEW BLUE CASSETTE(S). FRONT AND REAR PROTECTION. REAR COVER INCLUDED	1	EA	534.00	EA	534.00
2	SPECIAL.CLEARFIELD CLEARFIELD ITEMS MGP-PES-EAZ-ZZZ RACK MOUNT SPLITTER ASSEMBLY, 19/23 INCH, (1X) 1X64 PLANAR SPLITTER, TERMINATED WITH LC/UPC CONNECTORS, LC/UPC ADAPTER INPUT(S) AND OUTPUTS	1	EA	1,215.00	EA	1,215.00

2	Lines Total	Qty Shipped Total	2	Total	1,749.00
				Taxes	92.70
				Invoice Total	1,841.70

QUOTE

Customer Copy

Page 1 of 1

Buyer is responsible for evaluating and ordering product for intended use. Custom product is non-cancellable and non-returnable. Other products may not be returnable. Return policy for your order may be verified by your account manager. Buyer has fifteen (15) days from receipt to notify Seller of error, defect or damage. Otherwise, shipment is deemed acceptable. Payment Terms are stated on order. Exceptions must be mutually agreed to in writing in advance of order acceptance by Seller. Full Terms are available at www.ptsupply.com/terms-and-conditions.

Nichols Construction LLC
PO Box 1179
Vansant, VA 24656



Contractor Rate Sheet

MGW01A	Place Pole 25-35 Ft.	\$ 250.00
MGW01B	Remove Place Pole 25-35 Ft.	\$ 100.00
MGW02A	Place Pole 40-50 Ft.	\$ 380.00
MGW01B	Remove Place Pole 40-50 Ft.	\$ 125.00
MGW03A	Joint Use Pole (Adder)	\$ 550.00
MGW04A	Straighten Pole	\$ 250.00
MGW05A	Hand Dig Hole (Pole/Anchor) (Adder)	\$ 125.00
MGW06A	Hand Set Pole (Adder) No Access	\$ 650.00
MGW07A	Place Push Brach Pole	\$ 375.00
MGW07B	Remove Push Brace	\$ 125.00
MGW10A	Place Anchor	\$ 165.00
MGW10B	Remove Anchor	\$ 45.00
MGW11A	Rock Removal (Pole/Anchor) Per Hole (Adder)	\$ 450.00
MGW12A	Place Cable Extension Arm	\$ 85.00
MGW2B	Remove Place Cable Extension Arm	\$ 50.00
MGW13A	Add Tag Pole	\$ 5.50
MGW20A	Place Strand up to 10M (5/16)	\$ 0.65
MGW20B	Remove Place Strand up to 10M (5/16)	\$ 0.35
MGW21A	Place Fiber Optic Cable (All Sizes)	\$ 0.95
MGW21B	Remove Place Fiber Optic Cable (All Sizes)	\$ 0.40
MGW25A	OverLash Fiber Optic Cable	\$ 0.95
MGW28A	Tree Trimming 5' Radius	\$ 2.60
MGW30A	Place Down Guy	\$ 25.00
MGW30B	Remove Place Down Guy	\$ 15.00
MGW32B	DeLash/ReLash Cable	\$ 1.05
MGW34A	Bond Existing Cables	\$ 8.50
MGW35A	Transfer Attachment	\$ 90.00
MGW35B	Transfer Drop	\$ 48.00
MGW36A	Resag Aerial Cable	\$ 125.00
MGW37A	Place Riser Guards	\$ 84.00
MGW37B	Remove Place Riser Guards	\$ 38.00
MGW38A	Place Snowshoes	\$ 130.00
MGW38B	Remove Snowshoes	\$ 85.00
MGW40A	Plow Fiber/ID 1.25	\$ 3.75
MGW41A	Plow Additional Cable	\$ 1.10
MGW42A	Place Fiber in Open Trench (No Other Work)	\$ 1.25
MGW43A	Hand Dig Fiber/Drop (Non Mechanical)	\$ 11.25
MGW44A	Place Buried Fiber Drop (Plow)	\$ 1.65
MGW45A	Trench Fiber/ID 1.25 @ 36" Depth	\$ 3.25
MGW46A	Backhoe Fiber/ID 1.25 @ 36" Depth	\$ 5.25
MGW50A	Directional Bore 1.25 ID	\$ 14.50
MGW51A	Directional Bore 2 ID	\$ 15.00
MGW52A	Directional Bore 4 ID	\$ 16.00
MGW55A	Place Hand Hole (Small)	\$ 285.00
MGW55B	Remove Place Hand Hole (Small)	\$ 185.00
MGW56A	Place Hand Hole (Large)	\$ 350.00
MGW56B	Remove Place Hand Hole (Large)	\$ 225.00
MGW57A	Mini-X with Ram Hammer	\$ 14.00
MGW58A	Rock Saw @ 30" Depth	\$ 18.50
MGW59A	Directional Bore Up to 4" Semi-Rock (Pre-Approved)	\$ 26.00
MGW59B	Directional Bore up to 4" Solid Rock (Pre-Approved) (Air Hammer or AT)	\$ 88.00

MGW60A	Place Closure / Fiber Organizer / Prep Cables	\$ 325.00
MGW60B	Remove Place Closure / Fiber Organizer	\$ 225.00
MGW61A	Place Fiber Distribution Panel / Prep Cables	\$ 325.00
MGW61B	Remove Place Fiber Distribution Panel	\$ 225.00
MGW62A	Fusion Splicer Fiber 1-24	\$ 52.00
MGW62B	Fusion Splicer Fiber 25-48	\$ 42.00
MGW62C	Fusion Splicer Fiber 49-96	\$ 32.00
MGW62D	Fusion Splicer Fiber 97-144	\$ 25.00
MGW63A	Ring Cut Slack Loop	\$ 225.00
MGW64A	Maintenance Window Fiber Cut-(10 PM-6:00AM)	\$ 1,350.00
MGW70A	Place Fiber in Conduit	\$ 1.50
MGW70B	Remove Fiber from Conduit	\$ 0.75
MGW71A	Place ID 1.25 in Existing Conduit	\$ 1.70
MGW71B	Remove ID 1.25 in Existing Conduit	\$ 0.85
MGW72A	Place Fiber Drop in Existing Conduit	\$ 1.25
MGW72B	Remove Fiber Drop in Existing Conduit	\$ 0.75
MGW73A	Rod Duct and Place Mule Tape	\$ 1.50
MGW74A	Place Pull Line	\$ 1.25
MGW75A	Manhole Setup	\$ 425.00
MGW76A	Core Drill up to 4" Diameter 12" Thickness	\$ 400.00
MGW85A	Placing Foreman	\$ 45.00
MGW85B	Placing Foreman (OT)	\$ 67.50
MGW86A	Linemen	\$ 38.00
MGW86B	Linemen (OT)	\$ 57.00
MGW87A	Equipment Operator	\$ 35.00
MGW87B	Equipment Operator (OT)	\$ 52.50
MGW88A	Laborer/Groundman	\$ 32.00
MGW88B	Laborer/Groundman (OT)	\$ 48.00
MGW90A	Fiber Splicer	\$ 52.00
MGW90B	Fiber Splicer (OT)	\$ 78.00
MGW91A	Pickup Truck	\$ 16.00
MGW92A	Crew Cab Service Truck	\$ 22.00
MGW93A	Service Bucket Truck	\$ 29.00
MGW94A	Line Truck	\$ 35.00
MGW95A	Cable Placer	\$ 38.00
MGW96A	Dump Truck	\$ 31.00
MGW97A	Air Compressor	\$ 15.00
MGW98A	Wood Chipper	\$ 15.00
MGW99A	Fiber Splicing Trailer	\$ 28.00
MGW100A	Flashing Arrow Board	\$ 16.00
MGW101A	Mini-Excavator w/Hammer	\$ 35.00
MGW102A	Directional Boe Crew (JT20 Dirt includes 2 Men)	\$ 155.00
MGW200A	Materials Furnished (15% plus Sales Tax / Shipping)	
MGW201A	Lump Sum Bid	

Nichols Approval _____

Date _____

MGW Approval _____

Date _____

R. Craig Smith
10-3-18



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0004335873

Data as of: Dec 31, 2018

Operations: ILEC

Submission Status: Original - Submitted

Last Updated: Mar 8, 2019 08:54:01

Filer Identification

Section	Question	Response
Filer Information	Provider Name	MGW Telephone Company, Inc.
	Holding Company Name	MGW Communications, Inc.
	SAC ID	190238
	499 ID	807990
Data Contact Information	Data Contact Name	Sheri Smith
	Data Contact Phone Number	(540) 925-5235
	Data Contact E-mail	sheri.smith@mgwnetworks.com
Emergency Operations Contact Information	Emergency Operations Name	R Craig Smith
	Emergency Operations Phone Number	(540) 925-2258
	Emergency Operations E-mail	craig.smith@mgwnetworks.com
Certifying Official Contact Information	Certifying Official Name	Sheri Smith
	Certifying Official Phone Number	(540) 925-5235
	Certifying Official E-mail	sheri.smith@mgwnetworks.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	477_MGWTelephoneDeployment_20181231.csv	Mar 8, 2019 07:40:44	277
Fixed Broadband Subscription	477 Broadband Subscription TELEPHONE_12_31_18.csv	Mar 6, 2019 21:36:40	17
Fixed Voice Subscription	Interactive data entry		3

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	MGW Telephone	Asymmetric xDSL	257
		Optical Carrier/Fiber to the End User	20
Total			277

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

Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Asymmetric xDSL	14	657	48	705
	Optical Carrier/Fiber to the End User	3	8	0	8
Total		17	665	48	713

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
0.512	0.512	1	0	1
5.000	1.000	464	21	485
10.000	1.000	103	12	115
15.000	1.000	72	14	86
15.000	2.000	3	0	3
25.000	1.000	18	1	19
50.000	10.000	4	0	4
Total		665	48	713

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Asymmetric xDSL	0.512	0.512	1	0	1
	5.000	1.000	459	21	480
	10.000	1.000	103	12	115
	15.000	1.000	72	14	86
	25.000	1.000	18	1	19
	50.000	10.000	4	0	4
Optical Carrier/Fiber to the End User	5.000	1.000	5	0	5
	15.000	2.000	3	0	3
Total			665	48	713

Fixed Voice Subscription

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

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	1412	1264	0	0
Total	1412	1264	0	0

VGE Lines Provided to Unaffiliated Providers by State

**Fixed Voice
Subscription
(VGE Lines)**

State	Wholesale	UNE-L
Virginia	0	0
Total	0	0

VGE Lines Provided to End Users by State, Bundle and Product Type

State	Total	by Bundle		by Product Type			
		Sold w/ Internet	Sold w/o Internet	Consumer		Bus-Govt	
				& No PIC	& PIC	& No PIC	& PIC
Virginia	1412	701	711	196	1068	56	92
Total	1412	701	711	196	1068	56	92

VGE Lines Provided to End Users by State, Ownership and Last-mile Medium

State	Total	by Ownership			by Last-mile Medium			
		Owned	UNE-L	Resale	FTTP	Coax	Fixed Wireless	Copper
Virginia	1412	1412	0	0	8	0	0	1404
Total	1412	1412	0	0	8	0	0	1404



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0004335873

Data as of: Jun 30, 2018

Operations: ILEC

Submission Status: Original - Submitted

Last Updated: Sep 3, 2018 10:25:23

Filer Identification

Section	Question	Response
Filer Information	Provider Name	MGW Telephone Company, Inc.
	Holding Company Name	MGW Communications, Inc.
	SAC ID	190238
	499 ID	807990
Data Contact Information	Data Contact Name	Sheri Smith
	Data Contact Phone Number	(540) 925-5235
	Data Contact E-mail	sheri.smith@mgwnetworks.com
Emergency Operations Contact Information	Emergency Operations Name	R.Craig Smith
	Emergency Operations Phone Number	(540) 925-2258
	Emergency Operations E-mail	craig.smith@mgwnetworks.com
Certifying Official Contact Information	Certifying Official Name	Sheri Smith
	Certifying Official Phone Number	(540) 925-5235
	Certifying Official E-mail	sheri.smith@mgwnetworks.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	477_MGWTelephoneDeployment_20180630F.csv	Aug 30, 2018 14:23:56	217
Fixed Broadband Subscription	477 Broadband Subscription MGWTELEPHONE 06302018.csv	Aug 14, 2018 16:00:55	18
Fixed Voice Subscription	Interactive data entry		3

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	MGW Telephone	Asymmetric xDSL	214
		Optical Carrier/Fiber to the End User	3
Total			217

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

Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Asymmetric xDSL	15	671	47	718
	Optical Carrier/Fiber to the End User	3	8	0	8
Total		18	679	47	726

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
0.512	0.512	1	0	1
5.000	0.768	2	0	2
5.000	1.000	476	21	497
10.000	1.000	108	12	120
15.000	1.000	73	14	87
15.000	2.000	3	0	3
25.000	1.000	12	0	12
50.000	10.000	4	0	4
Total		679	47	726

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Asymmetric xDSL	0.512	0.512	1	0	1
	5.000	0.768	2	0	2
	5.000	1.000	471	21	492
	10.000	1.000	108	12	120
	15.000	1.000	73	14	87
	25.000	1.000	12	0	12
	50.000	10.000	4	0	4
Optical Carrier/Fiber to the End User	5.000	1.000	5	0	5
	15.000	2.000	3	0	3
Total			679	47	726

Fixed Voice Subscription

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

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	1422	1279	0	0
Total	1422	1279	0	0

**Fixed Voice
Subscription
(VGE Lines)****VGE Lines Provided to Unaffiliated Providers by State**

State	Wholesale	UNE-L
Virginia	0	0
Total	0	0

VGE Lines Provided to End Users by State, Bundle and Product Type

State	Total	by Bundle		by Product Type			
		Sold w/ Internet	Sold w/o Internet	Consumer		Bus-Govt	
				& No PIC	& PIC	& No PIC	& PIC
Virginia	1422	726	696	205	1074	56	87
Total	1422	726	696	205	1074	56	87

VGE Lines Provided to End Users by State, Ownership and Last-mile Medium

State	Total	by Ownership			by Last-mile Medium			
		Owned	UNE-L	Resale	FTTP	Coax	Fixed Wireless	Copper
Virginia	1422	1422	0	0	8	0	0	1414
Total	1422	1422	0	0	8	0	0	1414

PUBLIC COMMENT NOTICE

The Bath Highland Network Authority (BHNA) intends to file a grant application with the Virginia Department of Housing and Community Development (DHCD) under its 2020 Virginia Telecommunications Initiative Program (VATI). In accordance with the VATI Program Guidelines, BHNA is requesting public comments as to its submission of the proposed multi-jurisdiction rural broadband project. The County is working in partnership with MGW Telephone Company, Inc. on the grant application to deploy a last mile fiber network to approximately 200 residential, farm, and business locations in Bath County & Highland County. The project includes 75 fiber connections in the Mountain Grove area (including locations along Bolars Draft Rd., Big Back Creek Rd., and Little Back Creek Rd.), 100 fiber connections in the Doe Hill area (including locations along of Jack Mountain Rd. and Seldom Seen Rd.), and 25 fiber connections in the Burnsville, Dry Run, and McClung areas. Additional fiber connections may be included or added to the project if funding is available. Each end-user that receives a fiber connection will be able to choose from one of MGW's high-speed internet packages with speeds starting at 25Mbps and on up to 1 Gbps (1 Gig).

In order to provide a record to the Virginia Department of Housing and Community Development, comments should be addressed to Ashton Harrison, County Administrator for Bath County. The preferred methods of comment are in written form and would be by email to aharrison@bathcountyva.org or by letter sent to Ashton Harrison PO Box 309, 65 Courthouse Hill Road, Warm Springs, VA 24484. Public comment will be open from Tuesday, August 6, 2019 to Tuesday, August 27, 2019. A complete list of all the comments will be sent to DHCD.

DHCD will post electronic copies of all submitted applications to the agency website after the deadline for application submissions has passed and prior to project approval. Any private sector broadband service provider wishing to request that DHCD deem a proposed project area as ineligible for VATI grant funding must submit a challenge with the required information, found in the **2020 Virginia Telecommunication Initiative Program Guidelines and Criteria** located on the DHCD website no later than 5:00 p.m. on October 9, 2019. DHCD will have 30 business days to validate a challenge.



United States
Department of
Agriculture

Forest
Service

George Washington and Jefferson
National Forests

5162 Valleypointe Parkway
Roanoke, VA 24019
540-265-5100

File Code: 2720
Date: January 30, 2018

MGW Telephone Company
Attn: R. Craig Smith
P.O. Box 105
Williamsville, VA 24487

Dear Mr. Smith:

Enclosed is the fully executed copy of Amendment #1 to MGW Telephone Company's Special Use Authorization (Auth. ID # WRM402804) for various fiber optic lines located on the George Washington & Jefferson National Forests. Please keep this copy your records.

If you have any questions, please contact Alex Faught, Lands Program Manager, at (540) 265-5192 or afaught@fs.fed.us.

Sincerely,

for
JOBY P. TIMM
Forest Supervisor

Enclosure: 1) Amendment #1



U.S. DEPARTMENT OF AGRICULTURE
FOREST SERVICE
AMENDMENT
FOR
SPECIAL-USE AUTHORIZATION

Amendment#: 1

This amendment is attached to and made a part of the WRM402804 special use authorization for fiber optic lines issued to MGW TELEPHONE COMPANY on 03/03/2015 which is hereby amended as follows:

Installation and maintenance of overhead and underground fiber optic cable as shown on Amendment Exhibit 1 (Map) and Amendment Exhibit 2 (updated Tabulation of Right-of-Way) noted as line parts 1-4 are the following :

Part 1: New F.O. cable is attached to existing above ground BARC electric poles to expand the use area for an estimated 992' X 10' width = .23 acres;

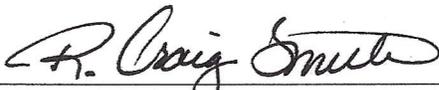
Part 2: New F.O. cable will be buried in an existing above ground utility corridor. This section exits the utility corridor connecting with Forest Road 1832 (aka George's Road) before intersecting with Route 39 for 4142' X 10' = .95 acres. (Trenching is by a vibratory plow 42" deep), (Also see Amendment Exhibit 3-Stipulation #1);

Part 3: New F.O. cable will be buried along Forest Road (F.R.) 1832 to intersect with Route 39; then running southerly toward Blowing Spring Campground replacing the existing deteriorating copper line and adding new F.O. cable within 5' of Route 39 disturbed road shoulder to near Route 600's intersection for 18,198' X 10' = 4.17 acres, (Also see Exhibit 3-Stipulation #2), (Trenching is with a vibratory plow 42" deep located within five feet of the road shoulder, a previously disturbed area); (the existing copper cable running under Route 39 will still be in-service); and the

Part 4: New installation of an 18" X 32" vault below grade for future expanded services (telephone and/or wireless) in the vicinity of the Blowing Springs Campground entrance road located 5'-7' off the road shoulder, just out of the ditch line. The vault cover/lid is at grade to allow for future cable/wireless access.

Project acreage is 5.35 acres for a total permit acreage of 6.7 acres. Existing permit clauses with Amendment Exhibit 1 (Map) and Amendment Exhibit 3 (Stipulations) apply to this use area as well.

This Amendment is accepted subject to the conditions set forth herein, and to conditions/stipulations in the original permit and includes (Amendment Exhibits 4 and 5) attached hereto and made a part of this Amendment.



R. CRAIG SMITH, President
Mountain Grove-Williamsville Telephone Company



JOBY P. TIMM, Forest Supervisor
George Washington & Jefferson National Forests

1-5-18
Date

1/12/18
Date

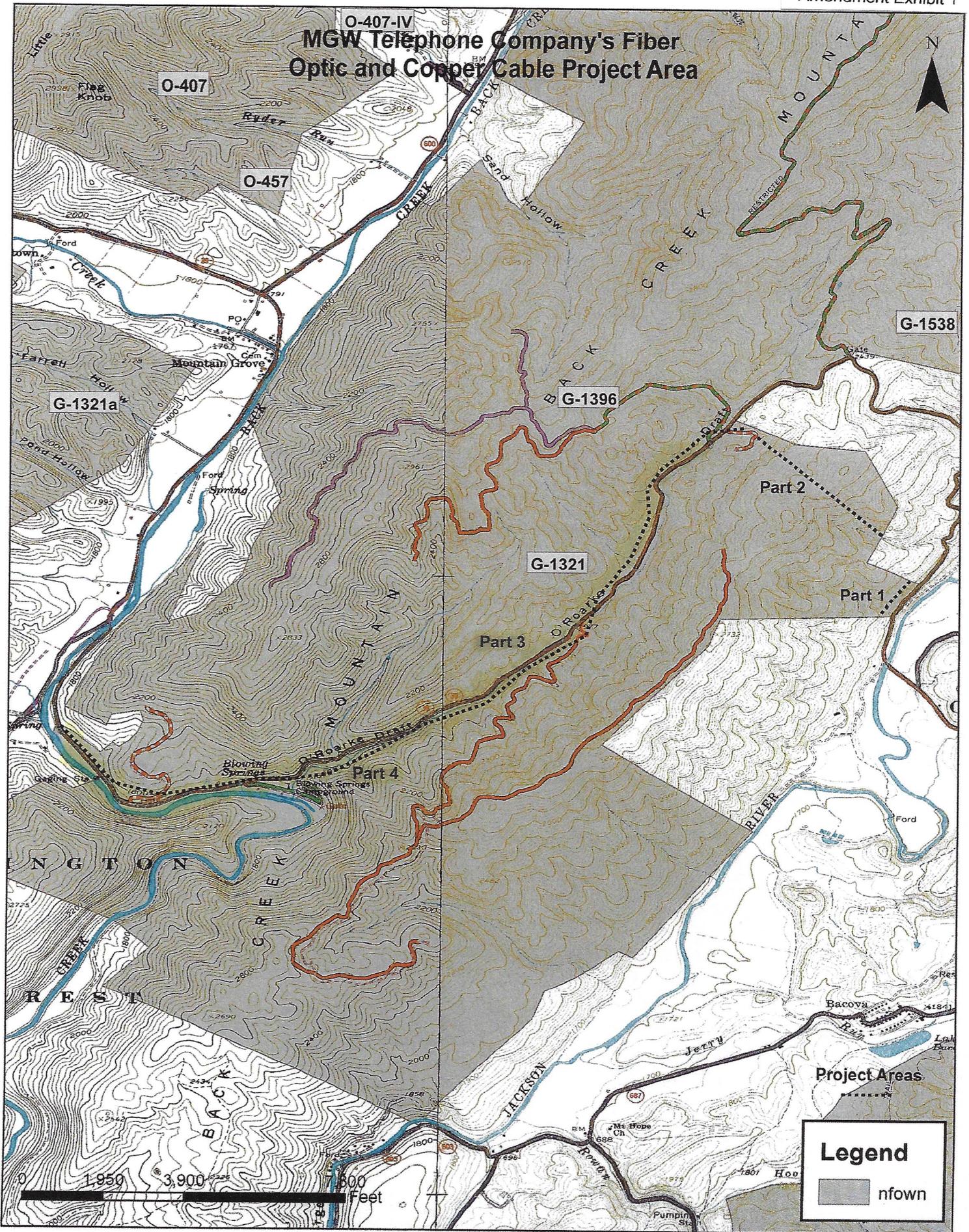
According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0596-0082. The time required to complete this information collection is estimated to average one (1) hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at 202-720-2600 (voice and TDD).

To file a complaint of discrimination, write USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW, Washington, DC 20250-9410 or call toll free (866) 632-9992 (voice). TDD users can contact USDA through local relay or the Federal relay at (800) 877-8339 (TDD) or (866) 377-8642 (relay voice). USDA is an equal opportunity provider and employer.

The Privacy Act of 1974 (5 U.S.C. 552a) and the Freedom of Information Act (5 U.S.C. 552) govern the confidentiality to be provided for information received by the Forest Service.

MGW Telephone Company's Fiber Optic and Copper Cable Project Area





APPLICATION is hereby made for permit as shown on the accompanying plan or sketch and as described below. Said activity(s) will be done under and in accordance with the rules and regulations of the Commonwealth Transportation Board of Virginia, in so far as said rules are applicable thereto and any agreement between the parties herein before referred to. Where applicable agreements may be attached and made a part of the permit assembly including any cost responsibilities covering work under permit. Applicant agrees to maintain work in a manner as approved upon its completion. Applicant also hereby agrees and is bound and held responsible to the owner for any and all damages to any other installations already in place as a result of work covered by resulting permit. Applicants to whom permits are issued shall at all times indemnify and save harmless the Commonwealth Transportation Board members of the Board, the Commonwealth and all Commonwealth employees, agents, and offices, from responsibility, damage, or liability arising from the exercise of the privileges granted in such permit to the extent allowed by law. In consideration of the issuance of a permit the applicant agrees to waive for itself, successors in interest or assigns any entitlements it may otherwise have or have hereafter under the Uniform Relocation and Assistant Act of 1972 as amended in event the Department or its successor, chooses to exercise its acknowledged right to demand or cause the removal of any or all fixtures, personality of whatever kind or description that may hereafter be located, should this application be approved.

Applicant information: Driver's License or Tax ID No. Contact Name Owner Name E-mail Address Address Telephone Number City State Zip Code Emergency Telephone Number Fax Number Agent information: Driver's License or Tax ID No. Contact Name Owner Name E-mail Address Address Telephone Number City State Zip Code Emergency Telephone Number Fax Number

Permit Term Requested Fees Enclosed \$ Check Number Money Order Estimated cost of work to be performed on VDOT Right of Way \$

Surety Information: Surety Posted by: Owner Agent County Resolution Waived Bonding Company Name Bond # Irrevocable Letter of Credit - Bank Name Irrevocable Letter of Credit # Surety paid by Check - Check Number Amount of Surety \$ Obligation Amount \$ Request permission to perform the following activity(s): as per attached plans.

Location: County Town City of Route No. Street Name Between Route No. Street Name and Route No. Street Name Latitude Longitude Tax Map Number Applicant Job No.

Applicant shall provide proof of registration as an operator with the appropriate notification center in accordance as defined in §2.2-1151.1 of the Code of Virginia & must provide a notarized affidavit, stating that the utility owner has notified the commercial and residential developer, owner of commercial or multifamily real estate, or local government entities with a property interest in any parcel of land located adjacent to the property over which the land use is being requested, that application for the permit has been made.

IF APPLICABLE, I AGREE TO PAY THE FULL SALARY AND EXPENSES OF A STATE ASSIGNED INSPECTOR IN CONJUNCTION WITH ACTIVITIES AUTHORIZED UNDER THE AUSPICES OF A VDOT LAND USE PERMIT. By signing below, I acknowledge that I am fully cognizant of all the LUP-SPG requirements associated with the issuance of a VDOT Land Use Permit.

Signature of Applicant: Title Date Signature of Agent: Title Date

All applicable items on this form must be completed to avoid delay in processing the issuance of a VDOT Land Use Permit. Prepayment required with remittance payable to Treasurer of Virginia.

VDOT USE ONLY

Receipt is hereby acknowledged for: CHECK No.: MONEY ORDER No.: In the Amount of \$ for PERMIT FEE \$ CASH SURETY \$ Authorized VDOT Signature: Date:

*Agent mean: Applicant contractor's or a person or business authorized to act on another's behalf.

CIT's Virginia Broadband Availability Map

Unserved areas in red (Dec. 2017)
2020 VATI Project Areas outlined in yellow

