

Application to DHCD Submitted through CAMS

Page County

Overlook

Application ID: 64509032019103950
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2020
Organization Name: Page County
Organization Address: 103 South Court Street
Luray, VA 22835
Profile Manager Name: Liz Lewis
Profile Manager Phone: (540) 743-1216
Profile Manager Email: llewis@pagecounty.virginia.gov

Project Name: Overlook
Project Contact Name: Liz Lewis
Project Contact Phone: (540) 743-1216
Project Contact Email: llewis@pagecounty.virginia.gov
Project Location: Page County
Shenandoah, VA 22835-1262
Project Service Area: Page County, Shenandoah Town

Total Requested Amount: \$333,428.00

Required Annual Audit Status: No Current Audits Found

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$333,428.00	\$111,143.00	\$444,571.00
Other: Labor and Materials	\$333,428.00	\$111,143.00	\$444,571.00
Total:	\$333,428.00	\$111,143.00	\$444,571.00

Budget Narrative:

The Overlook project consists of extending Comcast infrastructure from existing facilities into the eligible project area that spans east from 757 Jollett Road to the intersection of Jollett Road and Mountain Top Ranch Road, including Overlook Mountain Road, Chiefly Lane, and Little Green Mountain Road. The total build is estimated to be 5.2 miles of infrastructure and laterals. Examples of items that are included in the Materials category are power supplies, fiber, conduit, splice enclosures, pedestals, and taps. Examples of items in the Labor category are in-house and contract labor to trench and backfill, lay conduct and fiber, perform administration of VDOT permits, and provide crew supervision. The itemized breakdown of construction costs is confidential and proprietary information.

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 geographic area for this proposed project is in the Overlook area of Page County (“County”). The eligible project area spans east from 757 Jollett Road to the intersection of Jollett Road and Mountain Top Ranch Road, including Overlook Mountain Road, Chiefly Lane, and Little Green Mountain Road.

The project area was selected after consultation between the County and Comcast and meets the eligibility criteria established by the Virginia General Assembly and the Department of Housing and Community Development (“DHCD”) for a Virginia Telecommunication Initiative (“VATI”) award. The project area is notable for its remote proximity to town infrastructure (households are on well water and sewer) and citizen input stating inconsistent and limited Internet and phone service. The area is populated with rural households in a basin that follows foothills (hollows) to the bottom of the Blue Ridge Mountains.

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Page County is a rural valley community with only two major highways coming into the area - US Route 340 and State Route 211. The county has the Blue Ridge Mountains (Shenandoah National Park) to the east and Massanutten Mountain (George Washington National Forest) range to the west. Page County is known as the Cabin Capital of Virginia as this area is populated with cabin rentals and residents that desire quick access to Shenandoah National Park. Some residents in this area purchased property with the intention of telecommuting and have communication difficulties and report dead zones even with a cell phone.

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:

Page County produced a countywide Connectivity Survey in May of 2019 that was mailed to every taxpaying household as part of its tax notices. The insert directed every household to a website to complete a connectivity survey, which recorded respondent address, internet provider, type of connection, and speed test results conducted at three different times of day (survey insert attached). The survey was promoted on social media and covered in the newspaper and local news station WHSV-TV3. Data was collected from the survey by the Page County Economic Development Coordinator and was mapped out by Page County's GIS department. Addresses that corresponded to "hot spot" areas were collected and random calls were made to better target connectivity speeds. Throughout the county, providers identified in the survey were CenturyLink, Comcast, Rural Broadband Network Services LLC (dba High Speed Link), and HughesNet, but many responses indicated a lack of broadband service. As result of these responses, the County produced the attached map of unserved areas, which includes Overlook.

Page County issued a public notice and received no responses from these or any other Internet service providers. (Attachment 15)

Public Notice - 2019 Virginia Telecommunication Initiative

The Board of Supervisors of Page County, Virginia, intends to submit applications to the Virginia Department of Housing and Community Development (DHCD) for grant funding from the 2019 Virginia Telecommunication Initiative (VATI). The purpose of the grant funding is to provide internet connections to unserved areas of Page County. Those areas will be determined by the grant application deadline of September 3, 2019.

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The public is invited to submit written or oral comments of support or concerns on the proposed 2019 VATI grant application(s) by not later than September 3, 2019 to the Page County Economic Development & Tourism Coordinator, 103 S. Court Street, Luray, VA 22835, or by calling 540-743-1216.

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:

The proposed project area is unserved based on data available through the Federal Communications Commission's publicly available Form 477 and information provided by Page County residents through the County's Connectivity Survey. Comcast and Page County anticipate no service overlap within the project area as there are no current providers, despite indications to the contrary.

Specifically, FCC Form 477 data show fixed wireless provider Rural Broadband Network Services LLC reports 12 Mbps down / 3 Mbps up service to the following census blocks:

CENSUS BLOCK
511390305003028
511390305003035
511390305003036
511390305003039
511390305003040
511390305003078
511390305003080
511390305003081
511390305003083
511390305003084
511390305003085

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511390305003087

511390305003090

511390305003091

511390305003097

While the FCC Form 477 data show this provider offering Internet service in the census blocks encompassing the project area, Page County has verified that no provider offers service that would result in classifying the project area as served according to the VATI guidelines. Through the County's Connectivity Survey, numerous households in the project area reported no internet service and no cell phone service. The county determined the need for broadband in this area. In anticipation of a VATI application, Page County staff conducted outreach to residents in the Overlook area who affirmed their lack of access to Rural Broadband Network Services LLC. The County also directly contacted Rural Broadband Network Services LLC, which would not affirm it provides service throughout the project area or how many residences it serves.

Also, Verizon DSL is shown to provide service to the following census blocks on the western end of the project, however it is under the speed threshold noted in the VATI guidelines:

CENSUS BLOCK	REPORTED SPEED (MBPS DOWN)	REPORTED SPEED (MBPS UP)
511390305003083	5	0.768
511390305003028	3	0.768

Further, CenturyLink DSL is shown to provide service to the following census block, however it is also under the speed threshold noted in the VATI guidelines:

CENSUS BLOCK	REPORTED SPEED (MBPS DOWN)	REPORTED SPEED (MBPS UP)
511390305003028	4	1

As noted in response to Question 2, Page County issued a public notice concerning its intention to file a VATI grant

4. Provide the number of residential serviceable units in the project area(s). Describe the eligible premises that will

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be served by the proposed project and the basis for these projections.

Answer:

Page County does not have independent population estimates, however 2017 U.S. Census Bureau data show the population of the census tract 302 encompassing the Overlook area was approximately 1,077.

There are a total of 108 residential and commercial locations within the proposed service area in Page County. The number of locations was determined after a physical “walk out” of the area around Overlook. The “walk out” was performed by Comcast.

Comcast proposes to expand its network so that each of these 108 locations is will have access to wired broadband service. In addition, upon completion of this project, Comcast customers who subscribe to an Xfinity Internet package will have access to Xfinity WiFi hotspots, including those that would be newly added to the Overlook area, for no additional cost. Moreover, these Overlook area customers would be able to access any of Comcast’s hotspots throughout Virginia and across the country. Comcast has the country’s largest WiFi network, including more than 19 million hotspots nationwide and over 600,000 in Virginia. Even non-subscribers of Xfinity Internet can gain WiFi hotspot access using a WiFi On Demand pass.

Page County students in the project area risk “homework gaps,” when teachers assign homework that requires access to the internet to students without proper internet connection. Opportunities for online learning, collaboration, and research tools are necessary for student success. According to Page County Public Schools, there are 44 public school students within the Overlook area who may be without access to broadband. This estimate is based on bus ridership and does not account for drivers and children being driven to school by parents. Through construction of Comcast’s network to the Overlook area, more Page County school students would have Internet access, plus all qualifying low-income families will also have access to Comcast’s Internet Essentials program. Internet Essentials is the nation’s largest and most comprehensive broadband adoption program and Comcast’s number one community impact initiative. It provides low-cost Internet service, the option to purchase an Internet-ready computer, and access to free digital literacy training online.

Since launching in 2011, Comcast has made dozens of improvements to the program, including 12 eligibility expansions—bringing Internet Essentials to new audiences such as public housing residents, low-income veterans, seniors, community college students, and new this year, to all qualified low-income households living in Comcast’s service area. Since 2011, Internet Essentials has connected more than eight million low-income Americans (in 2

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million households) to the Internet at home.

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:

The proximity of the Overlook project area to the Swift Run Gap entrance of the Shenandoah National Park and to several popular park boundary hiking trails like Naked Creek makes this area very popular for cabin rental business and residential development. Cabin rental businesses contribute to the growth of a local and statewide tourism industry. Page County already collects Transient Occupancy Tax "(TOT)" on a few cabins rentals in the Overlook area. The addition of internet service could increase new residential construction and add more rental opportunities to this area. The development of this industry is a significant contributor to Page County's economy. The increase of real estate and personal property tax collected from residents that choose to live in the Overlook project area because of its quality of life opportunities (like hiking in the Shenandoah National Park) will contribute to the growth of Page County. Expanded internet infrastructure will also provide telecommuting opportunities in an area that has limited employers.

The Overlook project area has a few institutions:

Jollett Bible Mission Church at 4431 Jollett Rd, Elkton, VA 22827

Naked Creek Baptist Church at 757 Jollett Rd, Shenandoah VA 22849

Comcast offers small and medium-sized businesses Internet services that accommodate significant bandwidth and networking needs, as well as a variety of voice services and plans that include multiple lines and calling features. Additionally, Comcast Business can provide multi-gig speeds to business customers in Comcast's footprint – whether an enterprise with locations across the country that needs multi-gigabit speed or a small business with only a handful of locations.

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:

Comcast's business model is not dependent upon a particular take rate. Forecasting a take rate with a high degree of accuracy is most challenging as the actual number of customers who choose to subscribe is beyond the parties' control.

Comcast's take rate estimate for the Overlook project is based upon several unique factors. Page County's support for the project and involvement with the community is expected to add heightened awareness earlier than might otherwise occur. The public nature of the VATI program is also expected to add to the early awareness of residents of broadband availability and positively enhance the take rate. All of the factors combined inform our estimate that,

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on the high end, some 45% to 55% of residents may take service within the first year after project completion.

These projections for overall subscriber levels are dependent on several factors and even an initial prediction may change as the project progresses. Comparisons between applicants may not provide a useful measure of broadband access as each applicant will have different service offerings, marketing campaigns, and other intangibles that could drive take rates. For example, Comcast take rates may vary from those of other providers because Comcast offers more services than broadband alone – including video, telephone, mobile telephone, and home security – and the company offers bundled pricing promotions from time to time. These additional products and pricing options can change the value proposition of Comcast service for each household that is unique among providers.

Comcast does undertake various actions to make residents aware that service is available. During the construction phase, before the service is active, the presence of Comcast vehicles visually alerts residents that service is coming. Comcast personnel involved with the construction in the public rights of way are often asked about availability. Soon after completing construction, Comcast provides notice to potential customers of service availability on a rolling basis. It typically employs various communication tactics to inform residents of availability. These tactics can include direct mail pieces, door hangers, and visits by Comcast sales representatives to residents' homes. These efforts augment existing advertising campaigns already in place within Page County for Comcast's existing customer base. Once service is established, Comcast may communicate with these residents through direct mail, direct e-mail, radio ads, video ads, and other marketing tactics.

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:

N/A

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:

In 2018, Comcast increased the download speeds of several of its residential "Performance," "Performance Pro," and "Blast!" broadband options. The broadband infrastructure Comcast would put in place in the Overlook Project area would offer all customers six residential and business broadband options that exceed the minimum requirements for VATI, as noted in the tables below:

Residential Tier	Speeds up to
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Performance	60 Mbps down / 5 Mbps up
Performance Pro	150 / 5
Blast!	250 / 10
Extreme Pro	400 / 10
Gig	1000 (1 Gbps) / 35
Gigabit Pro	2000 (2 Gbps) / 2000 (2 Gbps)

Business Tier	Speeds up to
Starter	25 Mbps down / 5 Mbps up
Business Internet 75	75 / 15
Business Internet 150	150 / 20
Business Internet 300	300 / 25
Business Internet 500	500 / 35
Business Internet 1G	1000 (1 Gbps) / 35

Comcast will utilize DOCSIS technology in building the network. DOCSIS technology is an international telecommunications standard that permits the addition of high-bandwidth data transfer to an existing cable TV system. It is employed by many cable television operators, including Comcast, to provide Internet access over an existing HFC infrastructure. The industry continues to deliver great speeds over DOCSIS 3.0, and is moving purposefully toward increased adoption of DOCSIS 3.1, which Comcast deployed in Page County in 2018. DOCSIS 3.1 enables Comcast to bring broadband speeds of up to almost 1 Gbps to a service area.

Comcast proposes to complete the construction of the area with a hybrid fiber coaxial (“HFC”) solution, emanating from the closest facility to the project. Fiber optic cables would be constructed to the service area, commonly referred to as a serving node, where optical signals would be converted to electrical or radio frequency for distribution on the coaxial network.

Upon completion of the Overlook build, Comcast will be able to offer its full suite of products and services to residents in the proposed service area, including broadband services, voice, video, and home security. With respect to broadband service, Comcast’s 1 Gigabit Internet service will use DOCSIS 3.1 technology to deliver the speeds through its HFC network. To enjoy the service, all customers need to do is install a DOCSIS 3.1 cable modem,

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which can be rented from Comcast or purchased on their own.

Residents and businesses in the proposed service area will be offered broadband services of the same quality and current price as those offered in other Comcast service areas. Comcast will not offer a separate rate applicable to only those customers within the project area included in this proposal. The customer will ultimately decide which service tier best suits their needs and preferences.

Residential Xfinity Internet and Video customers will also have access to Xfinity X1. X1 is a video platform that delivers the simplest, fastest, and most complete way for customers to access all of their entertainment on all of their screens. Features include Netflix and Amazon Prime Video access for those with a membership, YouTube access, advanced search and recommendations, and Xfinity apps for home and on the go. Xfinity X1 customers can also use the X1 Voice Remote for voice commands to change channels, search for shows, get recommendations, and more.

In addition, upon completion of this project, Comcast customers who subscribe to an Xfinity Internet package will have access to Xfinity WiFi hotspots, including those that would be newly added to the Overlook Project area, for no additional cost. Moreover, these customers would be able to access any of Comcast's hotspots throughout Virginia and across the country. Comcast has the country's largest WiFi network, including more than 19 million hotspots nationwide and over 600,000 in Virginia. Even non-subscribers of Xfinity Internet can gain WiFi hotspot access using a WiFi On Demand pass.

Comcast Small and Medium Business customers will have access to gig speeds through the newly launched "Business Internet 1 Gig" product. Comcast's "Business Internet 1 Gig" and "Business Internet 500" speed tiers are now available to business customers using the company's existing network.

With respect to broadband service, Comcast's 1 Gigabit Internet service will use DOCSIS 3.1 technology to deliver the speeds through its HFC network. Pricing for all relevant residential Xfinity Internet tiers is listed below.

Residential Tier	Xfinity Internet Service Only	With Xfinity TV or Voice Service
Performance	\$74.95	\$61.95
Performance Pro	\$89.95	\$76.95
Blast!	\$94.95	\$79.95
Extreme Pro	\$99.95	\$86.95
Gig	\$104.95	\$91.95
Gigabit Pro	\$299.95	\$299.95

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Comcast Business customers will have access to gig speeds through the “Business Internet 1 Gig” product. Comcast’s “Business Internet 1 Gig” and “Business Internet 500” speed tiers are available to business customers using the company’s existing network. Pricing for all relevant Comcast Business SMB Internet tiers is listed below.

Business Tier	Standalone Pricing
Starter	\$69.95
Business Internet 75	\$149.95
Business Internet 150	\$249.95
Business Internet 300	\$349.95
Business Internet 500	\$399.95
Business Internet 1G	\$499.95

Residents and businesses in the proposed service area will be offered broadband services of the same quality and

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:

Comcast has built a fiber backbone at the core of its network that stretches across the country with more than 600,000 route miles of fiber-optic and coaxial plant nationwide – using the industry’s most advanced optics/lasers and Internet Protocol (“IP”) routing technologies. Dozens of converged regional area networks interconnect to create this fiber backbone that delivers video, voice, and high-speed Internet services to tens of millions of customers throughout the country. IP technology ties all of this together, creating a highly scalable connectivity platform or “IP core.” Comcast has been building fiber into its networks incrementally over the past decade. In 2015, Comcast introduced Gigabit Pro, the industry’s first residential fiber-to-the-home 2 Gigabit-per-second (“Gbps”) service ever offered by an Internet service provider in the United States. In 2018, Comcast announced that it is the nation’s largest provider of gigabit broadband, providing access to nearly 58 million homes and businesses.

Comcast’s hybrid fiber coaxial (“HFC”) network model offers the most flexibility and the best economics now and into the future. The company can surgically add speed, capacity, and fiber to its networks in a smart and

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economically feasible way.

Comcast's existing HFC network will deliver speeds up to 1 Gbps to residential customers. These speeds are among the fastest and most widely available and include access to the nation's largest WiFi network of more than 19 million hotspots. Combined with the company's recently launched Xfinity xFi platform, a new and personalized home WiFi experience, Comcast would provide its Overlook customers with the fastest speeds, the best WiFi coverage, and ultimate WiFi control in their homes.

Comcast proposes to complete the construction of the area with a hybrid fiber coaxial solution, emanating from the closest facility to the project. Fiber optic cables would be constructed to the service area, commonly referred to as a serving node, where optical signals would be converted to electrical or radio frequency for distribution on the coaxial network.

Upon completion of the Overlook Project build, Comcast will be able to offer its full suite of products and services to residents in the proposed service area, including broadband services, voice, video, and home security. With respect to broadband service, Comcast's 1 Gigabit Internet service will use DOCSIS 3.1 technology to deliver the speeds through its HFC network. To enjoy the service, all customers need to do is install a DOCSIS 3.1 cable modem, which can be rented from Comcast or purchased on their own.

According to the FCC's "Eighth Measuring Broadband America: A Report on Consumer Fixed Broadband Performance in the United States,"¹ Comcast's actual upload and download speeds were over 100% of what was advertised. Residents and businesses in the proposed service area will be offered broadband services of the same quality and current price as those offered in other Comcast service areas. Comcast will not offer a separate rate applicable to only those customers within the project area included in this proposal. The customer will ultimately decide which service tier best suits their needs and preferences.

10. Project Readiness

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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 Overlook project is in the preliminary engineering phase. Final design will commence upon the award of the grant by DHCD and will continue to completion on or before the construction deadline pursuant to a final grant agreement. Comcast is confident it can complete the proposed work on time and within budget. Workflow is included in the attached project management plan.

The specific initial tasks include project engineering and right of way preparation. Comcast may need to obtain the necessary permits from the Virginia Department of Transportation (“VDOT”) to place facilities underground in the VDOT right of way and will need support from the county in ensuring that necessary power supplies are coordinated and installed with the local electric company. Comcast will ask Page County officials to assist in obtaining these permits and power supplies expeditiously. This coordination will need to begin immediately upon notice of the grant award. Material procurement and some pre-construction work will occur during this period and will enable Comcast to proceed with actual construction as soon as VDOT issues the right of way permits.

Comcast anticipates completing the project within 12 months after contract execution between the County and DHCD.? As contemplated by the 2020 VATI guidelines, Comcast may request an extension if it encounters permitting, pole attachment, or other circumstances beyond its control which may delay the project timeline.

Activation of all HFC plant will be completed by both in-house Comcast employees and select contract personnel. The final quality control inspection of all new infrastructure will be completed by Comcast employees to ensure all new construction meets or exceeds FCC standards. As noted above, an additional notice of service availability will

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be provided not later than 20 days prior to the Completion Date.

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 proposed project represents a partnership between Comcast and Page County. Comcast, the co-applicant, upon award of the VATI grant, will be responsible for any matching funds and will provide the labor and materials to complete the provision of services to the area delineated in the attached map. Comcast will provide approximately 25% of the projected construction costs of \$444,570, totaling approximately \$111,143. Page County will assist in providing in-kind contributions including application analysis and preparation, coordination with the Department of Housing and Community Development, assistance with right of way permitting, and participating in further concert with Comcast as the project is approved and construction begins. The value of these services will depend on the level of activity occurring as the project commences. Page County Economic & Tourism and Page County Economic Development Authority will contribute up to \$3,000 in staff time and funds to enhance community engagement strategies and public relations to include marketing, promotions, educational meetings, and other needed project advertising.

A breakdown of costs is attached below.

Name	Locations	Mileage	HP/Mile	Total Cost	Comcast Cost	Requested Gap Funding	VATI Gap Funding
Overlook	108	5.2	20.8	\$444,570	\$111,143	\$333,428	75%

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

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detail if this project includes additional partners such as municipal providers, middle-mile providers, or investor-owned utilities

Answer:

The project area for this application was selected in part because of a need for service and the absence of any contractual or legal requirements for Comcast, or any other provider, to extend service there.

The staff of Page County coordinated this partnership arrangement with Comcast. Comcast and Page County will complete a formal agreement to make review of work and processing of payments as efficient as possible. Comcast anticipates submitting invoices at the mid-point of the project and at project completion.

The partners have agreed in principle on the following responsibilities:

- Page County intends to partner with Comcast as a co-applicant for a VATI grant to extend broadband service to unserved areas of Page County.
- Page County would complete the grant application (with Comcast's assistance); submit the completed application (s) to the Virginia DHCD; and manage the processing of work payments. Because Page County will be the funded applicant in the event of award, the county would timely process all VATI related Comcast invoices that applied directly to the approved work plans, design, and statement of work. Any delays in completing the work as planned would be negotiated with DHCD as partners.
- Page County also would provide services and support for any necessary citizen engagement activities, including but not limited to: processing applications for right of way in a manner consistent with all local, state, and federal law; advocating and describing the benefits of the project to those affected; and working with Comcast and other partner agencies (e.g. VDOT) and private industry (e.g. Dominion Energy to help coordinate construction and/or pole attachments.
- Comcast would provide accurate VATI construction plans; associated material and work invoices to match the construction plans; detailed descriptions of necessary right of way or pole attachments; and timely notice of other needs to Page County.

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· This general agreement proceeds from the notice of VATI award to the completion of the projects.

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	Responsibility
Nathan Daugherty	Sr.Manager, Comcast Gov. Affairs	Coordination with Page County
Brian Engle	Manager, Comcast Construction	Supervision of Construction
Liz Lewis	Page County Economic Development & Tourism Coordinator, PageCounty	Coordination with Comcast; conduct project administration including invoice processing with DHCD

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:

Costs are detailed in letters and outlined in Attachment 11, 12 and 13.

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:

a. Total State funding requested / Total Project cost

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- b. Number of serviceable units
- c. Highest residential speed available

Answer:

a. Total State funding requested / Total Project cost: \$333,428 / \$444,570, or 75% of total project cost

b. Number of serviceable units: 108

c. Highest residential speed available: 1Gig

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:

Page County has managed grants from the U.S. Department of Agriculture, Virginia Tourism Corporation, Department of Conservation and Recreation, Virginia Information Technologies Agency (for PSAP), Virginia Department of Emergency Management, DHCD, and more. Finance and accounting systems are in place with Page County's Director of Finance and Page County's Treasurer. The Page County Broadband Authority ("PCBA") was created in 2009 for the purpose of becoming a legal entity eligible to accept a grant from the National Telecommunications and Information Administration's Broadband Technology Opportunities Program to build a line-of-sight radio tower system.

Comcast has significant experience constructing broadband communications facilities. It is a leading communications provider in Virginia, offering video, high-speed Internet, home security, and phone services to residential customers under the Xfinity brand and also providing services to businesses through its Comcast Business suite of products. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications, and home management offerings. Comcast has invested billions of dollars to create a network across the U.S. that makes broadband widely available, as part of its commitment to provide superior services to its customers.

Since 2011, Comcast made more than \$1.8 billion in technology and infrastructure investments in Virginia to offer

Application to DHCD Submitted through CAMS

Page County

Overlook

reliably fast speeds even during peak use periods. The company has invested significant resources in both local and national Network Operations Centers (“XOC”) to ensure continued proactive monitoring of network health, increased its Internet speeds for customers 17 times in 18 years, and doubled the capacity of its broadband network every 18-24 months.

In Virginia, Comcast employs over 1,900 people. It invests more than \$216 million annually in payroll, benefits, and training for its Virginia workforce. The company maintains a large, locally based engineering technical operations team that works around the clock to maintain network reliability and to directly support the company’s business and residential customers. For many decades, Comcast, through its Beltway Region, has served over 140 communities in Virginia. Many of these communities are very rural in nature.

Comcast has experience partnering with public agencies to deploy broadband infrastructure in unserved areas. Comcast was awarded two Virginia Telecommunications Initiative grants in 2018. Both construction projects are now complete with Internet service offered to residences and businesses throughout the project footprints. Comcast was also awarded a VATI grant in 2019. Comcast is on schedule to fulfill its grant obligations for this grant, and planning and construction for the project is ongoing.

In 2018 Comcast also earned a Last Mile Broadband grant from the Virginia Tobacco Region Revitalization Commission to provide broadband access to nearly 7,000 homes and businesses. It is currently planning to complete construction in 2020, approximately 1.5 years ahead of schedule.

In Massachusetts, Comcast was awarded a grant of \$4,000,000 from the Massachusetts Technology Collaborative (“Mass Tech”) for construction of line extensions to areas in nine towns whose costs to construct exceeded Comcast’s economic standards. Comcast completed the project on time, on budget, and reached 20% more homes than the 1,000 originally anticipated. Comcast was also awarded a grant of \$805,800 by Mass Tech for construction of approximately 27 miles of line extensions in Montgomery, Massachusetts, a town which is currently unserved.

In 2013 and 2014, Comcast received two grants from the Vermont Telecommunication Authority (“VTA”) totaling \$336,558 to provide service to areas that were economically unfeasible for construction. In 2015 and 2017, the Vermont Department of Public Service (“DPS”) twice awarded Comcast funds from its Connectivity Initiative grant totaling \$359,850. Comcast has either fulfilled or is on schedule to fulfill its grant obligations to the VTA and DPS.

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.

Application to DHCD Submitted through CAMS

Page County

Overlook

Answer:

Governor Northam supports internet access to unserved areas. Speaking at a broadband event in another part of Virginia, Northam stated, "Access to reliable high speed internet is a vital component to participating in the 21st century economy."

This project is the first of many steps to support Page County's need for improved amenities and greater opportunities that are critical to strengthening the local economy, especially in its most rural areas. The project will improve quality of life for many households in the area and attract more residents to Page County, thus contributing real estate and personal property tax necessary to sustain the community. Page County needs higher speed connectivity to sustain and grow its tax base, vital to Page County's economic survival.

The proximity of the Overlook project to Shenandoah National Park makes this area very popular for vacationers. This business contributes to the growth of a local and statewide tourism industry. The lodging taxes collected are used to fund tourism development and marketing projects throughout the county. In 2017/2018 fiscal year, Page County's collection of TOT funds totaled \$1,000,868, a 7% increase from the previous year. As this revenue stream continues to grow, it contributes greatly to the growth of tourism opportunities in Page County.

According to the Virginia Tourism Corporation:

- The economic impact of travel in the Commonwealth has grown from \$1.3 billion (\$8.6 billion in 2018 dollars) in 1969 to \$26 billion in 2018 with a compound annual growth rate of 6.4%.
- Virginia Tourism Industry generated \$26 billion in visitor spending across all communities in 2018, a 4.4%

Application to DHCD Submitted through CAMS

Page County

Overlook

increase over 2017.

- Travelers spent \$71 million per day.
- In 2018, tourism in Virginia supported 234,000 work opportunities for Virginia communities with an increase of 2,132 jobs - up 1% from 2017.
- The tourism industry provided \$1.8 billion in state and local revenue, an increase of 2.9% compared to 2017.
- The travel industry is the fifth largest employer in Virginia.

The Overlook project area provides access to several Shenandoah National Park boundary trail heads. Improving and providing 21st century infrastructure in areas like Overlook supports Governor Northam's recent establishment of an Office of Outdoor Recreation. The Governor's website states that "Virginia has a vibrant outdoor economy in every region of the Commonwealth. Outdoor recreation contributes more than \$21.9B to the economy, employs more than 197,000 people and is a key driver behind the Commonwealth's \$26B tourism industry. Not only does Virginia outdoor recreation create \$1.2 billion in state and local tax revenues, it is a critical component of the quality of life and sense of place that Virginia's top workforce has grown to love."

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

Application to DHCD Submitted through CAMS

Page County

Overlook

f. Attachment 19 – XXXXXXXX

Answer:

N/A

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1PageServiceExtension93201922658.pdf

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

Attachment2MapOfExistingProvidersPage93201922705.pdf

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

Attachment3DocumentationonCAFFundingAreaPage93201922711.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteriaPage93201922724.pdf

Propagation Map if Wireless Project

Attachment5PropagationMapWirelessProjectNotApplicable93201922748.pdf

Project Management Plan

Attachment6ProjectManagementPlanPage202093201922812.pdf

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

Attachment7DocumentationOfRelationshipPage93201922837.pdf

Letters of Support

Attachment8LettersOfSupportPage93201922926.pdf

Application to DHCD Submitted through CAMS

Page County

Overlook

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

Attachment9DocumentationOfInKindContributionsAndValuePage201993201923004.pdf

Funding Sources Table

Attachment10FundingSourcesTablePage201993201923053.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCostsWorksheetPageCounty201993201923111.pdf

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

Attachment12DocumentationOfSupportingProjectCostsPage201993201923135.pdf

Supporting documentation for costs estimates

Attachment13SupportingDocumentationOfCostEstimatesPage201993201923204.pdf

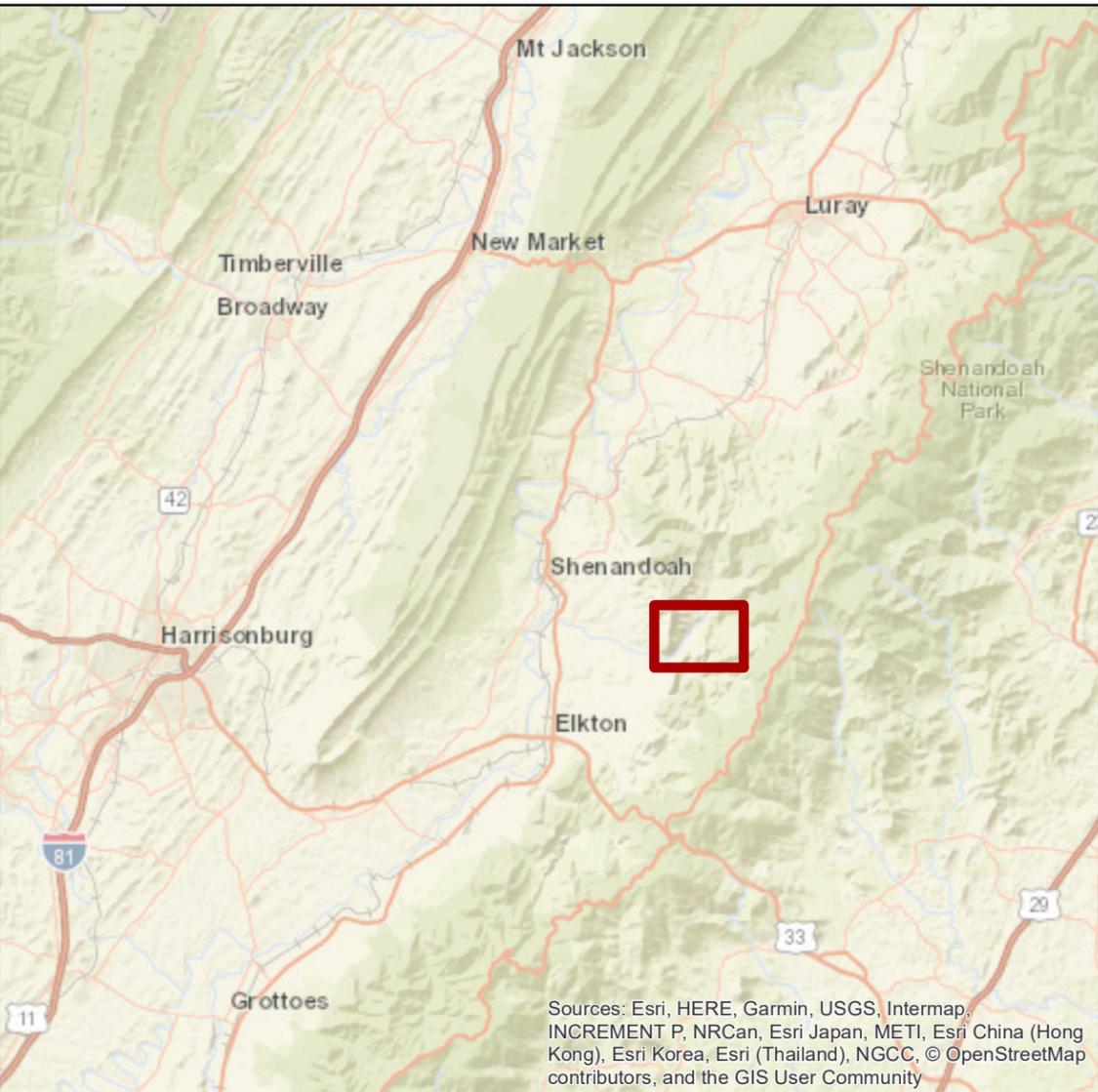
Copy of Public Notice

Attachment15PublicNoticePageCounty93201923338.pdf

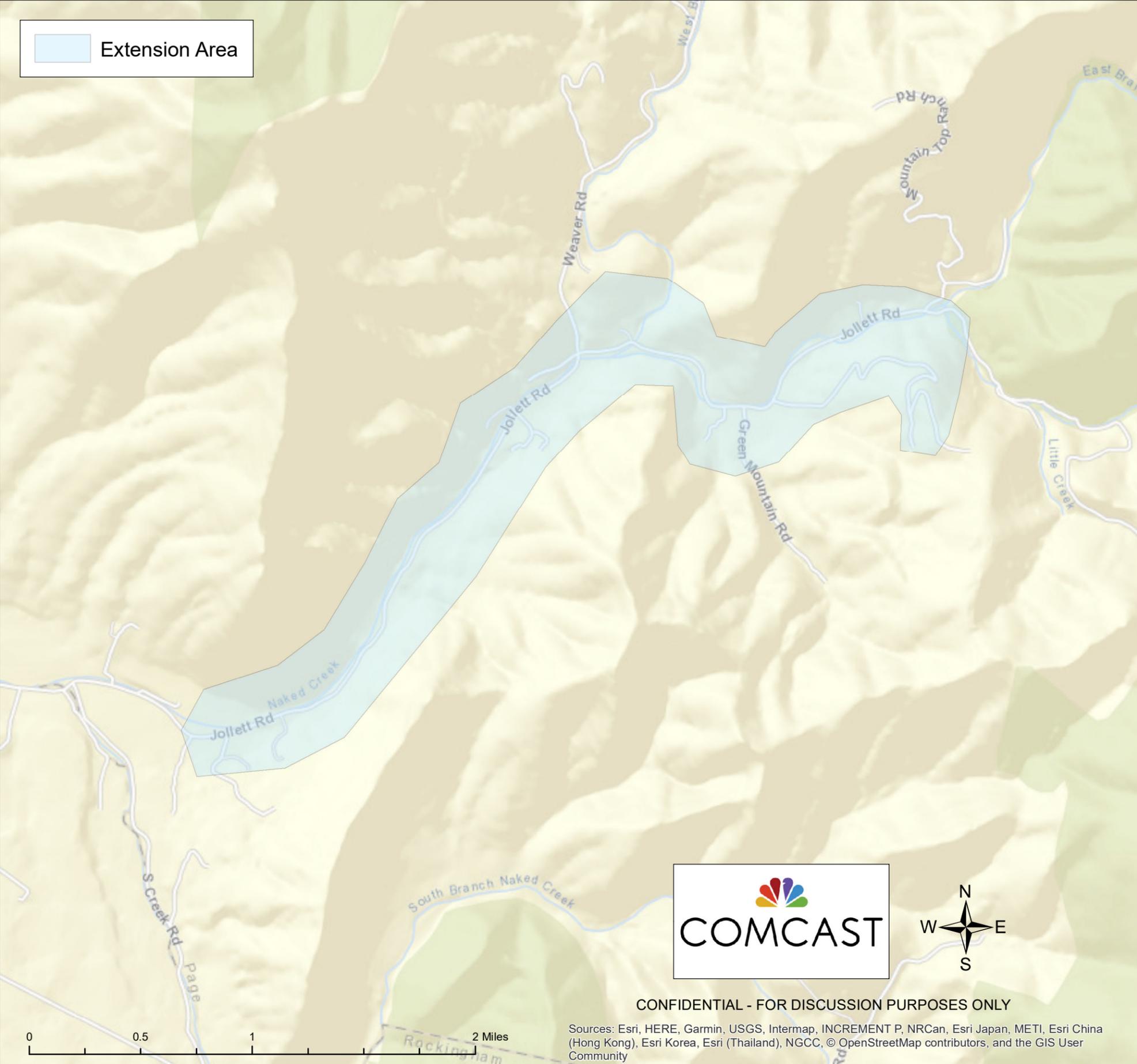
Optional

Attachment16Question18ComcastRateCardPage93201923404.pdf

PAGE COUNTY SERVICE EXTENSION OVERLOOK AREA



Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Esri Korea, Esri (Thailand), NGCC, © OpenStreetMap contributors, and the GIS User Community



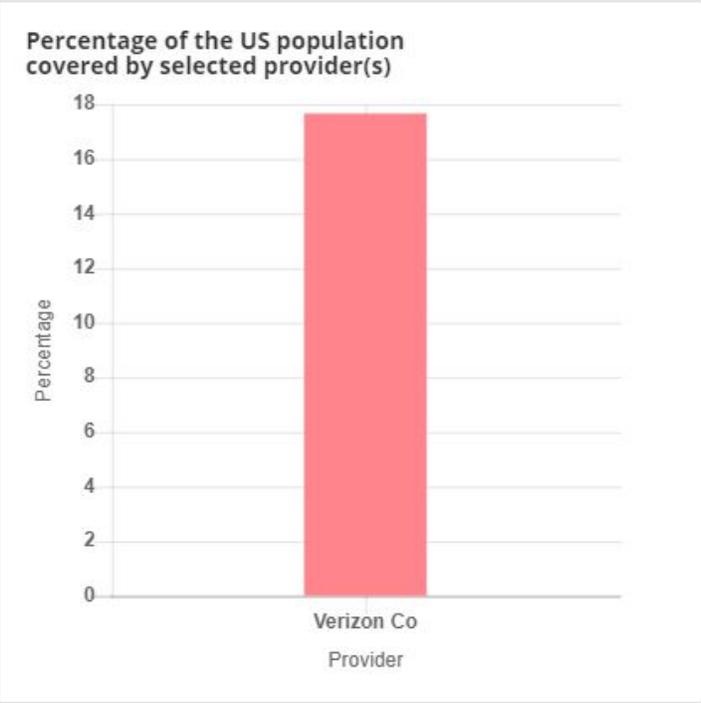
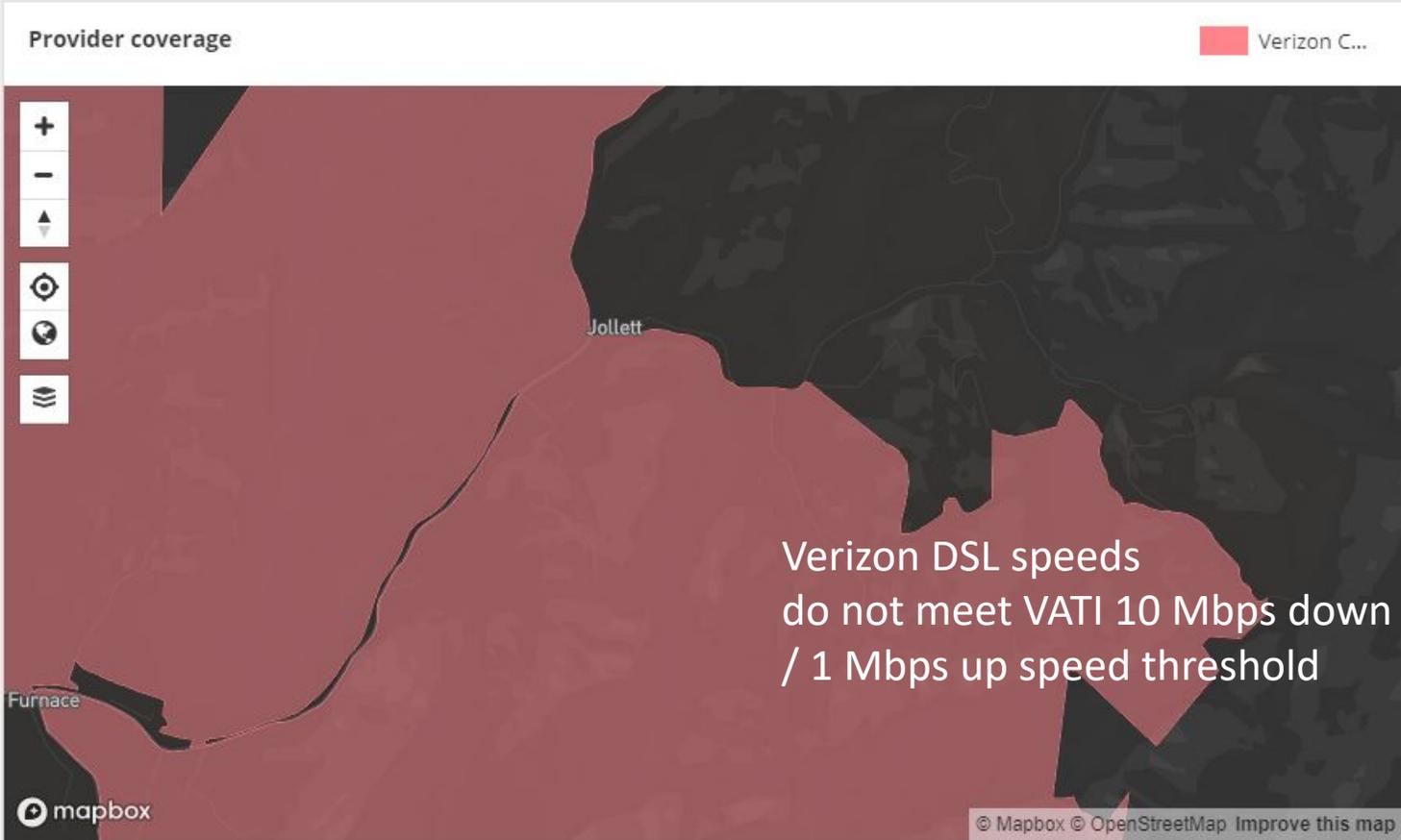
CONFIDENTIAL - FOR DISCUSSION PURPOSES ONLY

Sources: Esri, HERE, Garmin, USGS, Intermap, INCREMENT P, NRCan, Esri Japan, METI, Esri China (Hong Kong), Esri Korea, Esri (Thailand), NGCC, © OpenStreetMap contributors, and the GIS User Community

Map of Existing Providers - Verizon

Provider coverage overlap and population coverage

Date Dec. 2017 (latest public release)

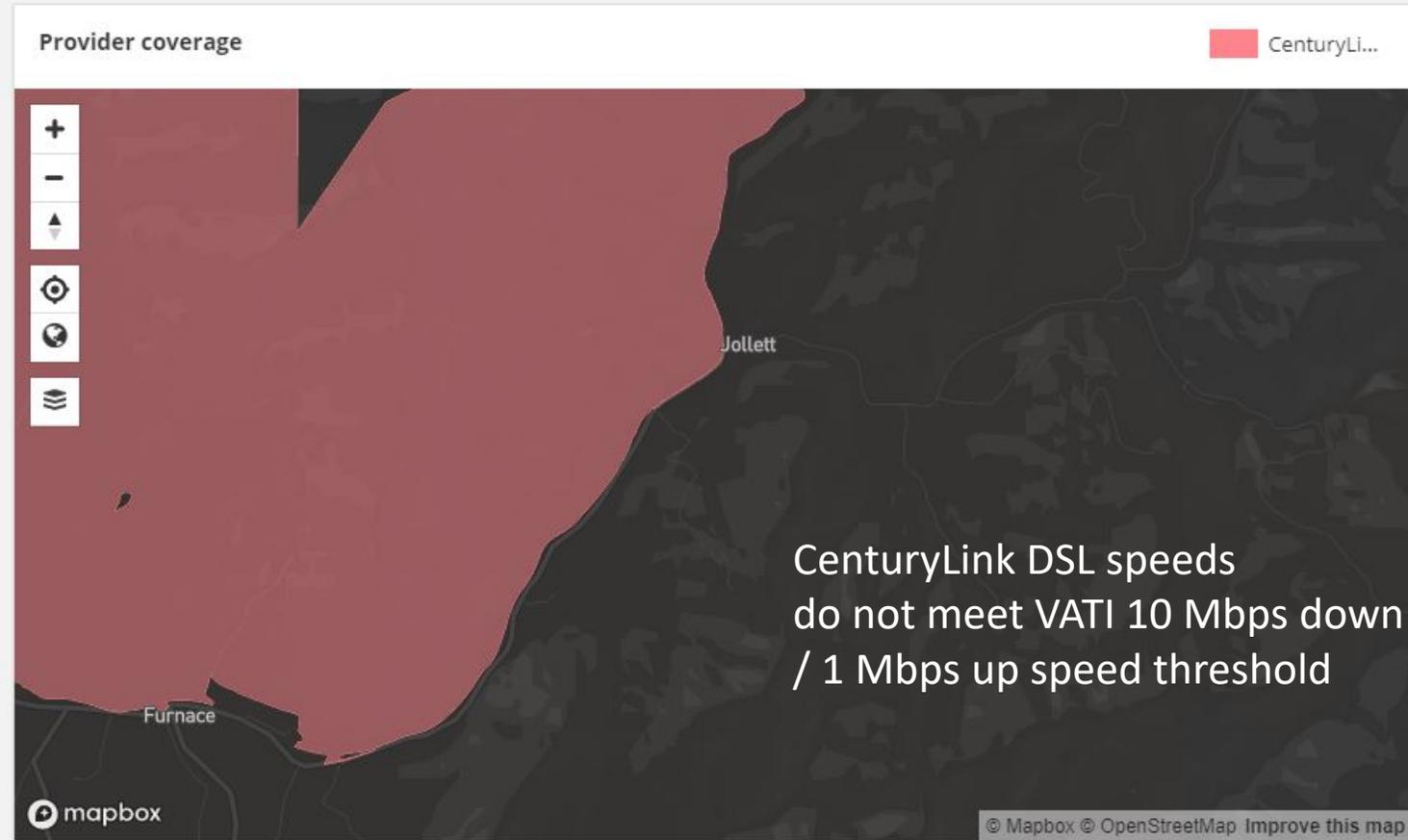


Source: <https://broadbandmap.fcc.gov/#/provider-detail?version=dec2017&direction=d&hoconums=230044> as of 9/1/19

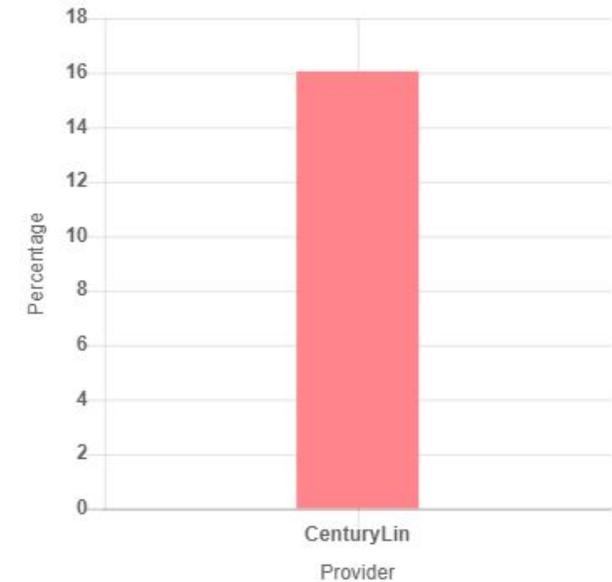
Map of Existing Providers - CenturyLink

Provider coverage overlap and population coverage

Date Dec. 2017 (latest public release)



Percentage of the US population covered by selected provider(s)

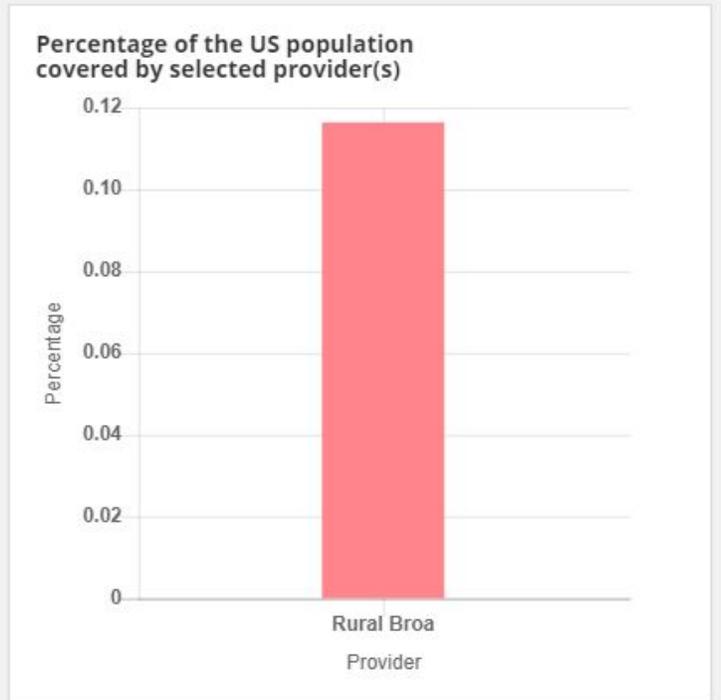
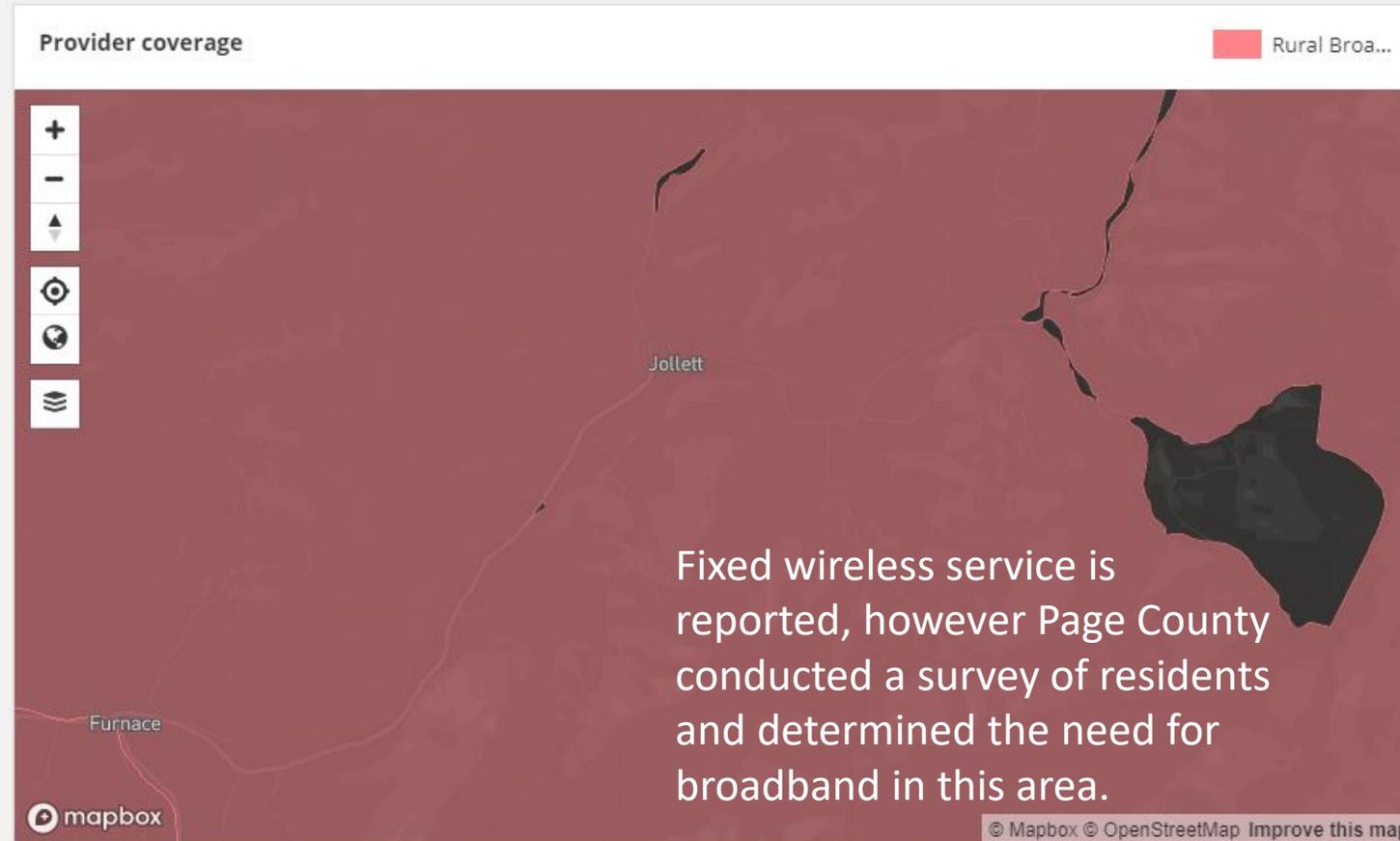


Source: <https://broadbandmap.fcc.gov/#/provider-detail?version=dec2017&direction=d&hoconums=230044> as of 9/1/19

Map of Existing Providers – Rural Broadband Network Services, LLC

Provider coverage overlap and population coverage

Date Dec. 2017 (latest public release)



Source: <https://broadbandmap.fcc.gov/#/provider-detail?version=dec2017&direction=d&hoconums=230044> as of 9/1/19

Documentation of CAF Funding Area

The screenshot displays the 'Connect America Fund Broadband Map' interface. The map shows Harrisonburg, VA, with various colored areas representing eligible areas and location markers for different funding programs. A red box highlights a specific area labeled 'Location of project area', which is not within the CAF funding area. The interface includes a legend, filters, and a feedback button.

Universal Service Administrative Co. Connect America Fund Broadband Map Onboarding

Feedback

Overlook Project does not fall in CAF funding area

Location of project area

Legend

ACAM:	● Location Deployed	■ Eligible Area
AK Plan:	● Location Deployed	■ Eligible Area
CAF II:	● Location Deployed	■ Eligible Area
CAF-BLS:	● Location Deployed	■ Eligible Area
RBE:	● Location Deployed	■ Eligible Area

Turn on Eligible Areas

Filters:

- Fund: All Funds
- State: VA
- Company Name: Search Company Name
- Speed: All Speeds
- Deployment Year: All Years

[Clear All Filters](#)

Source: <https://data.usac.org/publicreports/caf-map>; as of 9/1/19

Leaflet | © OpenStreetMap contributors, © CARTO

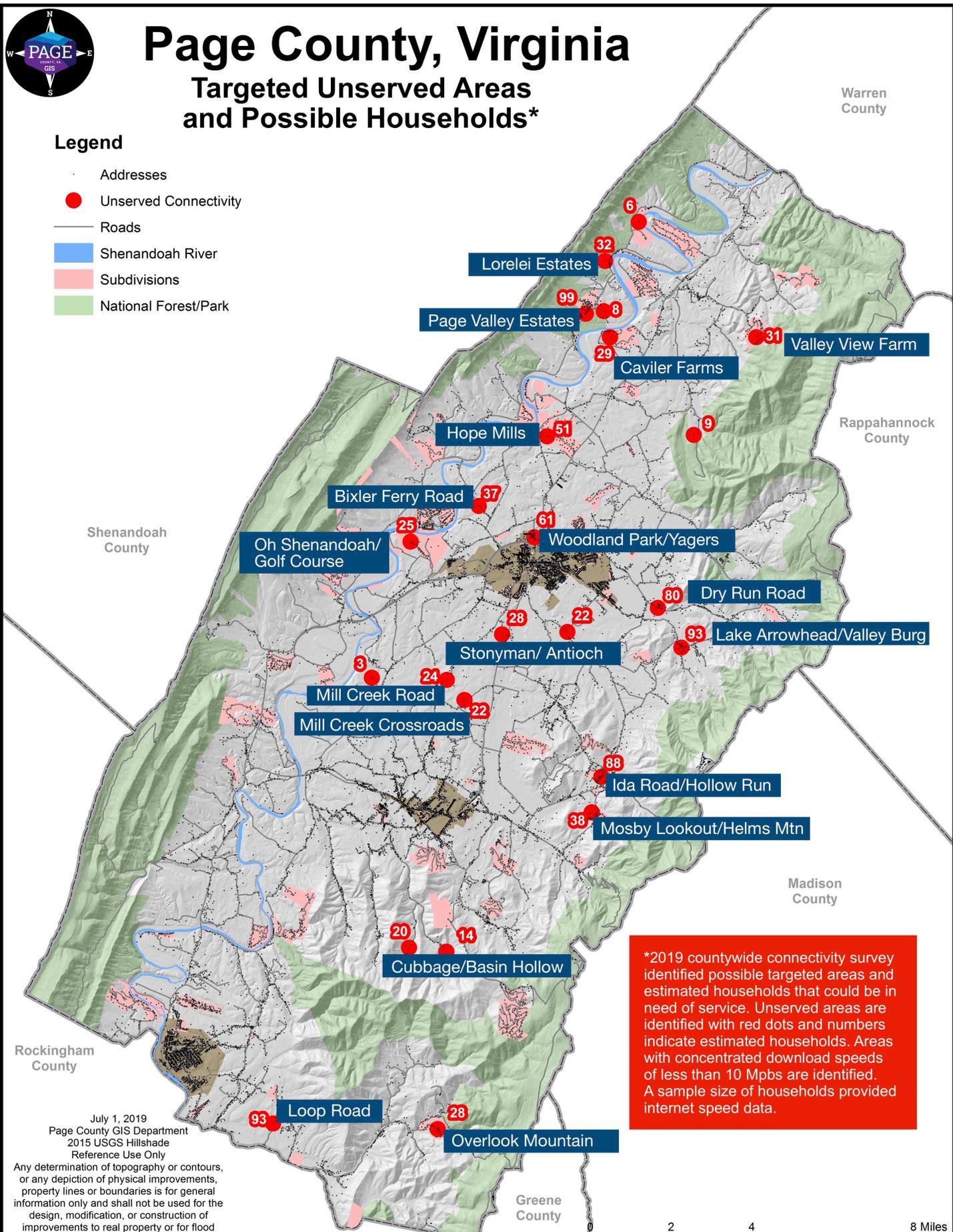


Page County, Virginia

Targeted Unserved Areas and Possible Households*

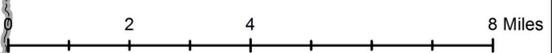
Legend

- Addresses
- Unserved Connectivity
- Roads
- Shenandoah River
- Subdivisions
- National Forest/Park

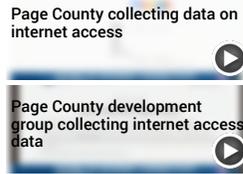


*2019 countywide connectivity survey identified possible targeted areas and estimated households that could be in need of service. Unserved areas are identified with red dots and numbers indicate estimated households. Areas with concentrated download speeds of less than 10 Mbps are identified. A sample size of households provided internet speed data.

July 1, 2019
 Page County GIS Department
 2015 USGS Hillshade
 Reference Use Only
 Any determination of topography or contours, or any depiction of physical improvements, property lines or boundaries is for general information only and shall not be used for the design, modification, or construction of improvements to real property or for flood plain determination.



Page County conducting survey to address issues with internet connectivity



By Mackenzie Lee | Updated: Fri 3:04 AM, Jul 12, 2019

PAGE COUNTY, Va (WHSV) -- Page County Economic Development and Tourism is currently collecting data to identify areas in the county that do not have good access to the internet. They're planning on using that data to apply for a grant that could help improve access to underserved areas.

Residents of the county are being asked to fill out an online survey after taking an internet speed test. The results of the survey so far have shown connectivity issues in certain rural areas, including the Lake Arrowhead area, Page Valley Estates and Mill Creek Crossing area to name a few.

They hope to take this information to internet providers to see if they will team up with the county to improve service.

Liz Lewis, the Page County economic development and tourism coordinator, said this issue is a priority for the town. "It's become a demand. So many electronic devices now require that technology. If we can make it happen we have to do a better job of bringing that technology to Page County residents. And that's what we want to bring to the table for the third party providers so they can use that maybe as an increased customer base, and maybe as incentive to participate in the initiative with us."

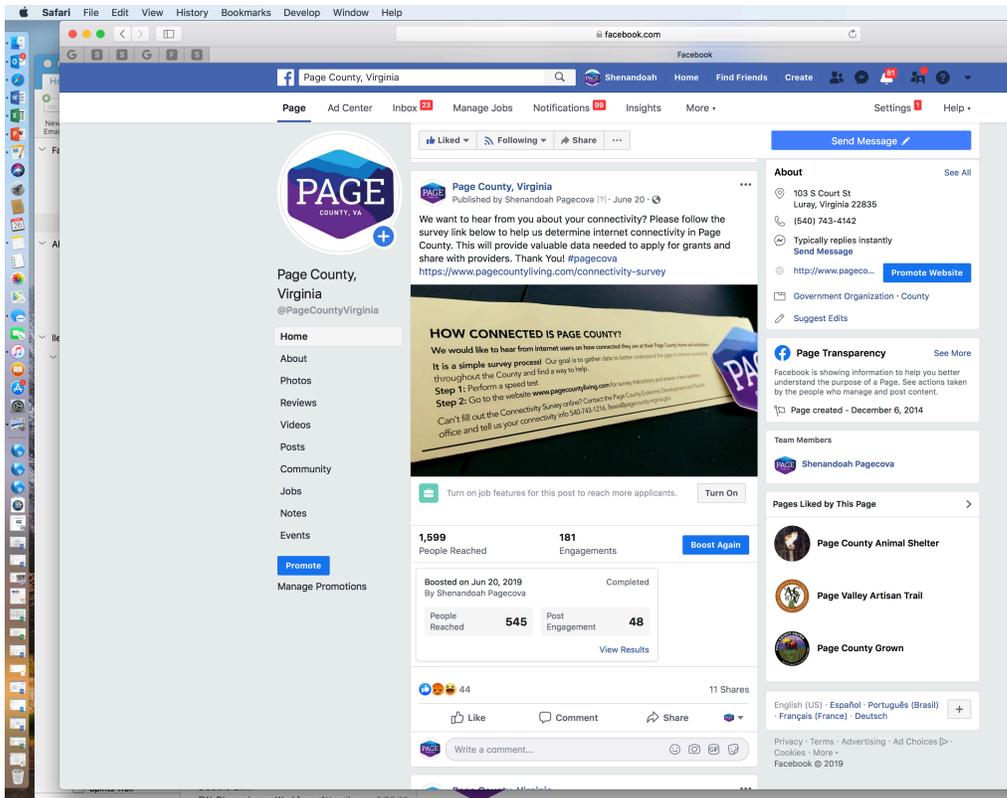
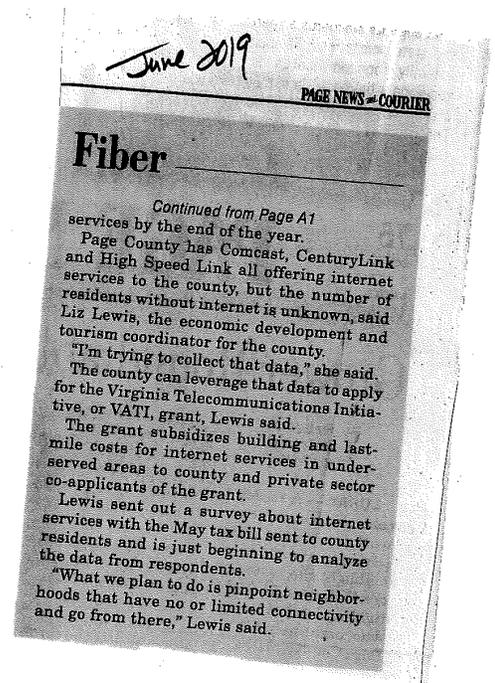
Lewis said they want more responses to the survey to improve their data. Page County residents can take the survey here

Get the latest updates from whsv.com delivered to your browser

SUBSCRIBE TO PUSH NOTIFICATIONS



- ### Page County Connectivity Survey
- Survey created on www.pagecountyliving.com
 - Yellow inserts mailed with May tax bills to every tax payer in Page County
 - Coverage on local news station - WSHV
 - Newspaper coverage in Daily News Record and Page News & Courier
 - Boosted Facebook Posts



**Survey
Sample**

Tuesday, September 19, 2017 9:07 AM Eastern Daylight Time

Subject: Form Submission - Completed by
Date: Tuesday, September 19, 2017 at 9:07:11 AM Eastern Daylight Time
From: Squarespace
To: Liz Lewis

[NOTICE: DO NOT CLICK on links or attachments in this email with the internet security icon. If you are asked for your username or password, please do not provide it.]

What is your street address?: test

What is the name of your internet provider?:

What type of connection do you have (DSL, satellite, cellular, cellular hotspot, wireless ISP, wired ISP, etc.)?:

What is the name of the internet test speed app or test speed website you used?:

Speed Test #1 - When did you perform the speed test (DATE/TIME)? :

Speed Test #1a - What is the Download Mbps Speed?:

Speed Test #1b - What is the Upload Mbps Speed?:

Speed Test #2 - When did you perform the speed test (DATE/TIME)?:

Speed Test #2a - What is the Download Mbps Speed?:

Speed Test #2b - What is the Upload Mbps Speed?:

Speed Test #3 - When did you perform the speed test (DATE/TIME)?:

Speed Test #3a - What is the Download Mbps Speed?:

Speed Test #3b - What is the Upload Mbps Speed?:

Any other internet comments?:

(Sent via [Page County Living](#))



September 3, 2019

ATTACHMENT 5. Propagation Map if Wireless Project

Attachment 5 is not applicable to this grant application.

September 3, 2019

ATTACHMENT 7. Documentation of Relationship Between Applicant and Co-Applicant (formal or informal)

The staff of Page County coordinated this partnership arrangement with Comcast. Comcast and Page County will complete a formal agreement to make review of work and processing of payments as efficient as possible. Comcast anticipates submitting invoices at the mid-point of the project and at project completion.

The partners have agreed in principle on the following responsibilities:

- *Page County intends to partner with Comcast as a co-applicant for a VATI grant to extend broadband service to unserved areas of Page County.*
- *Page County would complete the grant application (with Comcast's assistance); submit the completed application(s) to the Virginia DHCD; and manage the processing of work payments. Because Page County will be the funded applicant in the event of award, the county would timely process all VATI related Comcast invoices that applied directly to the approved work plans, design, and statement of work. Any delays in completing the work as planned would be negotiated with DHCD as partners.*
- *Page County also would provide services and support for any necessary citizen engagement activities, including but not limited to: processing applications for right of way in a manner consistent with all local, state, and federal law; advocating and describing the benefits of the project to those affected; and working with Comcast and other partner agencies (e.g. VDOT) and private industry (e.g. Dominion Energy) to help coordinate construction and/or pole attachments.*
- *Comcast would provide accurate VATI construction plans; associated material and work invoices to match the construction plans; detailed descriptions of necessary right of way or pole attachments; and timely notice of other needs to Page County.*
- *This general agreement proceeds from the notice of VATI award to the completion of the projects.*



County of Page, Virginia
103 South Court St., Suite F
Luray, VA 22835

August 23, 2019

Virginia Telecommunication Initiative

The future of Page County is residential growth and small business. Those entities need access to expected quality of life amenities like high speed internet.

Today, internet infrastructure is a priority and correlates directly to our rural economic success and development. Access to reliable, affordable, and existent high-speed internet affects which businesses would be willing to relocate to a rural area and what people are willing to live there.

Page County relies on business and residential growth to contribute to its tax base. Those taxes support important community programs. If the balance is off, our community runs the risk of a deficit. Internet connectivity in a rural community is of high importance. We must sustain and encourage residential and business growth; and those populations are asking for better internet service.

As the Page County Administrator, it a priority for me to ensure our community has access to 21st century amenities like appropriate internet and intelligent communications or we risk being left behind in today's information-driven economy.

Rural areas with better access to internet at higher speeds have the opportunity to:

- Enhance educational programs
- Provide economic options for area youth to stay in the community
- Attract visitors and businesses
- Connect better to healthcare and emergency services
- Encourage less commuting and increase in virtual work
- Allow businesses to run more efficiently

We appreciate and support Governor Northam's statement in a 2018 press release saying - "Broadband internet is inarguably a necessity for participation in a 21st century economy, and many Virginians have been left without quality access for far too long." Increasing funding to the VATI program will greatly benefit rural communities like Page County and we hope you consider our application.

Sincerely,

A handwritten signature in black ink that reads "Amity Moler".

Amity Moler

TOWN OF SHENANDOAH

426 First Street
Shenandoah VA 22849



Phone: (540) 652-8164
Fax: (540) 652-8194
www.townofshenandoah.com

August 27, 2019

Virginia Telecommunication Initiative

As the Town Manager of Shenandoah, it has been brought to my attention that a Virginia Telecommunication Initiative (VATI) application will be submitted for areas near our town boundary in the more rural southern end of Page County.

After researching the initiative and reading though Governor Northam's 2018 press release stating: "The governor's proposal would increase funding for the Virginia Telecommunications Initiative (VATI), a program that incentivizes internet service providers to expand their service to Virginians that are unserved, to \$50 million in Fiscal Year 2020. The funding would be a significant increase to the \$4 million already appropriated on an annual basis. This state funding will be matched by local, federal, and private funds, helping to connect tens of thousands more Virginians. Additional investments will support the technical expertise needed to assist local governments in developing detailed plans to connect all their citizens."

I am in support of Page County Economic Development Department's sense of urgency to get stronger and faster internet speeds to our area. Improved access to internet at higher speeds is essential to the future growth and development of Page County.

The availability of better internet service in our rural area will enhance the quality of life and contribute to business growth. Better connectivity will encourage start-ups and small-scale businesses to reach potential customers directly in more rural locations.

Better and more consistent internet speeds in the designated project area will upgrade our rural area and make us more competitive for business and residential recruitment which is a significant step towards greater economic prosperity and development.

We hope you consider Page County's VATI application.

Sincerely,

A handwritten signature in cursive script that reads "Juanita Roudabush".
Juanita Roudabush
Town Manager

August 26, 2019

Virginia Telecommunication Initiative

Looking at Page County from a satellite view is the best way to show the difficulties of providing middle and last mile telecommunications. Page County is best described as “the Page Valley,” an area somewhat isolated and separate, bounded by a river and mountain ranges. Surrounded by the Massanutten Mountains, including the George Washington-Thomas Jefferson National Forrest, and the Blue Ridge Mountains featuring the Shenandoah National Park, with the Skyline Drive. In much of Page County, natural landscape features such as high ridges, heavily wooded slopes, sinkholes, and springs contribute to isolated and widely-scattered home developments that make it extremely difficult and costly for last-mile copper providers to extend coverage at a reasonable monthly cost to the consumer.

Governor Northam’s Broadband Initiative put’s the hammer directly on the nail. The VATI grants program is the long-term incentive program that our county needs to enable internet service providers to affordably extend high speed internet to poorly-accessed, unserved locations.

Bernie Miller

Chairman

Page County Broadband Authority

(letter submitted via email)

August 26, 2019

Virginia Telecommunication Initiative

Page County needs better internet accessibility.

Page County residents deserve better internet speeds.

As the Page County Supervisor in District 5 and representative of the proposed project area, it a priority for me to ensure our community has access to 21st century amenities like appropriate internet and intelligent communications.

The availability of better internet service in our rural area with enhance the quality of life and contribute to business growth. Better connectivity will encourage start-ups and small-scale businesses to reach potential customers directly in more rural locations.

Rural areas with better access to internet at higher speeds have the opportunity to:

- Enhance educational programs
- Provide economic options for area youth to stay in the community
- Attract visitors and local businesses
- Connect better to healthcare and emergency services
- Encourage less commuting and increase in virtual work
- Allow businesses to run more efficiently

Better and more consistent internet speeds in the project area will upgrade our rural area and make us more competitive for business and residential recruitment which is a significant step towards greater economic prosperity and development.

We hope you consider our VATI application for the Ida project.

Sincerely,



Jeff Vaughan

Jollett Letters of Support

August 26, 2019

Virginia Telecommunication Initiative

As a resident in the Jollett area it has been brought to my attention that a Virginia Telecommunication Initiative (VATI) application will be submitted in hopes of increasing internet speeds and improving better provider consistency.

After researching the initiative and reading though Governor Northam's 2018 press release stating: "The governor's proposal would increase funding for the Virginia Telecommunications Initiative (VATI), a program that incentivizes internet service providers to expand their service to Virginians that are unserved, to \$50 million in Fiscal Year 2020. The funding would be a significant increase to the \$4 million already appropriated on an annual basis. This state funding will be matched by local, federal, and private funds, helping to connect tens of thousands more Virginians. Additional investments will support the technical expertise needed to assist local governments in developing detailed plans to connect all their citizens."

I am in support of Page County Economic Development Department's sense of urgency for stronger and faster internet speeds in this area. Improved access to internet at higher speeds is essential to the future growth and development of Page County. This project area is home to many vacation rentals and fulltime residents who rely on reliable, high speed internet, with no throttling of connection speeds, for their work. Working from home is becoming a growing trend. Being able to work from home amidst the area's scenic beauty makes the location all the more appealing.

The availability of better internet service in our rural area with enhance the quality of life to all our residents and contribute to business growth. Better connectivity will encourage start-ups and small-scale businesses to reach potential customers directly in more rural locations. Potential Page County residents almost always inquire about cable internet as a top priority. The other options do not appeal to the majority, especially those who are used to services like Comcast. The fact that in areas where people have options, they do not select unreliable satellite internet, and then have to buy other services piecemeal speaks volumes.

We hope you consider Page County's VATI application.

Sincerely,
Bruce Peters
1088 Overlook Mountain Road
Elkton, VA 22827



September 3, 2019

Amity Moler
Page County Administrator
103 S Court Street
Suite F
Luray, VA 22835

Dear Ms. Moler:

The purpose of this letter is to provide documentation regarding the in-kind contributions for the projects proposed to the Virginia Telecommunication Initiative ("VATI") program.

The proposed project represents a partnership between Comcast and Page County. As indicated in the application, Comcast will provide approximately 25% of the projected construction costs of \$444,570, totaling approximately \$111,143. Page County will assist in providing in-kind contributions including application analysis and preparation, coordination with the Department of Housing and Community Development, assistance with right of way permitting, and participating in further concert with Comcast as the project is approved and construction begins. The value of these services will depend on the level of activity occurring as the project commences.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "N. Daugherty".

Nathan Daugherty
Sr. Manager, Government Affairs & Regulatory Affairs

Comcast / Page County Broadband Project - Development Funding Sources

Source (e.g., HUD)	Amount	Status	Documentation Included
Comcast	\$111,143	<input checked="" type="checkbox"/> committed <input type="checkbox"/> pending	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
DHCD	\$333,428	<input type="checkbox"/> committed <input checked="" type="checkbox"/> pending	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No

Operating Funding Sources

Source (e.g., HUD)	Amount	Status	Documentation Included
n/a		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No
		<input type="checkbox"/> committed <input type="checkbox"/> pending	<input type="checkbox"/> Yes <input type="checkbox"/> No

Comcast/Page
County VATI Derivation of Costs

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Overlook Project					
<u>Construction</u>					
<i>Broadband Construction - 5.2 miles</i>	\$444,570	\$333,428	\$111,143	Comcast survey	9/3/2019



324 West Main Street
Charlottesville, VA 22903

September 3, 2019

Amity Moler
Page County Administrator
103 S Court Street
Suite F
Luray, VA 22835

Dear Ms. Moler:

The purpose of this letter is to provide information supporting the construction costs for the Overlook project proposed to the Virginia Telecommunications Initiative (“VATI”) program.

The Overlook project consists of extending Comcast infrastructure from existing facilities into the eligible project area that spans east from 757 Jollett Road to the intersection of Jollett Road and Mountain Top Ranch Road, including Overlook Mountain Road, Chiefly Lane, and Little Green Mountain Road.

The total build is estimated to be 5.2 miles of infrastructure and laterals. Estimated budget costs for construction are:

Materials:	\$106,687
Labor:	\$311,199
Project Management:	\$25,674
Total cost:	\$444,570

Examples of items that are included in the Materials category are power supplies, fiber, conduit, splice enclosures, pedestals, and taps. Examples of items in the Labor category are in-house and contract labor to trench and backfill, lay conduct and fiber, perform administration of VDOT permits, and provide crew supervision. The itemized breakdown of construction costs is confidential and proprietary information.

Should you have any questions regarding the information listed above, please do not hesitate to contact Nathan Daugherty at nathan_daugherty@comcast.com or 434-238-0729.

Sincerely,

Tom Yates
Senior Director, Construction



324 West Main Street
Charlottesville, VA 22903

September 3, 2019

Amity Moler
Page County Administrator
103 S Court Street
Suite F
Luray, VA 22835

Dear Ms. Moler:

The purpose of this letter is to provide information supporting documentation for cost estimates for the Overlook project proposed to the Virginia Telecommunications Initiative (“VATI”) program.

Comcast’s Construction and Design team managed projects that added thousands of miles to Comcast’s regional hybrid fiber coaxial network in 2017-18. Comcast’s construction estimates are determined through a detailed project analysis that includes a field survey, an analysis of permitting costs (internal or external), a network impact study to determine necessary hub site preparation and possible infrastructure requirements, and a financial evaluation for overall build costs and likely return-on-investment. When contract labor is utilized, costs are accrued according to the fee schedule in the contract. This design and construction process is standard within the telecommunications industry.

The precise amount to be spent on contract labor versus in house resources will be determined when the grant is approved and the work commences. The allocation of work will depend on the level of construction activity at that time. Any contracted engineering and design work outlined in this proposal will be performed by Comcast approved contractors.

Should you have any questions regarding the information listed above, please do not hesitate to contact Nathan Daugherty at nathan_daugherty@comcast.com or 434-238-0729.

Sincerely,

Tom Yates
Senior Director, Construction

September 3, 2019

ATTACHMENT 15. Copy of Public Notice

Page County posted the following Public Notice to its website on August 2, 2019. It can be accessed online at <https://www.pagecounty.virginia.gov/CivicAlerts.aspx?AID=171>.

Public Notice - 2019 Virginia Telecommunication Initiative

The Board of Supervisors of Page County, Virginia, intends to submit applications to the Virginia Department of Housing and Community Development (DHCD) for grant funding from the 2019 Virginia Telecommunication Initiative (VATI). The purpose of the grant funding is to provide internet connections to unserved areas of Page County. Those areas will be determined by the grant application deadline of September 3, 2019.

The public is invited to submit written or oral comments of support or concerns on the proposed 2019 VATI grant application(s) by not later than September 3, 2019 to the Page County Economic Development & Tourism Coordinator, 103 S. Court Street, Luray, VA 22835, or by calling 540-743-1216.

HARRISONBURG

BUNDLED PACKAGES^{1,2}

QUAD PLAY PACKAGES

QUAD PLAY PACKAGE PRICING BELOW IS ADDITIONAL TO TRIPLE PLAY PACKAGE PRICING

with Xfinity Home Security add ³⁹	\$39.95
with Xfinity Home Security Plus add ⁴⁰	\$49.95

TRIPLE PLAY PACKAGES³⁸

Standard Triple Play

Includes Limited Basic, Kids & Family, Entertainment, Sports & News and HD programming for primary outlet, 10 Hour DVR Service, Performance Pro Internet and Voice Unlimited

	\$129.99
- with Blast! Internet upgrade add	\$20.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Select Triple Play

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Preferred Tier, DVR Service and HD programming for primary outlet, Blast! Internet, and Voice Unlimited

	\$149.99
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Signature Triple Play³⁵

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Preferred Tier, Showtime, Starz, Streampix, DVR Service and HD programming for primary outlet, Extreme Pro Internet, Voice Unlimited and Netflix Standard HD Plan

	\$169.99
- with Netflix Premium UHD Plan upgrade add	\$3.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Super Triple Play³⁵

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Premier Tier, Sports Entertainment Package, Streampix, DVR Service and HD programming for primary outlet, Gigabit Internet, Voice Unlimited, Netflix Standard HD Plan

	\$199.99
- with Netflix Premium UHD Plan upgrade add	\$3.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00
- with Xfinity Mobile deduct	-\$12.00

DOUBLE PLAY PACKAGES³⁸

Choice Double Play³⁶

Includes Choice TV, 10 Hour DVR Service and Performance Plus Internet

	\$89.99
- with Performance Pro Internet upgrade add	\$15.00
- with Blast! Internet upgrade add	\$20.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Standard Double Play

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, 10 Hour DVR Service, and HD programming for primary outlet and Performance Pro Internet

	\$109.99
- with Blast! Internet upgrade add	\$20.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Select Double Play

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Preferred Tier, HD programming for primary outlet, 10 Hour DVR Service and Performance Pro Internet

	\$119.99
- with Blast! Internet upgrade add	\$20.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Signature Double Play³⁵

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Preferred Tier, HD programming, Showtime, Starz and Streampix for primary outlet, 10 Hour DVR Service, Performance Pro Internet and Netflix Standard HD Plan

	\$139.99
- with Netflix Premium UHD Plan upgrade add	\$3.00
- with Blast! Internet upgrade add	\$20.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

Super Double Play³⁵

Includes Limited Basic, Kids & Family, Entertainment, Sports & News, Digital Premier Tier, HD programming and Streampix for primary outlet, 10 Hour DVR Service, Blast! Internet and Netflix Standard HD Plan

	\$169.99
- with Netflix Premium UHD Plan upgrade add	\$3.00
- with Extreme Pro Internet upgrade add	\$25.00
- with Gig Internet upgrade add	\$30.00
- with Gig Pro Internet upgrade add ²⁰	\$238.00

XFINITY TV¹

BASIC SERVICES

Limited Basic⁹	\$14.95
Broadcast TV Fee²⁶	
Harrisonburg City, Rockingham County, Bridgewater, Broadway, Dayton, Elkton, Mount Crawford, Timberville	\$10.00
Page County, Shenandoah	\$9.50
Expanded Basic¹¹	\$52.32

XFINITY TV SERVICES

Choice TV³² Includes Limited Basic, Streampix and HD programming	\$30.00
Genre Packs³³ Choose up to 2 packs	
Kids & Family Includes kid and family-friendly channels including Cartoon Network, Disney Channel, Nickelodeon and Universal Kids	\$10.00
Entertainment Includes entertainment channels including A&E, AMC, Bravo, Food Network, FX, TNT and VH1	\$15.00
Sports & News Includes sports and news channels including CNBC, CNN, ESPN, Golf, MSNBC and NBC Sports	\$28.25
Digital Starter Includes Limited Basic, Expanded Basic for primary outlet, additional digital channels, MoviePlex, access to Pay-Per-View and On Demand programming and Music Choice	\$67.27
Digital Preferred Tier³ Includes over 65 channels including CBS College Sports, Destination America, Disney XD, Encore and Science Channel	\$17.95
Digital Preferred Tier plus One Premium Includes Digital Preferred Tier and choice of Showtime®, Starz®, Cinemax®, or The Movie Channel®	\$29.95
Digital Preferred Tier with HBO® Includes Digital Preferred Tier and HBO®	\$32.95
Digital Premier Tier Includes Digital Preferred Tier, HBO®, Showtime®, Starz®, Hitz, and The Movie Channel®	\$64.95

Refer to the last page for additional information. For information about Xfinity policies and terms of service, go to xfinity.com/policies.

Sports Entertainment Package³ Includes over 15 channels including NFL Red Zone and CBS Sports Network	\$9.95
Deportes¹¹ Includes over 6 deportes channels including ESPN Deportes, FOX Deportes and NBC Universo	\$7.00
With Choice Double Play or Standard, Select, Signature, Super Double or Triple Play Packages	\$5.00
Xfinity TV Latino¹¹ Includes over 50 channels of Spanish language programming	\$17.95
With Choice Double Play or Standard, Select, Signature, Super Double or Triple Play Packages	\$10.00
HBO^{®11}	\$15.00
Showtime^{®11}	\$12.00
Starz^{®11}	\$12.00
Cinemax^{®11}	\$12.00
The Movie Channel^{®11}	\$12.00
Epix³¹	\$5.99
Playboy^{®11}	\$15.00
HD Technology Fee¹⁴	\$9.95
DVR Service¹⁷	\$10.00
AnyRoom DVR Service¹⁰	\$10.00
Service to Additional TV¹⁵	\$9.95
with HD ¹⁶	\$9.95
with DVR Service	\$19.95
with AnyRoom DVR Service ¹²	\$19.95
with AnyRoom DVR Service (client)	\$9.95
with CableCARD ³⁴	\$7.27
Service to Additional TV with TV Adapter¹³	\$6.99

INTERNATIONAL SELECTIONS

WKTU (Korean)	\$14.99
ART: Arabic³⁷	\$9.99
TV Globo: Brazilian³⁷	\$19.99
Brazilian 2 Pack³⁷ Includes TV Globo and PFC	\$24.99
Brazilian 4 Pack³⁷ Includes TV Globo, PFC, Band Internacional and Record TV	\$34.99
TVB Jade: Cantonese³⁷ Includes TVB Jade	\$10.99
Mandarin 2 Pack³⁷ Includes Phoenix Info News and Phoenix North America	\$6.99
Mandarin 4 Pack³⁷ Includes CTI Zhong Tian, CCTV4, Phoenix Info News and Phoenix North America	\$19.99
Filipino 2 Pack³⁷ Includes GMA Pinoy w/ GMA Video On Demand and GMA Life	\$14.99
Filipino 3 Pack³⁷ Includes GMA Pinoy w/ GMA Video On Demand, GMA Life and TFC	\$22.99
TV5MONDE: French³⁷ With Cinema On Demand	\$9.99
DW Deutsche +- German³⁷	\$9.99
Antenna: Greek³⁷	\$14.99
The Israeli Network³⁷	\$19.99
Rai Italia: Italian³⁷	\$9.99
Italian 2 Pack³⁷ Includes Rai Italia and Mediaset	\$14.99
TV JAPAN³⁷ Includes TV JAPAN On Demand	\$24.99
TV Polonia: Polish³⁷	\$19.99
SIC: Portuguese³⁷	\$9.99
Portuguese 2 Pack³⁷ Includes RTP1 and SIC	\$14.99
Impact TV: Russian Add-on³⁷ With any International package	\$6.99
Russian 2 Pack³⁷ Includes Channel One Russia and NTV America	\$14.99
Russian 4 Pack³⁷ Includes Channel One Russia, RTN, TV1000 Kino and NTV America	\$26.99
Russian 5 Pack³⁷ Includes Channel One Russia, RTVi, NTV America, RTR-Planeta and Rossiya 24	\$26.99
Russian 8 Pack³⁷ Includes Channel One Russia, RTN, RTVi, TV1000 Russian Kino, NTV America, RTR-Planeta, Rossiya 24 and CTC	\$34.99
Willow: Cricket Add-on³⁷ With any International package	\$6.99

Willow: Cricket³⁷	\$14.99
Zee TV: Hindi³⁷	\$14.99
SET: Hindi³⁷	\$14.99
Hindi 2 Pack³⁷ Includes Zee TV & SET	\$24.99
Hindi Pack³⁷ Includes Zee TV, SET, TV Asia, NDTV 24x7 and NDTV Good Times	\$29.99
Hindi Plus Pack³⁷ Includes Zee TV, SET, TV Asia, NDTV 24x7, NDTV Good Times, Eros Now and Willow	\$39.99
SBTN: Vietnamese³⁷	\$14.99
TVB Jade: Cantonese³⁷	\$10.99
Record TV: Brazilian³⁷	\$14.99
ABP News: Hindi³⁷	\$7.99
TFC: Filipino³⁷	\$11.99

PAY-PER-VIEW AND ON DEMAND SUBSCRIPTION SERVICES⁴

Eros Now On Demand	\$12.99
Eros Now On Demand w/a South Asian international selection	\$9.99
here! TV On Demand	\$7.99
Filipino On Demand	\$7.99
Filipino On Demand w/a Filipino international selection	\$5.99
The Jewish Channel On Demand	\$6.99
Disney Family Movies On Demand	\$5.99
Kidstream On Demand	\$4.99
History Vault On Demand	\$4.99
Gaiam TV Fit & Yoga On Demand	\$6.99
Grokker Yoga Fitness On Demand	\$6.99
UP Faith and Family On Demand	\$4.99
Lifetime Movie Club On Demand	\$3.99
Anime Network On Demand	\$6.99
Stingray Karaoke On Demand	\$6.99
DOGTV On Demand	\$4.99
Gaia On Demand	\$9.99
AMC Premiere On Demand	\$4.99
Stingray Classica On Demand	\$6.99
TumbleBooksTV On Demand	\$4.99
FitFusion On Demand	\$6.99
CuriosityStream On Demand	\$5.99
PlayKids On Demand³⁰	\$6.99
MagellanTV History On Demand³⁰	\$5.99
Disney Story Central On Demand	\$4.99
Acorn TV On Demand	\$5.99
Daily Burn On Demand³⁰	\$14.99
Xive TV On Demand³⁰	\$4.99
Quark On Demand³⁰	\$4.99
Stephens Drum Shed On Demand³⁰	\$4.99
Pro Guitar Lessons On Demand³⁰	\$4.99
Touchfit TV On Demand³⁰	\$4.99
Lion Mountain TV On Demand³⁰	\$3.99
Blueprint TV On Demand	\$7.99
Urban Movie Channel On Demand	\$4.99
The Great Courses Signature On Demand³⁰	\$7.99
Pantaya On Demand	\$5.99
DJAZZ On Demand³⁰	\$6.99
Ride TV On Demand³⁰	\$4.99
Outside TV Features On Demand³⁰	\$4.99
The Reading Corner On Demand³⁰	\$3.99
Hopster On Demand³⁰	\$6.99
Brown Sugar On Demand³⁰	\$3.99
Echoboom Sports On Demand³⁰	\$5.99
Stingray Qello On Demand³⁰	\$7.99

Revolution Golf+ On Demand ³⁰	\$6.99
Hallmark Movies Now On Demand ³⁰	\$5.99
Dove Channel On Demand ³⁰	\$4.99
Kocowa On Demand ³⁰	\$6.99
WHAM On Demand ³⁰	\$2.99
Gravitas Movies On Demand ³⁰	\$4.99
MHz Choice On Demand ³⁰	\$7.99
Hi-YAH! On Demand ³⁰	\$2.99
True Royalty On Demand ³⁰	\$5.99
Real Vision On Demand ³⁰	\$14.99
Docurama On Demand ³⁰	\$2.99
Con TV On Demand ³⁰	\$4.99
Walter Presents On Demand ³⁰	\$6.99
Dekko On Demand ³⁰	\$9.99
ZooMoo On Demand ³⁰	\$2.99
Miniteve On Demand ³⁰	\$1.99
Kids Room On Demand ³⁰	\$5.99
Cinemoi On Demand ³⁰	\$2.99
Hitz ⁴¹	\$12.00
Streampix ²⁴	\$4.99
Pay-Per-View and On Demand Movies and Events ⁵ (per title or event)	Prices Vary
Revry On Demand ³⁰	\$6.99
Too Much for TV On Demand	\$14.99
Brazzers On Demand ¹⁸	\$19.99
Vivid On Demand Subscription ¹⁸	\$19.99
Hustler On Demand Subscription ¹⁸	\$19.99
TEN On Demand Subscription ¹⁸	\$19.99
Urban Fantasy On Demand ¹⁸	\$19.99
Falcon On Demand ¹⁸	\$19.99
Homegrown Amateur On Demand ¹⁸	\$19.99
Evil Angel On Demand ¹⁸	\$19.99
Mature Lust On Demand ¹⁸	\$19.99
Penthouse On Demand ¹⁸	\$19.99
Girlfriends Films On Demand ¹⁸	\$19.99
Wicked On Demand ¹⁸	\$19.99
XTSY On Demand ¹⁸	\$19.99
Reality Kings On Demand ¹⁸	\$19.99
Arouse On Demand ¹⁸	\$19.99

SPORTS PACKAGES⁴

MLB Extra Innings [®]	Call 1-800-XFINITY for pricing
MLS Direct Kick	Call 1-800-XFINITY for pricing
NHL [®] Center Ice [®]	Call 1-800-XFINITY for pricing
NBA League Pass	Call 1-800-XFINITY for pricing

XFINITY TV EQUIPMENT

TV Box Limited Basic	\$2.50
TV Box	\$2.50
Remote	\$0.18
HD TV Box Limited Basic	\$2.50
TV Adapter (Limited Basic — Primary TV)	\$0.00
TV Adapter (Limited Basic — 1st and 2nd Additional TVs)	\$0.00
TV Adapter (Limited Basic — 3rd Additional TV)	\$0.50
CableCARD (first card in device)	\$0.00
CableCARD (second card in same device)	\$0.00

INSTALLATION

(PER OCCURRENCE UNLESS NOTED)

	Initial Installation of Service	After Initial Installation of Service
Professional Installation ^{21,23}	\$79.99	N/A
In-Home Service Visit ²²	N/A	\$40.00
Hourly Service Charge ²³ (Custom Installation)	\$50.00	\$50.00
Xfinity Internet Gigabit Pro Professional Installation (per occurrence)		\$500.00
Wireless Networking On-Site Professional Set-Up (Separate trip, per occurrence)		\$99.95
Wireless Networking On-Site Professional Set-Up (each additional device over 4 devices per occurrence)		\$29.95

REACTIVATION

(NO IN-HOME VISIT REQUIRED—PER OCCURRENCE UNLESS NOTED)

Reactivation - TV	\$6.00
Reactivation - Internet	\$6.00
Reactivation - Voice	\$6.00

MISCELLANEOUS (PER OCCURRENCE UNLESS NOTED)

Customer-Owned Video Equipment Credit See www.xfinity.com/equipmentpolicy for additional information	\$2.50
Regional Sports Fee ²⁷ (per month)	
Harrisonburg City, Rockingham County, Bridgewater, Broadway, Dayton, Elkton, Mount Crawford and Timberville	\$3.60
Page County and Shenandoah	\$4.40
Field Collection Charge Visit to customer's residence required to collect past due balance or unreturned equipment	\$30.00
Returned Payment Item (each)	\$25.00
Late Fee	5%
Agent Assisted Payment For payment made by phone with a Customer Care Representative	\$5.99 Replacement Cost
Unreturned or Damaged Equipment Fees ⁶ (per piece)	
Self Install Kit Shipping and Handling	\$15.00
Self Install Kit Shipping and Handling (Priority Shipping)	\$29.95

XFINITY INSTANT TV^{1,28}

BASIC SERVICE

Xfinity Instant TV

Includes Limited Basic for simultaneous streaming on two devices, and 20 hours of Cloud DVR service \$10.00

XFINITY INSTANT TV ADDITIONAL SERVICES²⁹

Kids & Family Includes 13 kid and family-friendly channels including Cartoon Network, Disney Channel, Nickelodeon and Universal Kids	\$10.00
Entertainment Includes 22 entertainment channels including A&E, AMC, Bravo, Food Network, FX, TNT and VH1	\$15.00
Sports & News Includes 14 sports and news channels including CNBC, CNN, ESPN, Golf, MSNBC and NBC Sports	\$28.25
Deportes Includes over 6 deportes channels including ESPN Deportes, FOX Deportes and NBC Universo	\$7.00
Latino Includes 13 latino channels including Cine Latino, Discovery en Espanol, Galavisión, Viendo Movies and VME Kids	\$5.00
HBO [®]	\$15.00
Starz [®]	\$12.00
Streampix	\$4.99

XFINITY VOICE^{1,7}

Xfinity Voice—Unlimited With TV and Internet Service	\$44.95
	\$39.95
Xfinity Voice—Local with More With TV or Internet Service	\$34.95
	\$24.95

XFINITY INTERNET^{1,8}

	Xfinity Internet Service Only	with Xfinity TV or Voice Service²⁵
Performance Starter	\$49.95	\$49.95
Performance	\$74.95	\$61.95
Performance Plus	\$84.95	N/A
Performance Pro	\$89.95	\$76.95
Blast!	\$94.95	\$81.95
Extreme Pro¹⁹	\$99.95	\$86.95
Gigabit¹⁹	\$104.95	\$91.95
Gigabit Pro^{19,20}	\$299.95	\$299.95
Modem Rental		\$13.00
Wireless Adapter (each, one-time charge)		\$30.00
Gigabit Pro Activation Fee (per occurrence)		\$500.00
Unreturned or Damaged Equipment Fees⁶ (per piece, per occurrence)		Replacement Cost

1 Certain services available separately or as a part of other levels of service. Xfinity services are subject to Comcast's standard terms and conditions of service. Unless otherwise specified, prices shown are the monthly charge for the corresponding service, equipment or package. Prices shown do not include applicable taxes, franchise fees, FCC fees, Regulatory Recovery Fee, Public Access fees, other state or local fees or other applicable charges (e.g., per-call toll or international charges). Prices, services and features are subject to change. If you are an Xfinity TV customer and you own a compatible TV Box or CableCARD device, please call 1-800-XFINITY for pricing information or visit www.xfinity.com/equipmentpolicy. © 2019 Comcast. All rights reserved.

2 Requires a Modem and TV Box with remote, CableCARD or compatible customer owned device.

3 Requires Digital Starter.

4 Requires Limited Basic, TV Box with remote or compatible customer owned device. Sports Package subscriptions can be billed at once or in 4 total payments. Restrictions may apply.

5 Price of Pay-Per-View and On Demand Movie or Event is displayed prior to the completion of the Pay-Per-View or On Demand ordering process.

6 Contact 1-800-XFINITY for questions regarding equipment replacement charges.

7 Requires a Modem. Unlimited Local and Long Distance package pricing applies only to direct dialed calls from home to locations included in the plan. Plans do not include other international calls. For more information regarding Xfinity Voice pricing go to <https://www.xfinity.com/Corporate/About/PhoneTermsOfService/ComcastDigitalVoice/cdvresidential>.

8 A Modem is required. For more information regarding Xfinity Internet go to <http://www.xfinity.com/internet-service.html>.

9 Requires TV Box, TV Adapter, CableCARD or compatible customer owned device.

10 Sold only with Service to Additional TV with TV Box for up to 3 TVs, maximum 3 clients per household. Requires HD Technology Fee and professional installation. Not available to customers with Limited Basic only.

11 Requires Limited Basic, TV Box, CableCARD or compatible customer owned device.

12 Non-client includes Service to Additional TV charge.

13 Includes TV Adapter and remote. Digital service tier on additional TV corresponds to digital service tier on primary outlet. Does not include access to On Demand content, premium channels or channel numbers above 1000 unless otherwise noted on the channel lineup. Not available to customers with Limited Basic only.

14 Not available to customers with Limited Basic only. Must subscribe to HD Technology Fee to receive HD programming.

15 Not available to Limited Basic only customers. Digital service tier on additional TV corresponds to digital service tier on primary outlet.

16 Requires HD Technology Fee.

17 Requires HD Technology Fee. Service to Additional TV with TV Box required for DVR Service on Additional TVs.

18 One month minimum purchase required. Not available in all areas.

19 Not available in all areas. May require installation and non-refundable installation charge.

20 Requires 2 year contract. Monthly rental of Gigabit Pro compatible cable modem/router additional. Activation and professional installation fees additional. Gigabit Pro does not qualify for Comcast 30-day money back guarantee.

21 Includes standard installation of Xfinity TV, Xfinity Internet and/or Xfinity Voice and installation of additional outlets and wireless networking set-up if requested at time order is placed. Does not include installations of Xfinity TV only, Xfinity Home or Xfinity Gigabit Pro Internet.

22 Applies to installation, relocation and activation of additional outlets as well as upgrade/downgrades of service after initial installation of service and in-home visits. Does not cover installation or in-home visits for Xfinity Home.

23 Standard installations include installations up to 150 feet from existing Comcast plant, primary outlet only. Custom installations include installations which require in-wall wiring or installations in extensive drop ceilings, basements, or crawl spaces.

24 Requires Limited Basic and TV Box and remote or compatible customer owned device. Requires HD Technology Fee to receive HD programming. Streaming to device requires Xfinity TV app, Internet service with bandwidth of at least 600 Kbps and to Limited Basic. Streaming to laptop/computer requires equipment meeting minimum requirements posted at <https://www.xfinity.com/support/internet/requirements-to-run-xfinity-internet-service/>, Internet service with bandwidth of at least 600Kbps and to Limited Basic.

25 Xfinity Internet discount does not apply to Xfinity Instant TV.

26 Applies to Limited Basic and Xfinity Instant TV.

27 Applies to Digital Starter and above, and Xfinity Instant TV Sports & News.

28 Requires Xfinity Internet.

29 Requires Xfinity Instant TV.

30 Requires Limited Basic with X1 TV Box and Xfinity Internet service.

31 Requires Limited Basic, HD Technology Fee and TV Box, CableCARD or compatible customer owned device.

32 Requires TV Box, CableCARD or compatible customer owned device with Xfinity Internet service. Up to 10 hours of cloud DVR service available with either X1 TV Box (eligible with minimum subscription to one Genre Pack) with Xfinity Internet service or compatible customer owned device with Xfinity Internet service.

33 Requires Choice TV. Cannot be combined with Limited Basic or Digital Starter.

34 Not available to customers with Limited Basic only. Includes a customer-owned video equipment credit. An additional charge will apply for additional CableCARDS in the same device.

35 Netflix activation of subscription requires X1 equipment.

36 Cannot be combined with the Sports & News genre pack.

37 Requires Limited Basic with X1 TV Box or compatible customer owned device and Xfinity Internet service.

38 10 Hour DVR Service requires Xfinity Internet Service and either an X1 TV Box or a compatible customer owned device.

39 Equipment required at an additional cost. For additional information go to <http://www.xfinity.com/homesecurity>.

40 Includes Xfinity Home Security and 24/7 Video Recording for up to 4 cameras. Equipment required at an additional cost. For more information on 24/7 Video Recording go to <http://www.xfinity.com/videorecording>.

41 Requires Limited Basic TV service and a compatible Xfinity TV Box or customer owned device.

Xfinity Home License Numbers:

AL: 001484, 001504; AR: 12-030; AZ: ROC 280515, BTR 18287-0; CA: CSLB 974291, ACO 7118; CT: ELC 0189754-C5; DE: FAL-0299, FAC-0293, SSPS 11-123; FL: EF0000921, EF20001002, EF0001095; GA: LVU406303, LVU406264, LVU406190, LVU406354; IL: PACA 127-001503; LA: F1691; MA: SS-001968; MD: 107-1776; ME: LM50017039; MI: 3601206217; MN: TS674412; NC: 2335-CSA, 29443-SP-FA/LV; NJ: Burglar and Fire Alarm Business Lic. # 34BF00047700; NM: 373379; NY: licensed by the N.Y.S. Department of State 12000305421; OH: LIC# 53-89-1732; OR: COB 192945; SC: BAC-13497, FAC-13440; TN: ACL 1597, ACL 1604; TX: ACR-1672104, -1818, B16922, B02571; UT: 8226921-6501; VA: 2705145289, DCJS 11-7361; VT: ES-02366; WA: COMCABS892DS; WASHINGTON, DC: ECS 902687, BBL 602512000005; WV: WV049211.

MS: 15018010

Valid 1/1/19. See www.xfinity.com/home-security for current list.

82996000: 0680;0690;0700;0710;0720;0730;0740;0750;0760;0770