

Application to DHCD Submitted through CAMS

FiberLync

OCBA VATI Application 2021

Application ID: 86509142021121228
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2022
Organization Name: FiberLync
Organization Address:

Profile Manager Name: Barbara Tilley
Profile Manager Phone: (540) 360-0682
Profile Manager Email: btilley@fiberlync.net

Project Name: OCBA VATI Application 2021
Project Contact Name: Lewis Foster
Project Contact Phone: (540) 360-0998
Project Contact Email: lfoster@fiberlync.net
Project Location: 323 North Madison Rd, Suite C
Orange, VA 22960-1100

Project Service Area: Greene County, Orange County, Spotsylvania County

Total Requested Amount: \$44,998,621.81

Required Annual Audit Status: Not Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$44,998,621.81	\$13,212,063.00	\$58,210,684.81
Construction	\$44,998,621.81	\$0.00	\$44,998,621.81
Other: Applicants Match Contribution	\$0.00	\$13,212,063.00	\$13,212,063.00
Total:	\$44,998,621.81	\$13,212,063.00	\$58,210,684.81

Budget Narrative:

For a complete budget narrative, see the applicants' response to Narrative Information Question 17.

Questions and Responses:

1. Project Description and Need

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

Answer:

Project Area Selection

The OCBA applied for funding through the National Telecommunications Information Administration's Broadband Infrastructure Program in August of 2021. Should an award be made, the OCBA will work with VATI to determine how to most effectively incorporate those funds to support construction of this critical network. This critical network will pass 6694 homes in three Virginia counties. This application for funding through the VATI program encompasses three vital segments of routes designed to ensure universal coverage while leveraging application funding requested from the Department of Commerce's NTIA Broadband Infrastructure Program (NTIA BIP). As noted in Attachment 17 Exhibit A, the first segment includes 390 miles of routes in Orange County and Green County passing 4,098 homes; the second includes approximately 83 miles of routes in Spotsylvania County which were included in the NTIA BIP application and will pass 1,015 homes that can be served; and the third includes 98 miles designed to enhance the value of NTIA BIP middle-mile routes in Spotsylvania County by reaching an additional 1,581 homes located in RDOF areas that were awarded to SpaceX (but were not eligible for service in the NTIA BIP grant).

Orange County

The County of Orange is a rural county located in the Commonwealth of Virginia's Central Piedmont Region. The County is digitally divided, with many rural residents functionally without the FCC's minimum broadband definition of 25/3 Mbps. The same is true for the adjacent counties of Greene and Spotsylvania.

On April 26, 2016, the Orange County Board of Supervisors adopted a resolution authorizing the creation of the Orange County Broadband Authority (the OCBA, the Authority) to address the persistent digital inequality in the region. On June 8, 2016, the OCBA was incorporated by the State Corporation Commission. The OCBA has already built fiber in major areas of the County; connected more than 1,500 households and businesses with affordable, future-proof internet access under the commercial moniker "FiberLync" and is now leveraging its expertise to complete a multi-phase, regional fiber network with the end goal of making service available to the unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. Constructing a future-proof fiber network through unserved areas in these counties is the basis of this funding request.

The Federal Communications Commission's (FCC) Form 477 data suggests a sizeable proportion of the project area is served by Comcast. However, frequent complaints made by members of these communities and investigations by the

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Authority staff determined the map significantly overestimates available service.

Determination of these unserved areas began in 2019 when the OCBA conducted a speed survey for residents across Orange County. Of over a thousand respondents, over 86 percent reported receiving under the FCC's minimum definition of "served" download speed of 25 Mbps. Additionally, 68 percent of residents were reported receiving under 10/1 Mbps. A map of these survey responses overlaid with the OCBA's previous fiber expansion plan for Orange County is included in this application package as Attachment 4, Exhibit A.

The OCBA's staff then conducted extensive site surveys to determine where Comcast service stopped by documenting and photographing pole attachments and ground assets. Before CDC guidelines mandated social distancing, staff visited residences to verify if service was available and adequate, engaging residents via email when in-person became infeasible. The project routes that will serve Orange County are based on the data the OCBA collected. A sample of OCBA's plant survey methodology and findings is included in this application package as Attachment 4, Exhibits B and C.

Spotsylvania County

Spotsylvania residents are also chronically unserved by adequate internet. In fact, a significant portion of Spotsylvania is unserved to the extent that the County Government in partnership with a private ISP petitioned to have the entire northwestern portions of the county certified as 'unserved' through the Virginia Department of Housing's (DHCD) Utility Leverage Program. These areas were determined to be unserved by plant surveys conducted by the private ISP personnel who verified the absence of infrastructure capable of offering broadband to these locations. Though the final notification deadline for DHCD's decision is September 24th, the effort and resources expended in petitioning for these areas' certification speaks to the severity of the current service gap. Further documentation of these areas and Spotsylvania's petition to DHCD have been included in this application package as Attachment 4, Exhibits D and E, respectively.

The routes included in Spotsylvania extend beyond the areas included in the petition. When Spotsylvania showed interest in being a part Orange County's grant strategy, the OCBA's staff personally rode along project routes in mid-July of 2021 to verify the absence of any outside plant infrastructure. The routes included in this funding request are the product of these efforts.

Greene County

Greene County is also in full support of the proposed project. In the latest Greene County Board of Supervisors Strategic Plan, the Board of Supervisors outlines a four-initiative strategy, and each Initiative paired with an Action Agenda. Initiative One is to Promote Community and Economic Well-Being, in order to "capitalize on Greene County's assets, location and heritage to diversify, grow and strengthen the community and economic well-being of citizens and businesses." Among the first items on the Action Agenda is a call to "expand wireless technology (broadband) throughout the county," a call this proposed project gives the first steps to answering.

Physical Project Area

See Attachment 1: Project Area Map for a visualization of all project areas.

Character limit exceeded. See Attachment 20 for further detail.

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2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

Answer:

In Orange County, Spotsylvania County, and Greene County, Comcast is the only major wireline provider claiming to serve residences in the project area. Smaller Internet Service Providers (ISPs) claiming service to portions of the service include Verizon Communications Inc., through Verizon Virginia LLC, which offers 15/1 via ADSL, and Virginia Broadband, LLC, which offers 25/10 fixed wireless, as shown on FCC Form 477.

While FCC Form 477 data suggests the project area is adequately served by Comcast, reports by members of these communities and investigations by the Authority staff have determined this does not reflect the reality for residents in the project area though speed tests, outside plant surveys, and resident feedback. On page 4 of the Comcast Comments Log provided in Attachment 4, Exhibit F, one Comcast customer states he “has had service for about a year and a half now and he says the service has gone downhill the whole time. The service is in and out and the internet speeds have slowed as well.”

Due to historical difficulty engaging Comcast in productive dialogue, Project Participants see minimal value in the allocation of more resources to outreach efforts. Further description of the methodology used to determine unserved locations in the project area can be found in the responses provided for Question 1.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Do not include areas awarded to satellite broadband providers. Label Map: Attachment 2 – Documentation on Federal Funding Area.

Answer:

The project area includes minimal areas that received prior funding from federal grant programs. The project routes were designed so as not to conflict with these ineligible areas.

In Orange County, non-continuous tracks to the northeast of Gordonsville were awarded under CAF II to the Rural Electric Cooperative Consortium. Another area directly adjacent to this was awarded to the Central Virginia Electric Cooperative under the ReConnect program. This area is directly adjacent to the CAF II award area. Both awards areas fall within census block 511371103002. No last-mile fiber will be constructed in these areas.

In northeastern Spotsylvania, discrete census blocks were awarded to Verizon Communications, Inc. Under CAF II. Award areas near Chancellorsville are census blocks 511770201064 and 511770201052. Additional awards were made in central Spotsylvania around Cosner’s Corner for census blocks 511770203102, 511770203062, and 511770202052. Verizon was awarded additional areas around New Post for blocks 511770202011 and 511770202051. Most of these award areas are far from the portion of Spotsylvania that will be served by the proposed project. Only block 511770201064 comes near project routes. Even then, zones are a minimum of two miles apart at the closest point between them.

In Greene County there are no relevant award areas.

For project routes overlaid with previous federal funding award areas, please refer to Attachment 2: Documentation on Federal Funding Area. See the response to Question 4 for further detail on RDOF-awarded areas relevant to the proposed project.

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4. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF), excluding those awarded to satellite internet service providers, are included in the VATI application area. If RDOF areas awarded to terrestrial internet service providers are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 3 – RDOF Awarded Areas Form in VATI Area

Answer:

The OCBA recognizes that the Rural Digital Opportunity Fund's (RDOF) Phase I auction delivered lower than anticipated level of funding to internet service providers to a far greater extent than previous FCC auctions. To accelerate broadband access to residents in RDOF-awarded zones, the OCBA has included passings in these areas as part of their VATI funding request. Each of the RDOF passings included in this application will be provided access to broadband service within the VATI contractual period.

In Orange County, 148 census blocks included in the project area have been awarded to terrestrial service providers through the RDOF Phase I auction. The awardees are Shenandoah Cable Television, LLC, FiberLight, LLC, and the Rural Electric Cooperative Consortium. A total of 3,513 unserved addresses across these blocks will be served through VATI-funded network expansion. The total route miles passing through these blocks is 159.19.

In Spotsylvania, no census blocks were awarded to a provider other than the Space Exploration Technologies Corp. ("SpaceX"), which has no bearing in eligibility under VATI.

In Greene, no census blocks within the proposed service area were awarded under RDOF to a terrestrial service provider.

See Attachment 3: RDOF Awarded Areas Form in VATI Area for further detail on RDOF-awarded areas included in this funding request. Attachment 17, Exhibit B provides a complete list of RDOF-awarded census blocks included in the project area, while Attachment 17, Exhibit C contains a map of project routes with RDOF-awarded areas overlaid.

5. Overlap: To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds below 25/3 mbps and with less than 25% service overlap within the project area for wireless projects and 10% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 4 – Documentation Unserved Area VATI Criteria.

Answer:

The OCBA has determined the selected project areas are unserved through speed surveys, outreach to residents, and extensive outside plant surveys. Given the definitive nature of the data gathered, the OCBA does not anticipate any overlap with existing providers throughout all project areas. For further detail regarding the determination of unserved areas, please refer to the responses for Questions 1 and 2.

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Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 5 – Passings Form.

a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. (Up to 10 points for businesses and community anchor institutions)

b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.

c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise. Describe the methodology used for these projections.

d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.

e. Provide the number of passings in the project area that have 10/1 mbps or less. Describe the methodology used for these projections. (up to 15 points)

Answer:

The total number of serviceable units in the project area is 6,694. Further discussion of project passings delineated by the criteria set forth in the VATI Announcements and Guidelines can be found below.

Type of Passings

a. Throughout the project areas, the project will serve a total of 6,694 residential addresses. The project will also serve 260 organizations and businesses in the region. In total, the project will pass 20 community anchor institutions, 197 businesses, and 43 other non-residential passings. Businesses include 19 farms, a manufacturing plant, and an industrial park. Community anchor institutions include three food banks, five public safety facilities, two medical institutions, a public library, three schools, and two higher education institutions. Of the 43 non-residential passings, 32 are places of worship and seven are public recreation facilities.

For the Orange County and Greene project area, the proposed network will provide service to 4,098 residential addresses as well as 159 businesses, 11 community anchor institutions and 32 non-residential addresses. The community anchor institutions include two schools, two public safety buildings, a public library, a community college, and two medical institutions. Other organizations that make up the non-residential passings category are 23 places of worship, and five public recreational facilities.

In Spotsylvania, the proposed project will provide service to 2,596 residential addresses in addition to 38 businesses, nine community anchor institutions and eleven non-residential passings. The community anchor institutions included in the project area are three schools and three public safety buildings. Organizations included in the non-residential passings category are nine places of worship and two other public-serving facilities.

Attachment 4 provides this passing information in table form, while Attachment 15 is a point shapefile that demonstrates every address to be served by the proposed network.

b. The total number of RDOF passings in Orange County and Greene project area is 2,916. Of this total, 2,771 are residential addresses, 121 are businesses, 20 are non-residential, and four are community anchor institutions. Note that these figures are different from those for Question 4 as they including passings in both terrestrial provider and SpaceX-awarded areas.

In Spotsylvania, the total number of RDOF passings is 1,831. This includes 1,815 residential addresses, 12 businesses, three non-residential addresses, and one community anchor institution.

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Attachment 3 provides detail on passings categorized by RDOF award status.

Special Construction Costs

c. The OCBA estimates that at least 41 addresses in the Orange County project area will require construction costs above the typical one-time service connection fee. These higher costs are due to extended drop distances as estimated through GIS analysis. These addresses were identified through proximity distance tools, using spatial joins between the address location and the roadway's center.

d. The OCBA estimates that 41 households will receive broadband access because of special construction costs, all of which have been determined via the partnership between OCBA and Orange County Public School (OCPS) to provide free and discounted internet to qualifying students in the project area. The costs associated with long drops to student households have been included in the funding request given the educational access divide that is only deepening during the COVID-19 pandemic.

Passings with 10/1 Mbps or less

The OCBA estimates that at least 4,158 residential addresses in the Greene and Orange County project area are currently receiving speeds below 10/1 Mbps. This estimation is drawn from a speed survey the OCBA conducted in 2019 in which 68 percent of residents' speeds were recorded to be at or below 10/1 Mbps. This 68 percent was then applied to the 6,115 addresses passed through Orange County to reach the final estimation of 4,158. The results of this survey have been included in this application package as Attachment 17, Exhibit D.

The applicants currently have insufficient data to estimate the number of passings in Spotsylvania that currently receive below 10/1 Mbps. However, given the volume of complaints the Spotsylvania County Government has received regarding lack of adequate internet (See Attachment 4, Exhibit F), the project team believes the figure is significant.

Further information on project passing can be found in Attachment 5: Passings Form.

7. **For wireless projects only:** Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

Answer:

Not applicable.

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8. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 25/3 mbps. (up to 10 points)

Answer:

The proposed project will expand the OCBA's existing all-fiber network and support gigabit-level speeds, scalable to 10 Gbps. The OCBA will offer a Bronze tier of 100/50 Mbps (down/up) for \$49.99 per month, a Silver tier of 500/250 Mbps for \$64.95 a month, a Gold tier of 1,000/500 for \$79.99 per month. The OCBA's Business offerings are Business Bronze tier of 100/100 Mbps for \$79.99 per month, and a Business Gold tier of 1,000/1,000 Mbps for \$249.99 per month. Residential and business packages will not be subject to data caps. Residential packages include a complementary wireless router valued at \$100. These speeds are a product of the proposed project's design and FiberLync's existing high-performance fiber network. The network will utilize Gigabit Passive Optical Network (GPON) topology, the predominant topology for delivering and scaling cost-effective FTTP services due to its efficient use of the optical distribution network investment.

The OCBA's current network is supported by a ring of nine node sites. Each site is utility-powered and equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. The network backbone consists of 288-count fiber between nodes. Each node can support 4,608 subscribers. The nodes themselves are connected via two 10 Gbps rings and are expandable to 100 Gbps as necessary. Each Spotsylvania node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers. The resulting network will be well-equipped to handle current and future subscriber demands.

See the response for Question 9 for further network design details.

9. Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

Answer:

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All network details are provided by OCBA.

The completed project will support gigabit-level speeds, scalable to 10 Gbps. These speeds are a product of the proposed project's design and FiberLync's existing high-performance fiber network. Given current estimates, underground fiber will be installed via plowing (70 percent) and boring (30 percent) in the project areas. Underground installation was chosen to reduce the risk of weather-related cable damage and to improve the overall service life. Fiber counts of 48 and 24 will be used for middle and last-mile construction.

Orange & Greene County

The OCBA's current network is supported by a ring of nine node sites. Each site is utility-powered and equipped with a minimum of a 24-hour battery backup system, a generator, and a remote monitoring system. The network backbone consists of 288-count fiber between nodes. Each node has the capacity to support 4,608 subscribers. The nodes are connected via two 10 Gbps rings and are expandable to 100 Gbps. The network also features fully redundant equipment. The network backbone consists of 288-count fiber between nodes. The OCBA currently leases two fiber routes to the Equinix data center in Culpeper, Virginia. One connects through the Strawberry Hill node; the other connects through the Barboursville node. This network will then branch out to Greene County.

At the node sites, the OCBA will utilize ADTRAN Total Access 5000 service access and aggregation platforms. These platforms are designed to minimize equipment obsolescence and are built without fixed back-plane architecture for maximum scaling and equipment upgrading potential. The system's GPON topology is enabled by the ADTRAN 5000 8-port GPON Octal optical line terminals (OLT), 15 of which will be installed throughout the project. End-user connections will be supported through an ADTRAN 401 Micro FTTH indoor optical network terminals (ONT), which the OCBA will install to premises as needed. This ONT can support 1 Gbps symmetric throughput via ethernet interface.

Spotsylvania County

The proposed project will add three additional node sites to support network extension into Spotsylvania County. These sites will be connected through two 48-count fiber rings. Each Spotsylvania node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. The network will utilize GPON topology, as it is the predominant topology for delivering and scaling cost-effective FTTH/P services due to its efficient use of the optical distribution network investment. In addition to utility power, each node will also be equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. Through the proposed project, the OCBA will be well-positioned to accommodate the bandwidth needs of even the most intensive future applications

Project Sustainability

The Authority chose fiber for the proposed project and the existing network because of the inherent scalability and future-proof connectivity fiber provides. The Authority fully intends the project to be the solution for providing internet to the entire region, as part of the OCBA's phased, universal coverage plan. Upgrading network capacity will only require swapping electronic components at specific node locations. Expansion capabilities were considered when selecting network equipment, such as the ADTRAN Total Access 5000 service access and aggregation platform, chosen for its scalability and lack of fixed back-plane architecture. Furthermore, assuming a 1 Gbps symmetrical connection for all subscribers, each of the nine nodes in the current network has the capacity to support 4,608 subscribers. Each additional node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. The proposed project will position the OCBA to accommodate the most intensive bandwidth needs of all subscribers, maintaining quality of service throughout peak intervals.

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10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

Answer:

Having already built fiber in major areas of the County and connected more than 1,500 households and businesses with affordable, future-proof internet access, the OCBA has proven to be a dedicated steward of the community's digital future. Given this success, the OCBA is developing the financing plan for a regional fiber expansion project to connect unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. The project is known as OSG FiberLync Connect. The project is a multi-phase, regional fiber network buildout that will make service available to the unserved addresses in Orange County, Greene, and Spotsylvania.

OCBA began preparing the OSG FiberLync Connect plan after more than two decades of inaction from private providers. The plan included construction and deployments that would take several years to complete. Now, with the continuing threat of the Covid-19 pandemic and the possibility of another lockdown, the OCBA is seeking to expedite network expansion through applicable state and federal funding programs. The OCBA already applied for funding through the National Telecommunications Information Administration's Broadband Infrastructure Program in August of 2021. Should an award be made, the OCBA will work with VATI to determine the most suitable finance structure to support construction of this critical network.

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11. Project Readiness

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 20 points)

Answer:

The Authority has demonstrated the capabilities to meet demanding project deadlines. In the early days of the Covid-19 pandemic, the OCBA secured \$2 million in CARES Act funding to establish 13 Wi-Fi hotspots around the County before the end of calendar year 2020. To support that deployment, the OCBA and its contractor team built over 30 miles of permanent, underground fiber network in just 40 days. Supporting materials regarding this project are included in this application package as Attachment 18, Exhibit A.

The OCBA and Orange County have a successful history of working together, and have continued that relationship in preparation for this application and project. Letters of commitment (LOCs) from the Department of Commerce (DOC) funding application have been included in this application package as Attachment 8: MOU.MOA between Applicant & Co-applicant. These LOCs outline the relevant responsibilities of each party, and both parties have agreed to allow the DOC letters to serve as “stand-ins” until VATI-specific LOCS are finalized. Final versions will be provided in a reasonable timeframe.

The OCBA has confidence in its ability to complete the covered project within 18-month award period as specified in the VATI Guidelines and Criteria. The OCBA has already begun establishing a qualified team of firms to support implementation of the proposed network. Entities confirmed to be participating in network construction are AMT Engineering, Byers Engineering, and SourceOne Corporation. These engineering firms were selected via previous competitive procurements and are currently providing engineering and design services to FiberLync. The combined capabilities of these three firms will ensure that all the design and inspection resources necessary for the project are immediately available.

The OCBA currently retains several contractors that provide installation services for subscriber equipment. To expedite delivery of services to customers in the project area, the OCBA is adding additional installation technicians as permanent Authority staff. Additionally, the Authority will supplement their existing fiber construction, premise installation vendors, and staff commensurate with the overall project schedules and milestones. In preparation for the anticipated capacity to complete such an intensive project, the Authority has issued the following Requests for Proposal: Fiber Optic Construction Services (issued August 25, 2021) and Customer Premise Installation Services (issued September 1, 2021). Copies of these RFPs have been included in this application package in Attachment 18, Exhibit B and Exhibit C, respectively.

The Authority will need to obtain the necessary permits from the Virginia Department of Transportation (VDOT) for underground installation in the VDOT right of way. On private roads, the OCBA will coordinate obtaining necessary easements from property owners before installing fiber infrastructure. The OCBA is in the process of scheduling informational meetings with property owners to review the easement process before construction is to begin on private roads. This process will start immediately upon notice of the grant award.

Furthermore, FiberLync currently has an extensive inventory of fiber and other network build materials on hand. The OCBA has enough materials on hand to support the early months of construction and has in place a program that provides regular monthly shipments of critical materials and equipment through the construction period.

Engineering designs for grant-funded routes began in early August of 2021. These designs will be finalized by the end of October. Construction will begin the first week of January, 2022, starting with roads under the Virginia Department of Transportation’s jurisdiction. Construction will then continue along the privately owned roads that require easements. Sixty miles of mainline construction will be completed each month from January to mid-October 2022. The OCBA anticipates work to be completed on all contracts by the end of May, 2023. A complete project timeline including key milestones has been included in this application package as Attachment 7: Timeline Project Management Plan.

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12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

Answer:

While the OCBA has previously applied for VATI funding in 2019, no grant funding was awarded at that time.

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

Answer:

The applicants will provide a cash contribution of \$3,000,000.00. Additionally, the applicants will provide an in-kind match of \$10,212,063.00. This figure is developed from the OCBA's expenditures that have and will contribute to the proposed project. All OCBA expenses included in this in-kind match are valid, as they are local government expenditures incurred on or after June 17th, 2020. This in-kind contribution is comprised of expenses related to the OCBA's Universal Broadband Coverage Program (valued at \$9,380,639.49), OCBA's advertising and marketing (valued at \$15,938.47), and salary and benefits (valued at \$659,273.33) in addition to administrative overhead (\$54,150.00) and two construction inspector vehicles (\$110,000.00). All of these expenses are related to construction and support of routes that the proposed project will rely on .

Overall, the applicants' match contribution totals \$13,212,063.00, equivalent to 22.70 percent of total project costs – well above the 20 percent minimum contribution as specified by the VATI Guidelines and Criteria.

Further details regarding budget details can be found in Attachment 9: Funding Sources Table and Attachment 10: Documentation of Match Funding.

14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project. (up to 10 points)

Answer:

As only local government entities are contributing to construction of the proposed network, it is not feasible for the applicants to commit non-match in-kind resources or non-match cash at this time. The applicants have committed a cash match of \$3,000,000.00. The County of Orange has provided an additional in-kind match valued at \$10,212,063.00. Together this match valued at \$13,212,063.00 equal to 22.70 percent of total project costs.

15. Marketing: Describe the broadband adoption plan.

a. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate. (up to 10 points)

b. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

Answer:

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Take Rate

The Authority began offering commercial service as FiberLync on April 6, 2021, and residents were eager to sign up for services. As of July 23, 2021, OCBA had achieved a take-rate of 45.15 percent. The OCBA attributes this success to the affordability and quality of its services and has established itself as a trusted internet service provider with outstanding customer experience reports from throughout the communities served. As such, the OCBA anticipates a final take-rate of 70 percent based on its past success and because it will be building into areas that are entirely unserved. This take-rate accounts for the OCBA's plan to market its new services throughout the region. The Authority will advertise across social media platforms, radio commercials, newspapers, and mailings. As community members themselves, the OCBA staff will also announce new services through yard signs placed along project routes.

OCBA's range of service offerings are designed to include affordable options to meet the varying needs of businesses and residents, and the OCBA is confident the proposed network expansion will be sustainable as well as equitable. Residential tiers offered are competitively priced, with costs per Mbps of \$0.499 at the Bronze tier, \$0.129 at the Silver tier, and \$0.01 at the Gold tier, all well below the Virginia state average of \$0.55 per Mbps for Fiber Optic Internet as reported by BroadbandSearch. Additionally, residential packages will include a complementary wireless router valued at \$100.

FiberLync will also be partnering with Orange County Public Schools to provide high quality broadband connectivity to qualifying students and their households. More details on this program can be found below in the Digital Literacy section.

Digital Literacy

Orange County Public Schools (OCPS) and FiberLync have partnered to provide school-sponsored broadband to every family with an OCPS enrolled student, meets eligibility criteria, and lives at a FiberLync-serviced address. As of September 27, 2021, 870 letters will have been sent to qualifying families. These letters outline different methods to enroll, clarify frequent points of confusion, and explicitly say [sic.], "Orange County Public Schools will assume the cost of the service, you will not receive a bill."

Broadband access for students has been and will continue to be essential during the COVID-19 pandemic and beyond, not only due to the wealth of online resources available, but also due to the doors that are opened when digital skills are integrated into a student's approach to learning. Through current OCPS programs, students can be provided school devices with necessary content filters in place.

The OCPS will assume all costs of service for 100/50 Mbps, and for all other tiers OCPS just asks the family to pay the difference. This policy means the Silver Tier of 500/250 will cost families only \$14.96 per month and the Gold tier of 1,000/500 will cost families only \$30 per month. As the service is for the home, not just the student, making these higher data tiers accessible could facilitate economic mobility and educational opportunities throughout larger families. In their letter of support for this application, Kathryn Hill, Director of the Orange County Public Library ("OCPL") states: "[OCPL] has "partnered with [the] local schools to provide login access to all Orange County students whether they have library cards or not. That is great, but not that helpful if the student does not have Internet to use to download the items."

Many residents seeking digital literacy classes and training will also turn to their local library. OCPL has engaged with FiberLync in discussions of a partnership to bring awareness to available resources to residents and OCPL has offered to provide library sites for training sessions for community digital resources and skills training. According to the OCPL webpage, the system currently operates in three (3) locations, which combined experience an average of 13,725 patrons a month, with 10,650 patrons active registered borrowers as of January 2021. OCPL checked out 225,347 items from July 2019-July 2020 and 297,661 from July 2018-July 2019. OCPL also serves all residents of adjoining counties as part of a reciprocal agreement with neighboring libraries.

Kathryn Hill, OCPL Director, details in her letter of support (See Attachment 11: Letters of Support) that the proposed project "is essential to [the] community." Hill explains: "Our library system has been investing in digital collections and online resources, most of which are not usable by those without a strong, fast Internet connection. The more customers we can reach with those resources, the more we can impact literacy in our community."

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16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities. Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 11 – Letters of Support.

Answer:

Please see Section 11 for details related to OCBA/FiberLync's history and experience with managing and constructing broadband communication facilities. Additionally, our Broadband Program Manager listed below has extensive experience managing a BTOP Stimulus grant for the Columbia County Community Broadband Utility (C³BU). Please see pages 12 to 13 of Attachment 20 for the information below represented as a table.

Seaborn "Lewis" Foster, Jr., Broadband Program Manager, Orange County VA Broadband Authority

Lewis Foster is the Broadband Program Manager at OCBA and will plan and coordinate the proposed project, formulate policies and procedures, acquire equipment and services, forecast revenues and expenses, and make operational changes as needed. Previously, Foster worked as the Broadband Manager, Columbia County Community Broadband Utility (C³BU), where he both developed the application for and served as BTOP Stimulus Grant Project Manager. Foster received a Certificate of Local Government Management and completed the Information Technology Leadership Program with the University of Georgia. Foster is the former Secretary and a Founding Member of the Fiber Network Owners Alliance organization, as well as a former Board Member of Southeast Association of Telecommunications Officers and Advisors, and the former President of GA-GMIS.

Barbara Tilley, Financial Controller, FiberLync

As the Financial Controller at FiberLync, Barbara Tilley will oversee accounting activities, provide all Financials Statements, produce Board Packages, close the month, perform internal audits on Balance Sheet accounts, manage inventory, and set up accounting systems, processes, and controls. Tilley earned her MBA in Accounting from University of Northern Virginia in 2003, her Bachelor of Accounting from Cameron University in 1996, and her Associates of Business from Piedmont Virginia Community College in 1992.

Chris Davis, Vice President Engineering & Operations, SourceOne Corporation

Chris Davis is a Vice President Engineering & Operations at SourceOne Corporation and will oversee the training and implementation of qualified design engineers to complete the proposed FTTP design project. Previously, Davis worked with Byers Engineering from 2012 – 2013, and served in the U.S. Military from 1997 - 2005 in the role of Aviation Machinist & Aviation Mechanic. Davis was awarded his Associates in Applied Science from Eastern New Mexico State University (Roswell) in 2009.

Casey Lide, Keller & Heckman, LLP

Casey Lide is a partner at Keller & Heckman's Telecommunication Practice Group, representing public- and private-sector clients on matters involving telecommunications infrastructure and applications, and has served as legal counsel to FiberLync during the planning of the project and will continue to provide advisement during the execution of the proposed project. Previously, Lide has served as Principal for Baller Stokes and Lide, P.C., as the Director of Education Services for Digital Signature Trust Co., a Policy Analyst for Educause, and as the Director of Special Projects for Farnet. Lide earned her J.D. from The Ohio State University Moritz College of Law in 1997, and has been admitted to District of Columbia Bar, D.C. Court of Appeals, and is a member of the Federal Communications Bar Association.

17.

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Project Budget and Cost Appropriateness

Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates. (up to 10 points)

Answer:

The applicants are seeking \$44,998,621.81 in grant funds from the Virginia Telecommunications Initiative. The total project cost of \$58,210,684.81 includes the match contribution of \$13,212,063.00 (a 22.70 percent match; including \$3M in cash). As responsible stewards of grant funding and as detailed below, the majority of the requested funding amount from the VATI program will be allocated toward the engineering and construction of the routes that are essential to bringing universal broadband coverage to the region. A detailed breakdown of the major cost categories is provided below. Detailed cost estimates for engineering, construction and necessary equipment have been provided in this application package as Attachment 13: Documentation of Supporting Cost Estimates. Vendor quotes prepared in support of this project were provided by ElectriCom (construction), ADTRAN (network electronics and node site setup), Walker and Associates, INC (network equipment), TIGER FUEL COMPANY (LP tank), SourceOne Corporation (engineering and design), HURRICANE FENCE CO. (node fencing), and GenHub, Inc. (node generator and installation). Budget information is provided in table form in Attachment 12: Derivation of Costs.

The engineering services estimates included are based on rates and services under an existing contract with SourceOnce Corporation. The engineering and inspection cost are estimated to total \$2,741,712.00.

This estimate includes \$2,317,392.00 in design fees, charged at \$0.77 per foot for approximately 570 miles (3,009,600.00 feet) of outside plant design. The project will also require a full-time field engineer for the grant performance period. Costs are estimated at the contractual rate of \$69.00 per hour for 3,120 hours per the SourceOnce Corporation hourly rates. Additionally, one full-time site inspector will be required to attend to the construction crews to ensure engineering designs are followed and properly updated in the field during construction. This was estimated at the contractual rate of \$67 per hour for 3,120 hours. Two FiberLync Staff will assist in these efforts, the costs of which will be covered as part of the applicants' in-kind contribution to the project.

Additionally, the engineering contractor will prepare any required permit paperwork and the OCBA will pay directly for those permits. Additionally, the project is estimated to require \$262,944.00 in permits for approximately 524 routes miles to be constructed in areas controlled by the Virginia Department of Transportation. Permitting fees are estimated at \$0.15 per foot and are based on historical per foot costs incurred by OCBA.

The original cost estimates prepared by SourceOne Corporation can be found in Attachment 13: Documentation of Supporting Cost Estimates.

The County and OCBA are requesting \$44,998,621.81 in grant funding for construction costs related to the proposed project (approximately 73% of total project costs). As noted above and in other sections of the Budget Narrative, the OCBA will provide a \$3,000,000.00 cash match for all other itemized costs in addition to an in-kind contribution valued at \$10,212,063.00. The applicants' match contribution totals \$13,212,063.00, equivalent to 22.70 percent of total project costs.

Construction pricing estimates were provided by ElectriCom, a construction contractor the OCBA has employed for past projects. The project team has issued an RFP to select construction vendors and ensure the best pricing possible. The estimated cost of \$10,901,583.60 includes labor costs related to plowing and boring, installation of busting units, duct placement, and installation of splicing units. It also includes \$249,600.00 for subscriber installation services (installation of optical network terminals and routers inside subscriber locations; assumes a unit rate of \$240 multiplied by the estimated take-rate of 70 percent (4,155 households) and \$35,000 for network configuration and design for network expansion. These costs were estimated from the assumption of 570 route miles of construction intended to pass approximately 5,935 unserved households with an average drop distance of 750 feet and assumes a 70 percent take-

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rate (4,155 households). These households are all located in grant-eligible areas. Estimates assume plowing will be used for 70 percent of fiber routes, while boring will cover the remaining 30 percent.

Additionally, the build into Spotsylvania County will require shelter and node cabinets and installation (\$89,000.00), grading (\$7,500) and an LP tank (to store propane fuel for the backup generator) installation (\$3,381.00). Fence installation (\$8621.00), preparation of electrical components (\$5,000) and generator purchase and installation (\$35,273.00) are also included. These expenses are per node site and will total \$446,325.00 for the three nodes necessary to support the Spotsylvania network expansion.

Materials costs include \$112,500.00 for optical line terminal cards, \$261,735.00 for node site electronics, \$389,245.88 for necessary network interface electronics, and \$420,065.93 for SmartRG routers to be provided to new residential subscribers.

Construction-related quality assurance inspections have been included in the construction portion of the budget. Construction equipment will be provided by the contractor and has been included in the attached cost estimate.

The original cost estimates prepared by ElectriCom are included in this application package as Attachment 13: Documentation of Supporting Cost Estimates. Vendor quotes for network electronics are also included in that attachment.

18. The cost benefit index is comprised of state cost per unit passed. Individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following:
 - a. Total VATI funding request
 - b. Number of serviceable units
(up to 125 points)

Answer:

The total VATI funding request for the proposed project is \$44,998,621.81. This contribution will bring fiber-backed, future proof connectivity to a total of 6,694 addresses, 5,935 of which are currently without broadband.

19. **Commonwealth Priorities (Up to 40 points)**

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

- a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.
- b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.
- c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

Answer:

a. Businesses, Community Anchors, or Other Passings with Significant Impact

In addition to serving 6,694 residential addresses, the proposed project will significantly benefit public institutions and businesses in the region. In total, the project will pass 20 community anchor institutions, 197 businesses, and 43 other non-residential passings. Businesses include 19 farms, a manufacturing plant, and an industrial park. Community anchor institutions include three food banks, five public safety facilities, two medical institutions, a public library, three schools, and two higher education institutions. Of the 43 non-residential passings, 32 are places of worship and seven are public recreation facilities. See Attachment 18, Exhibit D for a complete list of institutions to be served by the proposed project.

Furthermore, there are 2,021 student residents along project routes. Of these students, 785 live along routes classified as in-kind, and the remaining 1,236 live on routes proposed in this project. 41 out of 2,021 student households are

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further than 1000 ft from the road centerline and will be considered long drops. These long drops are extremely expensive and infeasible for private citizens with low-to-moderate household income to independently fund. Through the proposed project, these students and families will be connected to high-speed fiber internet and will be able to participate in a reduced internet pricing program through FiberLync's partnership with OCPS. VATI funding is critical to reach the rural neighborhoods of many of the students who require these long drops. Longer drops to non-student households have not been quantified at this time as the OCBA has been prioritizing student long-drops at this time.

Internet availability significantly impacts small businesses in rural communities like Orange and Spotsylvania. In Orange County, 56.7 percent of businesses have between one and four employees according to the American Community Survey's 5-year estimates. Through the proposed project, these small businesses will be able to access online training tools. Additionally, these businesses will become more resilient to market changes and will be able to reach new customers on virtual platforms. The OCBA designed FiberLync's business subscriptions with these customers in mind, such as the Business Bronze package for 100 Mbps symmetrical service is priced at just \$79.99 a month.

The 19 farms in the proposed project area will benefit significantly from fiber connectivity. Through the proposed project, these farms will be able to take full advantage of precision agriculture technologies as they emerge, increasing productivity and ensuring the area remains competitive. Precision agriculture will also help make farming more environmentally friendly, requiring less water and minimizing need for pesticides.

Orange County Public Libraries have engaged FiberLync in discussions of a partnership to bring awareness to available resources to residents and OCPL has offered to provide library sites for training sessions for community digital resources and skills training. OCPL also serves all residents of adjoining counties as part of a reciprocal agreement with neighboring libraries.

The covered project will also connect 41 critical Rapidan Service Authority (RSA) sites and vertical assets, including 26 stations and three wastewater plants in addition to the main RSA Office. Fiber laid by the project will support an upgraded Survey Control and Data Acquisition (SCADA) system, enabling RSA to increase productivity, reduce waste, and pinpoint problem locations with maximum accuracy. Location detail regarding these sites have been included in this application as Attachment 18, Exhibit E.

b. Unique Partnerships

The OCBA is a municipal broadband entity, created to directly serve the interests of constituents, and is committed to ensuring the proposed network will always be leverageable for greatest community benefit. The OCBA has demonstrated commitment and organizational strength via emergency network deployment during COVID-19 and through the construction of a fiber Wide Area Network (WAN) for Orange County Public Schools (OCPS). The Orange County Public Library has also voiced their full support of the proposed project and is engaging FiberLync in a partnership to expand and promote digital literacy and access efforts.

Past Partnerships

On June 30, 2017, OCPS received \$965,078.20 from the FCC's Universal Service Administrative Company's Schools and Libraries (E-Rate) Program for construction of a WAN to connect the Orange County public school system. The OCPS then engaged OCBA to partner in planning and executing the construction of the fiber WAN. The network was completed and operational as of July 15, 2019, and stands as a successful marker of both the OCBA's community-focused approach and technical expertise.

In addition, the Covid-19 Emergency Network Deployment demonstrated capacity for quick deployment and crucial foresight and responsiveness to community needs. In the early days of the Covid-19 pandemic, the OCBA secured \$2 million in CARES Act funding to establish thirteen (13) Wi-Fi hotspots around the County before the end of calendar year 2020. To support that deployment, the OCBA and partners built over 30 miles of permanent, underground fiber network in just 40 days. Supporting materials related to this effort have been included in this application package as Attachment 18, Exhibit A.

Present/Future Partnerships

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Orange County Public Schools (OCPS) and FiberLync have partnered to provide school-sponsored broadband to every family with a qualifying OCPS enrolled student who lives at an address served by Fiberlync. As of September 27, 2021, 870 letters will have been sent to qualifying families. William Mark Outten, Director of Technology for OCPS, writes in the first page of his letter of support on behalf of this application, "having Fiberlync serve as many homes as possible is in our student's direct interest. I cannot speak more highly of their support for our students thus far. We look forward to seeing them grow their capabilities using this Virginia Telecommunications Initiative to help us support even more in the future."

Character limit exceeded. See Attachment 20 for further detail.

20. **Additional Information**

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information 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 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 16 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 17 – XXXXXXXX
- e. Attachment 18 – XXXXXXXX
- f. Attachment 19 – XXXXXXXX
- g. Attachment 20 – XXXXXXXX

Answer:

N/A

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap914202131558.pdf

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

Attachment2DocumentationofFederalFundingArea914202140323.pdf

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RDOF Awarded Areas included in VATI Application (Use template provided)

Attachment3RDOFAwardedAreasForminVATIArea914202144725.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteria914202131708.pdf

Passings Form (Use template provided)

Attachment5PassingsForm914202134527.pdf

Propagation Map if Wireless Project

Attachment6PropogationMapNA914202131732.pdf

Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan914202132003.pdf

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

Attachment8MOUMOAbetweenApplicantCoApplicant914202132036.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTable914202132100.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchingFunding914202132134.pdf

Letters of Support

Attachment11LettersofSupport914202132150.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts2914202144114.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimatesREVIEWREQUIRED914202132237.pdf

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Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwoMostRecentForm477914202132251.pdf

Point and Polygon shapefiles, in .zip file form, showing proposed passings and project area

Attachment15PointandPolygonShapefiles914202132353.zip

For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area

Attachment16RSSIProjectionShapefilesNA914202132410.pdf

Optional

Attachment17SupportingDocuments1914202140429.pdf

Optional

Attachment18SupportingDocuments2914202132510.pdf

Optional

Attachment19NTIABIPApplicationNarrative914202132537.pdf

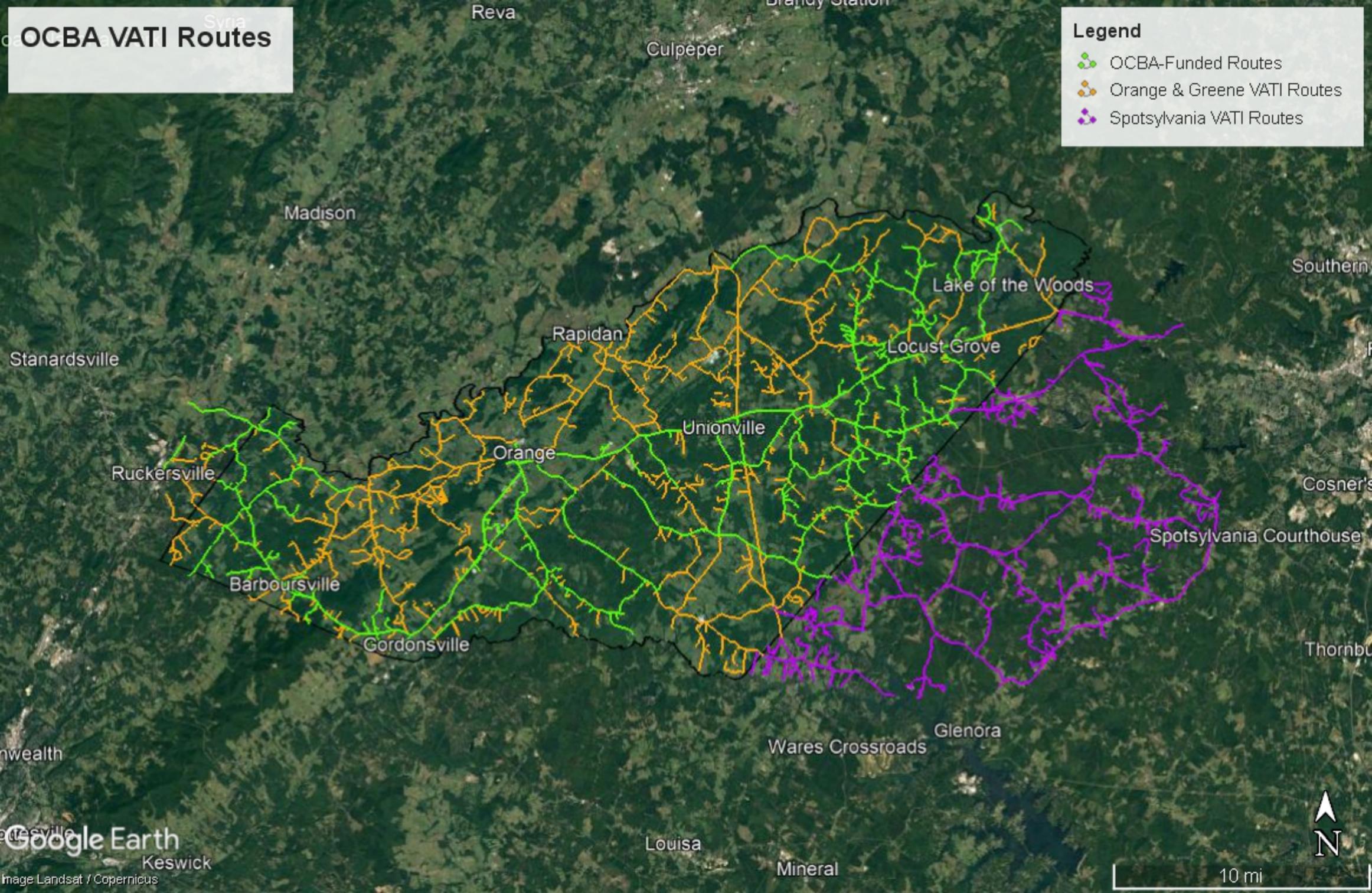
Optional

Attachment20CompleteVATIPProjectNarrative914202144340.pdf

OCBA VATI Routes

Legend

-  OCBA-Funded Routes
-  Orange & Greene VATI Routes
-  Spotsylvania VATI Routes



Federal Funding

In Orange, Greene, and Spotsylvania, Virginia

CAFII



ReConnect



RDOF

CenturyLink, Inc.

FiberLight, LLC

Rural Electric Cooperative Consortium

Shenandoah Cable Television, LLC

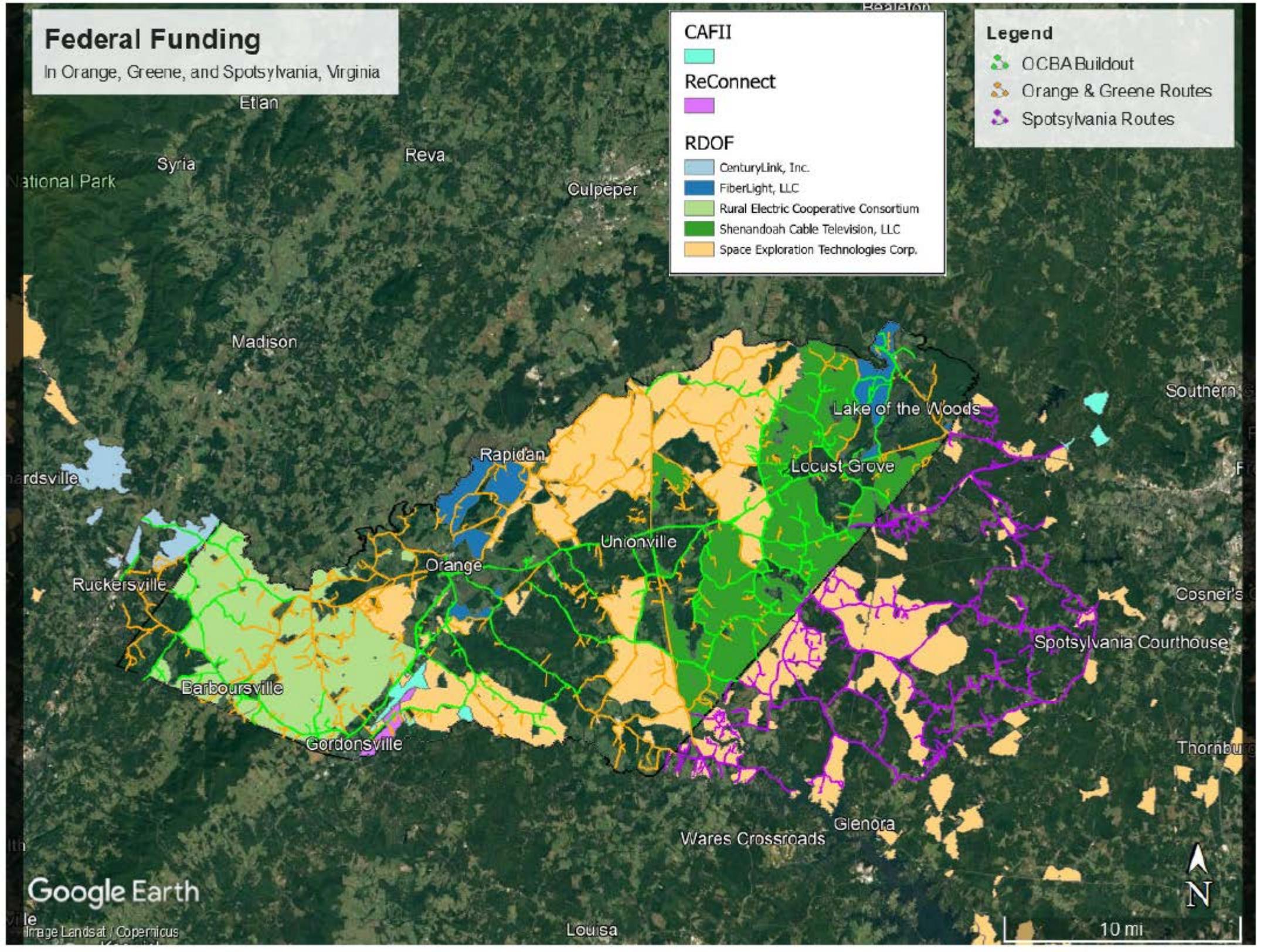
Space Exploration Technologies Corp.

Legend

OCBA Buildout

Orange & Greene Routes

Spotsylvania Routes



2022 Virginia Telecommunication Initiative (VATI) RDOF Passings Form

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas ¹
Residential	4,586
Businesses (non-home based)	46
Businesses (home-based)	88
Community Anchors	5
Non-residential	23
Total Number of RDOF Passings	4,748

*Note: The Total Number of RDOF Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.*

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

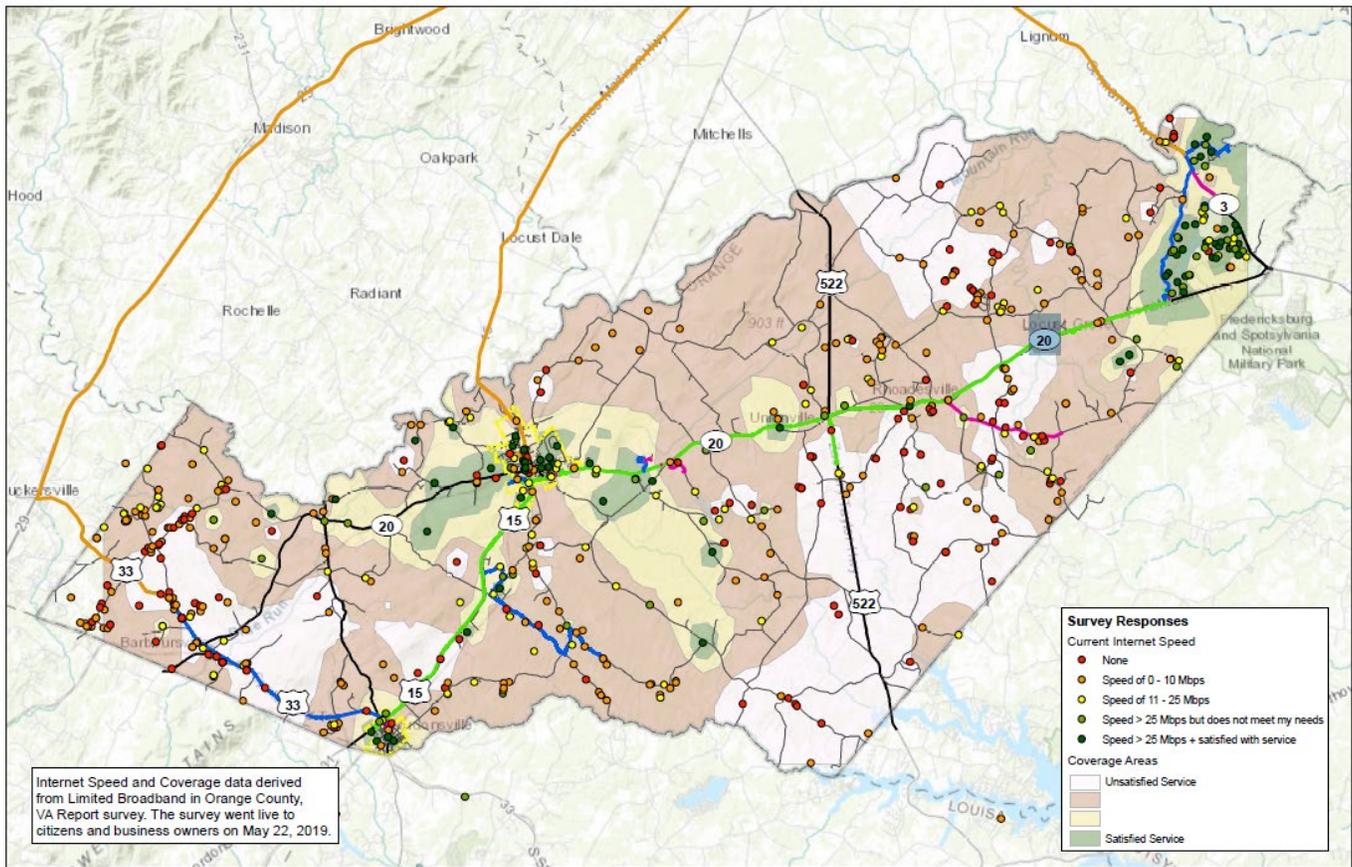
Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

Exhibit A:

OCBA 2019 Speed Survey Results with Previous OCBA Phased Buildout Routes



Internet Speed and Coverage data derived from Limited Broadband in Orange County, VA Report survey. The survey went live to citizens and business owners on May 22, 2019.



Orange County GIS

Gordon Building
112 West Main Street
P.O. Box 111
Orange, VA 22960

ORANGE COUNTY INTERNET SPEED COVERAGE MAP

DESIGNED
DRAWN JHW
DATE 08/22/19



1

Mile

- Phase 1 - Schools Main Route
- Phase 2 - Tower Laterals
- Phase 3 - Equinix Routes Proposed
- Phase 4 - County Facility Proposed

- Primary Road
- Secondary Road
- County Boundary
- Town Boundaries

FIGURE
1

Exhibit B:

OCBA Plant Survey Methodology Sample

Photos of Comcast Wireline in Eheart Comcast Cable connecting Mobile Home Park

Comcast wireline transverse Ridge Road approximately 250 feet to connect Willard Mobile Home Park. The photos show Comcast doesn't serve anyone past the mobile home park on Ridge Road.



Cable entering Eheart CT from Ridge Road







Cabling inside Mobile Home Park serving Eheart Court, Eheart Circle and Eheart Lane.





Pole located at Union Grove Christin Church next door to mobile home park doesn't have Comcast cable next to Willard Home Park.



OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Exhibit C:

OCBA Orange County Plant Survey Findings

Road Name/Address	Census Block	Notes
16164 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
16438 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
16690 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
16694 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
16698 SPOTSWOOD TRL	51079030200100 0	Site Visit no Comcast presence
16866 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
16866 SPOTSWOOD TRAIL	51079030200100 0	Site Visit no Comcast presence
1026 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
106 ALBANO ROAD	51079030200303 2	Site Visit and no Comcast
141 HEIGHTS HILL ROAD	51079030200303 2	Site Visit and no Comcast
1414 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
220 ALBANO ROAD	51079030200303 2	Site Visit and no Comcast
2216 Toms Rd	51079030200303 2	Site Visit and no Comcast and survey
2472 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
257 HEIGHTS HILL ROAD	51079030200303 2	Site Visit and no Comcast
2670 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
400 ALBANO ROAD	51079030200303 2	Site Visit and no Comcast
768 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
856 TOMS ROAD	51079030200303 2	Site Visit and no Comcast
CARROLLS LN	51079030200303 2	Site Visit and no Comcast
GLEN LN	51079030200303 2	Site Visit and no Comcast

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

PITSENBARGER DR	51079030200303 2	Site Visit and no Comcast
15 ALBANO ROAD	51079030200303 3	Site Visit and no Comcast
167 ALBANO ROAD	51079030200303 3	Site Visit and no Comcast
2882 TOMS ROAD	51079030200303 3	Site Visit and no Comcast
2960 TOMS ROAD	51079030200303 3	Site Visit and no Comcast
3066 TOMS ROAD	51079030200303 3	Site Visit and no Comcast
124 Heights Hill Road	51079030200303 9	Site Visit no Comcast presence
16461 SPOTSWOOD TRAIL	51079030200303 9	Site Visit no Comcast presence
16505 SPOTSWOOD TRAIL	51079030200303 9	Site Visit no Comcast presence
188 HEIGHTS HILL ROAD	51079030200303 9	Site Visit no Comcast presence
234 HEIGHTS HILL ROAD	51079030200303 9	Site Visit no Comcast presence
346 Toms Road	51079030200303 9	Site Visit no Comcast presence
494 TOMS ROAD	51079030200303 9	Site Visit no Comcast presence
72 HEIGHTS HILL ROAD	51079030200303 9	Site Visit no Comcast presence
98 Toms Rd	51079030200303 9	Site Visit no Comcast presence
Lees Ct	51079030200303 9	Site Visit no Comcast presence
322 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
392 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
416 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
442 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
674 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
708 HEIGHTS HILL ROAD	51079030200309 3	Site Visit and no Comcast
16735 SPOTSWOOD TRAIL	51079030200309 8	Site Visit no Comcast presence

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

16965 SPOTSWOOD TRAIL	51079030200309 8	Site Visit no Comcast presence
17001 SPOTSWOOD TR	51079030200309 8	Site Visit no Comcast presence
17025 SPOTSWOOD TR	51079030200309 8	Site Visit no Comcast presence
17061 SPOTSWOOD TR	51079030200309 8	Site Visit no Comcast presence
Lees Ct	51079030200309 8	Site visit and talked to residents
1282 MOORE ROAD	51079030202200 7	Site Visit and no Comcast
1330 MOORE ROAD	51079030202200 7	Site Visit and no Comcast
15421 SPOTSWOOD TRAIL	51079030202200 7	Site Visit and no Comcast
Abe Rd	51079030202200 7	Site Visit and no Comcast
LONDON CT	51079030202200 7	Site Visit and see email from Greene County
Rippin Run Rd	51079030202200 7	Site Visit and No Comcast see email from homeowners price quote
Wind Ridge DR	51079030202200 7	Site Visit and see email from Greene County
1131 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
1727 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
385 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
407 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
455 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
733 TOMS ROAD	51079030202200 8	Site Visit and no Comcast
Greenwood Farms CT	51079030202200 8	Site Visit and no Comcast
Greenwood Farms Rd	51079030202200 8	Site Visit and no Comcast
KELSEY LN	51079030202200 8	Site Visit and no Comcast
Morton LN	51079030202200 8	Site Visit and no Comcast
Toms Rd	51079030202200 8	Site Visit and no Comcast

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Windsong RD	51079030202200 8	Site Visit and no Comcast
Woodfield DR	51079030202200 8	Site Visit and no Comcast
15337 SPOTSWOOD TRAIL	51079030202202 2	Site Visit and no Comcast
480 MOORE ROAD	51079030202202 2	Site Visit and no Comcast
522 MOORE ROAD	51079030202202 2	Site Visit and no Comcast
578 MOORE ROAD	51079030202202 2	Site Visit and no Comcast
28464 OLD OFFICE RD	51137110102107 4	No Comcast site visit
28496 OLD OFFICE RD	51137110102107 4	No Comcast site visit
7170 BURR HILL RD	51137110102107 4	No Comcast site visit
7222 BURR HILL RD	51137110102107 4	No Comcast site visit
7315 HOLMAN DR	51137110102107 4	No Comcast site visit
7454 BURR HILL RD	51137110102107 4	No Comcast site visit
25133 Boling Lane	51137110102200 1	Talked to homeowners, Surveys, site visit
8015 Wilderness Woods Ln	51137110102200 1	No Comcast site visit and surveys
8020 Wilderness Woods LN	51137110102200 1	No Comcast site visit and surveys
Boiling Ln	51137110102200 1	No Comcast site visit
CLAUDES DR	51137110102200 1	No Comcast site visit and surveys
GRANT DR	51137110102200 1	No Comcast site visit
8288 Logging Road	51137110102201 1	Talked to homeowners, Surveys, site visit
Mountain View	51137110102201 1	Talked to homeowners, Surveys, site visit
Piedmont LN	51137110102201 1	Talked to homeowners, Surveys, site visit
Pine Stake RD	51137110102201 1	No Comcast site visit
PINE TREE RD	51137110102201 1	No Comcast site visit

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Tower Rd	51137110102201 3	No Comcast site visit
10510 Tower Road	51137110102201 3	No Comcast site visit and surveys
10660 Tower Rd	51137110102201 3	No Comcast site visit and surveys
10358 TOWER RD	51137110102201 3	No Comcast site visit
10530 TOWER RD	51137110102201 3	No Comcast site visit
11304 TOWER RD	51137110102201 3	No Comcast site visit
25529 MAGNOLIA RIDGE DR	51137110102201 3	No Comcast site visit
11367 Boston rd	51137110102201 3	No Comcast site visit and surveys
25268 INDEPENDENCE RD	51137110102201 3	No Comcast site visit
11436 BOSTON RD	51137110102201 3	No Comcast site visit
11436 PINEWOOD LN	51137110102201 3	No Comcast site visit
12154 Zachary Taylor Hwy.	51137110102202 1	No Comcast site visit and surveys
12205 ZACHARY TAYLOR HWY	51137110102202 1	No Comcast site visit
12211 ZACHARY TAYLOR HWY	51137110102202 1	No Comcast site visit
24336 EDDIES WALK WAY	51137110102202 1	Talked to homeowners, Surveys, site visit
24375 Eddies Walk Way	51137110102202 1	Talked to homeowners, Surveys, site visit
10361 Zachary Taylor hwy	51137110102202 4	No Comcast site visit and surveys
11129 ZACHARY TAYLOR HWY	51137110102202 4	No Comcast site visit
24220 CONSTITUTION HWY	51137110102202 4	No Comcast site visit
24273 CREEKWOOD RD	51137110102202 4	No Comcast site visit
25249 INDEPENDENCE RD	51137110102202 4	No Comcast site visit
25325 INDEPENDENCE RD	51137110102202 4	No Comcast site visit
25393 INDEPENDENCE RD	51137110102202 4	No Comcast site visit

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11392 ZACHARY TAYLOR HWY	51137110102300 2	No Comcast site visit
11424 ZACHARY TAYLOR HWY	51137110102300 2	No Comcast site visit
24195 INDEPENDENCE RD	51137110102300 2	No Comcast site visit
22999 Independence rd.	51137110102300 5	No Comcast site visit and surveys
23045 LITTLE CREEK LN	51137110102300 5	No Comcast site visit
23062 INDEPENDENCE RD	51137110102300 5	No Comcast site visit
23415 INDEPENDENCE RD	51137110102300 5	No Comcast site visit
23479 INDEPENDENCE RD	51137110102300 5	No Comcast site visit
Barr Ln	51137110102300 7	No Comcast site visit
Quarter Horse Ln	51137110102300 7	No Comcast site visit
12035 PORTER RD	51137110102300 9	Site Visit no Comcast and survey
12271 PORTER RD	51137110102300 9	Site Visit no Comcast and survey
20076 BRIANS CT	51137110102300 9	Site Visit no Comcast and survey
20079 BRIANS CT	51137110102300 9	Site Visit no Comcast and survey
12261 MARQUIS RD	51137110102301 7	No Comcast site visit
12321 LAFAYETTE TRL	51137110102301 7	No Comcast site visit
14189 MARQUIS RD	51137110102301 7	No Comcast site visit
14311 MARQUIS RD	51137110102301 7	No Comcast site visit
14374 ZACHARY TAYLOR HWY	51137110102301 7	No Comcast site visit
24077 LAHORE RD	51137110102301 7	No Comcast site visit
24161 COCKRILL FARM LN	51137110102301 7	No Comcast site visit
24431 LAHORE RD	51137110102301 7	No Comcast site visit
11362 Porter Rd	51137110102302 0	Site Visit no Comcast and survey

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12294 PORTER RD	51137110102302 0	Site Visit no Comcast and survey
12340 PORTER RD	51137110102302 0	Site Visit no Comcast and survey
20507 Gum Tree Road	51137110102302 0	No Comcast site visit and survey
Gum Tree Rd	51137110102302 0	Partial Comcast Served
Porter Rd	51137110102302 0	Stops at Sheriff Office 11350 PORTER RD
Sunfish Ln	51137110102302 0	No Comcast site visit
21435 BERRY RUN RD	51137110102302 3	No Comcast site visit
21489 BERRY RUN RD	51137110102302 3	No Comcast site visit
22043 BERRY RUN RD	51137110102302 3	No Comcast site visit
22161 BERRY RUN RD	51137110102302 3	No Comcast site visit
22209 BERRY RUN RD	51137110102302 3	No Comcast site visit
22243 BERRY RUN RD	51137110102302 3	No Comcast site visit
Berry Run Rd	51137110102302 3	No Comcast site visit
STONER LN	51137110102302 3	No Comcast site visit
Walking Deer Ln	51137110102302 3	Site Visit no Comcast and survey
Harbor RD	51137110102302 6	Site Visit no Comcast
Lake Front CT	51137110102302 6	No Comcast site visit
Lake Ridge Ct	51137110102302 6	Site Visit no Comcast and survey
Lake Ridge Ct	51137110102302 6	No Comcast site visit
Lakeview Ln	51137110102302 6	Site Visit no Comcast
Shore Dr	51137110102302 6	Site Visit no Comcast and survey
13096 Kendall Road	51137110102303 2	No Comcast site visit and survey
PRATT LN	51137110102303 2	No Comcast site visit

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SUNNYNOOK LN	51137110102303 2	No Comcast site visit
14003 RED FEATHER WAY	51137110102303 3	No Comcast site visit
14011 RED FEATHER WAY	51137110102303 3	No Comcast site visit
22127 LAHORE RD	51137110102303 3	No Comcast site visit
22297 LAHORE RD	51137110102303 3	No Comcast site visit
22319 LAHORE RD	51137110102303 3	No Comcast site visit
17325 MARQUIS RD	51137110102304 9	No Comcast site visit
18043 MARQUIS RD	51137110102304 9	No Comcast site visit
21545 MONROVIA RD	51137110102304 9	No Comcast site visit
22005 MONROVIA RD	51137110102304 9	No Comcast site visit
22250 DOUBLE W FARM RD	51137110102304 9	No Comcast site visit
22285 DOUBLE W FARM RD	51137110102304 9	No Comcast site visit
22495 Thornhill Rd	51137110102304 9	No Comcast site visit and talked to citizen, email
23114 THORNHILL RD	51137110102305 0	No Comcast site visit
23131 Monrovia Rd.	51137110102305 0	No Comcast site visit and talked to citizen, email
23176 THORNHILL RD	51137110102305 0	No Comcast site visit
23283 MONROVIA RD	51137110102305 0	No Comcast site visit
23514 THORNHILL RD	51137110102305 0	No Comcast site visit
15098 Viney way	51137110102401 3	No Comcast site visit and survey
15284 Poplar Rd	51137110102401 3	No Comcast site visit and talked to citizen
Pamunkey LN	51137110102401 3	No Comcast site visit, email, talked to residences
Rocky Ln	51137110102401 3	No Comcast site visit and survey
ROCKY LN	51137110102401 3	No Comcast site visit and survey

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Sassafas LN	51137110102401 3	No Comcast site visit
Serenity Pass LN	51137110102401 3	No Comcast site visit
Viney Way	51137110102401 3	No Comcast site visit
15484 kerbydrive	51137110102401 4	No Comcast site visit and survey
17106 Cinders Ln	51137110102401 4	No Comcast site visit and survey
Kirby DR	51137110102401 4	No Comcast site visit and survey
Matthew Mill RD	51137110102401 4	No Comcast site visit and survey
Piney Woods Rd	51137110102401 4	No Comcast site visit
TRAPPERS LN	51137110102401 4	No Comcast site visit and survey
Tyson Center Rd	51137110102401 4	No Comcast site visit
17106 Cinders Ln	51137110102402 2	No Comcast site visit and survey
20313 SHADE GROVE LN	51137110102402 2	No Comcast site visit
20447 SHADY GROVE LN	51137110102402 2	No Comcast site visit
20560 MONROVIA RD	51137110102402 2	No Comcast site visit
20688 MONROVIA RD	51137110102402 2	No Comcast site visit
20718 MONROVIA RD	51137110102402 2	No Comcast site visit
20738 MONROVIA RD	51137110102402 2	No Comcast site visit
Boogie Ln	51137110102402 3	No Comcast site visit, survey Information, talked to residence, email
16395 MOUNTAIN TRACK RD	51137110102402 5	No Comcast site visit
16437 MOUNTAIN TRACK RD	51137110102402 5	No Comcast site visit
16557 MOUNTAIN TRACK RD	51137110102402 5	No Comcast site visit
Black Oak RD	51137110102402 5	No Comcast site visit
14194 Green Acres RD	51137110102402 7	Site Visit and no Comcast and survey

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14311 GREEN ACRES RD	51137110102402 7	Site Visit and no Comcast and survey
15566 TOMAHAWK CREEK RD	51137110102402 7	Site Visit no Comcast
GREEN ACRES RD	51137110102402 7	Site Visit and no Comcast and survey
Green Acres RD	51137110102402 7	No Comcast site visit and survey
OAKSHADE CT	51137110102402 7	No Comcast site visit
OakShade RD	51137110102402 7	No Comcast site visit
20031 ELLISVILLE RD	51137110102404 3	No Comcast site visit
22282 MONROVIA RD	51137110102404 3	No Comcast site visit
22286 MONROVIA RD	51137110102404 3	No Comcast site visit
22481 PINETREE LN	51137110102404 3	No Comcast site visit
22491 FARMERS LN	51137110102404 3	No Comcast site visit
18457 HENDERSON LN	51137110102404 6	No Comcast site visit
22440 BRIARWOOD RD	51137110102404 6	No Comcast site visit
22478 LANEWOOD RD	51137110102404 6	No Comcast site visit
20251 Bennett Way	51137110102404 9	No Comcast site visit and survey
20294 Bennett Way	51137110102404 9	No Comcast site visit and survey
BENNET FARM RD	51137110102404 9	No Comcast site visit and survey
LANDS END DR	51137110102404 9	No Comcast site visit and survey
LANDS END DR	51137110102404 9	No Comcast site visit and survey
23204 Deertrail Ln	51137110102504 0	No Comcast site visit and survey
23290 HAWFIELD RD	51137110102504 0	No Comcast site visit
23292 HAWFIELD RD	51137110102504 0	No Comcast site visit
9250 EVERONA RD	51137110102504 0	No Comcast site visit

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9310 EVERONA RD	51137110102504 0	No Comcast site visit
Hawfield RD	51137110102504 0	No Comcast site visit
10138 Everona Rd	51137110102504 1	No Comcast site visit and survey
23375 BERNICE LN	51137110102504 1	No Comcast site visit and survey
9380 EVERONA RD	51137110102504 1	No Comcast site visit and survey
9502 EVERONA RD	51137110102504 1	No Comcast site visit and survey
9560 EVERONA RD	51137110102504 1	No Comcast site visit and survey
LOVETT LN	51137110102504 1	No Comcast site visit and survey
WALKERS BRANCH RD	51137110102504 1	No Comcast site visit and survey
Whiney LN	51137110102504 1	No Comcast site visit
17335 Quarles Mountain	51137110102506 7	No Comcast site visit and survey
19251 Constitution Hwy	51137110102507 3	No Comcast
SPRING VALE LN	51137110102507 3	No Comcast site visit and survey
Babbling Brook Ln	51137110102509 3	No Comcast site visit
Krystal DR	51137110102509 3	No Comcast site visit
Germann DR	51137110103100 0	No Comcast site visit, email and survey
Pilgrim Church Rd	51137110103103 3	No Comcast site visit
Vaucluse Rd	51137110103103 3	No Comcast site visit
33215 CROWN VICTORIA LN	51137110103106 3	No Comcast site visit
4515 GOVERNOR ALMOND RD	51137110103106 3	No Comcast site visit
5281 GOVERNOR ALMOND RD	51137110103106 3	No Comcast site visit
6176 LOUISIANNA RD	51137110103106 3	No Comcast site visit
6349 LOUISIANNA RD	51137110103106 3	No Comcast site visit

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7045 GOVERNOR ALMOND RD	51137110103106 3	No Comcast site visit
CROWN VICTORIA LN	51137110103106 3	No Comcast site visit
Louisanna Rd	51137110103106 3	No Comcast site visit
3064 GERMANNNA HWY	51137110103300 2	Site Visit and no Comcast and survey
3130 GERMANNNA HWY	51137110103300 2	Site Visit and no Comcast and survey
3215 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3217 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3281 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3283 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3313 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3369 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3377 flat run rd	51137110103300 2	Site Visit and no Comcast and survey
3393 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
3437 FLAT RUN RD	51137110103300 2	Site Visit and no Comcast and survey
34444 PEPPYS LN	51137110103300 2	Site Visit and no Comcast and survey
34515 PEPPYS LN	51137110103300 2	Site Visit and no Comcast and survey
35009 BURNT MILL RD	51137110103300 2	Site Visit and no Comcast and survey
35065 BURNT MILL RD	51137110103300 2	Site Visit and no Comcast and survey
34271 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
34425 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
34477 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
34481 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
34493 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence

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34973 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
34991 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
35047 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
35141 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
35347 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
36525 CONSTITUTION HWY	51137110103400 1	Site Visit and no Comcast talked to residence
6182 WILLIAM RANDOLPH DR	51137110103400 1	Site Visit and no Comcast talked to residence
6204 WILLIAM RANDOLPH DR	51137110103400 1	Site Visit and no Comcast talked to residence
6261 WILLIAM RANDOLPH DR	51137110103400 1	Site Visit and no Comcast talked to residence
30100 NEW HAMPSHIRE RD	51137110104106 5	No Comcast site visit
30182 NEW HAMPSHIRE RD	51137110104106 5	No Comcast site visit
30396 OLD OFFICE RD	51137110104106 5	No Comcast site visit
6467 DIAMOND GLEN LN	51137110104106 5	No Comcast site visit
7045 Sierra way	51137110104106 5	Site Visit and no Comcast and survey
7077 Sierra Way	51137110104106 5	Site Visit and no Comcast and survey
7186 TANNERY RD	51137110104106 5	No Comcast site visit
7211 TANNERY RD	51137110104106 5	No Comcast site visit
7465 OAKWOOD LAKE DR	51137110104106 5	No Comcast site visit
7710 VERMONT RD	51137110104106 5	No Comcast site visit
7775 OAKWOOD LAKE DR	51137110104106 5	No Comcast site visit
31300 CONSTITUTION HWY	51137110104106 7	No Comcast site visit
31440 FUNERAL HOME RD	51137110104106 7	No Comcast site visit
31506 CONSTITUTION HWY	51137110104106 7	No Comcast site visit

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32100 CONSTITUTION HWY	51137110104106 7	No Comcast site visit
32268 CONSTITUTION HWY	51137110104106 7	No Comcast site visit
7294 GOLD DALE RD	51137110104106 7	No Comcast site visit
7324 GOLD DALE RD	51137110104106 7	No Comcast site visit
7374 HOPPY LN	51137110104106 7	No Comcast site visit
7447 HOPPY LN	51137110104106 7	No Comcast site visit
32495 JACOB LN	51137110104106 9	No Comcast site visit
33006 CONSTITUTION HWY	51137110104106 9	No Comcast site visit
33227 COLONIAL LN	51137110104106 9	No Comcast site visit
33237 PATRIOT CT	51137110104106 9	No Comcast site visit
33333 PARKER RD	51137110104106 9	No Comcast site visit
33340 Constitution Hwy	51137110104106 9	Site Visit and no Comcast and survey
33349 PARKER RD	51137110104106 9	No Comcast site visit
7235 Gold Dale Rd	51137110104106 9	No Comcast site visit
7367 GOLD DALE RD	51137110104106 9	No Comcast site visit
7562 BEAGLE RUN LN	51137110104106 9	No Comcast site visit
8085 GOLD DALE RD	51137110104106 9	No Comcast site visit
8117 GOLD DALE RD	51137110104106 9	No Comcast site visit
8165 GOLD DALE RD	51137110104106 9	No Comcast site visit
12218 kathleen ct,	51137110104109 8	Site Visit and no Comcast and survey
12386 ORCHARD ST	51137110104109 8	Site Visit and no Comcast and survey
12502 ORCHARD ST	51137110104109 8	Site Visit and no Comcast and survey
30486 Catharpin Road	51137110104109 8	Site Visit and no Comcast and survey

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30502 Catharpin Road	51137110104109 8	Site Visit and no Comcast and survey
31028 CATHARPIN RD	51137110104109 8	No Comcast site visit
31136 Catharpin Rd	51137110104109 8	Site Visit and no Comcast and survey
32178 OLD PLANK RD	51137110104110 1	No Comcast site visit
32301 OLD PLANK RD	51137110104110 1	No Comcast site visit
32330 CHILDRESS RD	51137110104110 1	No Comcast site visit
32343 old plank rd	51137110104110 1	Site Visit and no Comcast and survey
32362 Settles Lane,	51137110104110 1	Site Visit and no Comcast and survey
32384 SETTLES LN	51137110104110 1	No Comcast site visit
32538 CHILDRESS RD	51137110104110 1	No Comcast site visit
33281 HUMMINGBIRD LN	51137110104110 1	No Comcast site visit
9034 GOLD DALE RD	51137110104110 1	No Comcast site visit
9392 REYNOLDS RD	51137110104110 1	No Comcast site visit
9441 BARNES RD	51137110104110 1	No Comcast site visit
9442 BARNES RD	51137110104110 1	No Comcast site visit
32282 SINGLETON RD	51137110104110 9	No Comcast site visit
32315 WHITE OAK DR	51137110104110 9	No Comcast site visit
32324 WHITE OAK DR	51137110104110 9	No Comcast site visit
32324 White Oak Drive	51137110104110 9	Site Visit and no Comcast and survey
32283 SINGLETON RD	51137110104111 0	No Comcast site visit
32329 SINGLETON RD	51137110104111 0	No Comcast site visit
7392 GOLD DALE RD	51137110104111 0	No Comcast site visit
11564 Robins Ridge Rd	51137110104111 1	Site Visit and no Comcast and survey

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11572 ROBINS RIDGE RD	51137110104111 1	No Comcast site visit
12218 KATHLEEN CT	51137110104111 1	No Comcast site visit
29128 ST JUST DR	51137110104111 1	No Comcast site visit
29138 St. Just Dr	51137110104111 1	Site Visit and no Comcast and survey
29329 st. Just dr	51137110104111 1	Site Visit and no Comcast and survey
15595 MONTEBELLO DR	51137110200102 4	No Comcast site visit
16433 TRIMMERS RD	51137110200102 4	No Comcast site visit
16451 ELMWOOD FARM RD	51137110200102 4	No Comcast site visit
17205 HOMEWOOD DR	51137110200102 4	No Comcast site visit
9538 RAPIDAN RD	51137110200102 4	No Comcast site visit
9610 RAPIDAN RD	51137110200102 4	No Comcast site visit
9164 JAMES MADISON HWY	51137110200200 0	No Comcast site visit
12488 Walnut Hills Drive	51137110200200 0	No Comcast site visit see email and price quote from Comcast
11385 Benden River Rd	51137110200204 3	No Comcast site visit
12323 SPICERS MILL RD	51137110200204 3	No Comcast site visit talked to homeowner and email
12401 SPICERS MILL RD	51137110200204 3	No Comcast site visit
12248 SPICERS MILL RD	51137110200204 7	No Comcast site visit
12320 SPICERS MILL RD	51137110200204 7	No Comcast site visit
12550 SPICERS MILL RD	51137110200204 7	No Comcast site visit
HOLLY LN	51137110200204 7	No Comcast site visit
11449 MONTFORD RD	51137110200205 8	No Comcast site visit
11487 SPICERS MILL RD	51137110200205 8	No Comcast site visit
11539 SPICERS MILL RD	51137110200205 8	No Comcast site visit

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12167 SPICERS MILL RD	51137110200205 8	No Comcast site visit
11127 MONTFORD LN	51137110200206 4	No Comcast site visit, email and survey
11221 Montford Road	51137110200206 4	See email from home owner
11223 MONTFORD RD	51137110200206 4	No Comcast site visit
Montford LN	51137110200206 4	No Comcast site visit, email and survey
14054 HERNDON LN	51137110300107 2	No Comcast site visit
14138 HERNDON LN	51137110300107 2	No Comcast site visit
14298 LITCHFIELD CT	51137110300107 2	No Comcast site visit
133 FAIRGROUND RD	51137110300107 4	No Comcast site visit
15214 LITTLE EGYPT RD	51137110300107 8	No Comcast site visit
15281 BROADMOOR LN	51137110300107 8	No Comcast site visit
15330 LITTLE EGYPT RD	51137110300107 8	No Comcast site visit
15420 kristeen lane	51137110300107 8	No Comcast site visit
15429 Kristeen lane	51137110300107 8	No Comcast site visit and survey
15634 MOUNTAIN TRACK RD	51137110300107 8	No Comcast site visit
15766 MOUNTAIN TRACK RD	51137110300107 8	No Comcast site visit
16136 MOUNTAIN TRACK RD	51137110300107 8	No Comcast site visit
16264 WOODLANDS DR	51137110300107 8	No Comcast site visit
16348 WOODLANDS DR	51137110300107 8	No Comcast site visit
15048 MADISON RUN RD	51137110300200 2	No Comcast site visit
14609 MADISON RUN RD	51137110300200 3	No Comcast site visit
13262 gun club road	51137110300202 3	No Comcast site visit and survey
18079 cloverleaf lane	51137110300202 3	No Comcast site visit and survey

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18120 Granite Dr	51137110300202 4	No Comcast site visit and survey EMAIL
18141 Granite Dr	51137110300202 4	Site Visit and no Comcast and survey
Granite DR	51137110300202 4	No Comcast site visit
GRANITE DR	51137110300202 4	No Comcast site visit and survey
Slate Hill Ln	51137110300202 4	No Comcast site visit
SLATE HILL LN	51137110300202 4	No Comcast site visit and survey
Johnson Way	51137110300203 2	No Comcast site visit
12178 COX MILL RD	51137110300203 7	No Comcast site visit AND SURVEY
CHAPMAN LN	51137110300203 7	No Comcast site visit
DEEP WOODS LN	51137110300203 7	No Comcast site visit
GREGORY DR	51137110300203 7	No Comcast site visit
JUSTICE DR	51137110300203 7	No Comcast site visit and survey
18689 JAMES MADISON HWY	51137110300204 6	No Comcast site visit
19017 JAMES MADISON HWY	51137110300204 6	No Comcast site visit
19051 JAMES MADISON HWY	51137110300204 6	No Comcast site visit
Browntown DR	51137110300208 6	No Comcast site visit
Browntown RD	51137110300208 6	No Comcast site visit
Jim CT	51137110300208 6	No Comcast site visit
Juno LN	51137110300208 6	No Comcast site visit
11511 COX MILL RD	51137110300208 7	No Comcast site visit
11535 COX MILL RD	51137110300208 7	No Comcast site visit
11511 GRANDVIEW FARM RD	51137110300208 9	No Comcast site visit
BLACK LEVEL LN	51137110300208 9	No Comcast site visit and survey

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GREEN HILL LN	51137110300208 9	No Comcast site visit
18148 James Madison Hwy	51137110300305 6	No Comcast site visit and survey
17364 ROCKLANDS FARM DR	51137110300305 9	No Comcast site visit
17439 ROCKLANDS DR	51137110300305 9	No Comcast site visit
11232 CEDAR HILL RD	51137110300306 0	No Comcast site visit
18534 JAMES MADISON HWY	51137110300306 0	No Comcast site visit
Cedar Hill Rd	51137110300306 0	No Comcast site visit
11255 JORDON FARM RD	51137110300306 1	No Comcast site visit
11355 CEDAR HILL RD	51137110300306 1	No Comcast site visit
11421 CEDAR HILL RD	51137110300306 1	No Comcast site visit
11487 CEDAR HILL RD	51137110300306 1	No Comcast site visit
Jordan Farm RD	51137110300306 1	No Comcast site visit
ROCKLANDS FARM RD	51137110300306 4	No Comcast site visit
19286 Briar Patch Drive	51137110300308 5	Site Visit and no Comcast and survey
19297 Lovers Lane,	51137110300308 5	Site Visit and no Comcast and survey
9155 THUMPER LN	51137110300308 5	Site Visit and no Comcast
9156 THUMPER LN	51137110300308 5	Site Visit and no Comcast
6015 Old Barboursville Road	51137110300311 1	Site Visit and no Comcast and survey
6055 Old Barboursville Rd	51137110300311 1	Site Visit and no Comcast and survey
17568 Woodroof Road	51137110300311 4	Site Visit and no Comcast and survey
6333 Spotswood Trl	51137110300311 4	Site Visit and no Comcast and survey
6379 Spotswood TRL	51137110300311 4	Site Visit and no Comcast and survey
6399 Spotswood Trl	51137110300311 4	Site Visit and no Comcast and survey

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5614 Spotswood Trail	51137110300311 9	Site Visit and no Comcast and survey
HEN AND BACON RD	51137110300315 4	No Comcast site visit
14112 Spotswood Ridge Dr.	51137110300401 7	Survey results
1449 Lees Ct.	51137110300401 7	Survey and site Viist
2039 SPOTSWOOD TRL	51137110300401 7	Site Visit
Dogwood Ln	51137110300401 7	Site Visit no Comcast presence
Lees Ct	51137110300401 7	Site Visit no Comcast presence
3501 RIDGE RD	51137110300402 0	Site viist and survey
Alabno Rd	51137110300402 0	Site visit and survey
13356 Albano Rd	51137110300402 0	Site visit and survey
Ridge Rd	51137110300402 0	Comcast onky serves Mobile Home Park - see photos and documentation
4645 SPOTSWOOD TRL	51137110300403 7	Site Visit and no Comcast and survey
5088 Vineyard Lane	51137110300403 7	Site Visit and no Comcast and survey
15321 Dragon Hill drive	51137110300404 6	Site Visit and no Comcast
15483 Dragon Hill Drive	51137110300404 6	Site Visit and no Comcast
3394 SPOTSWOOD TRL	51137110300404 6	Site Visit and no Comcast
3486 Hamm Road,	51137110300404 6	Site Visit and no Comcast and survey
3495 HAMM RD	51137110300404 6	Site Visit and no Comcast
3556 Spotswood Trail	51137110300404 6	Site Visit and no Comcast and survey
3556 Spotswood Trail	51137110300404 6	Site Visit and no Comcast
4151 HAMM RD	51137110300404 6	Site Visit and no Comcast
4158 SPOTSWOOD TRL	51137110300404 6	Site Visit and no Comcast
4348 SPOTSWOOD TRL	51137110300404 6	Site Visit and no Comcast

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4422 Spotswood Trail	51137110300404 6	Site Visit and no Comcast and survey
14479 Twin Brook Drive	51137110300405 6	Survey, Site Visit and email cost for construction Comcast
14518 Harvey Road	51137110300405 6	Survey and Site Visit
15384 McWilliams Drive	51137110300405 6	Survey, Site Visit and email cost for construction Comcast
Arto RD	51137110300405 6	Site Visit
Burnley Rd	51137110300405 6	No Comcast Surveys and site visit
Harvey Road	51137110300405 6	Comcast only serves 2 houses
HILLCREST LN	51137110300405 6	No Comcast Surveys and site visit
Kokopelli Lane	51137110300405 6	Site Visit
McWilliams Drive	51137110300405 6	Comcast stop at 15260 McWilliams Dr
Miser DR	51137110300405 6	Site Visit
Twin Brook Drive	51137110300405 6	Site Visit
Willie Miser DR	51137110300405 6	Site Viist
Willie Miser LN	51137110300405 6	Comcast stop at 15323 Willie Miser Ln
Willy Dr	51137110300405 6	Site Visit
2028 SPOTSWOOD TRL	51137110300406 4	Site Visit no Comcast presence
2080 SPOTSWOOD TRL	51137110300406 4	Site Visit no Comcast presence
2094 SPOTSWOOD TRL	51137110300406 4	Site Visit no Comcast presence
2132 SPOTSWOOD TRL	51137110300406 4	Site Visit no Comcast presence
2154 SPOTSWOOD TRL	51137110300406 4	Site Visit no Comcast presence
11411 Albano Rd	51137110300407 2	Site Visit and no Comcast and survey
BLACK WALNUT RUN RD	Multiple	
Cox Mill RD	Multiple	Comcast stops 11418 Cox Mill RD near Brown RD

Exhibit D:

Spotsylvania Petition to DHCD Regarding Certification of Unserved Areas

Request for Determination

July 15, 2021

TO: Department of Housing and Community Development
Via Email: broadband@dhcd.virginia.gov

FROM: All Points Broadband

RE: Determination of Unserved Status for
Areas Within Spotsylvania County (the “County”)

Pursuant to §56-585.1:9 of the Code of Virginia (the “Utility Leverage Statute”), All Points Broadband Partners, LLC, on behalf of itself and its affiliates (collectively, “ISP”), submits this request that the Department of Housing and Community Development (“DHCD”) designate as “unserved by broadband” (as that term is used in the Utility Leverage Statute and otherwise by DHCD) the areas of the County shown in the attached polygon shapefile (the “Unserved Area”), and the locations within the Unserved Area identified in the attached point shapefile (the “Unserved Locations”).

The boundaries of the Unserved Area are entirely within the County and are set forth in the attached polygon shapefile.

ISP identified the other existing provider(s) that currently offer broadband within the County:

Comcast
Verizon

This information was determined through a review the website(s) of the provider(s), and reference to other publicly available sources.

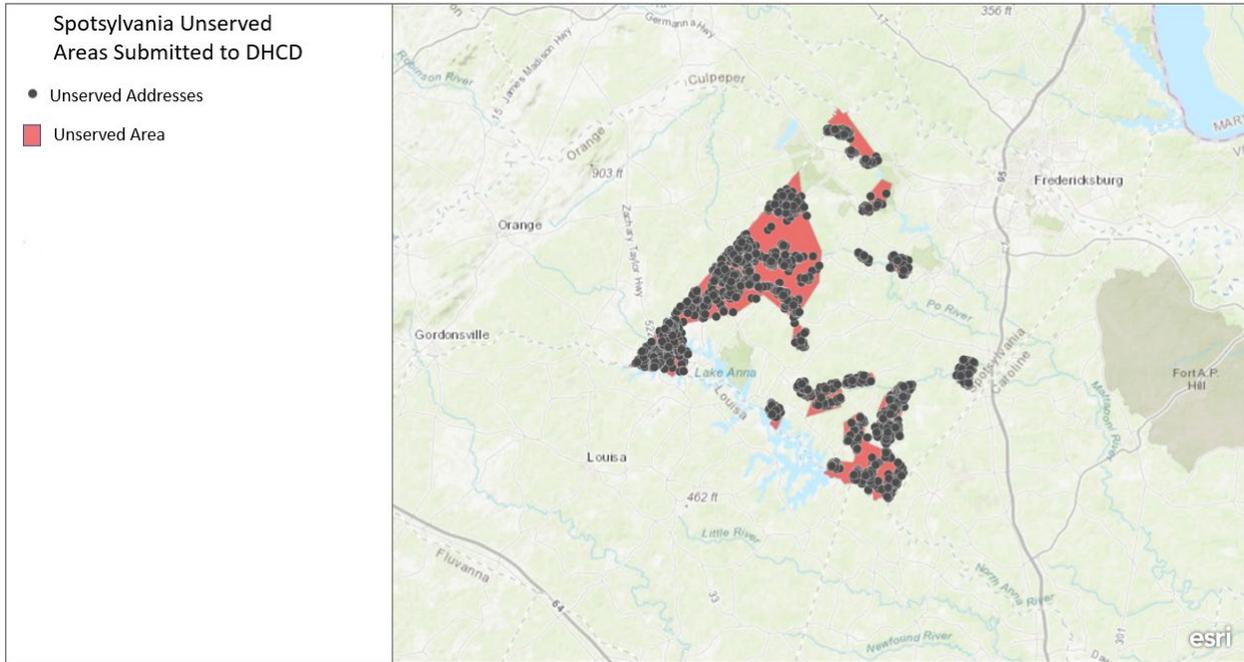
To identify the boundaries of the Unserved Area and to avoid overlap, ISP’s personnel visited and visually inspected each route within the Unserved Area to verify the absence of infrastructure capable of offering broadband to each Unserved Location.

ISP requests that DHCD designate as unserved by broadband the Unserved Area and Unserved Locations.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Exhibit E:

Spotsylvania Unserved Areas from Petition Shapefile



OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Exhibit F:

Comcast Requests and Complaints Log submitted to Spotsylvania County Government

Date: 5/30/2018

Category (check one): Complaint Request

Status: Open Closed

Name: April Moy (540)895-9089

Service Address: 5318 Dickerson Rd

District: Berkeley

Complaint:

Last year a few of us neighbors got together and collected signatures of residents that are interested in Comcast high-speed internet on Towles Mill and Dickerson Rd. I've noticed Comcast is installing on Towles Mill and have heard rumors they're going to be installing on Dickerson Rd as well, but I can't get confirmation on which addresses on Dickerson will be receiving service. I'd appreciate if someone could steer me in the right direction to find out if my home will be included in the newly installed service area.

Previous Comments/Responses:

7/29/2021 email from Pam asking for an update: We are still waiting on the update from the below email:

Nathan,

Could you please look into the attached cost estimate for the following information and let us know the results?

- 1) Please confirm the correct address for the cost estimate for this request. The estimate has 5319 Dickerson Rd on it, but their address is actually 5318 Dickerson Rd. We want to make sure that the estimate is done for the appropriate address.
- 2) Please provide calculations as per the franchise agreement; the figure proposed to the resident appears to not take that required calculation into consideration.

If you should have any further questions or concerns please feel free to let us know.

Please send us an update to the 2 requests/concerns listed. We sent the request back in May and have asked for an update multiple times and have heard nothing back. We need the update/responses to these requests/concerns ASAP as this has been going on too long with no response.

7/29/2021 email from Ms. Moy: I'm having a horrible time trying to get a response back from anyone. I'm not sure if my emails are going through or not. I'm doing everything from my phone, which can be quite a task lol.

Previously, I was asked to include Nikki on my emails, but wasn't able to find her email address. I FINALLY found it on this email, which I have somehow overlooked.

Hopefully, now I'm on board with who I was supposed to be emailing originally.

I'm wondering if anyone has been able to confirm anything about extending Comcast service to my address. From looking at the minutes from a meeting when initially receiving the grant from Towles Mill, it appears my address should have been serviced.

I wasn't able to get anywhere with Richard Riley (Comcast construction) or Becky Baker. Both said we would have to pay close to \$14k to run service from a few houses down, across the street then Down my driveway. Two years ago I was quoted appx \$8k from Marie Schuler, but I'm being told that quote was only good for 90 days, although it didn't specify that anywhere in the email she quoted that price in.

When all this began a few years ago, I helped gathered names for the petition to bring Comcast to the area. Lol I even allowed them to park their trucks at the end of my driveway, not realizing they would not be running service to my home.

At the time the neighbors directly before my driveway and across the street weren't interested in service. Both were clearly included in the grant and live close to the road. Since then, new residents moved into the home directly before my driveway and they say they've called Comcast and Comcast says they don't offer service in this area.

This is extremely frustrating. I have no idea who to turn to for help so any suggestions either of you have would be greatly appreciated.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

I understand with my home being far from the street, we'll have to pay something, but \$14k seems far fetched when some should have been covered by the grant. So technically there's three homes here Comcast were paid to service, but didn't. I'm curious where that extra money goes?

Robert has been a great deal of help and has passed me along to you ladies because he says y'all are awesome when it comes to dealing with situations similar to mine.

Please, please, please tell me what I can /should do? I feel as if I'm backed in a corner, getting nowhere.

Please feel free to contact me!

Thank you so much for your time and help. It's truly appreciated!

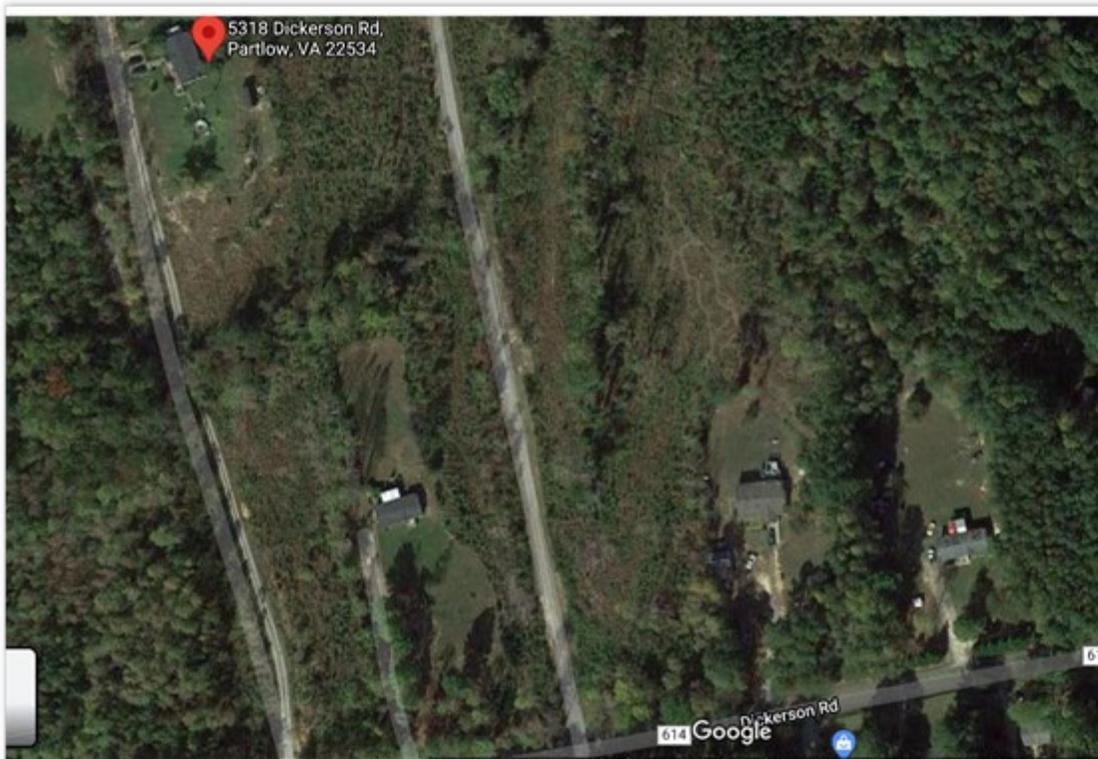
7/6/2021 email from Pam asking for an update.

6/25/2021 email from Nikki asking for an update.

6/11/2021 email from Pam asking for an update.

5/7/2021 email from Nathan: Thank you for passing along this information for the Williams residence. I will review the project with Comcast's team and update directly.

5/7/2021 email from Jane: Robert, to close the loop on your questions, 5318 Partlow Road is right at the ¼ mile mark to be included in the 2018 VATI grant. I did drive out there, and the driveway is pretty long.



Here is an blurb from the grant, which explains that any home over 275ft from the road will incur costs; I am assuming this is the \$8000 cost for this address. We are working to confirm that.

There are a total of 207 residential locations within the proposed service area in S. Comcast proposes to expand its network so that each of these 207 homes are serviceable. / franchise, all homes within 275 feet of the public right of way will not incur any a Comcast proposes to apply the same standard to the homes included in this projec homes and 54 lots that are currently empty. Of the existing 153 homes, there are distance from the road and would be connected to Comcast's network with no cus remaining 26 homes are located in excess of the 275' from the road center. While serviceable, customers may be required to provide a contribution in aid of the con would provide each home with a contribution estimate, if any, prior to construction would be approximately \$2,722 with the least expensive contribution being \$350 \$8,810. However, many factors in addition to distance are considered when deter contribution is required. Projections for overall subscriber levels are also depend an initial prediction may change as the project is completed. However, a petition

As soon as we hear back from Comcast on those calculations, one of us will let you know.

5/7/2021 email from Pam to Comcast: Could you please look into the attached cost estimate for the following information and let us know the results?

- 3) Please confirm the correct address for the cost estimate for this request. The estimate has 5319 Dickerson Rd on it, but their address is actually 5318 Dickerson Rd. We want to make sure that the estimate is done for the appropriate address.
- 4) Please provide calculations as per the franchise agreement; the figure proposed to the resident appears to not take that required calculation into consideration.

If you should have any further questions or concerns please feel free to let us know.

5/7/2021 email from Jane: I've looked at this, and we will confirm that 1) they reviewed the proper address and 2) they followed the franchise agreement formula, but please also note that the homeowner will be responsible for the line extension to their home; its beyond the standard 275ft from the road. I've attached a screen shot for your reference. Please ignore acres number; I just wanted to highlight the parcel in question. The 856 feet from the road is also an estimate; however, its obviously longer than 275ft.



Nikki,

Please send the following back to Comcast:

- 5) Please confirm the correct address for the cost estimate for this request.
- 6) Please provide calculations as per the franchise agreement; the figure proposed to the resident appears to not take that required calculation into consideration.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

5/6/2021 email from Robert Northrop: Notice that on the xlsx spreadsheet Comcast has their address listed as 5319 Dickerson Road, not their actual address 5318 Dickerson Road. They think this might be the reason why Comcast doesn't want to extend to their residence. They believe that their address of 5318 Dickerson Road was included in the Towles Mill Road Grant.

4/8/2021 email from Richard Riley: Ms. Moy and Mr. Williams ,

Please see the first attachment for invoice. Make check payable to "Comcast" and write "Invoice 180-21-158" on the check. Send the check to the address on the upper left side of invoice. If you wish to pay by credit card, follow the instructions on the second attachment . The third attachment contains guidelines for doing a Self Trench Project with Comcast.

The Project Process starts when Comcasts receives and logs you payment. I am then notified and I will start the process of design, permits, approval , and build , which can take 60 to 90 days to complete.

4/6/2020 closed due to no response

3/5/2020 emailed Ken to verify if ok to close

2/14/2020 emailed Ken to verify if ok to close

12/11/19 Update from Marie – no further update

11/11/19 Update from Marie – no further action

9/9/19 – Update from Marie – meeting with County Staff on 9/18/19 to discuss strategy for next round of VATI Grants.

8/16/19 Update from Marie – County request for potential VATI grant in the next cycle

Looking at this area for possible 2020 Grant application submission.

6/10/2019 email from Nikki to Robert: Here is a section of the minutes from the meeting on May 9th

Whalen Ridge Estates –The County concurs with Comcast and does not expect Comcast to run service. Ms. Schuler asked if the County would reach out to residents to see if they are willing to pay the customer contribution; she will provide costs again. Ms. Reeve will get with Mr. Northrop to contact the original requestor.

We just wanted to check with you to see if you can contact the requester from Whalen Ridge and see if they are willing to reach out to residents to see if they would consider sharing the customer contribution.

Thanks Robert. We are having a meeting on June 13th (this week) . I will be sending out the information later today.

Update from 5-9-19 meeting: The VATI grant stipulated cable service would be ¼ mile each way on Duerson and Dickerson and stopped just short of many residents. The service was expanded up to 212 Duerson and 5318 Dickerson Road. The County seemed to think some homes were missing from Comcast's count. Ms. Reeve and Mr. Pritchett investigated the area and discovered the location also does not meet Comcast's density level requirement and many of the homes are far off the road. Comcast reports, unfortunately unless there is major construction in the area, the residents may not be serviced.

5/8/19 – Update from Marie – no further update

3/13/19 – Update from Marie - no further update

1/9/19 Update from Marie – no further update

11/8/18 **Update from Marie:** Ms. Moy understands that she can get service if she wants to pay for her long drop. She is reluctant to do so.

8/9/18 This address was covered by the VATI grant. We provided a quote to extend services up her long driveway. She requested a quote to provide service to both 5308 and 5318 (shared driveways. The customer contribution is \$10,002.93.

7/10/2018 email from Robert Northrup: I visited Keith Shelton this afternoon. He is under the impression that the Tolls Mill contract was to service a half mile in each direction where Tolls Mill dead ends into Deuerson to the left and Dickerson to the right.

If that is true, Keith Shelton says his house is within that half mile.

As I was talking with Keith, his neighbor sent me the below Text Message. I visited with April and Chris Moy. The new Comcast line literally ends at their driveway.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

These two households are so close.

Can you check to see how far down the Comcast contract for Tolls Mill say it will extend the line down Dickerson and Deuerson? If as Keith told me it was supposed to go a half mile then it should extend a half mile and not abandon these two homes.

There is also a neighborhood, I believe it is called Whalen Estates, that maybe could get involved now that the line is so close to their neighborhood of maybe 25 homes.

In any case, I wanted to pass this information along to you and give you a heads up that they might call or email you.

Hi Robert,

My name is April Moy of 5318 Dickerson Rd Partlow VA. Tina Donovan gave me your number and asked that I contact you about receiving Comcast service at my home. It appears Comcast stopped right before my driveway There are 2 homes down my driveway that would love service. She said you're up the street at Sue's house. If you have a chance, I'd love for you to stop by.

Thank you!

6/4/2018 email from Larry Caldwell: Per construction:

This location is non-serviceable; there are no plans to build at or near this location in the future

6/4/2018 email from Marie: Once the VATI project for Towles Mill Road is completed, the infrastructure will be close to them. The issue is the distance of the house from the road. Construction indicates the drop extension will require a customer contribution of approximately \$9,000.

If the resident is interested we can provide a firmer quote. However, we will not be doing any construction until the initial project is completed and signed off by the County and the State.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/3/2019

Category (check one): Complaint Request

Status: Open Closed

Name: James Cyrus 540-455-2509

Service Address: 5608 Hams Ford Road

District: Berkeley

Complaint:

Hi my name is James Cyrus, I have been speaking to Mr. Northrop he told me to get in touch with you and that he was forwarding my info along.

Here is the situation at hand, we live within 23 houses from the nearest house with Comcast. Well within what the franchise agreement states, I am trying to get Comcast mainly for internet being that I have small children it is vital for education and entertainment. When I spoke to Comcast they offered to bring it to me for 15k, a woman up the street 6 houses towards where Comcast is available was quoted 16k which seems odd since she is closer than I am.

I have all 23 addresses including mine I will attach them for you if you need them.

Previous Comments/Responses:

4/8/2021 update from Nathan: SL03711712 was closed out 3/11/20, Results { TOTAL PROJECT NEW EXTENSION FOOTAGE 1,526 TOTAL PROJECT NEW PASSINGS 1 TOTAL PROJECT COST - \$33,081.71 CC - \$31,681.71 ETA 60 to 90 days from comcast Receipt of Cc Payment. This project will need a VDOT Permit. There is no Self Trench available for this project. All cable will have to be placed in the State ROW and Permitt

3/11/2021 update from Nathan: SL03711712 was closed out 3/11/20, Results { TOTAL PROJECT NEW EXTENSION FOOTAGE 1,526 TOTAL PROJECT NEW PASSINGS 1 TOTAL PROJECT COST - \$33,081.71 CC - \$31,681.71 ETA 60 to 90 days from comcast Receipt of Cc Payment. This project will need a VDOT Permit. There is no Self Trench available for this project. All cable will have to be placed in the State ROW and Permitt

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

6/10/2020 Nathan Daugherty: Recommend to close.

4/10/2020 email from Sherry Thomas: Our serviceability team has advised the results for this location are the same as follow: { TOTAL PROJECT NEW EXTENSION FOOTAGE , 1,526 TOTAL PROJECT NEW PASSINGS 1 TOTAL PROJECT COST - \$33,081.71 CC - \$31,681.71 ETA 60 to 90 days from comcast Receipt of Cc Payment. This project will need a VDOT Permit. There is no Self Trench available for this project. All cable will have to be placed in the State ROW and Permitted. }

4/6/2020 email from Sherry Thomas: Previous ticket- ESL03711712 was closed out 3/11/20. I will forward this request to the serviceability team for any additional information.

4/6/2020 email from Pam to Stacey Karcher: Could you please look into coverage for the whole area where Mr. Cyrus is located? If you need any further information from us please let us know.

3/12/2020 email from Stacey Karcher: The quote is just for his home, as described we will only include homes in the survey that are not more than 300ft from the main road. I will send him an email with the same details we provided below.

3/12/2020 email from Pam to Comcast: If you could please reach out to him via email for us to let him know that would be greatly appreciated.

Is this quote just for his home? What about the whole area there?

3/11/2020 email from Stacey Karcher: Below are the results of the survey for Mr. Cyrus. I have attempted to contact him via phone but the voicemail is full. Did you want us to reach out via email as well, or will you handle that?

The Spotsylvania Franchise agreement is 23 Homes Per Mile and the homes counted as serviceable have to be within 300ft of the road . This address works out to 3.44 HPM. $1,526\text{ft} \div 5,280\text{ft} = .29 \text{ miles}$. 1 home divided by .29 miles = 3.44 Homes Per Mile .

Does not meet the Spotsylvania Franchise Agreement and does not meet the Comcast payback model.

TOTAL PROJECT NEW EXTENSION FOOTAGE 1,526 TOTAL PROJECT NEW PASSINGS 1 TOTAL PROJECT COST - \$33,081.71 CC - \$31,681.71 ETA 60 to 90 days from comcast Receipt of Cc Payment.

This project will need a VDOT Permit

There is no Self Trench available for this project. All cable will have to be placed in the State ROW and Permitted.

3/10/2020 email from Ken to Comcast: Yes and for clarity there are a dozen or so homes passed to fulfill this order so I'm concerned that the construction estimates notes only one. Thank you!

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

3/10/2020 Pam email to Comcast: Would this be for just Mr. Cyrus' house or the entire area? Mr. Cyrus states that the entire area is interested in Comcast, could you all investigate the entire area and see if it qualifies for service as well?

3/9/2020 after Pam sent James Cyrus the update from Comcast he emailed back: Truly appreciated. I do know the entire neighborhood wants connection too it is not just my home.

3/9/2020 Email from Sherry Thomas: This location needs 1370' U1, 156' U2 BORE 233' UG DROP FOR 1 PASSING. I have requesting the cost for construction and was told we should have it this week. I will advise once this information is received.

3/9/2020 Pam emailed Comcast for an update.

3/9/2020 email from James Cyrus: It's been a while since we last spoke and I still have yet to hear anything.

2/21/2020 Email from Ken: I drove down here today and have also done my best trying to map this out on Google Earth. Best I can tell, there's about 1.2 miles from the last pedestal to 5608 Hams Ford. I only count 12-15 houses within 300 feet of Hams Ford. The off shoots appear to be far too long to be covered either, although I haven't measured them. We can certainly ask Comcast to evaluate but I believe they are not within the requirements of the agreement. How was Hams Ford originally provided service (as none of it meets density)?

2/21/2020 Sent Email to Ken to evaluate the area and to get with Mr. Cyrus and to keep us posted.

2/21/2020 Sent email to Comcast to reevaluate the area for service.

2/21/2020 email from Nikki: Mr. Cyrus I do apologize, we are looking into the situation and sent the request to your Cable Commission member in your district to evaluate as well and he should contact you soon. We are sending him another email today to make sure this is a priority to take care of. We can also check with Comcast as well for any other updates. Hopefully you will get some answers soon.

2/21/2020 email from James Cyrus: I have not received any response. What is the point to the franchise agreement laying out terms for service based on houses and proximity if someone that is within those parameters is denied service without paying for it. I was under the impression that if someone was within these parameters Comcast was contracted to bring the service at no cost other than the extensive drive way.

2/13/2020 email to Ken to have him review and evaluate if it is 23 homes per mile.

2/6/2020 Nikki email to Jane: I am not sure how to answer his statement below. Should I send to Ken to respond as well?

2/6/2020 email from James Cyrus: Apologies but I'm not sure the point of the franchise agreement then, when it states Comcast is required to bring service if requested as long as there are 30 houses in a mile, does that mean only assuming the customer is willing to pay for the expansion? I am willing to pay for the line from my house to the end of the drive way as I'm sure that's a bit over 300ft.

2/6/2020 email from Nikki to James Cyrus: The latest update from Comcast is summarized below:

11/11/19 Update from Marie – there has been no further communication from Mr. Cyrus. When Everett spoke with him on 10/7/19, he was told that a build to his home would require a customer contribution. Mr. Cyrus indicated that if he decided to pursue service he would contact Everett. He also indicated that he was only willing to contribute \$1,500 toward a contribution. Construction indicates a \$15,000+ contribution is required to build to his home.

I can resubmit a request with Comcast to contact you with any updates they can share with you and discuss further if there are any other alternatives available to you.

2/5/2020 email from James Cyrus: I have not heard anything one way or the other since we spoke, I am attaching a map showing all the houses on my street affected by the lack of Comcast and the houses off of the street I am on which would also benefit from Comcast on our street. There are 78 homes 40 of which are on my street alone. If I have read the Comcast franchise agreement correctly that more than qualifies us for service extension. Once again my address is 5608 hams ford rd Spotsylvania va 22551.

Any help would be appreciated I cannot have satellite internet due to trees in the way and quite honestly it is worse than mobile hotspot and both of those are frankly unacceptable when it comes to the education needs of the children in our home. This is no less than an emergency.

12/11/19 Update from Marie – no further update

11/11/19 Update from Marie – there has been no further communication from Mr Cyrus. When Evert spoke with him on 10/7/19, he was told that a build to his home would require a customer contribution. Mr Cyrus indicated that if he decided to pursue service he would contact Evert. He also indicated that he was only willing to contribute \$1,500 toward a contribution. Construction indicates a \$15,000+ contribution is required to build to his home.

10/7/2019 email from Everett Washington: I spoke with the customer today and explained to him the requirements and the necessary steps to have Comcast services. The customer will speak to other members of his community to discuss sharing the customer contribution and follow back up if he is looking to proceed with service.

10/3/2019 email from Everett Washington: I have attempted to contact the customer with no response as of yet. I will update on resolution.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/18/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Larry Mosiniak 540-854-4326

Service Address: 5820 Annies Ln

District: Livingston

Complaint:

Mr. Mosiniak has had service for about a year and a half now and he says the service has gone downhill the whole time. The service is in and out and the internet speeds have slowed as well. He has also questioned why the cost keeps going up when he was told the bill would not go up for the full 2 years of his contract. Please reach out to Mr. Mosiniak about his service complaints and keep us informed as well.

Previous Comments/Responses:

4/8/2021 update from Nathan:

On 2/18/20, I spoke with Mr. Mosiniak, and explained the bill increased because of the yearly rate increases to equipment, taxes, and/or fees and not any change to the package price. I further explained the price of his package will remain the same until the promotion ends on 9/13/20, afterwards, the price of the package will increase by \$25. I also went over the available pricing for TV service only. At this time, no changes were made to the account. On 2/18/20, Mr. Mosiniak also confirmed he isn't having any service issues at this time. On 2/19/20, I emailed the county and informed them of the above information.

3/11/2021 update from Nathan:

On 2/18/20, I spoke with Mr. Mosiniak, and explained the bill increased because of the yearly rate increases to equipment, taxes, and/or fees and not any change to the package price. I further explained the price of his package will remain the same until the promotion ends on 9/13/20, afterwards, the price of the package will increase by \$25. I also went over the available pricing for TV service only. At this time, no changes were made to the account. On 2/18/20, Mr. Mosiniak also confirmed he isn't having any service issues at this time. On 2/19/20, I emailed the county and informed them of the above information.

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

6/10/2020 Nathan Daugherty: Recommend to close.

2/19/2020 email from Shawn: I spoke with Mr. Mosiniak who stated he doesn't have any service issues at this time. I was able to explain to him the price of his package hasn't changed and will remain the same until the 24 month promotion expires, but his bill has increased due to the yearly adjustments for equipment, fees, and/or taxes.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 6/30/2020

Category (check one): Complaint Request

Name: Tiffany Marshall 804-869-8351
Llahsram.tiffany17@gmail.com

Status: Open Closed

Service Address: 10010 Hollo Way

District: Berkeley

Complaint:

Ms. Marshall is interested in finding out if she could get Comcast services ran to her home. Please reach out to her and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan:

This address is currently not serviceable by Comcast without a cost. The approximate build cost is \$18,834.06. It requires an estimated 1424 feet of new coax to bring service to the home with 2 passings. The approximate cost to Ms. Marshall is \$16,034.06, half of which must be paid prior to the start of construction. This estimate is valid for 90 days from the date of this response. I attempted to call the resident to information of this information, my attempts were unsuccessful.

3/11/2021 update from Nathan:

This address is currently not serviceable by Comcast without a cost. The approximate build cost is \$18,834.06. It requires an estimated 1424 feet of new coax to bring service to the home with 2 passings. The approximate cost to Ms. Marshall is \$16,034.06, half of which must be paid prior to the start of construction. This estimate is valid for 90 days from the date of this response. I attempted to call the resident to information of this information, my attempts were unsuccessful.

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

7/16/2020 email from Sherry Thomas: This address is currently not serviceable by Comcast without a cost. The approximate build cost is \$18,834.06. It requires an estimated 1424 feet of new coax to bring service to the home with 2 passings. The approximate cost to Ms. Marshall is \$16,034.06, half of which must be paid prior to the start of construction. This estimate is valid for 90 days from the date of this response. I attempted to call the resident to information of this information, my attempts were unsuccessful.

6/30/2020 email from Lanita Sampson: I have submitted a ticket for a survey for service. This process normally takes 72 business hours. I will provide an update once this has been completed. I was unsuccessful in reaching the customer but I did leave a voicemail with my contact information.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/13/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Jeremy Dodd 5408474168

Service Address: 10131 Duerson Ln

District: Berkeley

Complaint:

Mr. Dodd contacted our office to see about getting Comcast ran to his home. He says that Comcast service stops approximately 800 feet from his home and that he was quoted a price of over \$100K to have service ran to his home. Please reach out to Mr. Dodd and see if anything could be done for him that does not cost that much and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan:

the home is not serviceable with a customer construction contribution.

3/11/2021 update from Nathan:

the home is not serviceable with a customer construction contribution.

2/3/2021 email from Evan Johnson: Sorry for the delayed reply on this one but the cost could be split between the 2 homes.

2/3/2021 Pam emailed for update

10/8/2020 email from Ken: Good afternoon, is this \$13k each or could it be split between both if they were interested?

10/8/2020 email from Evan Johnson: Here are the findings from this survey.

NEEDS 1135' UG PLANT EXT FOR 2 PASSINGS; 1030' UG1; 105' U2 COAX CONST; ;265 UG DROP THROUGH WOODS AT A CUSTOMER COST OF \$ 13,065.25

So its not as expensive as the first survey from 2019 but it still needs a customer contribution

10/8/2020 email from Nikki to Mr. Dodd: We have sent your email to our Cable Commission members and your representative. Ken Crist, may be contacting you soon. We have also sent a request to Comcast to get a detailed explanation of the cost that you were quoted.

10/8/2020 Pam emailed both the Commission and Comcast for an update/breakdown and to ask Ken to reach out to Mr. Dodd as well.

10/8/2020 email from Jeremy Dodd: I am forwarding a previous email to several people in hopes to get more information. Originally when we bought our property we checked and Comcast said we could get service. Originally this was going to be several thousand dollars. After we bought the property and built a custom house we inquired to get installed and they came out and not only want us to pay for the extension but also to upgrade there equipment. I think the estimate went to over 100 thousand. I emailed Nikki Showers and Pamela Dickenson earlier this year and they had Michael Porterfield from Comcast call us who verified we needed a 1100 foot extension down street to our property and they need to upgrade equipment and at a cost of 264 thousand dollars. Cellular is not good enough for work and for kids school and we have done what we could but we are looking for any information.

How many houses before they are required to extend service?

Is there anything being done to help?

Please let me know what other information you need.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/13/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Travis Pickett 304-904-3115

Service Address: 2824 Amy Dr. Bumpass, Va. 23024

District: Berkeley

Complaint:

Mr. Pickett would like to see about getting Comcast ran to his home. Please see below for his issue. Reach out to Mr. Pickett to see what can be done to help him out and keep us posted as well.

From: Travis Pickett [<mailto:travis.pickett@gmail.com>]

Sent: Monday, July 13, 2020 11:20 AM

To: Nikki Showers <NSHOWERS@spotsylvania.va.us>

Subject: [EXTERNAL]: Issue With Comcast

Hello,

I have tried calling and have not received a return call yet about an issue we are having with Comcast on Amy Dr. in Bumpass.

We are trying to get Comcast to provide service to our house which at first they said wouldn't be an issue and the onsite technician also confirmed it wouldn't be an issue they just needed to run a cable. Comcast then came back and informed us the cost would be \$12K to hook up our house and the neighbors house. They indicated that this is our cost and could not comment on how much of the bill they were paying. The total distance of cable is approximately 950 feet.

This seems to be an extremely high fee to pay for cable over a short distance when we will also be paying them a monthly subscription fee. It should also be mentioned our neighbors house has Comcast however when Comcast provided service to their house they ran the wrong cable from the box to their house so part of this 12K is to already fix an issue Comcast caused. In the future there is a planned neighborhood that will be up against Amy Dr. so Comcast may be using this as a connection point and should be taken into consideration.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

I spoke with the customer on 7/14/2020 and explained that if they want service there would be a 12,425.50 estimated to make the home serviceable. the customer declined to make the change .

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

7/14/2020 email from Michael Porterfield: I have confirmed the contribution is \$12,425.50 estimated to make the home serviceable. This will need 1145 feet plant extension for 2 passings. I spoke with him today and gave him this information.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/15/2020

Category (check one): Complaint Request

Name: Lee Ann Tate (540) 582-2334

Status: Open Closed

Lee_ann_tate@yahoo.com

Service Address: 9432 Duerson Ln. Partlow, VA 22534

District: Berkeley

Complaint:

She came into our County Admin's Office yesterday and spoke with Mark Cole regarding internet issues by her home. She said she has spoken to everyone and she was very nice, just frustrated, especially with the possibility of online learning for schools and lack of internet in certain parts of the county. Mark told her we would forward her information to the cable commission and the appropriate cable provider to see if it would spark anything. Please reach out to Ms. Tate and keep us informed.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

THE customers house was not serviceable without customer contribution. NEEDS 1480' AERIAL PLANT EXT. 6 POLES NO MR & 42' U1 25' RISER 214' UG DROP FOR 2 PASSINGS the customer contribution is \$6,896.48 of a \$13,280.63 total cost

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/17/2020 email from Lanita Sampson: Below is the response in reference to the aforementioned case that was resolved and closed 10/01/2020.

THE customers house was not serviceable without customer contribution. NEEDS 1480' AERIAL PLANT EXT. 6 POLES NO MR & 42' U1 25' RISER 214' UG DROP FOR 2 PASSINGS the customer contribution is \$6,896.48 of a \$13,280.63 total cost

11/17/2020 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/16/2020

Category (check one): Complaint Request

Name: MaryAnn M. Butterfield President, Madison
Plantation Owners' Association (MPOA) (310)701-7144
mm.butterfield@hotmail.com

Status: Open Closed

Service Address: 7912 Madison Plantation Way
Fredericksburg, Virginia 22407

District: Berkeley

Complaint:

I was referred to you by Debbie Yates, who stopped by your office on July 14th to ask where and to whom we should direct our serious service issues. We (Madison Plantation Way homeowners) were scheduled to attend your commission meeting on July 9th--and were so disappointed to learn it had been postponed until September. Unfortunately, we cannot wait until September--homeowners are in dire need of cell phone service. Our most immediate concern is the complete lack of cell phone service at some homes, to include calling 911. Service was not good before COVID19; however, within the past 1-2 months, it has become virtually non-existent at several homes and very poor at others. We are being told the tower has issues and is being repaired--but our service has not changed.

Aaron Melhus has been in contact with both Verizon (Fios) and Comcast (Fiberoptics) on our behalf about scheduling a review of our situation with regard to obtaining internet services as soon as possible, and I understand that we are waiting for the engineering departments to respond with a date for reviewing our property and presenting an estimate of installation. In the meantime, our internet connections have been reduced, some can't send attachments if they do get on line, our searches/downloads time out, data consumption wipes our what little high-speed download possibility we do have.

I am attaching the presentation I intended to use at the commission meeting on July 9th, where I provided background and a consolidation of all the issues expressed by homeowners. Also attached is a letter from a concerned realtor regarding a property she is selling; a map indicating the locations mentioned in the background presentation; and, the results of a test of: Reference Signal Received Power (RSRP) and Reference Signal Received Quality (RSRQ).

We would appreciate any assistance you can give us to direct our request to the proper individual(s) with the hope that they might be able to expedite assistance to us. I can be reached at (310) 701-7144.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

I spoke to Ms. Butterfield and advised her of the cost. She would like to move forward and would like construction to follow up with her phone and email.

This location requires 4345' ug plant ext for 9 passings; 1 rd permit; 150' ug drop; prebury only; concrete d/w and parking; 3945' u1 coax const.; 400' u2 coax const with a total cost of construction of \$43,715.54.

2/3/2021 email from Evan Johnson: I will reach out to see if the invoice was paid on this one to see if construction is moving forward.

2/3/2021 Pam emailed for update

9/28/2020 email from Nikki to Mrs. Butterfield: [Can you assist the Verizon representative, Louise Anderson with the request below? \(she is copied in this email\)](#)

[\(location of the abandoned conduit you referred to in a previous email\)](#)

9/3/2020 email from Wendy to Mrs. Butterfield: While we wait on a response from Comcast, I made a few calls to locations that may be able to help. I recognize this is just a band-aid for now, but could you kindly pass along the following information to the teacher family, please?

Spotswood Baptist Church has wifi capabilities and multiple locations within their buildings that are available.

Please have them call the front desk at 540-898-0757 x 9. If the secretary is not available, please leave their name and contact information. The receptionist is awaiting their call and will be working with them and Pastor Dan to hopefully get them set up.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

They could not speak to long- v. short-term use so please also have the family contact me at WendyLatella@yahoo.com and/or 571-484-1917 and I will help them locate other options if this does not work out or if it is only for a limited time.

9/3/2020 email from Ken to Mrs. Butterfield: I'm very sorry to hear of the challenges you and your residents continue to have. One suggestion I would give is to ensure you're voting on this issue in both local and federal elections. The issue of internet as a utility has come up many times but is never fully acted upon. Ensuring your representatives hear from you is key.

While Comcast has the authoritative answer, I think it's likely to be an unfortunate "yes, if we run wireline service along a road, anyone can hook up to it, even if they didn't contribute."

I'm happy to chat as needed, 540-419-4480.

Nikki, can we please send a note through Louise on the conduit question?

9/3/2020 email from Nikki to Mrs. Butterfield: I am sorry for the delay in response and we appreciate your patience. However, we are still waiting on information from Comcast and will continue to reach out to them for the required information.

I will try to contact Comcast today and hopefully get some answers for you.

9/2/2020 email from Mrs. Butterfield: I hate to be the "squeaky wheel," but we are in such dire need of service, here I am.

I have not heard from Comcast about explaining the costing or any alternatives, and we need to move on this as soon as possible. I did write to the Executive Vice President (Mr. Ronan Dunne) of Verizon asking if Comcast could use the underground conduit they laid and abandoned fourteen years ago, however, I'm awaiting a response. I also wrote to Rep Rob Wittman asking if he knows of any funds that might be available.

In the meantime, one of our three teachers wrote in tears:

"Update: and now it's not letting me connect to Dunkin [Donuts]. It can't find the hotspot anymore. Our Internet has been great until suddenly it went to crap this week of ALL weeks. Today, it finally crashed out completely just before lunch, so I packed everything up to pump/work and got on 95.... and now, of course, there's an accident at 17 N Business..95 is a parking lot...so now I can't get to BDHS. Jim and I both wound up on the Dunkin parking lot off Rt. 3. I didn't bring my power cord because I was planning to work on the desktop at school. Oh, and my Canvas buttons didn't save and I have to make them AGAIN. This is after losing connection yesterday and losing them. I had to move to the passenger side because of the steering wheel, and even on the passenger side the laptop barely fits. All because Satan Comcast won't connect us. And if they did they want thousands of dollars. Why isn't Internet a public utility? I am so burned and frustrated and just —ing mad. It scares me to go into work because I'm worried about being exposed [to covid19 as a nursing mother of a 3-month old, and a 4 and 2 year old]. I am literally ready to scream, scream, scream. And not very Christian words either. What do I do now? Start a go fund me?! Rant over. Respond with platitudes at your own risk."

And this is only ONE of the teachers; her husband (also a teacher) was out attempting to find a connection to teach his classes.

I left a message for Sherry at Comcast Corporate Executive Services, and with Richard Riley the Construction Coordinator to see how they price out the service from house to house--but that haven't answered the question of "can anyone hook up after we install the service?" In other words, if we install it without a share from a homeowner, and pay \$5000 each, can that homeowner who hasn't invested in the construction, then just hook up to the system for a few dollars?

Have you had this problem with other sites?

8/20/2020 email from Nathan: I wanted to follow up as it has been a couple days. Thank you for the information about Mrs. Butterfield. We continue to research this and I will be back in touch shortly with information in terms of the franchise formula.

8/17/2020 email from Nikki to Mrs. Butterfield: Unfortunately at this time, the County does not have any available funding to assist in this buildout.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

We have asked Comcast for clarification of the costs so we can address your concerns about who has to pay what. As soon as we receive a response, we will be back in touch with you.

8/17/2020 email from Jane to Nikki and Nathan: This invoice to Madison Plantation Way residents does not comply with our franchise agreement.

I've added Nathan to this email, so he can assist in getting the proper information, as required by the franchise agreement, for this buildout.

Nathan, the franchise agreement specifically requires Comcast to provide this information in a format that meets an agreed upon formula. Please revise and provide the residents and the county with that required document, which will, in part, address their concerns about who accepts the buildout costs and who does not.

Nikki, your response to Mrs. Butterfield is that we have asked Comcast for clarification of the costs, so we can address her concerns about who has to pay what. You can let her know that the County has no available funding to assist in this buildout.

8/17/2020 email from Nikki to Jane: Please see below email from Ms. Butterfield in the Madison Plantation Way neighborhood. What do you suggest? I am just checking with you to see if you would like to send a response or should I send this to Bonnie for a response?

8/10/2020 email from Sherry Thomas: I spoke to Ms/ Butterfield and provided the survey ad cost results. This is total customer contribution. We requested an invoice to be prepared and sent to Ms. Butterfield . The cost can be broken up amongst the surrounding residents. She should have a copy of the invoice for break down information.

8/10/2020 email from Ken Crist: Good afternoon, I don't think I ever saw a response to my email.

7/29/2020 email from Ken Crist: Is that \$43k total construction cost or total customer contribution? What offsets, if any, are being provided?

7/29/2020 email from Sherry Thomas: I spoke to Ms. Butterfield and advised her of the cost. She would like to move forward. I have requested that our construction team follow up with her via phone and email.

This location requires 4345' ug plant ext for 9 passings; 1 rd permit; 150' ug drop; prebury only; concrete d/w and parking; 3945' u1 coax const.; 400' u2 coax const with a total cost of construction of \$43,715.54.

7/21/2020 email from Sherry Thomas: ESL03805988

Our team is still in the process of reviewing this concern and obtaining the survey results. I spoke to the resident and reiterate the process. We will be following up again and will provide an update once a response has been received from the completed serviceability survey.

7/21/2020 email from Pam: Would it be possible to please get an update on the request below? I know it has only been a few days since we sent it to you but one of the residence is asking for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/16/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Paul Chewning 540-226-7282

Service Address: 2501 Arritt Rd Bumpass, VA 23024

District: Berkeley

Complaint:

Mr. Chewning called our office to find out about getting cable/internet ran to his home. With kids in our county going to virtual learning having quality internet is a must for them. I am including both Comcast and Verizon in this email to see if there is anything either of you could do to help Mr. Chewning and her neighbors out with their internet needs. Please reach out to Mr. Chewning and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

4/5/2021 Pam emailed Comcast for an update and to have them contact Mr. Chewning and for Ken to contact Mr. Chewning as well.

4/5/2021 email from Mr. Chewning: I still have not heard anything from Comcast. Nikki I know that you have no control over the next part. Can Mr. Marshall or anyone else explain to me why wilderness got the new 5G Service over the other areas of Spotsylvania? Once again my end of the county is left out and our children are left behind.

3/11/2021 update from Nathan:

Explained service was not available . Needs 3622 Aerial Plant Extension. 10 poles (no mr - 10 poles stuck)113' Aerial drop for 5 passings with a \$7,062.90 build cost

2/3/2021 email from Evan Johnson: I will get the cost on this one asap from construction, Usually when the homes are over a mile away we don't do the customer cost but I have spoken with my construction team to have them work one up for me today.

2/3/2021 Pam emailed for update

11/17/2020 Pam emailed Comcast for an update.

10/23/2020 email from Nikki to Comcast: I just wanted to check on this one to see if you have any updates on the costs and customer contribution needed. I have copied Mr. Chewning on this email as well.

9/16/2020 email from Evan Johnson: We do have the results of the survey. Needs 3622 Aerial Plant Extension. 10 poles 113' Aerial drop for 5 passings. It will need a customer contribution to complete the build out and we are still awaiting that number. I will get you an update as soon as I have that cost.

9/16/2020 email from Nikki requesting an update.

8/21/2020 email from Sherry Thomas: We are still working this concern. Evan will be taking over and providing an update once the cost and full survey is received back.

7/29/2020 email from Sherry Thomas: This location is - 1.3 MILES AWAY FROM CLOSEST ACTIVE COMCAST Service. We are still waiting on the full results. I will continue to update.

7/16/2020 email from Sherry Thomas: ESL03806461 / 1772694 has been successfully created. I have submitted the information to the construction department for Comcast. The survey completion to determine serviceability with cost analysis can take up to 7-14 days. I will make customer contact and provide this information to the customer. I will provide an update once a response has been received from the completed serviceability survey.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/17/2020

Category (check one): Complaint Request

Name: Christopher Bennett 540-623-7952

chriscbennett88@gmail.com

Status: Open Closed

Service Address: 5306 Muddy Way

Woodford VA 22580

District: Berkeley

Complaint:

Please see below for request for service. Even though I am pretty sure there is not any Verizon service in this area I am still sending this request to both Comcast and Verizon for review and consideration. Schools going 100% virtual is putting a bigger strain on families who have no internet options, if there is any way any to help these citizens and not cost them an arm and a leg that would be greatly appreciated. Please reach out to Mr. Bennett to see what can be done to help him out and keep us posted.

Good afternoon, I am trying to see what can be done to get internet access at my home at 5306 Muddy Way Woodford VA 22580. I went to the Comcast office because they are the provider on the road where my driveway is located and they said it would cost me \$40,000 to provide service to my home.

I believe this is obscure and just plain out ridiculous. All my neighbors have internet and cable but it's going to cost me \$40,000 because I live down a longer drive way in the woods.

Any information or assistance you can provide would be greatly appreciated.

If you have any question or concerns please feel free to contact me at any time.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

5306 MUDDY WAY/ 22580- cc \$14, 153.13 ċ 60-90 day ċ self trench \$6360.59. This location is non serviceable- location will require a 1045 ft, plant ext with a 125 UG drop. For one passing

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/16/2020 email from Nikki: The County continues to actively and aggressively seek all broadband opportunities for unserved and underserved areas.

The Cable Commission is aware of challenges with residents whose home resides within, or close to, a cable service provider footprint, but are still unable to received service due to the enormous cost of the line extension to homes that are more than 300 feet from the road.

In those situations, we are working to ensure that residents with homes that are unable to connect to an existing cable service provider (in this case, Comcast) are also recognized as unserved residents for high speed broadband.

We are working to establish some timelines for when this service may become available, and it will be heavily publicized when plans firm up.

I want to put you in touch with your board appointed cable commission representative, Kenneth Crist. He can answer additional questions and ensure he remains a good point of contact moving forward.

Ken, the address to his property is 5306 Muddy Way, Woodford, VA 22580. His phone number is 540.623.7952

11/16/2020 email from Mr. Bennett: I am just circling back because I have been trying to figure out a way where I could work the \$4532.07 amount below that Comcast came back with. I know the state has been giving counties money through the CARES Act, and was wondering if any was available to help get high speed internet to my home since mobile coverage is spotty and I'm reliant to work from home on mobile Hotspot. Any help would be greatly appreciated.

8/5/2020 email from Stacey Karcher to Mr. Bennett: I apologize for the delay, our survey team is having your home resurveyed. I will have an update once I have one.

7/30/2020 email from Stacey Karcher to Mr. Bennett: I am going to see if I can understand better, or I will have a construction team member reach out to you. I will be in touch as soon as I have an update.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

7/30/2020 email from Mr. Bennett to Stacey Karcher: Thank you for your response. I appreciate you explaining this to me; however, I must admit that I am a bit confused as I seem to be getting conflicting information from you and Rappahannock Electric.

Rappahannock stated that there are usually three lines on the power pole. The first is power, the second is the phone line and the third is usually cable. If you look at the picture attached we only have two lines on the pole which is power and phone.

7/30/2020 email from Stacey Karcher to Mr. Bennett: After speaking with my construction team the reason we would run underground is there is no more room on the poles for us to place cable.

7/28/2020 email from Stacey Karcher to Mr. Bennett: Let me reach out to my team and confirm if the build we quoted was aerial or underground. I will be in touch as soon as I have an update.

7/28/2020 email from Mr. Bennett to Stacey Karcher: Yes mam my power supply comes to the home via power lines.

7/28/2020 email from Stacey Karcher to Mr. Bennett: The building of another home may be a possibility to decrease the cost, but we would have to complete another survey to determine that if it happens as cost change all the time. Typically we follow the power lines, unless we have strict rules in the area that make us go underground. Is your power supply aerial?

7/28/2020 email from Mr. Bennett to Stacey Karcher: Thank you for the information. In order for the price to go down someone would need to build a home between my home and someone who already has the services? I have to say that this price is better than the \$40K estimate that I was previously quoted by the comcast office.

I was also curious if the cables had to go underground or if they could be ran on the power lines like the other utilities.

I greatly appreciate the response on this.

Thank you for your time.

7/28/2020 email from Stacey Karcher to Mr. Bennett: I received an update from our serviceability team and at this time your home is not serviceable by comcast. In order to service your home the location would require 1045ft plant extension with a 125ft underground. There would be a cost associated with it, and the customer contribution is \$14,153.13. If you have any additional questions or concerns please feel free to reach out me via phone or email.

7/28/2020 email from Stacey Karcher: This home is not serviceable at this time. Here are the details: 5306 MUDDY WAY/ 22580- cc \$14, 153.13 ÷ 60-90 day ÷ self trench \$6360.59. This location is non serviceable- location will require a 1045 ft, plant ext with a 125 UG drop. For one passing.

7/17/2020 email from Stacey Karcher: ESL03807237 was created for Mr. Bennett. I spoke with him and explained our serviceability process, I also engaged our serviceability team. I will keep everyone updated.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/8/2019 reopened 7/28/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Julie Lasure 703-439-9691

Service Address: 5715 Crescent Point Dr.

District: Livingston

Complaint:

Ms. Lasure called our office to see what options are available to them, she works from home every day and their current internet option keeps dropping on them all the time. There are others in her neighborhood that are also interested in getting Comcast Cable ran to their homes as well and they are willing to pay a customer contribution to get Comcast ran. Please reach out to Ms. Lasure and keep us posted as well.

Previous Comments/Responses:

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

8/31/2020 email from Jane: Thank you for the link; I'll make sure I get it over to our grants office to review, to see if there is anything we can apply for at the local level.

There is a lot evolving as it relates to broadband, and fortunately, its now a pretty high priority in the county for expanded broadband. I will be going over all of this at our next cable commission meeting on 9/10.

Right now, I'm working on a plan that goes to the board on 9/8; it should be available online in the next couple of days.

8/28/2020 email from Ms. Lasure: My neighbor passed this article to me so I wanted to send it to you as well.

<https://www.chattanooga.com/2020/8/21/413939/Governor-Lee-Announces-61-Million-In.aspx>

There are a lot of federal funding discussions going on and more information is always better.

Is there anything new on the internet front that I can help with or support?

Nikki - when is the next meeting?

7/28/2020 email from Jane: Thank you for continuing to reach out. There is a lot that has been moving forward, which includes a letter of support for REC and their proposed plans to apply for a federal grant to help offset total costs of running fiber to the home. You can go to our website and look at today's agenda under consent items for that letter.

I also want to let you know that I have met with the schools, and have plans to join a new regional committee to help determine how to get this last mile of broadband service in place.

I will be issuing an RFP for one or more wireless providers to collocate on county towers, to provide internet service (I think you've already talked to one vendor some time ago), and we will also be working with those vendors to identify any additional grant opportunities to help fund the endeavor.

I also finally managed to get some funding approved in the budget for matching funds for grant opportunities; this funding may also be eartagged for REC, but we're waiting to see more definitive plans from them before committing financial resources.

Regardless, I'm happy to chat; I apologize if I missed your last email asking for a call.

Let me know when you'd like to have that conversation; my availability this week is anytime Thursday except 230-330, and anytime Friday except 11-1130am.

7/27/2020 email from Ms. Lasure: I am forwarding the article below FYI(about King George Broadband).

I emailed a while ago asking for a phone call but I haven't heard back from you.

I am forwarding the email below but I would like to set up a time to talk about the internet situation and what else might be done. I had a great discussion with Rapp Elec and would like to share what I have learned from them as well.

4/6/2020 closed due to no response.

3/5/2020 emailed Toby to verify if ok to close

2/14/2020 emailed Toby to verify if ok to close

2/7/2020 email from Jane: Good morning! Thank you for the email, and we agree...we were very disappointed to not be selected for the grant this year.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Please know that we are continuing discussions with the same company to move forward with a similar plan, and as those plans flesh out, I will work to keep everyone updated. We are also exploring all other possible options to get reliable broadband service into your area of the county.

Thank you again for reaching out!

2/7/2020 email from Ms. Lasure: I understand that we did not get the grant. That's very disappointing. Any new ideas? We are still struggling here on Crescent Point. In fact yesterday was miserable for getting any work done and my Internet was completely down the day before.

The Rappahannock Electric Co-op came out with an announcement they are starting new fiber lines along all of their electricity customers. It's a six-year project but they are willing to lease space on their fiber lines to help rural customers have access to high-speed Internet. Do you know if Comcast or Verizon is willing to pursue this option? If not, do you have any other ideas?

12/11/19 Update from Marie – no further update

11/11/19 Update from Marie – Larry is updating the resident

For some time, Comcast and the County have been discussing the expansion of the cable network to serve the residents in the subdivisions off Monrovia Road. Crescent Point Drive has been part of the consideration.

Unfortunately, the build neither meets the density requirements of the Cable Television Franchise nor have we been able to make a business case for the build. We investigated partnering with Spotsylvania County to apply for a VATI Grant this year, but could not make the financials work. As a result, the County has moved forward with a partnership with Data Stream, a fixed wireless provider to serve your area. The award of the VATI Grants will be announced in late December early January.

We regret that we are unable to serve your homes, but hopefully you'll have an alternative for Internet service shortly.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/4/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Donald Bartasek 540-538-3130

Service Address: 11402 Forest Walk Dr

District: Chancellor

Complaint:

Mr. Bartasek called our office to inquire about getting a reliable internet/cable ran to his home. He is supposed to be watching his grandson while his parents work and with no internet he is unable to do so as his grandson is supposed to be doing on line school work this fall. I am sending this to both Comcast and Verizon to see if there is anything that either of you could do for him that would not cost a ton of money. Please reach out to Mr. Bartasek and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Needs 94' U1, 548' U1A Plant Extension. 78' UG Drop for 1 Passing at a cost of \$5,214.94

2/3/2021 Nikki emailed Robert Northrop to see if ok to close.

11/18/2020 email from Lanita Sampson: This case was resolved and closed 10/12/2020 with the below response.

The customer would need the following to have service installed at their location.

Needs 94' U1, 548' U1A Plant Extension. 78' UG Drop for 1 Passing at a cost of \$5,214.94

11/18/2020 Pam emailed for an update.

8/6/2020 email from Lanita Sampson: I have sent this information to the Comcast construction department to advise on the status of service from Comcast as a survey was completed three years ago for this customer. The average time for completion is 5-7 business days. I will provide and update once one is received. I have provided my contact information to the customer on a voicemail that I left as the customer was not available.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/7/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Jane Reeve and Kevin Marshall

Service Address: Matt River Plantation

District: Berkeley

Complaint:

Greetings! I have gotten a complaint, through a board of supervisor, that an entire subdivision does not have cable service. I've attached a basic map of the area, as well as a list of all residents in that area. Can you please identify if cable service is available to be run to this location as part of the franchise agreement?

I've attached a basic map of the area, and a list of residents.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Per Nikki Construction was looking at this location to have this location walked to include all the homes. This will not meet the County Franchise agreement and that it will need a new node because it will be over the actives cascade and it will need a fiber extension to feed the node. This will be very expensive right from the get go.

Needs 4263' U1,184' U2 Plant Extension, 218' UG Drop for 3 Passings\$50,499.17

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/18/2020 email from Sherry Thomas: Construction looked at this location and did a walk through. This will not meet the County Franchise agreement. It will need a new node because it will be over the actives cascade and it will need a fiber extension to feed the node. Location needs 4263' U1,184' U2 Plant Extension, 218' UG Drop for 3 Passings \$50,499.17.

11/18/2020 Pam emailed for an update.

8/17/2020 email from Sherry Thomas: It looks like our construction team will be doing a full walk through of this property. I do not have any details yet, but will reach out and follow up this week.

8/17/2020 email from Pam asking for update.

8/13/2020 email from Sherry Thomas: Your right. These are not the same (similar) but not the same. My apologies!

Our team is still working on this request. I have requested another update today. I will be sure to follow up.

8/13/2020 email from Nikki: Are you sure this is the same location? The below has addresses that are Plantation Estates Way, Woodford, VA

8/13/2020 email from Sherry Thomas: This looks to be the same request we received 7/16/20 from a Mary Butterfield President, Madison Plantation Owners' Association (MPOA) and provided the attached details. She will be meeting with residents to advise and answer any questions they have about construction.

Please let me know if you have any additional concerns.

8/13/2020 Pam emailed for update.

8/7/2020 email from Jane: Sherry, this is a **County request** at this time, to determine if service is available under the franchise agreement. We do not need construction to evaluate any costs at this time, and need a response directly back to the County for availability of service.

We will confer with the residents once we hear back from Comcast, and determine if they want to go through a full evaluation at this time.

8/7/2020 email from Sherry Thomas: ESL03826101 has been successfully created. Please use this ticket # for future follow ups.

I will submit this information to the construction department for Comcast to get a survey completed to determine serviceability with cost analysis. I will make customer contact and provide this information to the customer. I will provide an update once a response has been received from the completed serviceability survey.

Thank you.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

vectorL.GIM.dbo.Parcel_View Address					
	FULLNAME	PROPADDRESS	PROPCITY	SUBDIV	TAXM
	Peter A Dechat or	5700 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 1F
	Craig A or Cheryl F Dufficy or	0 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 3-
	Anthony S Luttrell or	5800 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 4-
	Michael W McDaniel or	5810 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 5-
	Stephan J Picard or	5820 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 6-
	Stephan Jude Picard or	5830 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 7-
	George M Dallas or	5831 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 8-
	Mark Thomas Brinkman	5821 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 9F
	Michael F Schooley or	5809 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 10F
	Peter A Dechat or	0 Plantation Estates WAY	Woodford, VA	Plantation Estates at the Matta River	78- 3 - 11-

Comments:

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Date: 8/10/2020

Category (check one): Complaint Request

Name: Liberty Steiner 540-840-4770
Alfredo Cerna 540-429-0193

Status: Open Closed

Service Address: 4324 Creighton Ln

District: Berkeley

Complaint:

Ms. Steiner contacted me about the issues that she is facing trying to get Comcast ran to her home, when they bought the home they were told that they could have Comcast ran to their home. Now Comcast is giving them the runaround with trying to get Comcast ran. With 3 kids in public school doing 100% virtual learning for the next few weeks they are in need of internet service. Please reach out to Ms. Steiner or Mr. Cerna and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Survey completed. Customer provided invoice for cost and 30-45 day timeframe for completion

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

8/13/2020 email from Lanita Sampson: I made a follow up with the customer and the customer has been provided the information for the plant extension and has received the invoice to begin the process of obtaining Comcast services. This case has been closed with the submission of the email.

8/10/2020 email from Lanita Sampson: Construction has provided the information below. I have informed the customer of the time of completion to range from 30-45 days for completion. An update will be provided once completed.

8/10/2020 email from Lanita Sampson: I have contact Comcast construction on an update for this case. A survey was submitted 08/04/2020 and normally takes 5-7 business days for completion. I will provide an update once an update has been received.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/11/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Valerie Watson 203-994-4962

Service Address: 8816 Sunnybrooke Farm Rd

District: Livingston

Complaint:

I wanted to inquire regarding economic stimulus being provided to states/counties during the COVID pandemic. It is my understanding that some areas are receiving increased funding to improve the broadband internet coverage in more rural areas.

I currently reside at 8816 Sunnybrooke Farm Road, spotsy 22551(not very rural) and cannot get a high speed provider to service my road. I have been quoted \$45K by Comcast. With the virtual school and increased teleworking-are there any efforts to assist residents with functional broadband internet?

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Explained service is not available. Needs 1889' U1 25' U2 Plant Extension. 48' UG Drop for 4 Passings at a cost of \$21,570.22

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

8/11/2020 email from Lanita: This address was submitted for survey on 07/27/2020 and the customer was advised of the cost associated with Comcast providing service due to the location existing over 1 mile away from existing Comcast plant. The customer was provided an estimated cost to have service of \$45k. Is there any additional assistance that I may provide?

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/13/2020

Category (check one): Complaint Request

Name: Jenny Sherrod 540-845-6522 – cell
Jimmy Sherrod 540-845-6360 - cell
540-972-7302 – Home – preferred

Status: Open Closed

Service Address: 9001 Pine Acres Way
Spotsylvania VA 22551

Woods of Addison – request is for the entire neighborhood

District: Livingston

Complaint:

This is a small neighborhood off of Robert E. Lee Drive in the rural section of the county. They would like to see if internet service is available and if not, what it would take to make it available to them. They have a total of 13 children living in the community that are school age with no internet to be able to complete their school work. She has tried to talk to Comcast reps before and they all promise to contact her back and she is still waiting with no response.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

we can not survey an address till a foundation is built

2/8/2021 Pam emailed Comcast: I wanted to follow up and see if you have received the customer cost yet for this one and also see if this request could be revisited to see if services could be run to this subdivision and not cost a lot of money to the citizens?

2/4/2021 Pam emailed Toby to have him reach out to Mr. Sherrod.

2/4/2021 Mr. Sherrod called our office to see what his options are to get service ran to his home and to see who else he could speak with.

2/3/2021 email from Evan Johnson: I attempting to get an updated Customer Cost on this one. The current customer cost is 100,004.43 I looking to see if this cost can be reduced any.

2/3/2021 Pam emailed for update

1/8/2021: Mr. Sherrod called our office to inquire about getting service ran to their entire subdivision. Him and his wife have been trying to get Comcast to run to their subdivision for about 8 years now. The most recent ticket number they have is 125772. There is 10 homes in the subdivision and the first home in the subdivision has Comcast service already. They are in need of getting service ran since there are a lot of young children living there needing internet service in order to do their school work and classes, plus a bunch of adults that need service to work from home. Please reach out to Mr. Sherrod and let him know what options they have to get service ran to them and keep us posted as well.

8/13/2020 email from Sherry Thomas: ESL03831145 has been successfully created . Please use this ticket # for future follow ups.

I spoke to Ms. Sherrod and gathered the necessary information. The residents homes have between 4-25 acres lots. Addresses 9005 is not built yet but construction is due to begin. Address: 9047 Pine Acres Way already has services. I will submit this information to the construction department for Comcast to get a survey completed to determine serviceability with cost analysis. I will provide an update once a response has been received from the completed serviceability survey. Ms. Sherrod is aware this could take 10-14 days for first step survey results.

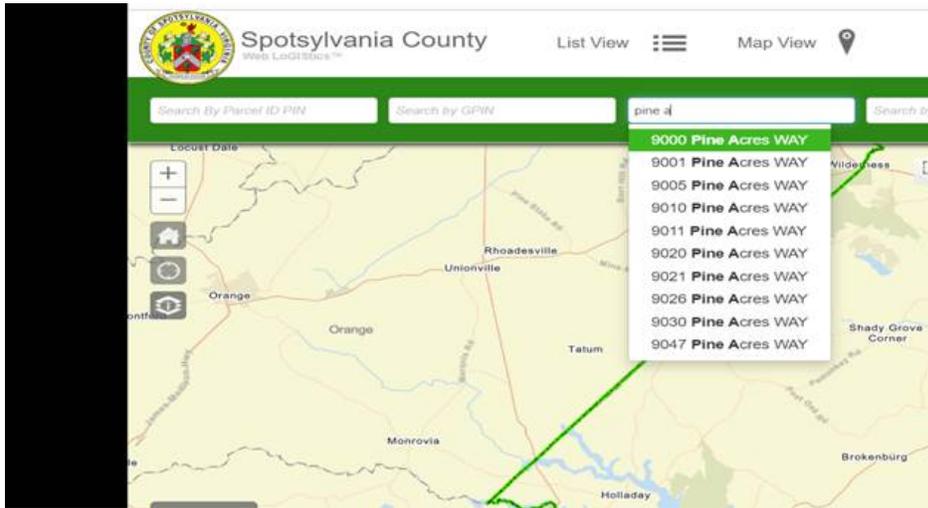
The following Addresses have been verified:

9000 Pine Acres Way
9001 Pine Acres Way
9005 Pine Acres Way
9010 Pine Acres Way
9011 Pine Acres Way
9020 Pine Acres Way
9021 Pine Acres Way
9026 Pine Acres Way
9030 Pine Acres Way

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8/13/2020 email from Sherry Thomas: Thank you. I will follow up with the resident to ensure these are all the addresses.

8/13/2020 email from Nikki: I didnt get it from her, but this is from our GIS website, does this help you?



8/13/2020 email from Sherry Thomas: Do you all have a list of the addresses that would be included in this survey request?

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/18/2020

Category (check one): Complaint Request

Name: Lindsey and Dylan Husted
Lindsey's cell - 540-388-9097

Status: Open Closed

Service Address: 9628 Logan Heights Circle
Spotsylvania, VA 22551

District: Livingston

Complaint:

My husband and I recently moved onto Logan Heights Circle off of West Catharpin and are concerned about our internet options. We didn't have any cell phone service at first with Total Wireless (which uses Verizon towers) so we had to switch to AT&T. We've reached out to many internet providers and unfortunately, many of them are not offered in our area. Unlimitedville and Suresite are basically our only options and the reception is not the best with them, not to mention the costly monthly bills.

Could you kindly propose this issue to the Commission? We would be interested in XFINITY if that was a possibility. Do you know when more internet options would be available in our area? My brother and his wife also live in the area and are having the same issue. I know they would be interested in other options as well.

Previous Comments/Responses:

7/6/2021 email from Ms. Husted: I have not gotten a straight answer from Comcast, yet which is why I am so frustrated as I'm sure you can understand. The closest service is roughly 1 mile away according to one of your employees who called me months ago.....not 9. Are you sure you are still looking at Logan Heights Circle in Spotsylvania County?

My original question was, and still is, "what criteria needs to be met in order to run this service out to our surrounding area?" I don't know if that is a question for you or anyone on the County Board, but if this question could be addressed that would be great.

7/6/2021 email from Evan Johnson: There is no change. This community is 9 miles away from active service. Unfortunately due to this distance we have no plans of bring service to this area at this time.

7/6/2021 Pam email for an update

6/16/2021 email from Ms. Husted: There are several new construction houses in our area (including ours) which are probably not on your map that you are looking at since I understand that you are not in our area. What criteria has to be met? I still haven't gotten any clarification on that. You stated that there are only 20 houses on our street which is true, however, there are several houses on West Catharpin Road and other surrounding streets who also do not have access to cable internet and they are in the same area as us.

All,

A huge majority of Spotsylvania County residents do not have access to high speed internet. Who do I need to speak with to get an explanation on this? We have been going back and forth for almost a year now with very limited responses.

6/16/2021 email from Evan Johnson: Currently this address is still outside of the Comcast footprint and we have no plans to build into this area at this time.

6/16/2021 Pam emailed for an update

6/15/2021 email from Ms. Husted: I was just hoping to get an update on this internet issue since we have not heard anything in the past 4 months.

An estimated time frame of when high speed internet will be available in our area would be great. We are in the Logan Heights area of West Catharpin Rd in Spotsylvania. It is a shame that a large portion on the county does not even have access to high speed internet.

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Service is not available to this home. NOT SERVICEABLE; 2+ miles from existing Comcast. 19 passings.

2/3/2021 email from Evan Johnson: There has been no update to the original concern on this one. These homes still remain outside of the service area and do not meet the build out requirements for the franchise agreement. WE currently have no plans to extend the service here in the foreseeable future.

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2/3/2021 Pam emailed for update

12/9/2020 email from Lindsey Husted: Is there an update on this?

10/29/2020 email from Lindsey Husted: Thank you all for your assistance with this matter.

I'm not quite sure what the criteria needs to be in order to run service out to Logan Heights Circle. Is this something we can clarify? We have about 20 houses on our street, not to mention, there are quite a few houses on West Catharpin in the area near Logan Heights Circle. If this is not something that can be done in the immediate future, is there a timeline of when the service will be run?

10/29/2020 email from Evan Johnson: The address the customer mentions below are over 2 miles from her home. This address is currently not serviceable as over the 2 mile distance there are only 19 homes.

9/30/2020 email from Husted's: I meant to reach out to you last week. I heard from Comcast and they said that they do not plan on running service to us anytime soon unfortunately. The closest service is 2 miles away, but I was not given a specific location of where this was. Is there any way that we could push this further? I know some people on Pamunkey Road, which is a little ways down the road from us, and their options are very limited too. Its just very frustrating with so little options and being so disconnected.

Please let me know if you need any other information from me :)

8/25/2020 email from Lanita Sampson: Comcast is working on completing surveys at the present time. The average time for a survey completion time of 7-21 days for completion.

8/25/2020 Pam emailed requesting an update.

8/18/2020 email from Lanita Sampson: A survey has been submitted with ticket # 1791100 To be completed within 5-7 business days. An update will be provided once the survey has been completed.

Comments:

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Date: 5/11/17 Reopened 8/17/2020 **Category (check one):** Complaint Request
Status: Open Closed
Name: Dominic Chappell **Service Address:** 7330 Tanglewood Road – Po River
j.dominic.chappell@gmail.com Plantation
District: Berkeley

Complaint:

Mr. Chappell lives off Morris Road and would like to get some level of internet to his home. There are no other options available except an overrated and undervalued satellite system. There are 15 lots in the neighborhood and 12 lots are occupied. Comcast is available at the beginning of the neighborhood. Verizon has run conduit throughout the neighborhood but it is empty. DSL is available but it is so saturated that someone would have to cancel service before someone else can connect to service. Ms. Reeve advised that the Verizon representative is on the way, so Mr. Chappell was asked to wait until she arrives to discuss further. Once Ms. Anderson arrived, Mr. Pritchett asked Mr. Chappell to come back up and explain his situation. Ms. Anderson will get his contact information and she will check with Engineering and see what she can find out about the situation. Mr. Chappell would like to find out a solution for the entire neighborhood and not just his home. Ms. Reeve asked Ms. Schuler to also check on this address for Comcast availability and costs. Ms. Reeve recommended Mr. Chappell leave his contact information and the staff can send him names and addresses who are on file so he can talk to the neighbors and check off who is interested in connecting to service or not. This will help with determining customer contribution costs as well.

Previous Comments/Responses:

2/3/2021 Pam emailed Jane for update

12/27/2020 email from John Mears: I was wondering if the new CARES act was something we could apply for to serve our area on Tanglewood Rd? Maybe get Comcast to hook us up?

9/1/2020 email from John Mears: This is excellent news! Please do keep us posted on the presentation. I would love to see it myself, if that is possible. I would also love to help push Comcast if I can. Is there a meeting planned soon for the telecommunications board?

8/31/2020 email from Jane: Sorry for the delayed response but things have quite exploded here at the county as it relates to broadband, and we may finally be moving in a positive and REAL direction now.

Too many cooks in the kitchen at the moment, because now everyone wants to be part of the solution, but in a nutshell, I have the full attention of the board, I have some funding to do what we've needed to all along and identify how bad this really is across the county, AND we will be working with a company to try to bring wireless service into the county sooner rather than later. Right now, I don't have information on how this first round will affect your area, but hang tight; we're going to push Comcast from multiple directions, get a wireless solution in here and spread throughout the county, and long term, if you are an REC customer, they are working on a huge endeavor that will put them in the broadband business.

I'm working on a presentation to the board and to the cable commission; I'll keep you posted.

8/17/2020 emails from Mr. Chappell, John Mears, and Jane: Hi Jane! It has been too long. I want to start by saying thanks again for all of your help and support you have shown us for the past couple of years. Having said that, I want to start making some real moves on getting a viable internet option to our community, as Dominic has expressed. My oldest starts school next year, and I am very nervous about what that might look like for her. I wanted to throw a couple things your way, so I will list them below for ease of reference.

1. Due to the lack of county meetings since February, can you request on our behalf, an updated cost breakdown as we were supplied almost two years ago now, from Comcast? This would show how much the total cost would be to service our area, and a per household cost assessment for driveways. I want to see how things have changed, and provide a loan assessment to our HOA for consideration.
2. If Comcast is still going to be stubborn on this, I am seriously considering a small business proposal to establish an iWiSP competitor in this area run by Dominic (if he chooses) and myself, and potentially others I know with strong IT backgrounds. My goal with this would be to differentiate by offering an actual service level agreement, and a properly maintained close relationship with the county to service underdeveloped neighborhoods, and hear out customer comments at county meetings. This would come with a plan that would start small (our neighborhood for starters), and expand based on real life experience and capability, to ensure a good end user experience. Funds will also come in to play here obviously. I would like to know for starters, if there is a POP (Point of Presence) that we could theoretically use from the county or your resources, that could provide a starting point for service, and what I need to know to investigate that further?

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3. If all else fails, and realistically this should be bullet number 2, not the 3rd option; could you point me to a location or POC to discuss how I can get involved with REC in supplying something similar to what FireFly is doing in Orange County?

Again, thanks Jane, for the support. I look forward to getting back on this horse and finding a solution to this ongoing issue.

Thanks,
John

On Mon, Aug 17, 2020 at 2:58 PM Dominic Chappell <j.dominic.chappell@gmail.com> wrote:
Adding John mears since he's our resident SME on this technology.

On Mon, Aug 17, 2020, 2:22 PM Dominic Chappell <j.dominic.chappell@gmail.com> wrote:
Thank you for the update! We do have another house in our development now and I believe all the lots have been sold (construction might be slow due to material shortages?). I know that many/most of our houses have children in school now, aka distance learning.

Aside from broadband service, are there any possibilities to extend cellular coverage over the gap where our neighborhood is? That might be an alternative if Comcast can't be brought back into the neighborhood. I am sure that residents of Snow Hill are also affected the way we are, since they are just across the river from us.

On Mon, Aug 17, 2020 at 11:44 AM Jane Reeve <JReeve@spotsylvania.va.us> wrote:

Dominic, greetings!

I strongly recommend that you continue to reach out to the schools to express your concerns about the distance learning challenges; I have met with the schools and they are pretty insistent that only 4% of their student population are experiencing any connectivity issues, and they are addressing the issue by opening schools wireless and by deploying remote wifi sites.

iWisp is a private company that does not fall under any oversight by the County, nor any state or federal agency. As such, we have no leverage to encourage iWisp to strengthen their operations and customer service; we have tried to work with them in the past to give them concessions (such as low-cost co-location on some of our towers), but they've never been able to come up with a business plan and the necessary engineering plans to do so. I have even submitted a request to the County's EDA to reach out to them to see if they can be assisted with a small business grant that would allow them to operate more effectively.

We have some authority over Comcast, Cox and Verizon through the FCC; however, it is important to remember that requests for service have to be for CABLE TV service, since that's what we have oversight of. Internet and telephone are secondary to any request. This is why we have no authority over iWisp, and unless there is a significant change at the federal level, and they make broadband service a utility, it is not considered an essential service. Broadband will have to go through the same challenges that the country went through for expansion of electricity and telephone services, and the feds have been debating this for years.

COVID has brought front and center an issue that we've been struggling with for years now, and now that we're in the position to have to have good broadband service, and have it right now, the County is now getting the support it needs to move this forward but it will not happen overnight. In a nutshell, we are now working multiple opportunities to get additional wireless service into play, I will resubmit your request for Comcast service (Marie is gone and replaced with someone that may not have different answers, but seems to be a bit more willing to argue the case internally at Comcast), and, long term, working with REC on their initiative to start a broadband division (I'm not sure if you're in REC or Dominion's electric service district; if it's the latter, this won't apply to your development).

Any more homes in your development since we last chatted?

I'm so sorry I don't have better news, but I do think we're in a much better position to push for better broadband services in the near and long-term future.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Let me know if you have any questions. I've added Nikki on this email, so she restarts the process for evaluation for your development, and let's see what they come back with.

From: Dominic Chappell <j.dominic.chappell@gmail.com>

Jane,

It has been a while since we've last spoken, but I hope you are doing well. I wanted to bring up a concern that we have regarding iWisp. I remember that Verizon, Comcast, and Cox were all attendees at the monthly meetings. While iWisp was often discussed, they were never there. It is no secret that their problem reporting and management processes & Communication is very lacking.

With the recent mandates (and little or no alternatives) for distance learning they have suddenly been elevated to a critical service provider. We have 3 kids at our home struggling to get through orientation, while 2 adults are trying to work from home. I am sure we are not the only ones with this problem. Currently, our kids are all using school issued Chromebooks, but due to connectivity issues, parts of the online session are not working or they are getting kicked out altogether and frequently.

My concern is... has/will iWisp be required to start attending the monthly meeting so that issues/resolutions can be both completed and made aware to the county (especially now that there is a requirement for distance learning)?

Also, since the state has required distance learning, are there any state or county initiatives to ensure that distance learning is actually possible for all the students under the mandate? I.e., those with poor/no internet and poor/no cellular connections?

I already foresee this being a major trainwreck if improvements to the county/state infrastructure is not made quickly.

Close per Kenneth 3/19/2019

Emailed Commission 3/18/2019 to verify if ok to close

3/13/19 – Update from Marie - no further update

1/9/19 Update from Marie – no further update. Jane indicated at the November Commission meeting that the residents were working on getting service from another provider.

11/8/18 – Update from Marie: no further updates

8/9/18 I had previously reported to the Commission that construction had spoken with the builder and he was not interested in pursuing a self-trenching option. I contacted Mr. Chappell to update him. He indicated that Mr. Mears was the new HOA president and deferred to him. Mr. Chappell copied Mr. Mears on his response; there's been no further communication.

6/13/18 Mr. Mears had previously provided contact information for the builder to have him do the trenching. Construction spoke with Mr. Furrow about what it would involve for he or the homeowners to do the trenching, and Mr. Furrow declined the option.

5/10/2018 - Mr. Mear provided the builder information for the builder to open trench and lay some of the cabling. Construction is looking at it.

1/10/2018 – no further update

10/12/2017 update from Marie: construction to review new request of the subdivision

9/14/2017 update from Marie: Customer was given quote to extend service in August 2017.

7/17/17 email from Mr. Chappell: I'm emailing everyone listed under Spotsylvania County's Cable Commission contact list. I know many of these people are not in my voting district, but I also feel like I, as a constituent, am being ignored and have little other options to get someone's attention.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

I attended the May meeting regarding our home and how we are not able to get responses from either Comcast or Verizon regarding our neighborhood not being able to get reliable internet, or any internet for that matter, despite a Comcast connection that terminates at the beginning of our housing development, numerous neighbors that have requested connectivity, and even Verizon fiber optic conduit that terminates at my driveway (I don't know where it originates).

I've tried to bring these issues before Comcast, Verizon, and this board beginning in April when I first learned of its existence. Since then, only 1 of the last 4 meetings have actually taken place (the one in May). Also since then, I have numerous emails that have gone unanswered. Either by the commercial representatives, appointed positions, or elected officials of this board.

As a resident of Spotsylvania county needing the assistance of this Commission, this has been a very disappointing experience. And I still don't have answers or a response.

7/17/17 email from Herbert: As Chairman of the Cable Commission I can say for sure we have in the 25 years I have served on the Commission had many requests as yours. Unfortunately we have our hands tied. We have tried and tried to get cable connections in locations that aren't serviced.

Unfortunately we have to go by our negotiated franchise and as long as anyone of the Cable provider's meet theirs we have to rely on them to go up and above the franchise agreement. They have done so in the past.

Not having a meeting in the last two months has caused a burden on many, I have not in the time I have served ever seen this happen. I'm ashamed and embarrassed that this has taken place. It not only looks bad on our part but causes hardships on our County residents as well as our cable providers that are looking for answers or guidance.

Each of us have volunteered to serve on the Commission, most of us take it very serious and are available, Unfortunately some become uninterested, some have other obligations that may cause them to be unable to attend meetings. Hopefully we will be able to have the August meeting.

In the meantime I will try to contact someone who may be able to reach out to you hopefully with some type information.

7/17/17 email from Mr. Chappell: Thank you for your response. I have since been in communication with Jane Reeve who has provided some requested info, as well as I have for her. Currently, we seem to be in a holding pattern (still) for Comcast to respond. Customer service and response has never been a strong point of Comcast, which is something I'm hoping this commission can assist with. Please let me know if there is anything needed from my end.

7/18/17 email reply from Mr. Chappell to Toby Layman: I live in Po River Plantation on Tanglewood Rd which I believe puts me in Berkeley's district.

There is an older and newer development prior to my community (on the same road) that both have Comcast service. There is a distance of only a few hundred feet from the Comcast termination and the first house in our housing development. My house, however, is in the back of the neighborhood, so inquiring on my house exclusively has rendered negative responses from Comcast and Verizon both. But I have spoken with community members at varying distances from that point that all have trouble getting a definitive or cost effective answer to have service extended. My request to the service providers was to extend it to the whole neighborhood, and not just to my house. There are 15 lots that are part of my neighborhood and a few houses leading up to it that do not have service. Including 3 undeveloped lots (future home construction), there are 18 lots along the less than .8 mile stretch of continued road that need service.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserviced Area VATI Criteria

Date: 8/18/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Lelia Arce (718) 662-8228

Service Address: 6008 Glebe Run Rd
Partlow, VA 22534

District: Berkeley

Complaint:

Ms. Arce called our office to inquire about getting Comcast ran to her home. With kids doing school virtually this year there is a need for them to have a more reliable internet option. Could you please reach out to Ms. Arce about if Comcast could be ran to her home and also keep us informed as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

explained service cost to customer. Needs 231' U1, 1611' U1A Plant Extension. 167' UG Drop for 4 Passing with a cost of \$17,347.87 to the customer

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/18/2020 email from Lanita Sampson: This case was resolved and closed 10/07/2020 with the below response.

I explained service cost to customer. Needs 231' U1, 1611' U1A Plant Extension. 167' UG Drop for 4 Passing with a cost of \$17,347.87 to the customer

11/18/2020 Pam emailed for update.

8/18/2020 email from Sherry Thomas: ESL03834610 has been successfully created. Please use this ticket # for future follow ups.

I will submit this information to the construction department for Comcast to get a survey completed to determine serviceability with cost analysis. I will provide an update once a response has been received from the completed serviceability survey.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 8/19/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Anthony Clements 540-588-6539

Service Address: 12601 ryland payne road, spotsylvania, va 22551

District: Livingston

Complaint:

I am located at 12601 ryland payne road, spotsylvania, va 22551. I am having issues with getting any type of internet access at my residents due to location. Verizon does not have any options and satellite internet is not an option due to my location and high trees not allowing a good line of sight.

Comcast has serviceability on courthouse rd as well as lewiston rd, I am located between these two main roads. I had comcast come out and do a survey for the cost of running service down the road of Ryland Payne (would be allowing serviceability to one additional house as well due to having to pass their residents to get to mine). They said that serviceability is possible, but the total cost is \$15,500 but i'd be responsible for \$11,000 of the total bill to run a line down Ryland payne rd.

Seeing that I can not afford the total cost of this project and I'd be adding serviceability to one of our county roads I am looking to seek help. At this point, Comcast is the only option for internet access and we are in need due to my daughter having to do online learning and my fiance required to work from home, I'd like to see if the county would be willing to help out with this.

Ive attached 2 files for reference of my house location.

Previous Comments/Responses:

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

12/8/2020 email from Nikki: Make a note that she just called me and said she talked to Comcast and they altered her quote to \$22000 for her contribution. I gave her Toby's phone number and email address to contact him.

12/4/2020 Phone call from Amanda Campis: We received a cable complaint this morning from an Amanda Campis (843-267-4925), her address is 12601 Ryland Payne Road. She says she was quoted \$17,000 to run service to her home and that she is approximately 1000 feet from Courthouse Road. We already have a complaint in our log from a different person at that same address (see below)

8/19/2020 email from Herbert: I will bring it up, we worked hard on getting this done and Comcast hasn't fulfilled they comment to the agreemen. I have notice this for sometime.

8/19/2020 email from Jane: This is the same concern that I sent to Nathan yesterday. The County needs to see the total cost for extension of service calculated according to the franchise agreement, not a single figure calculated by construction and provided to the customer.

Toby, I strongly urge you and other commission members to push Comcast hard on providing these calculations as per the franchise agreement. We set this formula up so that a single resident didn't absorb the total cost of construction, and then other residents benefit from the line extension.

Herbert, I've added you to this email, so you can hopefully bring this up at the next cable commission meeting for discussion with Comcast.

8/19/2020 email from Nikki to Jane and Toby: Please see the below complaint. Toby, would you like to reach out to him? Keep us updated and we will log the information.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 9/1/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Danny Minter 540-379-1868

Service Address: 7515 Marye Rd

District: Berkeley

Complaint:

Mr. Minter called our office to find out what his options are for getting cable/internet ran to his home. There is a Comcast box at the end of his property and he was quoted the cost of \$7,000 to run service to his home and that cost is more than he can financially pay. He would like to know what other options there are to get service ran to his home, if he could do self-trench or what to cut the cost down considerably. Please reach out to Mr. Minter and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

NEEDS 840' U1A UG PLANT EXT. 60' UG DROP FOR 1 PASSING

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/18/2020 email from Steven McRae: Upon review of BAH ticket [1811305](#) this location requires a "840' U1A UG PLANT EXT. 60' UG DROP FOR 1 PASSING". The customer was contacted on 10/6/20 by the local coordinator and the local coordinator left a message for the customer detailing the results of the survey.

11/18/2020 Pam emailed for an update.

9/1/2020 email from Sherry Thomas: I do not see where we received this request prior. ESL03846448 has been successfully created. Please use this ticket # for future follow ups.

Evan, Can you please follow up serviceability/ construction and providing an update of the survey results to this thread.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 9/10/2020

Category (check one): Complaint Request

Name: Holly Angel

Status: Open Closed

Service Address: 9546 John Deere Trail, Spotsylvania, VA
22551

District: Berkeley

Complaint:

I recently read an article in The Free Lance Star regarding expanding broadband services in Spotsylvania. I live in the Berkeley district off of Towles Mill Road and have contacted my Supervisor member and have voiced my concern with the lack of broadband. We recently contacted Comcast since they have cable that runs on Towles Mill, however since we live a little less than a half of a mile off the road, it would cost almost \$30,000 to have it extended to our house. If we wanted to dig the ditch for the line ourselves, it would still be around \$11,000. My main concern is that broadband will be extended to the area that doesn't have it, but that people like my family who live off a road that has it, but too far to get connected, will not be included. Thankfully the schools have allowed the children with no access to come in to connect, but the lack of connectivity should be addressed by the county, not the schools.

Please update me if there is a plan to connect households who do not live in a feasible range of getting connected.

Previous Comments/Responses:

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

9/10/2020 email from Nikki to Ms. Angel: The County continues to actively and aggressively seek all broadband opportunities for unserved and underserved areas.

The Cable Commission is aware of challenges with residents whose home resides within, or close to, a cable service provider footprint, but are still unable to receive service due to the enormous cost of the line extension to homes that are more than 300 feet from the road.

In those situations, we are working to ensure that residents with homes that are unable to connect to an existing cable service provider (in this case, Comcast) are also recognized as unserved residents for high speed broadband.

We are working to establish some timelines for when this service may become available, and it will be heavily publicized when plans firm up.

I want to put you in touch with your board appointed cable commission representative, Kenneth Crist. He can answer additional questions and ensure he remains a good point of contact moving forward.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 9/11/2020

Category (check one): Complaint Request

Name: Larry Halliburton 703-628-1185

Status: Open Closed

District: Berkeley

Service Address: 6950 Sunset Rd. 22551

Complaint:

Hoping you are the correct contact for this issue. If not, please forward as appropriate.

In reading an article on Fredericksburg.com, I see that your colleague, Jane Reeve, is championing the cause of expanding broadband internet in the county. Further, I see that the county identified this issue as a duty for the Cable Television and Telecommunications Commission. I am very pleased to see this gesture take place to improve the quality of life and latent modernization of our community.

I live in the Berkeley District and have had to rely on DSL, which can no longer be enumerated among broadband options. As a Network Architect, it is a professional embarrassment that I am not able to perform many of my professional duties from home. I rarely meet colleagues who have this issue to this extent.

As it pertains to my location, I have some information that may be helpful in pursuing broadband options going forward. I've listed my points, concerns and experiences in the paragraphs below.

I've requested service from Comcast on many occasions. On most of these I was denied service stating that my driveway was too long for the signal (1100 feet). Most recently I was told that I could get service if I pay them ~\$10,000 to lay the cable. They were unable to tell me how this signal was suddenly able to travel 1100 ft if I paid them \$10,000. They did state that a repeater was not necessary. As a Network Architect, I knew this service was possible when they first turned me down.

I recently switched to a local 4G-LTE wireless provider. This option is noticeably better than DSL, but still no match for the bulk of broadband options offered in other areas. Further, the local 4G towers are resourced based on the capability to support the I-95 corridor and surrounding area cell phone load. As the school age population and the work from home crowd begin to depend more heavily on this option, it will quickly become saturated and unreliable. My understanding is that 5G, when it is deployed, will be resourced for this load. However, the 5G signal is significantly degraded by trees and leaves. Additionally, 5G vendors seem more interested in developing markets that are already saturated with broadband options.

There is one more asset the county may have. Around 2006-8 fiber optic cable was installed in this area to include my street. Talking to the installers, this was for Verizon FIOS. I'm not sure why FIOS has not been offered to our area in the time since. Even today, I'm told by Verizon that the only internet option for my area is DSL.

I do hope you can help. I was unable to find an email address for Ms. Reeve, but due to the juxtaposition of your names on the county website, it appears that you may be working this issue as well.

Anything you can do to help will be appreciated. Further, if there's anything I can do to help with this review, I will gladly help.

Previous Comments/Responses:

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 9/28/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Cortez Cook 540-840-1060

Service Address: 10615 Cooktown Rd
Spotsylvania, VA 22553

District: Livingston

Complaint:

I own land at 10615 Cooktown Rd and have been paying taxes on the lot for about 4 years now. I would like to build a home within the next couple years, but I have a major problem with access to Hi-speed internet. My employer which is the Federal Government United States Patent & Trademark Office requires a cable or fiber optic broadband internet service capable of at least 15 Mbps download and 4 Mbps upload speed in order to work from home, whether that is permanently or part-time. Currently due to COVID-19, we have been required to work from home until further notice. With that being said there is no access to cable or fiber optic broadband internet service on Cooktown Rd. The only access to internet is DSL, but the speeds do not meet the requirements of my employer. DSL speeds are not even sufficient enough for an average family when everyone is at home working and home learning, especially during a pandemic or inclement weather. I know surrounding the communities within a 2 mile radius of Cooktown Rd. have cable and fiber optic internet services, such as: Fawn Lake, Brock Road Elementary School, and the community on Pelham Dr. off of Orange Plank Rd. Can we reach a possibility to gain access for cable or fiber optic broadband internet service at my property within the next couple years so I can build a home and become a resident in Spotsylvania County? Please reach back to me at your earlier convenience.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

The route that the surveyors drew up will not work – it crosses though Federally owned and Federally Protected Land. This is part of the Fredericksburg & Spotsylvania National Military Park (Wilderness Battlefield). We can't go thru there. They will have to go back and route from the other direction which is even longer.

2/16/2021 email from Mr. Cook: I appreciate the feedback. Yes some of the residents of Cooktown road have reached out to Datastream for faster internet connections.

2/16/2021 email from Nikki to Mr. Cook: We are still working on Comcast/Verizon solutions, and continuing to work with Comcast to establish how to get connectivity to Cooktown Road.

Also we are working with DataStream to provide 5G highspped broadband wireless; these services should be available to Cooktown Road residents at this time.

2/16/2021 email from Mr. Cook asking for an update.

2/3/2021 email from Evan Johnson: This one remains non serviceable. Turns out the survey was done through federally protected lands and we cannot build through it. This is why this area remains non serviceable as we have no way currently to reach the homes. The distance coming in from the other side is to long.

2/3/2021 Pam emailed for update

10/29/2020 email from Evan Johnson: The survey on this address has been completed here are the results. 3003' U1, 100' U2, 1534' Aerial Plant Extension. 114' Aerial Drop, 4 Lanes Traffic Control for 14 Passings.

We have made contact with the resident and they requested the cost which are still pending. I will provide an update once the invoice is completed.

10/29/2020 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 9/29/2020

Category (check one): Complaint Request

Name: Tammy Heflin 540-735-5424
heflintc81@gmail.com

Shawn Heflin 540-735-5425
heflins76@gmail.com

Status: Open Closed

Service Address: 9411 Quiet Woods Lane
Mat River Estates
Parcel 5

District: Berkeley

Complaint:

We have neighbors who are considering building at what will be 9411 Quiet Wood Lane, Mat River Estates, Parcel 5 which is off Partlow Road. They have connected with the neighbors and learned the neighbor paid to have Comcast run service to the neighbor's house.

The house they may build would be 1000' from the road. They recognize there will be an owner contribution as the house will be further back than is covered in the franchise agreement.

They have been trying to get an estimate for how much it would be for Comcast to run cable to the house from the road, but have not been successful.

According to Ms. Heflin, there is a cable box on the property line with the neighbor.

Can we please start a ticket and help the Heflin's get the information they are seeking?

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

This location is not serviceable and cannot be surveyed as it is an empty lot.

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

11/17/2020 email from Steven McRae: Apologies for the delayed response. This location is, at this time, not serviceable. We are unable to survey the location as it is an empty lot and the survey requires that there be a building in order to survey to. Until a residence is built, we are unable to accurately survey the location to provide an accurate estimate.

10/6/2020 email from Evan Johnson: We cannot perform a survey to this address as there is nothing on it. Since the power has not even been decided here there is nothing we can do. A survey cannot be performed until there is at least a foundation at the address.

10/6/2020 email from Lanita Sampson: A ticket has been submitted however, Comcast construction is unable to complete a survey for an empty lot. There will need to be a structure on the property for the survey to be completed for a proper estimate to be given for survey results. This is due to the requirement of knowledge for the exact location of the cable placement to the home will be necessary. Once the home construction has begun and knowledge of the placement of the wiring in the home has begun, a survey can be completed at that time.

10/5/2020 email from Wendy Latella: The Heflins have contacted me asking for an update. Please see below their request and offer to meet a technician at the property if they have not already been out.

Hi Wendy!

We have not heard anything further on this. Do you know if someone from Comcast will be in contact with us? I'm not sure if the technician has been out there or not. If not, my husband could meet them there if he knows when they are going out, so he can show them where the house would be built on the property.

Thank you so much for your help on this!

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/2/2020

Category (check one): Complaint Request

Name: Samantha Horton 540-507-7026 cell 540-424-4478

Status: Open Closed

District: Livingston

Service Address: 9929 and 9927 Brock Road

Complaint:

Mrs. Horton called our office to inquire about service being run to her home and her in laws home beside theirs. She inquired over a year ago and would like to revisit to see if anything has changed since the last inquiry. Her Father in law is willing and able to self-trench to run the lines up their shared driveway to help with the costs. With a teenage son at home doing virtual school their wireless hotspot from their cell phone service is not cutting it. Please look into this request and reach out to Mrs. Horton, also please keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

CC REQ Needs 2766' U1A, 459' Ovrflash, 371' Aerial Plant Ext. 218' UG

2/3/2021 email from Evan Johnson: The updated cost is below the resident declined to have the services brought to her home

	Total Cost
\$59,025.36	
	Customer Cost
\$56,225.36	
	Days
120	
	Residential
	Commercial
	Passings
2	

2/3/2021 Pam emailed for an update

10/29/2020 email from Evan Johnson: This survey has been completed her are the results Needs 2766' U1A, 459' Overlash, 371' Aerial Plant Extension. 218' UG Drop, 2 Lanes Traffic Control for 2 Passings.

We have spoken with Ms. Horton and she requested the prices for Comcast to do all the work as well as the self trench options and we are awaiting those cost

10/29/2020 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/6/2020

Category (check one): Complaint Request

Name: John Baird 540-369-5585
 Email: johnjr1230@gmail.com

Status: Open Closed
 Service Address: 9901 Duerson Lane
 Partlow, VA 22534

District: Berkeley

Complaint:

He talked to Comcast today (Debra, he believes) and was quoted \$264,000 for cable service to his home. His entire neighborhood/neighbors are interested and extremely upset that this is the only way.

Ken, I mentioned you may contact him either by email or phone. We will log this complaint and send it to our Comcast contacts and see if they can elaborate on the reason why the cost is so astronomical.

Comcast, please keep us informed for any updates to this area.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

To bring service to these homes is a very involved process here are the details that lead to that cost.

Needs 98' U1, 40' U2, 4216' Aerial Plant Extension. 13 Poles Stuck 206' UG Drop for 8 Passings

Additionally this project would involve installing a new node for this area along with the fiber plant to feed the new node.

Project Address: 9901 DUERSON LANE

Cost if Comcast does entire job

Contract Labor \$	200,816.62
Material \$	68,851.41
IHCL \$	17,212.85
Total Project Cost \$	286,880.89
Customer Contribution \$	269,856.49

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

10/6/2020 email from Evan Johnson: To bring service to these homes is a very involved process here are the details that lead to that cost.

Needs 98' U1, 40' U2, 4216' Aerial Plant Extension. 13 Poles Stuck 206' UG Drop for 8 Passings

Additionally this project would involve installing a new node for this area along with the fiber plant to feed the new node.

Project Address:

9901 DUERSON LANE

Cost if Comcast does entire job

Contract Labor	\$	200,816.62
Material	\$	68,851.41
IHCL	\$	17,212.85
Total Project Cost	\$	286,880.89
Customer Contribution	\$	269,856.49

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/14/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Kimberly Lauderdale 540-760-2191

Service Address: 9021 Wilkshire Way
Spotsylvania, VA 22553

District: Livingston

Complaint:

I am a resident of the county and I am seeking information about Internet and how to request the internet in my area. I live at 9021 Wilkshire Way, 22553. I live off of Catharpin, which is where Comcast stops. There are several homes down my street and connecting streets off of Stewart Road. All of the residents would like to have the internet in their homes. The struggle was really felt when Covid-19 hit and we needed service badly. After reaching out to Comcast and Verizon we feel as though we only have one place to turn and that is to the County Representatives.

Please let me know the process of letting the county know we are eager to get the internet at our homes.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Needs 1994' U1, 359' U1A, 32' U2 Plant Extension 161' UG Drop for 4 P

2/3/2021 email from Evan Johnson: One of our construction Coordinators reached out to explain the process and cost and the customer opted not to proceed.

2/3/2021 Pam emailed for an update

1/15/2021 email from Pam to Comcast: Could someone please reach out to the citizen to explain this update to her, she has not heard a word from Comcast since putting in the complaint originally. Also keep us updated after speaking with the citizen.

1/14/2021 email from Ms. Lauderdale: I still haven't heard from Comcast. Do you have any contract information for them so I can reach out?

11/18/2020 email from Steven McRae: After review of BAH ticket [1827524](#) the survey was completed on 11/5/20 and it was determined that this location requires "Needs 1994' U1, 359' U1A, 32' U2 Plant Extension 161' UG Drop for 4 Passings".

11/18/2020 Pam emailed for an update.

10/23/2020 email from Evan Johnson: WE are still waiting for the survey to be completed. Due to the demand for services or surveys may take up to 30 days to complete. I will call Ms. Lauderdale to let her know we are still investigating her request.

10/23/2020 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 10/15/2020

Category (check one): Complaint Request

Status: Open Closed

Name: John Rayl 540-840-7614 jrayl.rdc@gmail.com

Service Address: 103210 Spotswood Furnace Rd

District: Courtland

Complaint:

Mr. Rayl is a developer in the area and has a new subdivision being built in Spotsylvania County. He says part of his rezoning agreement is that the utility companies (electric, cable, ect.) are to run services to the whole neighborhood. In the past he has had no issues getting Comcast to run Cable throughout his prior developments at no charge, but this time they are saying there will be a significant customer contribution needed to run the cable. The development beside his new one currently has cable service so he knows that there is service in this area. Could someone please reach out to Mr. Rayl about getting service ran to this new development and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

Forwarded this information to Comcast construction for review as there are some details that are missing from this email that are necessary to proceed. Also spoken with Mr. Rayl. No case number has been created at this time pending additional information and advisement.

2/3/2021 Nikki emailed Robert Northrop to see if ok to close.

11/18/2020 email from Lanita Sampson: Have you followed up with the requestor? I spoke with him previously and he was in contact with Comcast construction. I have not had any further communication from the requestor.

11/18/2020 Pam emailed for an update.

10/29/2020 Pam emailed for an update.

10/15/2020 email from Lanita Sampson: I have forwarded this information to Comcast construction for review as there are some details that are missing from this email that are necessary to proceed. I have also spoken with Mr. Rayl. I will provide an update once one has been received. No case number has been created at this time pending additional information and advisement.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 11/9/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Macbeth Tunseeprasert 540-760-4148

Service Address: 9324 Heritage Village Ct

District: Livingston

Complaint:

Ms. Tunseeprasert just purchased this home and when tried to get service hooked up was told that there was a hold on the area. Can you please look into this area and see if it would be possible to run services to her home? Please reach out to Ms. Tunseeprasert and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No change

3/11/2021 update from Nathan:

A survey was completed on 11/17/20 and it was determined that this location is not serviceable as it requires a 3165' U2 Plant. 9 PED. 8 Passing. 150' Drop 25' Riser 125' Aerial

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

11/18/2020 email from Steven McRae: I attempted to contact the customer but the call went directly to voicemail. I left a message for the customer with my contact information.

This location was surveyed on 11/17/20 and the survey found this this location is non serviceable as it would require a "3165' U2 Plant. 9 PED. 8 Passing. 150' Drop 25' Riser 125' Aerial" build.

11/18/2020 Pam asked for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 11/9/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Shawna Cunningham 540-429-1588

Service Address: 7735 Babe Boy Schooler Road (new construction and should be complete by next month)
Spotsylvania VA 22551

District: Livingston District

Complaint:

She has been in contact with Comcast and is waiting on return calls and this has been going on since August. Her original ticket # is 1775511.

She was informed there was a Comcast box at the end of Babe Boy Schooler Road (off Post Oak Road) and the residents would be able to connect to Comcast.

Please let her know if this is available and what can she do to get her and her neighbors service. Please keep us informed.

Previous Comments/Responses:

7/8/2021 email from Nikki Nick: Hope everyone is having wonderful week.

What was explained is that some of the homes that want service will require an additional survey after this build was completed – we cannot exclude serviceable homes in the survey.

If I recall adding one of the missing homes would require a lot more footage and may even require a new node and that could and would increase the cost tremendously.

The homes listed below are the serviceable homes to the target location.

If those 6 homes decide to open and close the trench the cost is \$3,518.25- if those 6 homes split that cost it would be \$586.37 each.

7/8/2021 email from Ms. Cunningham: The addresses you have listed do not match what I gave you.

Your information you sent me:

If you choose to have Comcast do ALL of the work the customer cost would be \$ 37,799.63 for 6 homes- 7731,7713,7639,7619,7620 and you address at 7735

The correct addresses:

Chris branham 7624 Babe Boy Schooler

Email-Cbranham@luckstone.com

David Light Jr 7725 Babe Boy Schooler

Email-Dlj1862@ gmail.com

Sabrina/Scott Elliot 7713 Babe Boy Schooler

Email-Sab.m.elliott@gmail.com

Adrian White 7745 Babe Boy Schooler

Email-adrian.lee.white@gmail.com

Shawna/Joe Cunningham 7735 Babe Boy Schooler

Email- desireablecandle@aol.com

I explained this to Evan as well as Nikki and I was told that the survey would be redone to use the correct addresses. It is 5 homes not 6. Please advise when the correct addresses will be surveyed.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

7/6/2021 email from Evan Johnson: I have attached the information provided to the Ms. Cunningham via our survey team. There has been no changes since this was sent so it remains valid.

The address in question is going to require the extension of Comcast's facilities to provide service to your residence. The costs associated with this line extension are significant enough to require a contribution from the homeowner in order for this job to proceed. The contribution amount can be found below. This cost is good for 90 days, after which time a revised cost may be required.

If you choose to pursue this line extension, an invoice will be drafted and sent to you to be paid in advance of any further progress. In some cases the contribution costs can be shared by neighboring residents that will benefit from the line extension. If that is the case, the residents will need to select a spokesperson for the group, and a single check for the entire contribution amount will need to be provided.

If you choose to have Comcast do ALL of the work the customer cost would be \$ 37,799.63 for 6 homes- 7731,7713,7639,7619,7620 and you address at 7735.

There is a self-trench option for \$3,518.25 for 6 homes- 7731,7713,7639,7619,7620 and you address at 7735.

With the self-trench option:

You agree to perform, or cause a third party to perform, the required underground trenching on your property at your sole cost and expense in the location mutually agreed between you and us.

You agree that work shall be done in a professional and workmanlike manner and in compliance with all applicable laws, including, but not limited to:

- your state's applicable laws to notify underground utilities to locate and mark their facilities;
- obtaining all necessary easements and permits;
- your state's applicable safety regulations before, during and after performing the trenching.

The trench must be a minimum of 18 inches deep to no more than 24 inches deep along the entire length of the trench and a minimum of 6 inches in width.

You must notify us once the trench is dug, and the trench will be inspected by us (or our authorized contractor) within a reasonable time period after you notify us. If the trench does not meet the requirements stated in this letter agreement, we will not install the service line or, if required, conduit until the trench meets the requirements stated in this letter agreement.

If the trench, as inspected, meets the requirements in this letter agreement and payment has been made to us as set forth above, we will install the service line and if required, conduit. Once the cable and if required, conduit is installed, you are responsible for filling in and closing the trench and performing any desired restoration work to the trenched area.

And if you would like to discuss the site survey results or if you have any additional questions, please feel free to contact me on 410-513-4836 between the hours of 9:00am – 3:00pm – Monday through Friday or via email.

7/6/2021 email from Ms. Cunningham: I have given a considerable amount of time for anyone to reply or even state that they have actually surveyed the correct addresses that I have listed numerous times throughout my emails with you all. I think the next step would be to contact our congressman and see how they can help get something figured out for our area. There has been no response by anyone since 4/22/2021. Which I find to be poor customer service and care for anyone trying to become a customer or people like myself who have been with Comcast/Xfinity for over the past 18 years. I truly hope that someone contacts me soon before having to take my next action.

5/16/2021 email from Ms. Cunningham: Since this last email have note seen any email replies or heard from anyone regarding the correct address surveys and the correct estimate. Can someone please ha for this. My request is now approaching a year. And we need the Internet as there are no other options and mobile hotspot is becoming expensive when cable and internet would be cheaper. Please contact ASAP so we can get this figured out. I truly hope this gets resolved soon.

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

4/22/2021 email from Ms. Cunningham: I just wanted to let you know that I have been in contact with Ms. Nakara. I believe she is above Mr. Johnson.

4/22/2021 email from Ken Crist: Evan, I never saw a response to this email. Apologies if I missed it.

4/16/2021 email from Ms. Cunningham: Are there any payment plans or options that could help us to get this going?. Please let me know asap so I can talk with the rest of the homeowners that are needing internet services.

4/16/2021 email from Ms. Cunningham: This is the information that was given and these are the homeowners that are requesting service. I have spoken with everyone about the other cost that was submitted as the final and there is no way especially during covid-19 that anyone can afford to pay close to \$8,000 a person to have xfinity installed. Please help us with our cause. We really need the internet as remote working and schooling from home with hotspot has been very expensive. For example if you have a 150 gb hotspot and you go over that 150gb it is \$25 a gb for every gb you go over. Please help our cause.

4/15/2021 email from Ken Crist: Mr Johnson, you responded to all of us on 3/30 with an interim estimate of \$13,000 "for the neighborhood." Are you saying that email was a mistake?

4/15/2021 email from Ms. Cunningham: There are only five houses that are requesting Comcast services.

4/15/2021 email from Nikki to Commission: [Is there any way you can contact Ms. Cunningham and maybe provide her with some advice with Comcast? Clearly, in the email below she was quoted \\$13,000 for the neighborhood of 5 homes and now the cost has increased to almost \\$38,000. \(in less than a month\)](#)

She is very upset with Comcast right now and feels very misled.

4/15/2021 email from Evan Johnson: I have no record of a 13,000 dollar build out also that would not include the whole community as you requested. The cost are constantly changing for construction as well.

4/14/2021 email from Ms. Cunningham: I would like to know are there any grants or options for our road to get internet. I have been trying to get internet now since July of last year. There are a lot of people who have to remote for work as well as kids that have to remote for school. Hotspots are not a guarantee of service and they are very expensive. Can someone please help us to get internet. I don't understand how large neighborhoods don't get charged but people that live in rural areas have to pay an arm and a leg to get internet. I feel like this whole situation is not right and I hope someone could help us. If I have to start going to county board meetings or right letters to state officials for help I will. I don't feel as though I should have to do this.

4/14/2021 email from Ms. Cunningham: The other email you stated \$13,000 I thought you were saying that was the total. I have already told the other home owner that was your estimated estimate. What has changed that the price has gone up so much?

4/14/2021 email from Ms. Cunningham: I'm just curious to know how the estimate went from \$13,000 to almost \$38,000. I believe the \$13,000 should be honored as the price as that was the price that was mentioned. Please contact me with my options.

4/13/2021 email from Evan Johnson: The results for you request for services are in. The total customer cost to bring services to the 6 homes that we could currently survey is \$37,799.63. This cost could be spread across the six homes and that would be 6,299.90 per home but all the homes would have to pay. Unfortunately we can not include un built homes in our surveys.

4/11/2021 email from Ms. Cunningham: I was just checking to see if the final estimate has come in for Babe Boy Schooler Drive. Please let me know so that I can let the other homeowners know.

4/8/2021 update from Nathan: Needs 3656' U1A, 30' U2 Plant Extension, 161' UG Drop for 4 Passings

3/31/2021 email from Ms. Cunningham: Thank you so much for all your help. I also wanted to advise that there is to be another home built next to this home owner/builder.

David Light Jr 7725 Babe Boy Schooler
Email-DlJr1862@ gmail.com

I also wanted to inquire if it were possible for this new subdivision that is going in and started receiving new home owners. There is a new homeowner that is interested in having xfinity.

Sara & James Ernest -11532 light lane
Spotsylvania Virginia 22551.

There will be at least 10 if not more homes being built in the subdivision off light lane /off of Lane's corner rd in Spotsylvania Virginia 22551.

3/30/2021 email from Evan Johnson: I am still investigating this concern for Comcast. I am waiting to get a final cost for all 5 homes submitted in the request but the current estimate is still around \$13,000.00 for the neighborhood.

3/30/2021 email from Ms. Cunningham: I still have not heard anything about the status of getting the internet installed for the owners that I submitted previously. Please advise when can we get the done. Mobile hotspots are to expensive to keep using.

3/19/2021 email from Evan Johnson: It takes about a month for the survey to come back in AS soon as I get it back I will provide you with the updated details

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

3/19/2021 email from Ms. Cunningham: I'm just looking for an update on when the site surveys are scheduled for so I can let the other home owners know as well. We are all trying to see what the cost will be to see if we can do the job.

3/11/2021 update from Nathan:

Needs 3656' U1A, 30' U2 Plant Extension, 161' UG Drop for 4 Passings

3/2/2021 email from Nikki: [Yes please that is what the homeowner is requesting and hoping.](#)

3/2/2021 email from Evan Johnson: The results of the last survey were Needs 3656' U1A, 30' U2 Plant Extension, 161' UG Drop for 4 Passings. I can have the survey redone to see if any more passings have been built to see if we can get a lower customer cost.

3/2/2021 Nikki sent update to Ms. Cunningham and asked Evan for an update.

3/2/2021 email from Ms. Cunningham: I'm checking on the status of our request that I had submitted last week. This has been going on since August of 2020.

This email is for requests for site surveys for the properties. I have been given permission to ask for this request by these homeowners. We all have children that remote for school and we really need internet. If we were able to do all services with Xfinity/comcast then it would be a one stop shop. Please advise when we can get these site surveys completed. I would really like for someone to give me a call back.

3/1/2021 email from Monica Hale: We see Evan worked with this under ESL03896312. Evan will follow up with Construction when he returns back to the office tomorrow to see if another survey is needed. Thank you for your patience.

2/26/2021 email from Nikki to Comcast: Please see below email, she would like to request another site survey be completed in her area.

Please contact her and keep us updated.

2/26/2021 email from Herbert Pritchett: I have contacted Niki about this even though she was on the list.

2/26/2021 email from Ms. Cunningham: This email is for requests for site surveys for the following properties. I have been given permit to ask for this request by these homeowners. We have all children that remote for school and we really need internet. If we were able to do all services with Xfinity/comcast then it would be a one stop shop. Please advise when we can get these site surveys completed.

Chris branham 7624 Babe Boy Schooler

Email-Cbranham@luckstone.com

David Light Jr 7725 Babe Boy Schooler

Email-Dljr1862@ gmail.com

Sabrina/Scott Elliot 7713 Babe Boy Schooler

Email-Sab.m.elliott@gmail.com

Adrian White 7745 Babe Boy Schooler

Email-adrian.lee.white@gmail.com

Shawna/Joe Cunningham 7735 Babe Boy Schooler

Email- desireablecandle@aol.com

2/3/2021 Nikki emailed Toby Layman to see if ok to close.

12/31/2020 email from Nikki to Commission members: She called to say that she heard from Comcast and was quoted \$30,000 to be able to have access to internet.

She wanted me to let you know and see if there is anything that can be done to avoid that amount?

11/20/2020 email from Steven McRae: Per the RECON ticket that was submitted, this location would require a "3656' U1A, 30' U2 Plant Extension, 161' UG Drop for 4 Passings".

This location would not be serviceable without significant customer contribution.

11/20/2020 Nikki emailed Jane and Toby: She called and stated she heard from Comcast and it was going to cost her \$30,000 for service. She tested her cell phone for hot spots and the coverage is very low. Her work is going to require her to work from home and she has a child in school that will need to have service for virtual learning. She wants to know what are her options now and is there anything that the County can do for her? She would like a phone call from wether Jane or Toby please.

11/20/2020 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 11/30/2020

Category (check one): Complaint Request

Status: Open Closed

Name: Ray Rivera rr4593069@gmail.com

Service Address: 9031 Wilkshire Way

District: Livingston

Complaint:

Please see the below message from Mr. Rivera about the need for internet to his home. We tried to get a phone number from him with no success, if we get his phone number from him we will forward it on to you as well. Please look into getting service ran to Mr. Rivera's home and reach out to him via email as well. Also please keep us informed as well.

On Fri, Nov 20, 2020 at 5:56 PM, Ray Rivera
<rr4593069@gmail.com> wrote:

Good evening Ms Pritchett,

I live on 9031 Wilkshire Way. I'd like to know what it would take to get cable service in my area. Due to COVID19, I am required to telework and it is extremely difficult using satellite internet. Any assistance would be appreciated. Thank you

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

Needs 1733' U1 Plant Extension 187' UG Drop for 3 Passings

2/4/2021 email from Evan Johnson: Please see below for the cost on this request.

Project Address:	9031 WILKSHIRE WAY	
	Cost if Comcast does entire job	
Contract Labor	\$	14,465.07
Material	\$	4,959.45
IHCL	\$	1,239.86
Total Project Cost	\$	20,664.39
Customer Contribution	\$	14,280.24
	Self-Trench cost	
Contract Labor	\$	12,053.89
Material	\$	4,132.76
IHCL	\$	1,033.19
Total Project Cost	\$	17,219.84
Customer Contribution	\$	10,835.70
Self-Trench Footage		494
Total Passing's		3
Total Footage		1733
Permit Needed (Y/N)	N	
Estimated Date of Release	60 TO 90 DAYS FROM RECEIPT OF CC PAYMENT	
Self-Trench Available (Y/N)	Y	

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

2/3/2021 email from Evan Johnson: I have the distance back on this one please see below I am currently waiting on a customer cost.

Needs 1733' U1 Plant Extension 187' UG Drop for 3 Passings

2/3/2021 Pam emailed for an update

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 12/11/2020

Category (check one): Complaint Request

Name: Justin Padgett 540-847-0348
Amanda Padgett 540-847-0347

Status: Open Closed

Service Address: 2220 Partlow Rd.
Beaverdam, VA 23015

District: Berkeley

Complaint:

My name is Justin Padgett. My wife and I have lived at 2220 Partlow rd since 2012. We have tried to get a decent internet provider to our home multiple times over the years, with no luck. My wife is a teacher for Fredericksburg city schools and because of the COVID-19 regulations she is now in desperate need of a reliable internet source for work. We have tried to reach out to xfinity/Comcast. We are in a unique situation where we are considered outside their coverage area but yet our next door neighbor at 2228 Partlow rd (the very next driveway) has xfinity Comcast service. It is just disheartening to know that because of the coverage area we will have to pay \$11,576.86 for Comcast construction to help us. I'm not saying I want it to be ran for free, I'm willing to pay quite a bit to have this service ran to the home. I just believe that is an outrageous amount of money for being as close as we are to the nearest Comcast consumer. Any help going forward is much appreciated. Here is a photo that shows 2228 Partlow rd (top) and my home 2220 Partlow rd (bottom)

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

NEEDS 427' U2; 300' U1A; 20' Riser; add ped and tap; 200' u/g drop to house; one passing no change in cost to bring service to customers home

2/3/2021 email from Evan Johnson: We have informed the customer that there has been no change in the cost provided

2/3/2021 Pam emailed for an update

1/26/2021 email from Nikki to Mr. Padgett: I apologize Mr. Padgett;

We have been trying to get Comcast and Ken Crist to return your call. We are sending them a reminder message today as well. I hope you hear something from someone soon.

Please let me know if you do not hear from anyone after tomorrow

1/26/2021 email from Mr. Padgett: I was wondering if I could get an update on the issue I'm having. I haven't heard anything back yet.

You may reach me @ 540-847-0348

1/21/2021 email from Evan Johnson: After reviewing this concern there is no change in the cost to run the service to his home. Here are the details of the work needed.

NEEDS 427' U2; 300' U1A; 20' Riser; add ped and tap; 200' u/g drop to house; one passing

1/21/2021 Pam Emailed for update:

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserviced Area VATI Criteria

Date: 1/5/2020

Category (check one): Complaint Request

Name: Ben Marks 540-840-1096

Status: Open Closed

Ben3Kathy64@gmail.com

Service Address: Butler and Mt. Olive Rd

District: Berkeley

Complaint:

Mr. Marks called our office to see if service would be available to a piece of land that they are looking at purchasing to build a home on. Mr. Marks says that there is Fiber lines at the back of the land. Please reach to Mr. Marks for more information and to see if that property can have service ran to it if they decide to buy it. Please also keep us informed.

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

We are not able to determine if this piece of land is serviceable as we can only determine serviceability to an actual home. We would need to know where the home is and at least have the power lines to the home in place to determine the serviceability of an address.

2/3/2021 Nikki emailed Ken Crist to see if ok to close.

1/12/2020 email from Evan Johnson: We are not able to determine if this piece of land is serviceable as we can only determine serviceability to an actual home. We would need to know where the home is and at least have the power lines to the home in place to determine the serviceability of an address.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 1/12/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Lorraine Linden 5402071975

Service Address: 6200 Horton Lane

District: Livingston

Complaint:

Ms. Linden is 84years young and lives at 6200 Horton Lane 22551. She would like to see about getting high speed internet service as she is handicap and in a wheelchair with only have DSL which does not handle all her needs. She feel that this is unfair to not provide high speed to all residents of Spotsylvania since high speed is on Massey Road which Horton is off of. Please reach out to Ms. Linden to see if it is possible to run service to her home and also keep us informed as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

Project Address: 6200 Horton Ln

Cost if Comcast does entire job

Contract Labor \$	31,182.70
Material \$	10,691.21
IHCL \$	2,672.80
Total Project Cost \$	44,546.71
Customer Contribution \$	31,778.42

Self-Trench cost

Contract Labor \$	30,091.39
Material \$	10,317.05
IHCL \$	2,579.26
Total Project Cost \$	42,987.70
Customer Contribution \$	30,219.40

Self-Trench Footage 223

Total Passing's 6

Total Footage 3389

Permit Needed (Y/N) y

Estimated Date of Release 60 to 90 days from receipt of cc payment

Self-Trench Available (Y/N) y

Additional Comments:

self trench on 6200 Horton lane property only

3/9/2021 email from Evan Johnson: The results of this survey have come back.

Needs 3389' U1 Plant Extension 203' UG Drop for 6 Passings

Project Address:

6200 Horton Ln

Cost if Comcast does entire job

Contract Labor	\$	31,182.70
Material	\$	10,691.21
IHCL	\$	2,672.80
Total Project Cost	\$	44,546.71
Customer Contribution	\$	31,778.42

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

	Self-Trench cost	
Contract Labor	\$	30,091.39
Material	\$	10,317.05
IHCL	\$	2,579.26
Total Project Cost	\$	42,987.70
Customer Contribution	\$	30,219.40
Self-Trench Footage		223
Total Passing's		6
Total Footage		3389
Permit Needed (Y/N)	y	
Estimated Date of Release	60 to 90 days from receipt of cc payment	
Self-Trench Available (Y/N)	y	

Additional Comments:	
self trench on 6200 Horton lane property only	

2/3/2021 email from Evan Johnson: This address is still out for a survey. Due to the increased request for service the surveys are taking 21 business days to be completed.

2/3/2021 Pam emailed for update

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 1/13/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Debra Donnelly 540-424-1681

Service Address: 5814 Blockhouse Road
Partlow, VA 22534

District: Berkeley

Complaint:

Ms. Donnelly lives on Blockhouse Road, off of Partlow Road and from her driveway (next to her house) to the Comcast box is .3 miles away. She talked to Comcast about 2 months ago and they refuse to bring it to her. There are many neighbors in the area who would like to have internet as well. Her kids need it for school and her husband needs it for work. If there is something that can be done, please contact her and keep us updated.

Ken, she would really like to talk to you about this situation.

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

Needs 2214' U1, 60' U2 Plant Extension 228' UG Drop 2 Lanes Traffic Control for 1 Passing

2/3/2021 email from Evan Johnson: This is still awaiting a completed survey. Due to the increased request for surveys they are taking around 21 business days I will provide an update when completed.

2/3/2021 Pam emailed for an update.

1/13/2021 email from Ken Crist: I've reached out to Ms Donnelly and await her call back.

Comcast team, please keep us posted.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/4/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Dana Nichols (740) 632-2754

Service Address: 7025 Anna Pine Ln

District: Livingston

Complaint:

I live at 7025 Anna Pine Ln I've been trying to get Comcast ran to my house and I keep getting told no. My neighbor was given a price which is farther than my house. When they ran the line down woolfolk road they came down Anna pine but stopped and refuse to run it any farther. I've been trying to get it since they ran the line.

Previous Comments/Responses:

3/25/2021 update from Monica Hale: My apologies for the delay as Evan is away from the office. We closed the ticket on 2/4/2021 with the following survey results:

This will require a 823 ft plant extension with 3 passing' and a customer contribution of \$3,555.24.

If the customer chooses the 120 ft self-trench portion of the 823ft the customer contribution would be \$2,980.75 with an estimated 60-90 day completion date after payment is received.

3/25/21 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/5/2021

Category (check one): Complaint Request

Status: Open Closed

Name: John Boggs 540-623-0092 (Cell)

Service Address: 4505 Boggs Drive (off Lewiston Road Bumpass, VA 23024

District: Livingston

Complaint:

The resident is interested in connecting to Comcast and would like to know if it is available and what do they need to do to receive it.

Please contact Mr. Boggs and keep us in the loop.

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

On 2/20/21 the construction coordinator reached out to confirm this needs 1642' Underground Plant Extension with a 171' Underground Drop for 1 Passing. The needed customer contribution would be \$28,156.00. On 2/20/21 the customer declined to move forward.

3/5/2021 email from Monica Hale: I am following up on behalf of my colleague Evan who assisted with the following customer under ESL03954920. A site survey was completed and the customer was notified of the findings on 2/20/21 in which he declined to move forward as this would require a customer cost to extend. Our findings were the following:

Needs 1642' Underground Plant Extension with a 171' Underground Drop for 1 Passing. The needed customer contribution would be \$28,156.00

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/9/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Peter Rotelli 804-690-1100

Service Address: 7910 Linden Hall Ct

District: Berkeley

Complaint:

Mr. Rotelli called our office to find out if getting high speed internet is an option in his neighborhood. There are approximately 15 homes in his neighborhood and they all would love to have better internet. Most of the subdivision has Verizon DSL, but has said that service and speed with that has considerably dropped over the last few years to where at times the speeds are comparable to dial up internet and the service will constantly drop on them. When the subdivision was put in he says Verizon ran conduit and cable boxes throughout the entire neighborhood but they have been sitting unused all this time. If Verizon is not able to run Fios through the subdivision he wanted to know if it was possible for Comcast to use the conduit and boxes that are already installed in the neighborhood to run their service to them. If both Verizon and Comcast could look into the area and see if they could run services to those home and to please reach out to Mr. Rotelli as well. Also keep us updated on this request too.

Previous Comments/Responses:

7/30/2021 Pam emailed for an update on cost for the whole neighborhood.

4/8/2021 update from Nathan:

Needs 4238' U1, 274' U1A Plant Extension 138' UG Drop for 5 Passings

3/17/2021 email from Pam: Please go ahead and check on what the costs would be for the whole neighborhood.

Thank you!

3/15/2021 email from Evan Johnson: This cost includes the first 5 homes in the community we can ask to have the whole community counted but it would raise the cost as these homes are spaced pretty far apart.

3/15/2021 Pam emails asking if quote if only for citizen's address or if for the whole neighborhood.

3/15/2021 email from Evan Johnson: The survey has com back on this address. Th results are below

Needs 4238' U1, 274' U1A Plant Extension 138' UG Drop for 5 Passings

Customer Agreement

	Total Cost
\$53,416.89	
	Customer Cost
\$42,776.64	
	Days
90	
	Residential
	Commercial
	Passings
5	
	Customer Agrees
	Payment Received
N/A	

The self trench option is 36,196.75

3/11/2021 update from Nathan:

Still being worked

2/9/2021 email from Evan Johnson: I have sent this off to be surveyed. Please allow 7 to 21 business days for the results to come back. Once I get the results I will provide an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/9/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Paul Beetle 540-760-3564

Service Address: 4207 Shepherds Rd
Partlow, VA 22534

District: Berkeley

Complaint:

Mr. Beetle would like to find out if it would be possible to look into the area that he lives in and see if Comcast could run service to that area. There has been some new homes built in the area and we would like to get it rechecked to see if there has been enough growth in the area to get Comcast service ran to these residence. Please reach out to Mr. Beetle and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan: No changes

3/11/2021 update from Nathan:

OUT OF COMCAST CURRENT FOOTPRINT FOR AREA, CX OK Broxton, Patricia (Contractor) / 2/11/2021 12:22:34 PM
Not Serviceable 2.1 Miles to Closest Plant 20 Passings

2/25/2021 email from Evan Johnson: The survey has come back on this residents address. Unfortunately they are out side of our current foot print in the area and we are unable to build out to them at this time. We spoke with Mr. Beetle and informed him of this. The note for the survey is below

OUT OF COMCAST CURRENT FOOTPRINT FOR AREA, CX OK

Not Serviceable 2.1 Miles to Closest Plant 20 Passings

2/10/2021 email from Evan Johnson: I have sent this off to be surveyed. Please allow 7 to 21 business days for the results to come back. Once I get the results I will provide an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 2/22/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Brian and Nancy Rippel 540-786-3199

Service Address: 8500 Old Virginia Dr
Spotsylvania, VA 22553

District: Chancellor

Complaint:

We live at 8500 Old Virginia Drive in Spotsylvania (near corner of Old Plank Road and Catharine Furnace Road). We have been told by Verizon, Comcast, and Cox that they do not provide cable or fiberoptic connection to our address. We have very poor DSL service that cannot keep up with today's computers. Can you please help us get a cabled connection to our home. The neighborhoods around us have the service, but they skipped individual property owners when they installed those lines.

Please reach out to Mr. and Mrs. Rippel about possibly running service to their home and keep us posted as well.

Previous Comments/Responses:

4/8/2021 update from Nathan:

Explained we are unable to provide service as the path to the home is blocked by a civil war battle field

3/12/2021 email from Evan Johnson: Unfortunately this home is non serviceable due to its location. WE are unable to get service to this home due to the fact there is a civil war battlefield in the way. We looked for other options to run the service but we are unable to run service via another route.

3/11/2021 update from Nathan:

Still being worked

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 3/17/2021

Category (check one): Complaint Request

Name: Hugh and Ann Brown
540-623-9700 and 540-207-1677

Status: Open Closed

Service Address: 7211 Blockhouse Road
Spotsylvania, VA 22551

District: Berkeley

Complaint:

They would like to see what options they have to obtain internet service. They were quoted \$7,000 a year ago and then they were recently quoted \$21,000. Please see what can be done regarding the quotes. They are willing to trench to their home. (they do have a long driveway)

Please contact them and keep us updated.

Previous Comments/Responses:

4/8/2021 update from Nathan:

3/17/2021 email from Evan Johnson: Since this survey was done recently there is not any change in the results. The original request was made on 11/11/19 prior to Covid causing dramatic increases in pricing. The cost sheet is below. It does have an \$11,000 self trench option as well. I shared this information with Mr. Brown.

3/17/2021 email from Evan Johnson: Since this survey was done recently there is not any change in the results. The original request was made on 11/11/19 prior to Covid causing dramatic increases in pricing. The cost sheet is below. It does have an \$11,000 self trench option as well. I shared this information with Mr. Brown.

Project Address:

7211 BLOCK HOUSE RD

Cost if Comcast does entire job

Contract Labor	\$	15,923.65
Material	\$	5,459.54
IHCL	\$	1,364.88
Total Project Cost	\$	22,748.07
Customer Contribution	\$	21,348.07

Self-Trench cost

Contract Labor	\$	8,732.06
Material	\$	2,993.85
IHCL	\$	748.46
Total Project Cost	\$	12,474.37
Customer Contribution	\$	11,074.37

Self-Trench Footage 1253

Total Passing's 1

Total Footage 1580

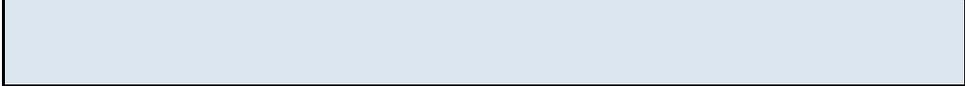
Permit Needed (Y/N) Y

Estimated Date of Release 60 TO 90 DAYS FROM RECEIPT OF CC PAYMENT

Self-Trench Available (Y/N) Y

Additional Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria



Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 3/17/2021

Category (check one): Complaint Request

Name: Donna Quarles
(540) 846-6739

Status: Open Closed

Service Address: 8935 Granite Springs Road
Spotsylvania, VA 22551

District: Livingston

Complaint:

I live in rural Spotsylvania County, 8935 Granite Springs Road. I have been trying to get better internet. The only internet available to me is Satellite, HughesNet. I was working remote when COVID-19 hit last year, I had to leave my job because my internet would not allow me to keep up with the demands of the job. Every job that I start training for it's the same thing.

I have my grandson whom is eight in the third grade on Thursdays and Fridays, he has a hard time keeping up with the virtual learning due to the slow, unstable internet.

Please let me know if there are plans to provide High Speed Internet in my area?

Previous Comments/Responses:

4/8/2021 update from Nathan:

Explained that home was outside of the Comcast service. Home is located 4 mile from nearest plant

3/22/2021 email from Evan Johnson: This home is outside of the Comcast service area. The address is 4 miles away from the nearest Comcast plant.

Comments:

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Date: 3/23/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Fred Wright 540-972-0647

Service Address: 10404 Treaty Ct
Spotsylvania, VA 22553

District: Chancellor

Complaint:

I just got off the telephone with Mark Thorburn and he suggested since I have been dealing with Comcast I should put in my information. When we moved into our house twenty three years ago we we're supposedly on the Comcast list. So while we waited I signed on with Directv and Verizon DSL. Over the years I have dealt with the folks on Houser Dr. Then two years ago an Xfinity sales associate Mark Boswell shows up and was going to work and on getting our road hooked up. At the time he told me Comcast has supplied Internet and tv to areas with less homes on longer roads. I told Mark Boswell I would survey the residents on our road for their interest in High Seed Internet and send it to him. Eighteen of the twenty residents were a yes, one a maybe and one a no. I may still have the Emails I sent. After no return Email I finally got in touch with him, he said we had a slim chance. Then last year when Mark Thorburn talked with Patricia Hunt (new service coordinator) and Comcast sent out an Engineer to survey I again got in touch with Mark Boswell for his involvement and to forward the survey information I had sent him to Patricia. I really thought we had our best chance. Our neighborhood association has over seventy five acres lots on our six roads and only two roads are without Comcast Internet. Twenty on ours and four on another. I have written our Senators. A form letter returned from Sen. Kaine and a telephone call from Sen Warner's communications associate, Kat. After explaining our situation she said she would talk to the team and get back to me, no call back so far. Abigail Spanburger never answered my Email and on her call in town hall meetings she only wants to talk Covid 19. Del Cole replied and said our county is to rich, go figure, drive down our dirt road. Any help would be great

Previous Comments/Responses:

4/22/2021 email from Monica Hale: Evan is currently out of the office. In review of his ticket, Evan confirmed yesterday the survey has not came back yet and was to check back on Monday 4/26 to inquire if ready.

4/22/2021 Pam emailed for an update.

4/15/2021 email from Evan Johnson: This one is still out for a survey I apologize for the extended wait on some of these surveys as we are still running up to a month on completing the walk outs

4/15/2021 Pam emailed for an update.

Comments:

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Date: 3/23/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Mark Thorburn 540-273-7078

Service Address: 13200 Landmark Ct
Spotsylvania Va 22553

District: Chancellor

Complaint:

Thanks for taking my call yesterday. It was nice speaking with you and your interest in assisting with our internet issues. My name is Mark Thorburn. I live at 13200 Landmark Ct. Spotsylvania Va 22553. We are a part of Battlefield Estates located off Rt. 3 west off of Black Meadow Rd. Battlefield Estates is serviced by Comcast. However Landmark Ct. and Treaty Ct. was never built by Comcast. Fox Chase behind us has Comcast and Battlefield Estates has Comcast and so do the residents along Rt. 3. This is the issue. All other broadband service providers have declined to service our 2 roads because it is listed as being served by Comcast. That is not the truth. But with Comcast refusing to build out our road as the rest of the development it has put us in an impossible situation to get another provider as an option. We have 19 homes within approximately .80 miles of road. If we had other options we would pursue them. However with the heavy presence of Comcast we have been declined by all other broadband providers which I understand. I do not understand why Comcast chose not to provide to us. We have an aerial pole line that REC has the clearance for Comcast to attach to that would give them access to all homes with no digging except to bury service wire to each resident. Comcast would get 100% penetration if they chose to provide. I feel like those that we have spoken to don't listen to our situation but only pass us on. We have no options due to Comcast.

Previous Comments/Responses:

7/6/2021 email from Jane: Evan, I am asking a specific question about how Comcast counted homes, and which homes were included in your 19-home count. The County count does not match your count, and Comcast is being requested to provide this information for our records.

Nathan, I'm asking you, as our franchise manager, to please step in here, and assist. I requested this information, which is well within the County's rights to request, on June 11, and as of today, I am not receiving the necessary information to validate the findings that Comcast has shared. If there was a site survey performed, then the requested information should be readily and easily accessible. The County's count of homes per mile appears to meet the 23 homes per mile. Comcast has presented a different home count, with a difference of 4 homes, and given the small delta in count, I expect Comcast to share their site survey to explain/justify/validate their findings. It is unacceptable to the County and to its citizens to continue to be disregarded in its requests for information. We are reasonable in our review of these types of situations; however, it is not reasonable for Comcast to dismiss the County's requests.

Please provide the results of your site survey immediately, with specific addresses that are listed in your quote for service, for our records, so the County can evaluate and determine if those results are valid or if they are to be challenged.

7/6/2021 email from Evan Johnson: There are 19 homes that meet the franchise requirements as serviceable.

7/6/2021 email from Evan Johnson: There is no change. This community is 9 miles away from active service. Unfortunately due to this distance we have no plans of bring service to this area at this time.

7/6/2021 Pam emailed for an update

6/24/2021 email from Nikki to Evan: I don't believe we have had a response to Jane's request below. Can you provide us with an update?

6/24/2021 Pam asked Nikki to reach out to Ms. Thorburn.

6/23/2021 email from Herbert to Ms. Thorburn: I'm sure why someone from the County hasn't contacted you, I got a message that they had.

6/22/2021 email from Ms. Thorburn: Good evening Herbert. I appreciate you forwarding my email to the respective group. However I am starting to wonder if this group exist. I have received no contact back from Spotsylvania to discuss our challenges. To be honest I feel like we are being put in a bucket that is not in existence. It seems like Comcast and Verizon is dictating to Spotsylvania as to the verbiage in the local franchise agreement and not being pressured into their agreement. I know that Orange county has signed agreements with a broadband provider that is not Verizon or Comcast to provide high speed Internet to ALL their residents. This is not a rumor, they are doing as

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we speak and the customers that have had no options now have fiber service to the home and are praising the service. The company that is providing this service is Fiber Link. Louisa county board of supervisors just passed and signed an agreement with a third party provider to provide high speed Internet to all residences within 2 years. Culpeper county is currently in discussions as well. What is Spotsylvania doing? It appears allowing Comcast and Verizon to call all shots. As I have mentioned before, Comcast serves our neighborhood Battlefield Estates. All residences in Battlefield Estates have Comcast except Landmark Ct and Treaty Ct. How can I continually get the response that us and our neighbors on our road do not qualify when the rest of our neighborhood does? Same lot sizes and HOA. I was told by a planner for Comcast that I need to have a govt. rep contact Comcast to get this build approved. Has Spotsylvania done this? We have REC that has aerial lines and have already agreed to allow Comcast to attach to serve. How can we not get this done? Only buried construction would be placing service drops to the residents.

I spoke to one Comcast rep about this issue. They were in a call center and could not answer any questions. They did not even know what a Local Franchise Agreement was. This is who Comcast had call me to discuss at the counties request. Comcast did not even have the respect to have someone contact me who could speak to the situation.

All of us residents have children/grandchildren in school or work from home and operate businesses from our house. Due to the new environment we are in now, high speed Internet is becoming an essential part of life.

If your department is not the correct team to speak to this about please provide any contacts and I will reach out to them as well. I would add our Board of Supervisor Timothy McLaughlin onto this email however Spotsylvania does not list their email address on the Spotsylvania.gov website.

6/16/2021 Pam emailed for and update:

6/16/2021 email from Mr. Thornburn: Good morning Herbert. I feel like our request for assistance in having Comcast service being provided to Treaty and Landmark Ct. in Battlefield Estates has stalled and Comcast will not return any of my calls when I am asking them questions about their findings. I have viewed their franchise agreement with Spotsylvania and from what I can tell we qualify for build due to our density of 21 residents within the 4200 ft. of placement required in which was determined by Comcast. Comcast has decided on their own from what I can tell to disqualify all homes on my road except 5 which they are saying is why we do not meet required density. From what I can see in the franchise agreement any residences that is 400 ft or less from the ROW is to be counted towards density. I do not think any of our residences are more than 400 ft. from ROW. From what I can tell Comcast is deciding to write their own language and if a residence is more than 500 ft. from what serving terminal they are deciding to disqualify from density calculation. Myself and all my neighbors would greatly appreciate this issue being looked into. We have no options as I have com273-7078municated before because the rest of our neighborhood is served by Comcast. How those homes qualified and ours do not when lot sizes are close to same seems questionable to me.

Could the county please assist us with this issue? As we know the need for High Speed Internet is becoming more crucial and we feel like our needs are not being heard. Comcast is stopping our roads from having any other options. We have tried.

6/11/2021 email from Jane Reeve: Evan, I appreciate the update; however, I would like the verification of the number of homes passed. It has come to my attention that Comcast may not be counting homes as per the terms and conditions of the franchise agreement, so I would like to request additional details to confirm to the residents in that area that Comcast is, or is not, in compliance. I've attached a map of the area in question, for your reference.

Thank you and have a good weekend!

6/11/2021 email from Evan Johnson: There is no change in this situation the survey still stands as is. The results are below

Construction provided a cost of \$23,644.88 for 3181 ft aerial and 2319 Ug for 19 passings.

6/11/2021 Pam emailed for an update

5/12/2021 email from Evan Johnson: I will make sure we reach to Mr. Thornburn via our construction team. He is rejecting the findings of the survey as he feels he is part of that development. However his street does not connect to the streets in that development. He is quoting his understanding of the franchise agreement. We have forwarded this concern to Nathan as well to cover it from the Franchise agreement side of the concern. Unfortunately according

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to our findings at this time there is no changes to the survey and to bring service to his home and the others on his street would require a customer contribution.

5/12/2021 email from Pam to Evan Johnson: Please see message below from Mr. Thorburn; please reach out to him to address his concerns and keep us posted as well:

Good morning Herbert. I got a call from Comcast and their response I find unacceptable. Evan Johnson (410-931-5224) who is handling our case will not return my phone call after I started asking hard questions. He told me he would have a construction rep contact me last Friday to discuss details. I have not heard anything and have left 2 more messages with him this week and have not heard back. Monica Hale (410-931-5207) with Govt. relations told me that thought density requirement was 21 homes per mile. We have 21 homes within 4,800 ft which more than qualifies. However Comcast has disqualified many of our residents due to the service wire having to be placed more than 500 ft. therefore pushing our density below the required LFA density. However it is my understanding that buried service wire from the serving terminal is considered not to be a unit of property and not taxed therefore should not be included in the calculation of LFA density. If the infrastructure was well planned and the serving terminals were placed in strategic locations i do not think there would be more than a couple homes that would require a drop that is more than 500 ft. long. I reached out to the resident that i feel is the farthest off the road and his driveway is only 350 ft. It appears to me that Comcast is finding any reason not to build out our 2 roads Treaty Ct. and Landmark Ct. All other roads in our development have Comcast except ours. Same lot sizes and distances from roads. Comcast is essentially blocking us from any other options as all broadband providers are not interested in building to us as it is served by Comcast. The kicker for all of this is that we have an REC pole line that Comcast can joint use attach to which will cut cost of building considerably. Please help us resolve this.

I am willing to meet on site or discuss any details.

4/15/2021 email from Evan Johnson: I have reached out for a full cost. The rough estimate was more than \$50,000 but I requested the full work up in hopes it will be less.

4/15/2021 Pam emailed for an update.

4/6/2021 email from Evan Johnson: Just a quick update on this request. The survey has been completed and we are currently waiting on the Customer cost to come back. I will provide an additional update once we get it.

Comments:

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Date: 4/5/2021

Category (check one): Complaint Request

Status: Open Closed

Name: William Young (510) 397-8327
kingwillie510@gmail.com

Service Address: 1733 Caden Lane
Beaverdam, VA 23015

District: Berkeley

Complaint:

Mr. Young called our office to inquire about getting Comcast ran to his home. He lives in a newly built subdivision in the area. He currently has satellite internet but is wondering when there is going to be a cable internet option for him to use at his home? He works from home some with teleconferences and likes to stream shows and both of these things are less feasible with satellite internet. Please reach out to Mr. Young and keep us posted as well.

Previous Comments/Responses:

4/5/2021 email from Monica Hale: I spoke with Mr. Young and explained he is outside the Comcast service footprint. He appreciated the follow up.

4/5/2021 email from Monica Hale: ESL03995259 has been successfully created to address the concern. I left a voicemail and sent an email as follow up with the customer. Unfortunately this area is outside the Comcast service footprint, as it is over 4.4 miles from the last active service address. I will provide an update after connecting with the customer.

Comments:

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Date: 5/7/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Charles Phillips 910-467-7191

Service Address: 6104 Prospect St, Fredericksburg, VA
22407

District: Battlefield

Complaint:

Mr. Phillips called our office to complain that there is 2 Comcast Cable lines ran across his back yard that have been there for about a year now. He has tried contacting Comcast to have them moved off his property as they are not even in the easement, nothing gets done. He would like these cables moved and so that he can do things in his yard without worry of cutting the cables that are laying there. Please reach out to Mr. Phillips and keep us posted as well.

Previous Comments/Responses:

7/8/2021 email from Steven McRae: Per our technical operations leadership, “We are in easement customer is plan on doing a garden and wanted the mainline moved. I informed them they probably be charge to do so and I could have construction department contact them about it. After my conversation with the wife and suggestions to just move the garden up into the yard more she said she would let her husband know.”

We are in easement for the drop in question.

7/8/2021 Pam emailed for an update.

Comments:

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Date: 5/10/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Shannon Ray 540-842-5325

Service Address: 9316 Marye Rd
Partlow, VA 22534

District: Berkeley

Complaint:

I'm reaching out to explain the needs of having fiber in my area . I love at 9316 Marye rd Partlow va . I work from home and my kids are homeschooled before covid . We just moved here In Jan . I love this area ! My daughter has special learning modules to help her . With her understanding of things and having it go down or not handle her apps on her laptop is frustrating. Also the work I do I'm a contactor for att and some of their systems need more bandwidth then what we have . Even just having the ability to use our phones on wifi would be nice to keep connected . Thanks !

Previous Comments/Responses:

7/8/2021 Pam emailed for an update.

Comments:

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Date: 6-2-2021

Category (check one): Complaint Request

Name: Robert Slama 202-425-8896
Carolyn Fahrenback 203-676-0203

Status: Open Closed

Service Address: 6305 Stubbs Cove Lane
Spotsylvania, VA 22551

District: Livingston

Complaint:

Ms. Fahrenback called our office to find out about getting Comcast service ran to their home. Their street is listed on the Franchise agreement for being built during the Lake Anna Build (see page from agreement attached), now when they try to get someone from Comcast to look into running service to them they get the run around. Please reach out to Mr. Slama and Ms. Fahrenback and keep us posted as well.

Previous Comments/Responses:

6/28/2021 email from Ms. Fahrenback: Thanks. Looks like your follow-up email to Evan Johnson and his reply didn't reach me due to some transposed letters in my less than easy to spell last name!

Thank you for your follow-up with Mr. Johnson and continued support with our inquiries.

6/28/2021 Ms. Fahrenback called our office and Nikki gave her the latest update from Evan and also provided her with Toby's contact information and information about the Commission meetings.

6/25/2021 email from Evan: I have confirmed that this address is not currently part of any currently active build out projects.

6/16/2021 Pam emailed for an update

6/14/2021 email from Christine: I hope you had a pleasant weekend. To date, I still have not heard from anyone at Comcast, regarding the proposed customer contribution for installation, let alone any offset/coverage we may be entitled to by the franchise agreement. While I don't mean to be impatient, I am very frustrated as Comcast was scheduled to install cable and internet here on 5/19 pursuant to numerous conversations I had with its sales department. On 5/12 I received email notification the appointment was canceled with no guidance regarding next steps or points of contact. As I have previously mentioned, you are the only person who has been able to ascertain any information from Comcast, but it seems now even the County points of contact are not being responsive to your requests. I honestly don't know where to turn and am suffering significant wage losses each passing day. Do you have any additional ideas regarding to where we may be able to find answers?

6-2-2021 email from Evan Johnson: The survey Results did come back yesterday for this address. It looks like 671 feet of under ground line is needed to bring service to this home with a customer contribution of \$5,981.00. I am not sure about this being included in the Lake Anna build out so I will need to investigate that further.

Comments:

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Date: 6/11/2021

Category (check one): Complaint Request

Name: Dionne Brice
804-928-8752
540-894-0809

Status: Open Closed

Service Address: 4611 Jacqueline Ridge Way
Partlow VA 22534

District: Berkeley

Complaint:

I left a voicemail but they can sometimes be hard to keep up with.

My inquiry is in regards to possibly obtaining some of the broadband grant funds to bring cabling for internet service in our subdivision as satellite service doesn't meet the needs of working from home. Although the pandemic quarantine is winding down, it would still be beneficial to the student population.

I have gotten a write up from Comcast on what our shared responsibility would be. Even with splitting among neighbors who would benefit, it is still a steep cost. Knowing about initiative to get broadband to rural areas, would it be possible to receive some of that funding for our project. Without additional assistance, I doubt I can get buy in from neighbors due to the cost and the hit the pandemic had done on finances.

Please advise if any assistance is available or where I need to go for this request.

I want to say thank you in advance for reading this request and any assistance you can provide.

Previous Comments/Responses:

6/12/2021 email from Ms. Brice: Thank you for responding. I was going to attend the meeting to see if I could get some attention. Attached is a print of the email from Comcast about the cost. Unfortunately, it is short of the two neighbors past my house, so I don't know what the additional cost would be to get a drop near them (they are across the road from each other).

All I can do is ask to see if there can be any assistance so that we can get some more reliable internet service as satellite is unpredictable, a lot of tree/weather interference, and not enough bandwidth to work from home which I think my neighbors are doing as well.

Comcast is the only vendor I could even get this much information from.

6/11/2021 email from Pam to Commission Members: Ken,

Could you please reach out to Ms. Brice and keep us posted as well?

6/11/2021 email from Jane: Good afternoon!

My sincerest apologies for not responding to your original email. Unfortunately, your email landed in my junk folder, and I do apologize that I did not find it earlier.

I'm forwarding your email to your Cable Commission representative for your area; however, if you do have anything from Comcast for service provision, if you could forward that information, it would help to identify what, if anything, we can submit as part of a larger grant opportunity.

Thank you for reaching out!

Nikki, I'm not sure which district this falls under; please make sure it gets sent to the correct member.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/1/2021

Category (check one): Complaint Request

Name: Kenny Blaney 540-220-5773

Status: Open Closed

Service Address: 307 Albany St
Fredericksburg, VA 22407

District: Salem

Complaint:

Mr. Blaney called our office to let us know that a Comcast wire has been draped over his fence and across his yard for over a year now and it is in the way. He has tried getting someone from Comcast to come and bury the line and it has never been done. We need to have someone reach out to Mr. Blaney about getting that line buried ASAP. Please keep us posted on this complaint.

Previous Comments/Responses:

7/8/2021 Pam emailed for an update.

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/22/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Steve Pavey 540-809-1560

Service Address: 4213 Guinea Station Rd
Fredericksburg, VA 22408

District: Berkeley

Complaint:

Mr. Pavey called our office to see what can be done to get some cable/internet services ran to his area. He says service stops less than a mile from his home, and that there are other neighborhoods around him that also does not have any form of service and cell service keeps getting worse. He is a private contractor running his own business plus is a school teacher so having a reliable internet is very important. Please reach out to Mr. Pavey and keep us informed as well.

Previous Comments/Responses:

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/23/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Joe Ayers 703-622-4205

Service Address: 4205 Boggs Dr
Bumpass, VA 23024

District: Livingston

Complaint:

Mr. Ayers called our office to inquire about how to get Comcast service ran to his neighborhood. Says that Comcast has service about a half a mile down the road from him. He would like to start homeschooling his children but needs a reliable internet to do that with. Please look into providing service to Mr. Ayers entire neighborhood and reach out to Mr. Ayers to discuss his options. Please keep us posted as well.

Previous Comments/Responses:

7/23/2021 email from Mr. Ayers to Barry Jett: Thank you for taking my call this morning. Per our discussion, we have eight homes and two businesses here on Boggs Drive that would like to get access to Comcast broadband internet, tv and phone services. Our road runs about ½ mile down from the Comcast line where other homes have access to Comcast services. I did call Comcast last year and they informed me that it would cost \$90,000 to run fiber lines down our road. We were hoping that the County may be able to work with Comcast on plan to run fiber down our road. With the recent federal and state infrastructure funding hopefully there is a cost effective way to provide broadband to this part of your district.

Thank you for looking into this for us. I also want to thank you for your service to the Livingston District.

Joe Ayers

703-622-4205

4205 Boggs Drive Bumpass, VA 22124

Homes/Businesses along Boggs Drive

4200 Boggs Brothers Home

4205 Joe & Lisa Ayers

4209 Richard & Lynne Lauritzen

4213 David & Donna Boch

4221 John & Tom Stanmeyer

4227 Chris Pugh – Anna Cabana

4229 Matt Jenks

4303 Lake Anna Marina

4331

4258

Comments:

OCBA VATI Application – Attachment 4: Documentation of Unserved Area VATI Criteria

Date: 7/30/2021

Category (check one): Complaint Request

Status: Open Closed

Name: Kathy Johnson 540-907-2709

Service Address: 302 Green Arbor Dr
Fredericksburg, VA 22407

District: Salem

Complaint:

Ms. Johnson called our office to complain about some wires being draped over the back of her fence and across her lawn. This wire has been draped there for a few years and she would like it removed from her property. Please reach out to Ms. Johnson about getting that wire removed and keep us posted as well.

Previous Comments/Responses:

8/5/2021 email from Monica Hale: Our technician verified there is a temporary cable line for 300 Green Arbor Drive. The technician submitted a ticket to Miss Utility and once this clears, the permanent line will be buried and the temporary line removed. Please allow 5-7 business days for completion. I will provide the update once completed.

Comments:

2022 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required ²	Passings with Special Construction Costs budgeted in the Application ³	Number of Passings with Speeds at 10/1 or below in Project Area ⁴
Residential	6,694	6,653	41	4,158
Businesses (non-home based)	82	82	0	0
Businesses (home-based)	114	114	0	0
Community Anchors	22	22	0	0
Non-residential	41	41	0	0
Total	6,953	6,912	41	4,158

Note: The Total Number of Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.

Note: Do not include passings in RDOF awarded areas that were awarded to the co-applicant; these passings should be included in the RDOF Passings Form. Passings included in this application in RDOF awarded areas that were not awarded to the co-applicant, unless successfully challenged, are considered unserved and should be counted as passings in this form.

¹The total number of structures in the project area that can receive service. See definition of passing below for more detail.

²The number of structures in the project area that will not require special construction costs to provide service to. These passings fall within the broadband provider's standard service connection drop length and do not require nonstandard equipment or any additional fees above normal service connection fees required to provide broadband access to a premise.

³The number of structures in the project area with all construction costs budgeted in the application. These passings will not require any additional special construction costs beyond those budgeted for in the VATI application.

⁴The number of structures in the project area that do not have access to internet at speeds of at least 10 mbps download and 1mbps upload.

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

Statement of Non-Applicability

The OCBA's proposed project is will not contain any wireless components. Attachment 6 – Propagation Map is not applicable to the project and has not been included.

<u>Time Period</u>	<u>Milestones</u>	<u>Support for Reasonableness</u>
Before Grant Award	Select and Approve Engineering Firms	Contracts approved on 7.20.2021
	Issues RFP to select additional contractors due September 23, 2021	Select multiple contractors and approved contracts by October 29, 2021
	Design Fiber Routes and complete drawings for permits	Starting August 2, 2021 and completed by October 29, 2021
	Order materials with longest lead times (fiber, duct, drop cables)	Request quotes by November 19, 2021 and order by November 24, 2021
	Apply for permits for bridge attachments and railroad crossing	Drawing completed by October 1, 2021 and permit submission by October 15, 2021
	Start easement process for private roads	Start easement process for private roads
12/10/2021	VATI Selection of Successful Applicants	
	Start mobilization of construction contractors	Within two weeks After Grant Award
	Request permits from VDOT after award	All Drawings will be completed and ready to request permits
	Request quotes and procure additional Network Equipment	Request quotes and issue PO by December 29, 2021
	Order shelters/Node cabinet for electronics	Request quotes and issue PO by December 29, 2021
	Order ONTs and SMartRG routers	Request quotes and issue PO by December 29, 2021
	Order construction materials with short lead times	Request quotes and issue PO by December 29, 2021
	Contractors start calling in utility locates	
1/3/2022	Starting Outside Plant Construction (750 Miles Mainline)	
	Outside Materials	Use existing materials in stock to start project
	Start construction	Target 60 miles of mainline per month
		Mainline crews: 6 plows + 6 drills
		Drop crews: 6 to 8 svc drop crews
		3 to 4 splice crews – varies with construction phase
		Start construction on VDOT roads then private roads with easements

2/7/2022	Construction	60 miles of Mainline construction completed
3/4/2022	Materials Received	Receive fiber, duct, and drop cables
2/11/2022	Construction	60 additional miles of Mainline construction completed
3/11/2022	Construction	60 additional miles of Mainline construction completed
4/11/2022	Construction	60 additional miles of Mainline construction completed
4/11/2022	Start clearing Shelter/Node sites for electronics	Completed by April 29, 2022
4/29/2022	Receive Network Electronics, ONTs and SmartRG Routers	Delivery of equipment
5/2/2022	Installation of Shelters/Node sites	Completed by May 14, 2022
5/2/2022	Start splicing mainline construction	
5/11/2022	Construction	60 additional miles of Mainline construction completed
5/16/2022	Installation and configuration of network ring	Completed by June 4, 2022
	Start signing up subscribers	Release roads ready for service
6/7/2022	Start splicing and connecting service drops	Starting splicing after electronics have been installed.
6/11/2022	Construction	60 additional miles of Mainline construction completed
6/14/2022	Connect first subscriber	6 Installers, average 125 Installations per week
		6694 Homes Passed Take Rate 70% - 4155 Subscribers

7/16/2022	Construction	60 additional miles of Mainline construction completed
7/23/2022		500 subscribers connected projection
8/13/2022	Construction	60 additional miles of Mainline construction completed
8/27/2022	Subscribers Connected milestone	1000 subscribers connected projection
9/10/2022	Construction	60 additional miles of Mainline construction completed
9/24/2022	Subscribers Connected milestone	1500 subscribers connected projection
10/15/2022	Construction	60 additional miles of Mainline construction completed
		All mainline construction completed
10/21/2022	Subscribers Connected milestone	2000 subscribers connected projection
12/30/2022	Subscribers Connected milestone	2500 subscribers connected projection
1/27/2023	Subscribers Connected milestone	3000 subscribers connected projection
2/24/2023	Subscribers Connected milestone	3500 subscribers connected projection
3/31/2023	Subscribers Connected milestone	4000 subscribers connected projection
4/28/2023	Start project/grant close out	All subscribers connected in project
5/26/2023	Start project/grant close out	Close out all contracts and grant

ORANGE COUNTY, VIRGINIA

BOARD OF SUPERVISORS

R. MARK JOHNSON, DISTRICT ONE
JAMES K. WHITE, DISTRICT TWO
KEITH F. MARSHALL, DISTRICT THREE
JAMES P. CROZIER, DISTRICT FOUR
LEE H. FRAME, DISTRICT FIVE

THEODORE L. VOORHEES
COUNTY ADMINISTRATOR

PHONE: (540) 672-3313
FAX: (540) 672-1679



MAILING ADDRESS:
P. O. Box 111
ORANGE, VA 22960

PHYSICAL ADDRESS:
R. LINDSAY GORDON III BUILDING
112 WEST MAIN STREET
ORANGE, VIRGINIA 22960

orangecountyva.gov

August 10, 2021

Lewis Foster
Broadband Program Manager
Orange County Broadband Authority
323 North Madison Road, Suite C
Orange, Virginia 22960

RE: Letter of Commitment: OSG FiberLync Connect

Dear Mr. Foster:

The Board of Supervisors of Orange County, Virginia ("County") is pleased to provide this Letter of Commitment confirming the County's participation in the "OSG FiberLync Connect" regional communications network development project, for which funding support is being sought through NTIA's Broadband Infrastructure Program.

The County will serve as the lead applicant for the OSG FiberLync Connect NTIA grant proposal and will administer the grant. Construction and operational tasks for the project will be undertaken by the Orange County Broadband Authority ("OCBA"), who will oversee construction of the proposed project and will own and operate the completed network. OCBA has committed to cooperate with the County in the County's fulfillment of NTIA grant compliance and reporting requirements.

This partnership holds tremendous promise for addressing the unmet connectivity needs of residents and businesses in the Orange County region, and the County looks forward to working with OCBA to help bring much-needed broadband infrastructure development to Orange County.

Sincerely,

James P. Crozier, Chairman
Orange County Board of Supervisors



Orange County Broadband Authority

James K. White – Board Chairman
R. Mark Johnson – Board Co-Chairman
James P. Crozier – Board Member
Lee H. Frame – Board Member
Keith F. Marshall – Board Member

Lewis Foster - Secretary
Barbara Tilley - Treasurer
323 N Madison Rd.
Orange, VA 22960

Theodore L. Voorhees
County Administrator
Orange County, Virginia
P.O. Box 111
Orange, VA 22960

Re: Letter of Commitment: OSG FiberLync Connect

Dear Mr. Theodore:

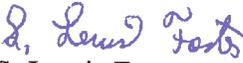
The Orange County Broadband Authority (“OCBA”) is pleased to provide this Letter of Commitment confirming and describing OCBA’s participation in the “OSG FiberLync Connect” project, for which the County is submitting a grant application through NTIA’s Broadband Infrastructure Program.

OCBA is an existing provider of fixed wireline service in the Orange County, VA region, organized under the Virginia Wireless Service Authorities Act (Chapter 54.1, Title 15.2 of the Code of Virginia). OCBA was incorporated by the Virginia State Corporation Commission on June 8, 2016.

For the OSG FiberLync Connect project, OCBA will complete a multi-phase, regional fiber network with the end goal of providing service to every unserved address in Orange County and the adjacent counties of Greene and Spotsylvania. As further described in the project proposal, OCBA will oversee construction of the proposed project and will own and operate the completed network.

Orange County, VA has agreed to serve as the lead applicant for the OSG FiberLync Connect NTIA grant proposal and will administer the grant. OCBA looks forward to continuing its close working relationship with the County and commits to work cooperatively with the County in all aspects of project development and fulfillment of NTIA grant requirements.

Sincerely,


S. Lewis Foster

VATI FUNDING SOURCES TABLE

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

Source	Amount	%	Status
REQUESTED VATI	\$ 44,998,621.81	77.30	Pending
OCBA In-Kind	\$ 10,212,063.00	17.54	Current Investment
OCBA Cash	\$ 3,000,000.00	5.15	Cash On Hand
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 58,210,684.81	100 %	

ORANGE COUNTY BROADBAND AUTHORITY

BARBARA TILLEY
TREASURER/FINANCIAL CONTROLLER

PHONE: (540) 360-0682



323 NORTH MADISON RD
SUITE C
ORANGE, VIRGINIA 22960

September 10, 2021

Tamara Homes, Ph.D.
Associate Director of Policy and Strategic Development
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

RE: Universal Broadband Coverage Program

Dear Dr. Holmes,

We are delighted to submit this VATI application for assistance in our endeavor to provide Universal Broadband Coverage in Orange and the surrounding counties. We are expecting to provide service to over 3000 homes and businesses with broadband connectivity with this grant. The purpose of this letter is to commit Orange County Broadband Authority (OCBA), in form of cash and in-kind assistance, to the proposed project.

OCBA will commit \$13,212,062.82 to this project that includes the following items:

- Expenses incurred after June 18, 2020 – September 3, 2021, for the Universal Broadband Coverage Program in the amount of \$9,380,639.49.
- \$3,000,000 is in the form of cash.
- \$831,423.33 in Direct Salaries and Benefits, Advertising, and Administrative Overhead*.

We expect have continued expenses through the end of the year.

OCBA is prepared to act promptly and complete this project within 18 months of this award.

Thank you for your consideration and support,

Sincerely,

A handwritten signature in black ink that reads "B. Tilley".

Barbara Tilley
Treasurer/Financial Controller
Orange County Broadband Authority

Exhibit A.

In Kind Matching	
Local Government Expenditures incurred after June 17, 2020:	\$ 9,380,639.49
Construction Inspector's Salary & Benefits	\$ 390,000.00
Subscriber Installers' Salary & Benefits	\$ 269,273.33
Administrative Overhead	\$ 54,150.00
2 vehicles for Construction Inspectors	\$ 110,000.00
Advertising & Marketing	\$ 8,000.00
	<u>\$ 831,423.33</u>
Total In Kind Matching	\$ 10,212,062.82

*Administrative Overhead consists of:
Project Management Salary \$29,400
Accounting Salary \$14,250
Administrative Salary \$10,500

Congress of the United States
House of Representatives
Washington, DC 20515

ABIGAIL SPANBERGER
7TH DISTRICT, VIRGINIA

September 10, 2021

Dear Director Johnston,

I am writing to request you provide full and fair consideration of the application submitted by FiberLync, a fiber optic internet service provider owned and operated by the Orange County Broadband Authority (hereinafter referred to as “the Authority”) for the Virginia Telecommunication Initiative (VATI) funding opportunity as awarded by the Virginia Department of Housing and Community Development.

As I understand it, the purpose of this program is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government, to extend service to areas that presently are unserved by any broadband provider.

If awarded funding, FiberLync says it will use funds to add 570 new miles of underground fiber routes to its existing all-fiber network, making service available to the unserved addresses in the counties of Orange, Spotsylvania, and Greene. The Authority says it will lay an additional 209 route miles of supporting fiber to connect the proposed grant-funded routes to the existing FiberLync network to ensure the expanded regional network is designed and connected as reliably and efficiently as possible. The Authority says this project would provide connectivity to a total of 5,935 unserved addresses throughout the region, with 5,673 of them being households.

Furthermore, the Authority says the project would help ensure healthcare via telemedicine; increase educational opportunities through distance learning; expand opportunities for telework; and encourage an entrepreneurial economy so that existing and start-up, home-based, and small businesses can compete globally.

I thank you for your time and attention to this grant application, as well as your service to the constituents of VA-07.

Kind Regards,



Abigail Spanberger
Member of Congress

United States Senate

WASHINGTON, DC 20510-4606

September 1, 2021

Ms. Tamarah Holmes
Director
Office of Broadband
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219-2430

Dear Ms. Holmes,

I write today in support of FiberLync's grant proposal to the Department of Housing and Community Development's (DHCD) Virginia Telecommunications Initiative (VATI) program. If approved, FiberLync and the Orange County Broadband Authority will utilize funding to expand the fiber network in Orange, Greene, and Spotsylvania Counties.

The Orange County Broadband Authority (OCBA) was created in 2016 to address the persistent digital inequity in the region and FiberLync is the commercial fiber optic network the OCBA operates. I have been informed that the OCBA is currently implementing a regional fiber project to connect every unserved address in Orange County and the adjacent counties of Greene and Spotsylvania. Both the OCBA's current network and the planned OCBA expansion are high-performance, all-fiber builds.

Through the proposed project, the OCBA will be able to accommodate the bandwidth needs of even the most intensive future applications. OCBA has constructed 173.52 miles of fiber to date to serve the rural areas of Orange County, as well small portions of Greene and Spotsylvania County. I understand FiberLync (OCBA) plans to serve an additional 6,515 residents in the rural areas of Orange, Greene, and Spotsylvania counties through the use of VATI funding.

I ask that you give this proposal every appropriate consideration. Should you or your staff have any questions, please contact Bianca Casper at 804-775-2314 or bianca_casper@warner.senate.gov.

Thank you for your service on behalf of my constituents.

Sincerely,



MARK R. WARNER
United States Senator

MRW/bc

180 WEST MAIN STREET
ABINGDON, VA 24210
PHONE: (276) 828-6158

101 WEST MAIN STREET
SUITE 7771
NORFOLK, VA 23510
PHONE: (757) 441-3079

919 EAST MAIN STREET
SUITE 630
RICHMOND, VA 23219
PHONE: (804) 775-2314

110 KIRK AVENUE, SW
ROANOKE, VA 24011
PHONE: (540) 857-2678

8000 TOWERS CRESCENT DRIVE
SUITE 200
VIENNA, VA 22182
PHONE: (703) 442-0670

SENATE OF VIRGINIA



EMMETT W. HANGER, JR.
24TH SENATORIAL DISTRICT
ALL OF AUGUSTA, GREENE, AND
MADISON COUNTIES; ALL OF THE CITIES OF
STAUNTON AND WAYNESBORO; AND PART OF
CULPEPER AND ROCKINGHAM COUNTIES
POST OFFICE BOX 2
MT. SOLON, VIRGINIA 22843

COMMITTEE ASSIGNMENTS:
AGRICULTURE, CONSERVATION AND
NATURAL RESOURCES
FINANCE AND APPROPRIATIONS
LOCAL GOVERNMENT
REHABILITATION AND SOCIAL SERVICES

August 31, 2021

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

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

As State Senator to the 24th District I represent Greene County as part of my district. I am writing to express my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

I have been an ardent supporter of state funding for broadband projects and obviously am approached by numerous constituents, local government representatives, and others all throughout the Commonwealth. It is very exciting to think of the progress that can be made now that we have significantly increased the resources available with the assistance of federal ARP funds. You will have a challenging and rewarding task ahead in making sure this money is allocated in a cost effective manner. I hope you will find this project meets your criteria and I expect I will be supporting additional requests from other localities as well.

Thank you for your time and consideration.

Sincerely,

Emmett W. Hanger, Jr.

A handwritten signature in black ink, appearing to read "Emmett Hanger", written over a horizontal line.



Orange County Public Schools
Empowering Students
Achieving Dreams

7 September 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

FiberLync currently provides broadband access services to many of our students and have quickly become an invaluable partner to Orange County Public Schools. With our current application under the Emergency Broadband Benefit program, we hope to expand our support to as many of our families as possible. Having FiberLync serve as many homes as possible is in our student's direct interest. I cannot speak more highly of their support of our students thus far. We look forward to seeing them grow their capabilities using this Virginia Telecommunications Initiative to help us support even more in the future.

The following is a sample of the English-language letter we use as communication with parents and guardians. The letter is personalized to each family who both meet our internal criteria and live at an address currently served by FiberLync. As of our last communication, we produced 870 letters to families and plan to do even more letters based on FiberLync's quickly advancing availability..

Sample Letter to Parents

Dear Parent/Guardian:

Based on your feedback in our recent phone survey, **we are excited to extend an invitation to your family for school-sponsored home internet.**

Orange County Public Schools has partnered with FiberLync, the new high-speed Internet offering in Orange County. **Please read this letter CAREFULLY** as there are some important points to know and responsibilities you will be asked to assume. **By initiating service, you are agreeing to the terms and stipulations below.**

In order to begin receiving service, you will need to:

1. Visit FiberLync online at <https://www.fiberlync.net/>
2. You will then use the address as printed on this letter to enter into the Fiberlync website. The address must match exactly.

The Orange County School Board does not discriminate on the basis of race, color, creed, religion, national origin, ancestry, political affiliation, sex, sexual orientation, gender, gender identity, age, pregnancy, childbirth or related medical conditions, marital status, status as a veteran, genetic information, disability, or any other characteristics protected by law in its employment practices or educational program and activities. Compliance inquiries should be directed to the Director of Human Resources, 200 Dailey Drive, Orange, VA 22960 or by phone at 540-661-4550.

3. You will be prompted to enter your level of service. Only the basic plan is covered under this offer, however, you may select higher plans and pay for the difference.

QR - if you can not visit FiberLync online, you may call them at 540-360-0585

Important additional information:

1. Orange County Public Schools will assume the cost of the service, you will not receive a bill. The service will remain in place until one of the following conditions is met:
 - a. You terminate the agreement by contacting FiberLync for service removal. You will need to do this upon moving from the address and are responsible for returning their equipment and any fees associated with not doing so.
 - b. Each school year OCPS will use the information you provide to verify eligibility. Should you fail to meet the criteria, we will notify you that our support of the service will end.
 - c. Orange County Public Schools reserves the right to terminate our program support at any time. If, or when, Orange County Public Schools decides to no longer offer this service, we will notify you in advance. We anticipate our support will continue for at least 12 months.
2. You will be a regular FiberLync customer. All Internet support questions should be directed to FiberLync and not OCPS. As a regular customer, you may connect other devices to the device FiberLync provides you. The service is for the home, not just the student. You assume responsibility for filtering objectionable content for non-OCPS devices
3. The service provided to the home is not filtered or limited like our in-school or Mifi offerings. The student's school device IS FILTERED. But other devices not issued by OCPS are not limited in the same ways.

We are excited to provide you this opportunity. You are under no obligation to utilize this offer, but please do let us know if you decide not to move forward with this offer. We want to make sure our students have access to reliable home internet access, and your communication would help us accomplish this.

Please contact your school should you have questions.

If you have any additional questions regarding our partnership with FiberLync, please don't hesitate to contact me directly at 540-661-4550 or via email at moutten@ocss-va.org.

Sincerely,



William Mark Outten
Director of Technology
Orange County Public Schools

THINK ORANGE VA
ORANGE COUNTY VA ECONOMIC DEVELOPMENT

ROSE DEAL
DIRECTOR
Phone: (540) 672-1238
Fax: (540) 672-4762
Email: rdeal@orangecountyva.gov

P. O. Box 111
109 West Main Street
Orange, Virginia 22960
thinkorangeva.com

August 31, 2021

Ms. Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Ms. Holmes:

I am writing to convey my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

As I understand it, the goal of VATI is to create strong, competitive communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. This project is essential to our community by providing access to healthcare via telemedicine, increased educational opportunities through distance learning, provide opportunity for work at home employees, and encouraging entrepreneurial economy where existing and start-up home-based and small business can compete globally.

Reliable and affordable high-speed internet is fundamental for economic activity and growth. It is a vital tool for industries and small businesses alike to enable efficient, modern communications between markets and customers, both locally and around the world.

Thank you in advance for your favorable consideration of this proposal. Please contact me directly at (540) 672-1238 or rdeal@orangecountyva.gov if you have any questions about our commitment to this project.

Sincerely,



Rose Deal
Economic Development Director



September 9, 2021

Tamarah Holmes, Ph.D.
Director

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

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

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Our library system has been investing in digital collections and online resources, most of which are not usable by those without a strong, fast Internet connection. The more customers we can reach with those resources, the more we can impact literacy in our community. We have added digital books for children and teens and partnered with our local schools to provide login access to all Orange County students whether they have library cards or not. That is great, but not that helpful if the student does not have Internet to use to download the items. We have also added access to thousands of streaming videos including literacy-oriented programs from Sesame Street, Reading Rainbow, PBS and Weston Woods which cannot be used at all without bandwidth. We also added thousands of documentaries and online courses for adults with video content that needs bandwidth to be utilized. We hear from customers daily about how they cannot get access to reliable, fast, and affordable Internet at their homes. We have people spend hours a day in our library buildings using our Wi-Fi to take online classes, conduct work meetings and meet their daily needs for Internet. We also loan mobile hotspots and they remain checked out

virtually 100% of the time. The small number we have come nowhere close to meeting the need. FiberLync can improve the lives of our citizens and we support its grant funding.

The Orange County Public Library is exploring a partnership with FiberLync to work to bring increased awareness of available resources and tutorials in how to use them to area residents. We see synergies between what we offer and the needs of FiberLync customers. We have offered to partner to provide library sites for training sessions for the community in use of digital resources.

Sincerely,

Kathryn Hill
Library Director



September 1, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

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The Germanna Foundation, as a non-profit 501c (3), needs access to strong reliable internet connection. Currently, we depend on satellite internet, which is neither strong nor reliable. The lack of strong/reliable internet hampers our growth and limits our reach to our members and supporters. A Fiber to the Premise connection will strengthen our opportunities and our ability to host online content to our supporters, thus engaging the community in the important history of the Virginia Piedmont.

Sincerely,

Timothy E. Sutphin
Executive Director

 Orange County Public Schools
Empowering Students
Achieving Dreams

September 2, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

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Internet accessibility has been paramount for our Orange County Public Schools students' academic success during the pandemic. During the pandemic, we created a robust digital presence with our curricula through the Canvas learning management system. Through this modality, our students are afforded a repository of resources and interconnectivity with their teachers, both synchronously and asynchronously. The FiberLync project has increased our capacity to reach our students; thus, narrowing the accessibility gap. We look forward to that gap closing and subsequently providing digital equity for all of our students in Orange County as FiberLync continues to grow. We plan to continue our digital presence in perpetuity.

Sincerely,



Cecil C. Snead, II, Ed.D.
Superintendent for Orange County Public Schools

The Orange County School Board does not discriminate on the basis of race, color, creed, religion, national origin, ancestry, political affiliation, sex, sexual orientation, gender, gender identity, age, pregnancy, childbirth or related medical conditions, marital status, status as a veteran, genetic information, disability, or any other characteristics protected by law in its employment practices or educational program and activities. Compliance inquiries should be directed to the Director of Human Resources, 200 Dailey Drive, Orange, VA 22960 or by phone at 540-661-4550.



September 3, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

As executive director of the Orange Downtown Alliance, Inc. d/b/a LOVEOrangeVirginia, an accredited National and Virginia Main Street program, I am writing on behalf of our Board of Directors to convey support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

As we understand it, the goal of VATI is to create strong, competitive communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. This project is essential to our community by providing access to healthcare via telemedicine, increased educational opportunities through distance learning, provide opportunity for work at home employees, and encouraging entrepreneurial economy where existing and start-up home-based and small business can compete globally.

As you are aware, the Main Street movement encourages community engagement under our rubric of “preservation-based economic development.” Our program creates and supports community engagement activities that in turn, support the many small businesses within our designated Main Street district here in the Orange County seat. Connecting our businesses with the marketplace and them to us is paramount to ensuring vibrant economic vitality. We heartily support OSG FiberLync Connect to better reach our market.

Sincerely,

//charlottescole//

Charlotte S. Cole
Executive Director

Orange County Public Schools
Empowering Students
Achieving Dreams

7 September 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

I am writing to convey my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

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FiberLync currently provides broadband access services to many of our students and have quickly become an invaluable partner to Orange County Public Schools. With our current application under the Emergency Broadband Benefit program, we hope to expand our support to as many of our families as possible. Having FiberLync serve as many homes as possible is in our student's direct interest. I cannot speak more highly of their support of our students thus far. We look forward to seeing them grow their capabilities using this Virginia Telecommunications Initiative to help us support even more in the future.

Sincerely,



William Mark Outten
Director of Technology
Orange County Public Schools

The Orange County School Board does not discriminate on the basis of race, color, creed, religion, national origin, ancestry, political affiliation, sex, sexual orientation, gender, gender identity, age, pregnancy, childbirth or related medical conditions, marital status, status as a veteran, genetic information, disability, or any other characteristics protected by law in its employment practices or educational program and activities. Compliance inquiries should be directed to the Director of Human Resources, 200 Dailey Drive, Orange, VA 22960 or by phone at 540-661-4550.



UVA Research Park
1001 University Research Blvd. Suite 301
Charlottesville, VA 22911
434.979.5610

August 31, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes:

The Central Virginia Partnership for Economic Development (Partnership) is a non-profit, public/private partnership with the critical mission of fostering job creation and new capital investment. As the regional economic development organization, the Partnership combines the expertise and resources of Orange County, Greene County and seven other local governments, business, and higher education.

I am writing to convey the Partnership's support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County as well as Greene County and Spotsylvania County.

Broadband service is absolutely imperative for economic development. In the global economy, broadband is no longer an amenity – it is a necessity for businesses to remain and grow in our region. Furthermore, this project will help provide access to healthcare via telemedicine, increase educational opportunities through distance learning, and provide opportunity for work-at-home employees.

The Partnership is pleased to offer our strong support for this important proposal. Thank you very much for your consideration, and please let me know if I can answer any questions.

Best regards,

A handwritten signature in black ink that reads "Helen Cauthen".

Helen Cauthen
President



August 30, 2021

Tamarah Holmes, Ph.D., Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 - OSG FiberLync Connect

Dear Dr. Holmes:

Please accept this letter signaling my strong support of the application submitted by the Orange County Broadband Authority (dba FiberLync) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect, will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as adjacent portions of Greene County and Spotsylvania County.

The goal of VATI is to create strong, competitive communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. FiberLync is uniquely positioned to execute on that goal as it has planned and built key backbone infrastructure and is now aggressively expanding its service footprint in Central Virginia. This project is essential to our community because it provides access to healthcare via telemedicine, increased educational opportunities through distance learning, and opportunity for work at home employees, and encourages entrepreneurial economy where existing and start-up home-based and small business can compete globally.

Previously, Orange County was unable to secure VATI funds due to the design of the program whereby a third-party provider was required. When none responded to our solicitations, we were left with no choice but to become our own ISP. While this decision came with significant risk, the results are clear. Earlier this year, FiberLync had no active service addresses; but, due to the good foundation of planning and diligent execution, we now have over 2,000 customers who are realizing the life changing access to quality high-speed Internet service.

Please help us continue this work by awarding a significant grant to FiberLync.

Sincerely,

Theodore L. Voorhees, ICMA-CM, MPA
County Administrator

To: Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

From: James Sawyer
6804 John Taylor Lane
Orange, VA 22960

Date: September 11, 2021

Subject: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

I am writing to convey my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

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Internet access is important to me and my family both personally and professionally. We do not have internet access and we do not have cell coverage adequate to access the internet. There are several critical issues we face without internet access: I am unable to access medical information for my 82-year-old father or my family; I am unable to work from home; and with lapses in cell coverage there are times there are no means of communication with the outside world.

I am not sure if we are included in the plan. Our location appears close to a planned line but our address unserved. Getting internet access to John Taylor Lane is extremely important to us and any support would be greatly appreciated.

Sincerely,



James H. Sawyer
Mobile: 703-599-1056
Email: jsawyer100@msn.com

September 10, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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I'm currently limited to 10MB by available providers. Lake Anna residents need improved broadband to do their various jobs.

Sincerely,

Douglas Harrison
MIT Department of Chemical Engineering
Station Director

September 10, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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I have three school-aged sons and I work as a Title I paraeducator at Livingston Elementary School in Spotsylvania. Internet access is important for students in any school year, but it has become crucial during the Covid-19 pandemic. Lack of internet access negatively impacts rural students and hinders them from being able to keep up with their peers in school. I hope you will take this into consideration when making your decision.

Sincerely,

Amy Biscoe
Title I Paraeducator, Livingston Elementary School

JAMES & MAUREEN LYNCH
8000 Loggers Ln.
Spotsylvania, VA 22551-5636

September 10, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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We are currently in an area which does not have reliable internet and it is imperative for these services to be available to us to conduct transactions online as we are a small business owner.

Sincerely,


James A. Lynch
Maureen A. Lynch

William J. Lynch, Jr. and Grace W. Lynch
8001 Loggers Ln.
Spotsylvania, VA 22551

September 11, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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We are currently in an area which does not have reliable internet and it is imperative for these services to be available to us to conduct transactions online as we operate a small business.

Sincerely,

William J. Lynch, Jr.
Grace W. Lynch

The block contains two handwritten signatures. The first signature is for William J. Lynch, Jr., and the second is for Grace W. Lynch. Both signatures are written in black ink and are positioned to the right of their respective printed names.

Robert Taylor Finley and Bridget Jessie Finley

9 Sep 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

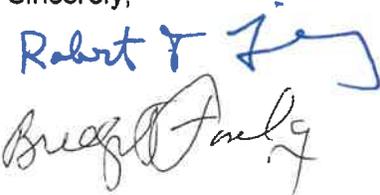
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Currently, we have no reliable broad -band access to our property!

Sincerely,



Robert and Bridget Finley
6830 John Taylor Lane
Orange, VA
22960

**Kenneth & Valerie Quaglio
6800 John Taylor Lane
Orange, VA 22960
+1 (540) 854-9750**

September 9, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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Access to broadband is an essential service. For over 20 years this part of Spotsylvania county has relied on either costly and unreliable satellite or poor cell service. Children in the area suffered during Covid and were unable to fully participate in virtual learning. Business owners like myself must consider whether to remain or leave the area. It is time that we address the issue and create equal access to broadband. Our state and our county must lead in this effort as it is vital to continued economic growth and social equality.

Sincerely,

Ken & Valerie Quaglio



14123 W. Catharpin Road
Spotsylvania, Virginia 22551

(540) 854-5284

churchoffice@craigchurch.org
craigchurch.org

September 9, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr Holmes,

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Our church has built a 12,000 sq. ft. Community Life Center with the goal of trying to help and serve the members of our community. Having a place to telework from, aiding in education of the children, assisting folks to get equipped and trained in computer skills so they can find or advance in employment. All of these require internet service. It is vital for all generations in our community to have internet available.

Sincerely,

W. John Swain
Pastor

Date

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

I am writing to convey my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

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Sincerely,

Thomas D. Deziel
13625 W. Catharpin Rd.
Spotsylvania, VA 22551

Date 9-12-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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Cinda Samuels.
12800 w Catharpin Rd
Spotsylvania Va 22551

Sincerely,

A handwritten signature in black ink, appearing to read "Cinda Samuels". To the left of the main signature is a smaller, stylized signature that looks like "Cinda".

Date

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

Dear Dr. Holmes,

I am writing to convey my support of the application submitted by FiberLync (Orange County Broadband Authority) in partnership with Orange County, Greene County, and Spotsylvania County. The project, known as OSG FiberLync Connect will allow installation of a Fiber to the Premise (FTTP) network to provide broadband service in the unserved areas of Orange County, and the adjacent counties of Greene County, and Spotsylvania County. FiberLync has constructed 180 miles of fiber so far to reach these unserved areas of Orange County, as well as Greene County and Spotsylvania County.

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Sincerely,

George Lindsey
13909 W. Catharpin Rd.
Spotsylvania VA 22551

Date 9-12-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,

WILLIAM D. HARRIS
14200 WOLF CATHARINA RD 22657


Date 9-12-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,



Spotsylvania, VA

Date 9-13-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,

Paul Ryan
14008 West Catharpin Rd
Spotsylvania VA
22551

Date 9.13.21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,


9144 Grants Springs RD
Spotsylvania 22551
Harvey E. Miller III

Date 9-12-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Ron Geedy
13901 MARSHAL TR CT

Sincerely,



Date 9-12-21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,

Nancy J Van Meter
8811 Lawyers Rd.
Spotsy. Va. 22551

Date

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,


Matthew Donlap
9676 Nottoway Lane
Spotsylvania, VA 22551

Date

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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THOMAS TRIUETT
14214 Lonesome Pine Rd
SPOTSYLVANIA, VA 22551
540-287-6168

Sincerely,

Date 9/10/21

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Sincerely,

Glenn Rose
10121 Tall Oaks Dr. SpotsyVA, 22551
540-940-7582

Date

9/11/21

Tamarah Holmes, Ph.D.

Director

Virginia Department of Housing and Community Development

600 East Main Street, Suite 300

Richmond, Virginia 23219

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Sincerely,



md@gold38@msn.com

Kristin Wheeler
14112 West Catharpin Rd
Spotsylvania Va, 22551

9/10/2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Having these opportunities available to us will make a huge impact on not only the individuals but also the community as a whole. We have been lacking these very basic things and we now have this great opportunity to make it happen. Your support would mean the world to several hundred people.

Sincerely,

Kristin Wheeler

Glenburnie Farm, LLC

Date September 9, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Virginia Telecommunications Initiative (VATI) 2021 – OSG FiberLync Connect

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As a working cattle and grain farm, we need to be able to send/receive large files and documents, order parts, and communicate with other businesses. Now that so much has to be done over the internet it is very important to us to have a good & reliable internet service.

Sincerely,

Nancy Biscoe

Nancy Biscoe
Secretary/Bookkeeper for Glenburnie Farm, LLC

J. Andrew Wheeler
14112 W. Catharpin Road
Spotsylvania, VA 22551

Date

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
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This is a much needed opportunity for our area. Those with no option for internet, or a unreliable option, this can be a game changer for those people. I appreciate your time in considering our area, and supporting the residents of Spotsylvania County, as well as assisting FiblerLync in being able to offer us options.

Sincerely,

J. Andrew Wheeler
James Andrew Wheeler



14123 W. Catharpin Road
Spotsylvania, Virginia 22551

(540) 854-5284

churchoffice@craigschurch.org
craigschurch.org

September 9, 2021

Tamarah Holmes, Ph.D.
Director
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, Virginia 23219

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Our church has built a 12,000 sq. ft. Community Life Center with the goal of trying to help and serve the members of our community. Having a place to telework from, aiding in education of the children, assisting folks to get equipped and trained in computer skills so they can find or advance in employment. All of these require internet service. It is vital for all generations in our community to have internet available.

Sincerely,

W. John Swain
Pastor

CDBG Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate	Date
EXAMPLE					
<u>Construction</u>					
<i>200 LF of fiber @\$150/LF</i>	\$30,000	\$15,000	\$15,000	Company A	9/5/2016
<i>Tower</i>	\$100,000	\$80,000	\$20,000	Company B	9/5/2016
<i>Engineering</i>	\$20,000	\$0	\$20,000	ABC Engineering Firm	9/5/2016

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Construction - Spotsylvania County - See attachment for detail	\$ 13,209,610.00	\$ 13,209,610.00	\$ -	Electricom/OCBA/Walker and Associates	9/9/2021
Construction - Orange & Greene Counties - See Attachment for detail	\$ 26,869,884.00	\$ 26,869,884.00	\$ -	Electricom/OCBA/Walker and associates	9/9/2021
VDOT Permits	\$ 262,944.00	\$ 262,944.00	\$ -	OCBA	9/13/2021
Equipment and Subscriber Installation	\$ 1,914,471.81	\$ 1,914,471.81	\$ -	Adtran	9/8/2021
Engineering and Inspection	\$ 2,741,712.00	\$ 2,741,712.00	\$ -	OCBA	9/9/2021
In-Kind Construction (OCBA completed effort to date)	\$ 13,212,063	\$ -	\$ 13,212,063	OCBA	9/10/2021
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		

CDBG Derivation of Cost

	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
	\$ -	\$ -	\$ -		
Totals	\$ 58,210,684.81	\$ 44,998,621.81	\$ 13,212,063.00		

CDBG Derivation of Cost

CDBG Derivation of Cost



Customer: Lewis Foster
 Phone: 706-533-2402
 Orange County Broadband Authority

Quote Number :
 WB-0001143506
 Budgetary Quote

ISE : Emma Hanes
 Ph: 800-560-2217
 Email: emmahanes@walkerfirst.com
 Prepared By Walker and Associates, Inc.

Line	Quantity	UM Item	Unit Price	Extended Price
1	1.000	EA AMCS-180108104-WWC AP FORT™ 9X15 SHELTER W/OPTIONS	\$89,0000	\$89,0000

American Products metal shelter has a high strength to weight ratio for easy deployment with either fork-lift or crane. The outdoor 108"x180"x108" equipment shelter is constructed of 14 ga galvanized exterior with an 8 ga galvanized structural base which includes built in fork-lift channels. Standard powder coating is beige.

Enclosure includes factory installed items below:

- ¼" thick galvanized steel lifting brackets on each corner
- Pitched roof that includes rubberized radiant barrier coating
- Industrial grade entry door with door closer and keyed door knob & detachable awning
- Bright white interior steel ceiling panels & 1/2" PVC white rigid plastic interior wall panel
- (4) 4' LED lights and switch & (8) 115V 20 amp outlets wired to breaker
- 200 amp 30 slot load center with main breaker, single phase with 100A generator inlet
- R-11 insulated floor, wall, and ceilings with industrial vinyl floor covering
- Aluminum trim on interior with all S/S hardware

Factory installed features & options include:

- Exterior aggregate panel finish
- Mounting and wiring provisions for customer installed card reader & electronic striker
- (2) 3 ton Bard HVAC units mounted to back 9' wall with ethernet lead lag controller
- (1) Heavy duty welded 23" rack with (4) battery shelves for -48V power plant
- (3) 23" 2-post relay racks installed with vertical cable managers installed
- (2) 8 port 4"Ø cable entrance plates centered on each left & right 15' wall
- (1) AC Data #AC2100-F-07 surge arrestor installed
- Full center run of 12" wide ceiling mounted ladder rack with "T" off to each cable entrance
- Aisle ground system with 2awg wire isolated from ladder rack & bonded to interior isoalted copper MGB. Includes exterior galvanized ground bar bonded to interior MGB.
- (4) Isolated copper 10 dual lug position copper buss bars installed
- Delta Unity -48V power shelf with (4) 3000W rectifiers, 20 load breaker positions & 6 battery breaker positions w/LVBD. Install power shelf in top of welded battery rack. (2) 12 position breaker panels installed into 4-post rack &
- (1) 23" relay rack & wired to power shelf. 2awg battery cable with Anderson disconnects installed per customer requirements. With (4) 3000 watt rectifiers,
- Unity power system will support approximately 180 amps N+1, 240 amps total.(24) load breakers for sub-breaker panels included, amperages TBD at time of order
- 3/23/21 customer requested changes include: (2) duplex 115V duplex outlets centered in wall next to door. Moved cable entrance plate & ladder to center of right wall. Added cable entrance plate & ladder centered in left side wall.

EA MODIFICATION HISTORY

Customer requested changes, ECR323 & 324

Changes incorporated per ECR-323 on 7/20/21

- Add-on 8403-038 humidistat for Bard controller
- Add outside photocell light next to entrance door
- Add HES 8000C-12/24D-630-LBM Electric strike with latch bolt monitor

Changes incorporated per ECR-324 on 8/10/21

- Change Power Bay breaker schedule. Include (6) 100 amp, (6) 60 amp & (8) 30 amp load breakers (20) total
- Change the (2) standard sub-breaker panels to (3) dual buss (A&B) GMT panels
- Added (5) 10A GMT's & (2) 10A GMT's to each side (A&B) on PDU panels
- Add 20 amp 115V quad convenience receptacle over second relay rack
- Replace first 23" rack with APC Net Shelter 42U Server Rack
- Adding 4x4 fiber raceways with downspouts over relay racks per customer request
- Upgrade bracing from power/battery rack to the ladder rack
- Change current door locking knob with storage room handle (key lock on exterior/ no push button on interior)
- Run 2 alarm cables (one 22awg/6 conductor & one 18awg/4 conductor) thru interior wall panels from J-box next to door for the electronic striker/keypad to the area for the customer installed control panel.
- Move angled ground exit pipe down to eliminate more copper wire being visible from outside the shelter.
- Add two 20 amp 115V twist-lock receptacles over the new server rack

LEAD TIME TBD AT RECEIPT OF ORDER
 FREIGHT FOB STRAFFORD MO.
 CUSTOMER RESPONSIBLE FOR FREIGHT CHARGES

BY ACCEPTING THIS OFFER AND PURCHASING PRODUCTS FROM AMERICAN PRODUCTS L.L.C., THE BUYER
 AGREES TO THE TERMS AND CONDITIONS FOUND HERE --- (<https://www.amprod.us/sales-terms>) ---

A 3% Convenience Fee will be applied to all credit card transactions.

Shelter price does not include 3rd party state approvals, inspection, building permits or building offload and setup.

Shelters installed in the state of CA require a state approval process as CA follows the Modular Building Act. State approvals are required prior to installation with some exceptions for government properties, utilities and possible local exceptions. American Products can quote this approval process if an order is placed for the shelter.

Due to material cost volatility, surcharges may be applied at the time of shipment if material costs have increased after the order for this quote has been received



Thank you for allowing Walker and Associates to serve you!

Standard Terms & Conditions apply which are available upon request and at www.walkerfirst.com.

These include:

- ALL Parts marked with an asterisk (*) are NON CANCELABLE and NON RETURNABLE..
- Minimum order size \$250.00.
- Should Walker and Assoc Inc choose to accept an order under the minimum order size of \$250.00, a \$20.00 minimum order fee will be applied to the order.
- Credit card orders are subject to a 3% processing fee.
- If Fiber Reel Lengths are specified other than current inventoried lengths, which require Walker to cut to length, a \$125 Cut Fee will be applied per cut.
- Subject to credit approval, payment terms are net 30 days.
- Appropriate state sales tax will be added unless Walker is provided a Sales Tax Certificate prior to shipment.
- Shipping Charge is "Prepaid by Shipper Add to Bill".
- This quote is valid for 30 days, excluding Refurb which is subject to availability.
- All shipments in the state of WA will be billed a Business Occupation fee.
- Items are subject to Vendor expedite fees.
- Availability of products provided by Seller, verbal or written, are approximate and subject to change.

Information is based on current

inventory and estimations of time periods required to obtain ordered goods from the manufacturer.

- Special Note: Please be aware that due to potential increases in import taxes associated with impacted products that are manufactured outside of the United States; all Customer orders processed with a ship date after the effective date of any such imposed tax increase may be subject to an additional tax charge.

Full Terms and Conditions are available at www.walkerfirst.com

Customer	Orange County Broadband Authority (FiberLync)
Att:	Lewis Foster
Ph:	540-360-0998
Email:	lfoster@orangecountyva.gov
Prepared By	Walker and Associates, Inc.
ISE:	Dwayne Miller
Ph:	800-297-2293
Email:	Dwayne.Miller@WalkerFirst.com



Orange County Broadband - ADTRAN Bill of Materials

		Price	QTY	QTY	QTY	QTY	QTY	QTY	QTY	QTY	QTY	QTY	QTY	Total Qty	Total Price	Comments	Country of Origin	TAA Compliant?
				Belmont	Volunteer Ln	Orange Plank	Additional Cards											
Total Access 5000 Chassis & SCM																		
1187001F2	TA5000 CHASSIS 23IN DOMESTIC	\$ 966.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 2,898.00		US	Yes
1187051G1	TA5000 SMIO3 SWITCH MOD I/O	\$ 250.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 750.00		US	Yes
1187080G3	TA5K HIGH-FLOW FAN REAR DOM	\$ 477.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 1,431.00		US	Yes
1187081G1	TA5000 FILTER 23 IN, SHIELDED	\$ 88.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 264.00		US	Yes
1187011F3	TA5000 SCM F3	\$ 721.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 2,163.00		US	Yes
Switch Module & Optics																		
1187040F1	TA5000 SM40 4-10G NO RG	\$ 7,000.00	2	2	2	0	0	0	0	0	0	0	0	6	\$ 42,000.00		US	Yes
1442410G1	SFP+ 11.3G 1310NM SMF 10KM	\$ 135.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442420G1	SFP+ 11.3G 1310NM SMF 20KM	\$ 196.00	2	2	2	0	0	0	0	0	0	0	0	6	\$ 1,176.00		CN	No
1442440F1	SFP+ 11.3G 1550NM SMF 40KM	\$ 877.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442481F1	SFP+11.3G CH21 1560.61 NM 80KM	\$ 2,156.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442481F2	SFP+11.3G CH22 1559.79 NM 80KM	\$ 2,156.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442481F3	SFP+11.3G CH23 1558.98 NM 80KM	\$ 2,156.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442481F4	SFP+11.3G CH24 1558.17 NM 80KM	\$ 2,156.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
PON OLT + Optics Bundle																		
4187503G1	TA5000 GPON OLT 8X SFP BUNDLE	\$ 7,500.00	6	6	6	15	0	0	0	0	0	0	0	33	\$ 247,500.00		US	Yes
ETOS-10 & Optics																		
1174130F2	TA5000 ETOS-10	\$ 9,035.00	2	2	2	0	0	0	0	0	0	0	0	6	\$ 54,210.00		US	Yes
1174131F1	TA5000 ETOS-10 PMOD LMI02,ANSI	\$ 88.00	1	1	1	0	0	0	0	0	0	0	0	3	\$ 264.00		US	Yes
1442410G1	SFP+ 11.3G 1310NM SMF 10KM	\$ 135.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442420G1	SFP+ 11.3G 1310NM SMF 20KM	\$ 196.00	2	2	2	0	0	0	0	0	0	0	0	6	\$ 1,176.00		CN	No
1442440F1	SFP+ 11.3G 1550NM SMF 40KM	\$ 877.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -		CN	No
1442481F2	SFP+11.3G CH22 1559.79 NM 80KM	\$ 2,156.00	0	0	0	0	0	0	0	0	0	0	0	0	\$ -	522/20 - Day 1 - 6 dB opt. atten. Needed on RX side / T.E.Lee, Day 2 - 6dB opt. atten. needed on RX side	CN	No



Customer **Orange County Broadband Authority**
Att: Lewis Foster
Ph: 540-661-5332
Email: lfoster@orangecountyva.gov

Prepared By **Walker and Associates, Inc.**
ISE: Dwayne Miller
Ph: 800-297-2293
Email: Dwayne.Miller@WalkerFirst.com

Orange County Broadband - ADT

ONT Part Numbers

GPON Indoor Micro ONT	
1287786F1	TA401 1GE MICRO ONT
1287787F1	TA411 1GE+POTS MICRO ONT
XGS-PON Indoor Micro ONT	
4287823F1	SDX-621X & SFP+



RAN Bill of Materials

	Price	QTY
Total Access 401 Micro ONT includes 1-10/100/1000 Ethernet port.- Dual mode GPON/AE support. For UPS use P/N 1287405F1.	\$ 85.00	1
Total Access 411 Micro ONT includes 1-10/100/1000 and 1-POTS port. - Dual mode GPON/AE support. For UPS use P/N 1287405F1.	\$ 91.00	1
SDX 621X, XGS-PON ONT, one RJ-45 10G Base-T UNI, one RJ-45 100/1000 Base-T UNI, two POTS ports. Bundle includes SDX 621X XGS-PON ONT (1287823F1) and SFP+ CPE C-temp (1200488F1C).	\$ 370.00	1



Total Price Country of Origin TAA Compliant?

Dark blue header bar		
\$ 85.00	CN	No
\$ 91.00	CN	No
Dark blue header bar		
\$ 370.00	US	Yes
Dark blue header bar		



QUOTE FOR:
Customer: ORANGE COUNTY BROADBAND AUTHORITY
Customer #: 366440
Contact:

QUOTE INFO:
Quote #: SQ183409
Quote Date: 8/4/2021
Quote Expire Date: 8/5/2021

CONTACT INFO:
District Sales Mgr: Matt Mongillo
Inside Sales Contact: gkorte
Phone Number: 800-755-1950
Email: ContactKGP@KGPCo.com
Quote Prepared By: KAYLE.MCCULLY

Certified Woman Business Enterprise
 ISO 9001:2000/TL 9000 Certified
 16025 W. 113th Street
 Lenexa, KS 66219

Line	Item	Vendor Name	Vend Part No.	Description	Availability	OM	Quantity	UOM	Unit Price	Ext. Price	Comments
1	0000456858	ADTRAN	1287786F1	TA401 1GE MICRO ONT	Stocked	1	450	EA	\$ 93.6813	\$ 42,156.59	
2	0000499305	ADTRAN	17600020F1	Gigabit Ethernet SR400AC	December of 2021	1	450	EA	\$ 101.0989	\$ 45,494.51	
TOTAL										\$ 87,651.10	

Terms and Conditions

1	Pricing subject to change due to Tariff increases. Please validate pricing before placing orders.
2	Refer to quotation number listed above when placing orders.
3	Pricing is per standard KGPCo terms and conditions unless otherwise noted below.
4	Quote is valid for acceptance within thirty (30) days of quote date.
5	Purchase Orders are subject to credit approval.
6	A 3.5% processing fee will be applied to orders placed by credit card.
7	This quote is based upon shipping within the Continental United States only.
8	Expedite fees may apply.
9	Pricing subject to change without notice.
10	Quantities shown do not necessarily meet standard packaging and/or minimum order amounts.
11	All items quoted as stock are subject to prior sale.
12	Material and equipment included in this quotation are based on KGPCo's interpretation of Buyer's requirements and are subject to verification by Buyer or his representative.
13	Merchandise offered for sale by KGPCo is warranted only to the actual extent of the original manufacturer's warranty.
14	Order cancellations and returns on items that are not stocked by KGPCo are subject to the manufacturer's cancellation and return policies.
15	Items are non-returnable, non-cancelable.
16	Quoted prices do not include applicable international duties, taxes or freight. KGPCo's Incoterms are EX Works.
17	Products are shipped FOB Origin. Prices include standard surface shipping charges.
18	Thank you for doing business with KGPCo.
19	Come visit our website at www.kgpc.com .
20	KGPCo's Confidential Information authorized for the intended customer's use only.



HURRICANE FENCE CO.

P.O. BOX 27527
RICHMOND, VA 23261-7527
Phone: (804)353-6030
Fax: (804)353-6039
www.hurricanefenceinc.com

Contract Invoice

Invoice#: 2122279-1
Date: 06/25/2021

Project #: 2122279

Billed To: Orange County Broadband Authority
PO Box 111
Orange VA 22960

Project: Spotswood Trail Fence
4328 Spotswood Trail
Barboursville VA 22923

Due Date: 07/25/2021

Terms: 30DY

Order# 3060

Description	Amount
Furnish & install 240' of 6' high galvanized chain link fence with 3 strands of barbwire to include (1) 12' double swing gate.	8,621.00

PLEASE MAKE NOTE OF NEW MAILING ADDRESS:

Hurricane Fence Co.
P O Box 27527
Richmond, VA 23261

A service charge of 18% per annum will be charged on all amounts overdue on regular statement dates



Non-Taxable Amount:	8,621.00
Taxable Amount:	0.00
Sales Tax:	0.00
Amount Due	8,621.00

Item	Unit Cost hour/Per foot)	(Per Units	Total	Role	Notes	
Field Engineer	\$	69.00	3120.00	\$ 215,280.00	Contractor	One full time field engineer for one year/period of performance. Estiamted using Fiber Route Planning hourly cost as quoted by SourceOnce Corporation (one of the two selected engineering contractors).
Inspector	\$	67.00	3120.00	\$ 209,040.00	Contractor	One full time site inspectors per instruction crew to ensure engineering designs are followed and properly updated. Two FiberLync Staff In-kind
Design Fees	\$	0.77	3009600.00	\$ 2,317,392.00	Contractor	~200 miles of route design
Total				\$ 2,741,712.00		
Construction Permits	\$	0.15	1,752,960	\$ 262,944.00	Constructio	OCBA has averaged \$0.15/foot in permitting fees over their operations lifetime. 524 Miles VDOT ROW



TIGER FUEL COMPANY

P.O. BOX 1607
CHARLOTTESVILLE, VA 22902
(434) 293-6157

P.O. BOX 156
LOVINGSTON, VA 22949
(434) 263-4059

P.O. BOX 39
APPOMATTOX, VA 24522
(434) 352-5757

P.O. BOX 888
ORANGE, VA 22960
(540) 672-4200

*** SERVICE INVOICE *** 76489 ***

ORANGE COUNTY BROADBAND AUTHORITY
323 N MADISON RD
SUITE C
ORANGE, VA 22960

ACCT# 486896
SVC# 5
7/29/21

TOTAL CHARGE: \$3380.93

QUANTITY	DESCRIPTION	AMOUNT
1.000	500 UG LP TANK	2559.84
1.000	REGULATOR & FITTINGS	142.16
1.000	OUTSIDE LINE & PVC VENTING	131.63
1.000	17LB ANODE BAG	105.30
1.000	ORANGE VA BUILDING PERMIT	102.00
	TOTAL PARTS	3040.93
	TOTAL LABOR 1.50 HOURS	340.00

<<< TOTAL CHARGE FOR INVOICE # 76489 >>> 3380.93

SITE:ORANGE COUNTY BROADBAND AUTHORITY/15021 MARQUIS RD./UNIONVILLE VA 22567
CALL DATE: 7/28/21

BILLED PER JASON WHITE- INSTALLED 500 UG LP TANK, DOME, LID, AND ANODE BAG. RAN 25' OF 1/2" COATED COPPER AND 1" VENT LINE FROM TANK TO GENERATOR.

PO # 3086

PAYMENT DUE BY THE 15TH

TERMS: 2% FINANCE CHARGE PER MONTH OR 24% ANNUAL PERCENTAGE RATE IF UNPAID WITHIN TERMS

Unit Name	Unit	Description	ELECTRICOM	Materials	Assumptions	Total Labor	Total Materials	Total	
Underground Units					390 Miles Construction (DOC Orange and Greene)				
TRENCHING/PLOWING UNITS (NO ROCK)					3891 Subscribers, Average Drop Distance 600 Ft - 7 Vaults per mile, 2.5 splices per subscriber, 1 B Case per mile, Take Rate 70%				
BFOV(1.25")T	Ft	Install vacant duct 1.25" min 24" trench	\$ 5.00						
BFOV(1.25")2 T	Ft	Install second vacant duct 1.25" at 24" trench	\$ 0.75						
BFOV(1.25")	Ft	Install vacant duct up to 1.25" at 24" plow	\$ 4.50	\$ 0.65	70% Plow	1,441,440	6,486,480.00	936,936.00 \$ 7,423,416.00	
BFOV(1.25")2	Ft	Install second vacant duct up to 1.25" at 24" plow	\$ 0.75	\$ -		1,441,440	1,081,080.00	0.00 \$ 1,081,080.00	
							0.00	0.00 \$ -	
							0.00	0.00 \$ -	
BORING UNITS (NO ROCK / ROCK ADDER)									
BM60(1.25)D	Ft	Place up to 1.25" duct by directional bore – min 24" deep	\$ 9.98	\$ 0.65	30% bore	617,760	6,165,244.80	401,544.00 \$ 6,566,788.80	
BM60(1.25)A	Ft	add (1) additional pipe to bore	\$ 0.75	\$ -		617,760	463,320.00	0.00 \$ 463,320.00	
BM60(1.25)S	Ft	Soft rock adder for bores	\$ 32.50			7500	243,750.00	0.00 \$ 243,750.00	
BM60(1.25)R	Ft	Hard rock adder for bores	\$ 80.00			1000	80,000.00	0.00 \$ 80,000.00	
							0.00	0.00 \$ -	
BUSTING UNITS (ROCK EQUIPMENT)									
BM71(24")	Ft	Place up to 1.25" duct – rock construction – 24" deep	\$ 32.00			5000	160,000.00	0.00 \$ 160,000.00	
BM71(18")	Ft	Place up to 1.25" duct – rock construction – 18" deep	\$ 29.00				0.00	0.00 \$ -	
BM71(12")	Ft	Place up to 21.25" duct – rock construction – 12" deep	\$ 26.00				0.00	0.00 \$ -	
BM71(6")	Ft	Place up to 1.25" duct – rock construction – 6" deep	\$ 23.00				0.00	0.00 \$ -	
							0.00	0.00 \$ -	
BM83	Ea	Install riser guard 3/4" at Drop Termination	\$ 25.00				0.00	0.00 \$ -	
NID	Ea	Network Interface Devise Housing including Patch cable	\$ 65.00	\$ 35.00		2724	177,060.00	95,340.00 \$ 272,400.00	
BM72	Sq Ft	Remove and restore asphalt surface – 6" thickness	\$ 60.00				0.00	0.00 \$ -	
BM73	Sq Ft	Remove and restore concrete surface – 6" thickness	\$ 75.00				0.00	0.00 \$ -	
BM53	Ea	Install fiber marker post on buried fiber route	\$ 25.00	\$ 25.00		2730	68,250.00	68,250.00 \$ 136,500.00	
BDO()	Ea	Install pedestal – oversized	\$ 200.00				0.00	0.00 \$ -	
BHF 24x36x24	Ea	Install vault up to 24x36x24	\$ 425.00	\$ 375.00		2730	1,160,250.00	1,023,750.00 \$ 2,184,000.00	
BHF 24x48x24	Ea	Install vault 24x48x24	\$ 525.00				0.00	0.00 \$ -	
BHF 36x60x36	Ea	Install Vault 36x60x36	\$ 600.00				0.00	0.00 \$ -	
BFO24I	Ft	Install Fiber in vacant duct	\$ 0.88	\$ 0.35		1017000	894,960.00	355,950.00 \$ 1,250,910.00	
BFO48I	Ft	Install Fiber in vacant duct	\$ 0.88	\$ 0.40		1017000	894,960.00	406,800.00 \$ 1,301,760.00	
BFO144I	Ft	Install Fiber in vacant duct	\$ 0.98				0.00	0.00 \$ -	
BFO288I	Ft	Install Fiber in vacant duct	\$ 1.23				0.00	0.00 \$ -	
SEBO 2	Ft	Install Buried Drop Cables(Direct Bury Plow)	\$ 1.98	\$ 0.38		1,634,400	3,236,112.00	621,072.00 \$ 3,857,184.00	
		Install Ground Rod and Clamp	\$ 25.00	\$ 17.50		2730	68,250.00	47,775.00 \$ 116,025.00	
							0.00	0.00 \$ -	
							0.00	0.00 \$ -	
							0.00	0.00 \$ -	
Splicing Units									
HBFO (24)	Ea	Prep and place underground splice enclosure capable of accommodating 24 fibers	\$ 275.00	\$ 270.00		2373	652,575.00	640,710.00 \$ 1,293,285.00	
HBFO (48)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "B"	\$ 325.00	\$ 200.00		390	126,750.00	78,000.00 \$ 204,750.00	
HBFO (96)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "C"	\$ 375.00	\$ 225.00		30	11,250.00	6,750.00 \$ 18,000.00	
HBFO (144)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "D"	\$ 375.00	\$ 300.00		5	1,875.00	1,500.00 \$ 3,375.00	
HO1	Ea	Fusion splice per fiber	\$ 22.00	\$ 0.50		6933	152,526.00	3,466.50 \$ 155,992.50	
HO1T	Ea	Test fiber after splicing – per fiber	\$ 6.00			6933	41,598.00	0.00 \$ 41,598.00	
HO1 Drop	Ea	Fusion Splice for Drop Installation (Includes entire drop)	\$ 150.00			100	15,000.00	0.00 \$ 15,000.00	
HO1 Pre Test	Ea	Pre Test Fiber on Reel	\$ 7.50			100	750.00	0.00 \$ 750.00	
							0.00	0.00 \$ -	
Total Construction Cost:							\$ 22,182,040.80	\$ 4,687,843.50	\$26,869,884.30
Total Subscriber Drop Cost									\$ 4,144,584.00
Total Mainline Construction:									\$22,725,300.30
Average Cost per Mile:									\$ 58,270.00

Hourly rates will be utilized for work items spec

Item #	Description	Regular	Call Out Rate	Unit
1	Construction Manager	95	142.50	Hr
2	Construction Supervisor	85	127.50	Hr
3	Construction Foreman	70	105.00	Hr
4	Skilled Labor	55	82.50	Hr
5	Equipment Operator	65	97.50	Hr
6	Driver	60	90.00	Hr
7	Lead Splicing Technician	85	127.50	Hr
8	Splicing Technician	65	97.50	Hr
	Description	Rate	Unit	
9	Pick Up Truck	27.00	Hr	
10	2 Ton Truck	55.00	Hr	
11	5 Ton Truck	84.50	Hr	
12	10 Ton Truck	84.50	Hr	
13	Tag-a-long Trailer	19.50	Hr	
14	Trailer, Cable Reel	19.50	Hr	
15	Abrasive Saw with Blades	46.80	Hr	
16	Air Hammer (Rock Hammer Head for Directiona Drill)	65.00	Hr	
17	Backhoe (Rubber tired)	33.80	Hr	
18	Trachoe(Track type)	123.50	Hr	
19	Chainsaw	19.50	Hr	
20	Chipper (Brush)	84.50	Hr	
21	Compactor (Jumping Type)	19.50	Hr	
22	Compactor (Vibrating Plate Type)	19.50	Hr	
23	Compressor (125 CFM, including tools)	13.50	Hr	
24	Compressor (160 CFM, including tools)	14.50	Hr	
25	Compressor (180 CFM, including tools)	15.50	Hr	
26	Compressor (315 CFM, including tools)	39.00	Hr	
27	Directional Bore Machine	155.00	Hr.	
28	Vac Trailer	25.00	Hr.	

29	Excavator (Vacuum type)	84.50	Hr	
30	Generator (4KW)	13.00	Hr	
31	Hand Mower (3 - 5 HP)	4.50	Hr	
32	Jack Hammer (Air Type # 60 with accessories)	68.50	Hr	
33	Jack Hammer (Air Type # 90 with accessories)	83.50	Hr	
34	Loader (Front End type)	26.00	Hr	
35	Pipe Benders and Attachments	78.00	Hr	
36	Pipe Cutters and Reamers	78.00	Hr	
37	Plow, Cable	97.50	Hr	
38	Pump (2" - 3", including fuel and service)	19.50	Hr	
39	Rotary Cutting Mower (e.g. Bush-hog)	84.50	Hr	
40	String Line Trimmer	5.00	Hr	
41	Trencher (48" x 4" wide)	52.00	Hr	
42	Trencher (48" x 8" wide)	78.00	Hr	
43	Manhole setup - (gate, ladder, blower, gas detector, retrieval system)	300.00	Hr	
44	Splice Trailer	45.00	Hr	
45	OTDR	25.00	Hr	
46	Fusion Splicer	342.00	Hr	
47	Power Meter & Light Source	21.00	Hr	
48	Light Stand	5.00	Hr	

:e job

Unit Name	Unit	Description	ELECTRICOM	Materials		Assumptions	Total Labor	Total Materials	Total
Underground Units					180 Miles Construction (VATI and in DOC Spotsy)				
TRENCHING/PLOWING UNITS (NO ROCK)					2044 Subscribers, Average Drop Distance 600 Ft - 7 Vaults per mile, 2.5 splices per subscriber, 1 B Case per mile, Take Rate 70%				
BFOV(1.25")T	Ft	Install vacant duct 1.25" min 24" trench	\$ 5.00						
BFOV(1.25")2 T	Ft	Install second vacant duct 1.25" at 24" trench	\$ 0.75						
BFOV(1.25")	Ft	Install vacant duct up to 1.25" at 24" plow	\$ 4.50	\$ 0.65	70% Plow	665,280	2,993,760.00	432,432.00	\$ 3,426,192.00
BFOV(1.25")2	Ft	Install second vacant duct up to 1.25" at 24" plow	\$ 0.75	\$ -		665,280	498,960.00	0.00	\$ 498,960.00
							0.00	0.00	\$ -
							0.00	0.00	\$ -
BORING UNITS (NO ROCK / ROCK ADDER)									
BM60(1.25)D	Ft	Place up to 1.25" duct by directional bore – min 24" deep	\$ 9.98	\$ 0.65	30% bore	285,120	2,845,497.60	185,328.00	\$ 3,030,825.60
BM60(1.25)A	Ft	add (1) additional pipe to bore	\$ 0.75	\$ -		285,120	213,840.00	0.00	\$ 213,840.00
BM60(1.25)S	Ft	Soft rock adder for bores	\$ 32.50			7500	243,750.00	0.00	\$ 243,750.00
BM60(1.25)R	Ft	Hard rock adder for bores	\$ 80.00			1000	80,000.00	0.00	\$ 80,000.00
							0.00	0.00	\$ -
							0.00	0.00	\$ -
BUSTING UNITS (ROCK EQUIPMENT)									
BM71(24")	Ft	Place up to 1.25" duct – rock construction – 24" deep	\$ 32.00			5000	160,000.00	0.00	\$ 160,000.00
BM71(18")	Ft	Place up to 1.25" duct – rock construction – 18" deep	\$ 29.00				0.00	0.00	\$ -
BM71(12")	Ft	Place up to 21.25" duct – rock construction – 12" deep	\$ 26.00				0.00	0.00	\$ -
BM71(6")	Ft	Place up to 1.25" duct – rock construction – 6" deep	\$ 23.00				0.00	0.00	\$ -
							0.00	0.00	\$ -
BM83	Ea	Install riser guard 3/4" at Drop Termination	\$ 25.00				0.00	0.00	\$ -
NID	Ea	Network Interface Devise Housing including Patch cable	\$ 65.00	\$ 35.00		1431	93,015.00	50,085.00	\$ 143,100.00
BM72	Sq Ft	Remove and restore asphalt surface – 6" thickness	\$ 60.00				0.00	0.00	\$ -
BM73	Sq Ft	Remove and restore concrete surface – 6" thickness	\$ 75.00				0.00	0.00	\$ -
BM53	Ea	Install fiber marker post on buried fiber route	\$ 25.00	\$ 25.00		1260	31,500.00	31,500.00	\$ 63,000.00
BDO()	Ea	Install pedestal – oversized	\$ 200.00				0.00	0.00	\$ -
BHF 24x36x24	Ea	Install vault up to 24x36x24	\$ 425.00	\$ 375.00		1260	535,500.00	472,500.00	\$ 1,008,000.00
BHF 24x48x24	Ea	Install vault 24x48x24	\$ 525.00				0.00	0.00	\$ -
BHF 36x60x36	Ea	Install Vault 36x60x36	\$ 600.00				0.00	0.00	\$ -
BFO24I	Ft	Install Fiber in vacant duct	\$ 0.88	\$ 0.35		540000	475,200.00	189,000.00	\$ 664,200.00
BFO48I	Ft	Install Fiber in vacant duct	\$ 0.88	\$ 0.40		540000	475,200.00	216,000.00	\$ 691,200.00
BFO144I	Ft	Install Fiber in vacant duct	\$ 0.98				0.00	0.00	\$ -
BFO288I	Ft	Install Fiber in vacant duct	\$ 1.23				0.00	0.00	\$ -
SEBO 2	Ft	Install Buried Drop Cables(Direct Bury Plow)	\$ 1.98	\$ 0.38		858,600	1,700,028.00	326,268.00	\$ 2,026,296.00
		Install Ground Rod and Clamp	\$ 25.00	\$ 17.50		1260	31,500.00	22,050.00	\$ 53,550.00
							0.00	0.00	\$ -
							0.00	0.00	\$ -
							0.00	0.00	\$ -
Splicing Units									
HBFO (24)	Ea	Prep and place underground splice enclosure capable of accommodating 24 fibers	\$ 275.00	\$ 270.00		1260	346,500.00	340,200.00	\$ 686,700.00
HBFO (48)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "B"	\$ 325.00	\$ 200.00		180	58,500.00	36,000.00	\$ 94,500.00
HBFO (96)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "C"	\$ 375.00	\$ 225.00		15	5,625.00	3,375.00	\$ 9,000.00
HBFO (144)	Ea	Prep and Place underground splice enclosure equivalent of Tyco "D"	\$ 375.00	\$ 300.00		5	1,875.00	1,500.00	\$ 3,375.00
HO1	Ea	Fusion splice per fiber	\$ 22.00	\$ 0.50		3578	78,705.00	1,788.75	\$ 80,493.75
HO1T	Ea	Test fiber after splicing – per fiber	\$ 6.00			2813	16,878.00	0.00	\$ 16,878.00
HO1 Drop	Ea	Fusion Splice for Drop Installation (Includes entire drop)	\$ 150.00			100	15,000.00	0.00	\$ 15,000.00
HO1 Pre Test	Ea	Pre Test Fiber on Reel	\$ 7.50			100	750.00	0.00	\$ 750.00
							0.00	0.00	\$ -
Total Construction Cost:							\$ 10,901,583.60	\$ 2,308,026.75	\$13,209,610.35
Total Subscriber Drop Cost									\$ 2,184,396.00
Total Mainline Construction:									\$11,025,214.35
Average Cost per Mile:									\$ 52,005.73

Hourly rates will be utilized for work items spec

Item #	Description	Regular	Call Out Rate	Unit
1	Construction Manager	95	142.50	Hr
2	Construction Supervisor	85	127.50	Hr
3	Construction Foreman	70	105.00	Hr
4	Skilled Labor	55	82.50	Hr
5	Equipment Operator	65	97.50	Hr
6	Driver	60	90.00	Hr
7	Lead Splicing Technician	85	127.50	Hr
8	Splicing Technician	65	97.50	Hr
	Description	Rate	Unit	
9	Pick Up Truck	27.00	Hr	
10	2 Ton Truck	55.00	Hr	
11	5 Ton Truck	84.50	Hr	
12	10 Ton Truck	84.50	Hr	
13	Tag-a-long Trailer	19.50	Hr	
14	Trailer, Cable Reel	19.50	Hr	
15	Abrasive Saw with Blades	46.80	Hr	
16	Air Hammer (Rock Hammer Head for Directiona Drill)	65.00	Hr	
17	Backhoe (Rubber tired)	33.80	Hr	
18	Trachoe(Track type)	123.50	Hr	
19	Chainsaw	19.50	Hr	
20	Chipper (Brush)	84.50	Hr	
21	Compactor (Jumping Type)	19.50	Hr	
22	Compactor (Vibrating Plate Type)	19.50	Hr	
23	Compressor (125 CFM, including tools)	13.50	Hr	
24	Compressor (160 CFM, including tools)	14.50	Hr	
25	Compressor (180 CFM, including tools)	15.50	Hr	
26	Compressor (315 CFM, including tools)	39.00	Hr	
27	Directional Bore Machine	155.00	Hr.	
28	Vac Trailer	25.00	Hr.	

29	Excavator (Vacuum type)	84.50	Hr	
30	Generator (4KW)	13.00	Hr	
31	Hand Mower (3 - 5 HP)	4.50	Hr	
32	Jack Hammer (Air Type # 60 with accessories)	68.50	Hr	
33	Jack Hammer (Air Type # 90 with accessories)	83.50	Hr	
34	Loader (Front End type)	26.00	Hr	
35	Pipe Benders and Attachments	78.00	Hr	
36	Pipe Cutters and Reamers	78.00	Hr	
37	Plow, Cable	97.50	Hr	
38	Pump (2" - 3", including fuel and service)	19.50	Hr	
39	Rotary Cutting Mower (e.g. Bush-hog)	84.50	Hr	
40	String Line Trimmer	5.00	Hr	
41	Trencher (48" x 4" wide)	52.00	Hr	
42	Trencher (48" x 8" wide)	78.00	Hr	
43	Manhole setup - (gate, ladder, blower, gas detector, retrieval system)	300.00	Hr	
44	Splice Trailer	45.00	Hr	
45	OTDR	25.00	Hr	
46	Fusion Splicer	342.00	Hr	
47	Power Meter & Light Source	21.00	Hr	
48	Light Stand	5.00	Hr	

:e job

Description	Qty	Cost	Extended	Notes
OLT Cards	15	\$7,500.00	\$112,500.00	Additonal cards for existing Equipment
ADTRAN TA5000	3	\$87,245.00	\$261,735.00	Nodes site Electronic Equipment for network expansion
Network Installation Services	1	\$35,000.00	\$35,000.00	Network installation services Configuration and design for network
ONT	4155	\$93.68	\$389,245.88	equipment
SmartRG Routers	4155	\$101.10	\$420,065.93	equipment
Installation Services Subscribers	1040	\$240.00	\$249,600.00	Equipment 75 Percent will be done by In-house installers in-kind ar
Total:			\$1,468,146.81	
Node Site cabinet/Shelter	3	148775	\$446,325.00	Sitework (Generator, grading, Shelter/node Cabinet, LP Tank, Electi shelter - \$89000 Grading - \$7,500.00 Lp Tank Installating - \$3381.00 Fence - \$8621.00 Electrical - \$5,000.00 Generator - \$35,273.00
Total:			\$1,914,471.81	

rical, Fence, etc.)

(RETAIN FOR YOUR RECORDS) Form 477 Filing Summary

FRN:

0030435416

Data as of:

Dec 31, 2020

Operations:

Non-ILEC

Submission Status:

Original - Submitted

Last Updated:

Feb 10, 2021 17:17:43

Filer Identification

Section	Question	Response
Filer Information	Company Name	S. Lewis Foster
	Holding Company Name	ORANGE COUNTY VIRGINIA BROADBAND AUTHORITY
	SAC ID 499 ID	
Data Contact Information	Data Contact Name	Lewis Foster
	Data Contact Phone Number	(540) 661-5332
	Data Contact E-mail	lfoster@fiberlync.net
Emergency Operations Contact Information	Emergency Operations Name	Lewis Foster
	Emergency Operations Phone Number	(540) 360-3789
	Emergency Operations E-mail	lfoster@fiberlync.net
Certifying Official Contact Information	Certifying Official Name	Lewis Foster
	Certifying Official Phone Number	(540) 661-5332
	Certifying Official E-mail	lfoster@fiberlync.net

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FiberLync477.csv	Feb 10, 2021 16:55:57	14
Fixed Broadband Subscription	Interactive data entry		4

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	FiberLync	Optical Carrier/Fiber to the End User	14

State	DBA Name	Technology	Blocks
	Total		14

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	4	1	14	15
	Total	4	1	14	15

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
1000.000	1000.000	1	14	15
	Total	1	14	15

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	1000.000	1000.000	1	14	15
	Total		1	14	15

Form 477 - Local Telephone and Broadband Reporting

You are logged in as: S Foster
 FRN: 0030435416 (Switch)

[Logout](#)

[Dashboard](#)

[About Form 477](#)

[Form 477 Instructions](#) [Form 477 Instructions \(Through June 2019\)](#)

OMB 3060-0816

Form 477 Filing Summary

FRN:
 0030435416
 Data as of:
 Jun 30, 2021
 Operations:
 Non-ILEC
 Submission Status:
 Original - Submitted
 Last Updated:
 Aug 25, 2021 03:17 PM

Filer Identification

Section	Field	Response
Filer Information	Company Name	Orange County Broadband Authority
	Holding Company Name	Orange County Broadband Authority
	Filing Type	Non-ILEC
	SAC ID	N/A
Data Contact Information	499 ID	N/A
	Data Contact Name	Lewis Foster
	Data Contact Phone Number	(540) 360-0998
Emergency Operations Contact Information	Data Contact E-mail	lfoster@fiberlync.net
	Emergency Operations Name	Lewis Foster
	Emergency Operations Phone Number	(540) 360-0998
Certifying Official Contact Information	Emergency Operations E-mail	lfoster@fiberlync.net
	Certifying Official Name	Lewis Foster
	Certifying Official Phone Number	(540) 360-0998
	Certifying Official E-mail	lfoster@fiberlync.net

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FCC 477 BB Dep V5 2021.06.30.csv	Aug 25, 2021 03:12 PM	601
Fixed Broadband Subscription	FCC 477 Fixed Broadband Subscription v1 2021.06.30.csv	Aug 25, 2021 02:51 PM	18

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	FiberLync	Optical Carrier/Fiber to the End User	601
Total			601

Fixed Broadband Subscription

Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Virginia	Optical Carrier/Fiber to the End User	18	749	3	752
Total		18	749	3	752

Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
50.000	100.000	172	0	172
250.000	500.000	203	0	203
500.000	1,024.000	374	0	374
1,024.000	1,024.000	0	3	3
Total		749	3	752

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer Business/Govt. Total		
Optical Carrier/Fiber to the End User	50.000	100.000	172	0	172
	250.000	500.000	203	0	203
	500.000	1,024.000	374	0	374
	1,024.000	1,024.000	0	3	3
Total			749	3	752

Reminder: You must continue to use Census 2010 geographic codes in FCC Form 477.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an [online e-support ticket](#).

Federal Communications Commission
445 12th Street SW, Washington, DC 20554

[Phone: 1-888-225-5322](#)

[TTY: 1-888-835-5322](#)

[Videophone: 1-844-432-2275](#)

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Statement of Non-Applicability

The OCBA's proposed project is will not contain any wireless components. Attachment 16 – RSSI Projection Shapefiles is not applicable to the project and has not been included.

OCBA VATI Application – Attachment 17

Exhibit A

Three Segments of VATI Application

Segment	Miles	Homes Passed	Project Cost	VATI Request	Match Portion	% of total
Orange/Greene	390	4098	\$ 39,828,363.29	\$ 30,788,530.71	\$ 9,039,832.58	68%
Spotsylvania NTIA/ DOC Enhancement	96.77	1581	\$ 9,882,540.30	\$ 7,639,502.86	\$ 2,243,037.43	17%
Spotsylvania NTIA/DOC routes	83.23	1015	\$ 8,499,781.22	\$ 6,570,588.23	\$ 1,929,192.99	15%
	570	6694	\$ 58,210,684.81	\$ 44,998,621.81	\$ 13,212,063.00	100%

Exhibit B

RDOF Census Blocks Awarded to Terrestrial Providers in VATI Project Area

511371101024018	511371101031025	511371102001051	511371102001039
511371102001000	511371101031020	511371102001027	511371102001023
511371102001016	511371101031055	511371102001024	511371102001001
511371102001078	511371102001013	511371101025021	511371103003073
511371103003000	511371103003084	511371103003047	511371103003012
510790302003034	511371103003058	511371103003115	511371103003116
511371103003015	511371102002079	511371102002077	511371103003019
511371103004071	511139301002034	511371103004027	511371103004028
511371103004015	511371103004049	511371103003055	511371103004038
511371103003032	510030104011017	511371103003035	511371103003023
511371103003056	511371103003053	511371103003021	511371103003036
511371103003039	511371103003104	511371103004007	511371103003066
511371103004016	511371103004047	511371103004035	510030104012003
511371103004039	511371103003154	511371103003098	511371103003152
511371102002058	511371103003063	511371103003010	511371103004048
511371103003097	511371102002062	511371102002072	511371103004003
510030104012004	511371103003100	511371103003127	511371103003107
511371103004013	511371103003093	511371103004044	511371103003159
511371103003064	510030104011002	511371103003017	511371103003038
511371103003024	511371103003026	511371103003027	511371103004029
511371102002053	511371102002000	511371102002080	511371103003113
510030104011009	511371103003136	511371103004024	511371103004001
511371101022028	511371101022019	511371101022027	511371101041099
511371101041127	511371101022056	511371101041083	511371101022029
511371101041092	511371101022034	511371101022039	511371101021072
511371101022052	511371101041071	511371101041096	511371101041128
511371101021090	511371101022050	511371101041052	511371101041019
511371101041005	511371101041124	511371101041056	511371101022018
511371101041089	511371101041080	511371101041040	511371101022041

511770204081017	511371101022001	511371101041065	511371101025039
511371101022065	511371101022011	511371101041138	511371101022036
511371101041082	511371101022003	511371101041016	511371101041009
511371101022047	511371101041141	511371101022017	511371101041029
511371101022030	511371101022058	511371101041003	511371101022000
511371101022045	511371101022070	511371101041078	511371101041094
511371101041010	511371101041049	511371101022035	511371101022004
511371101022016	511371101023046	511371101041072	511371101022021

Exhibit C

RDOF-Awarded Areas with VATI Routes Overlaid

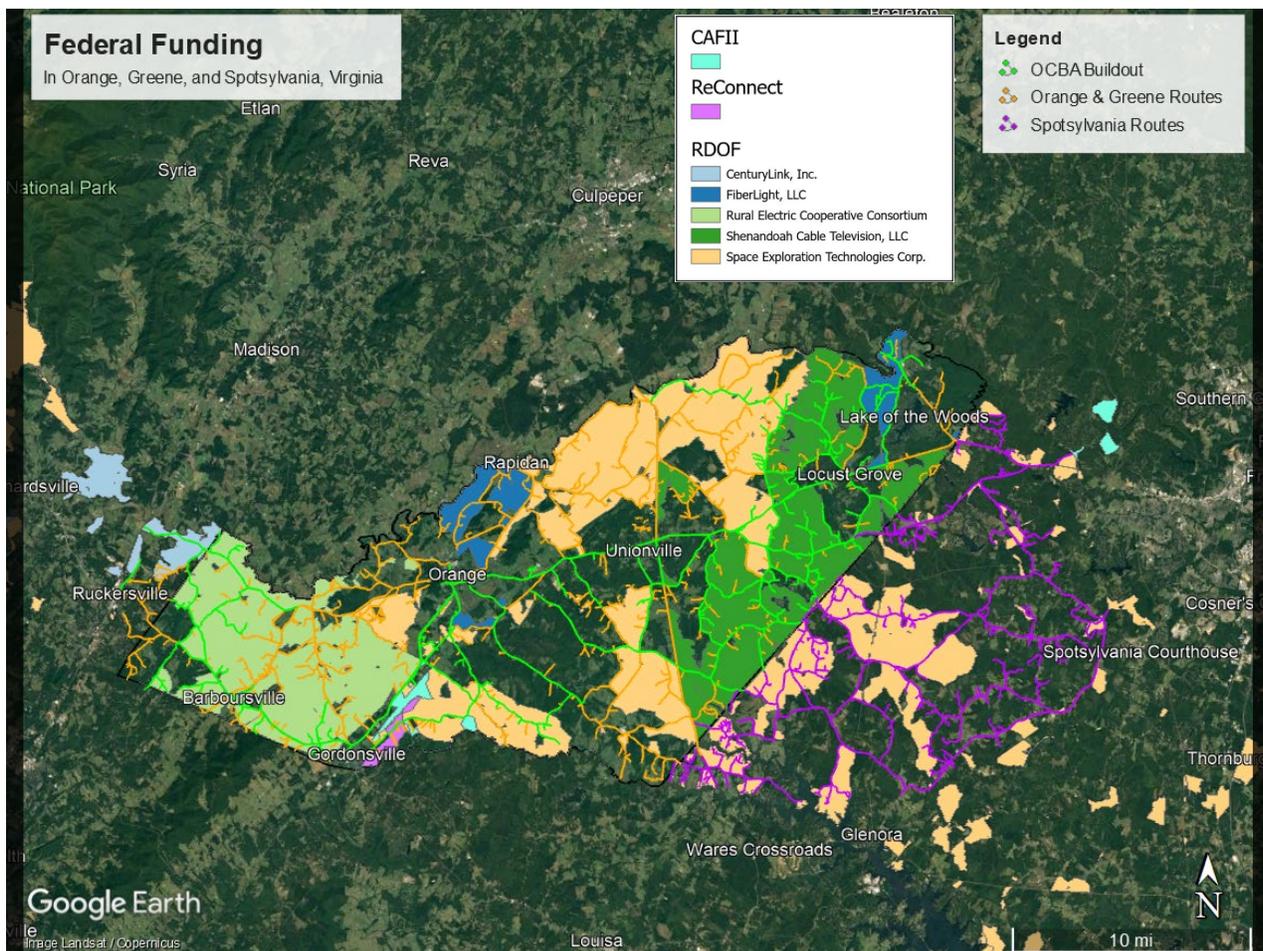
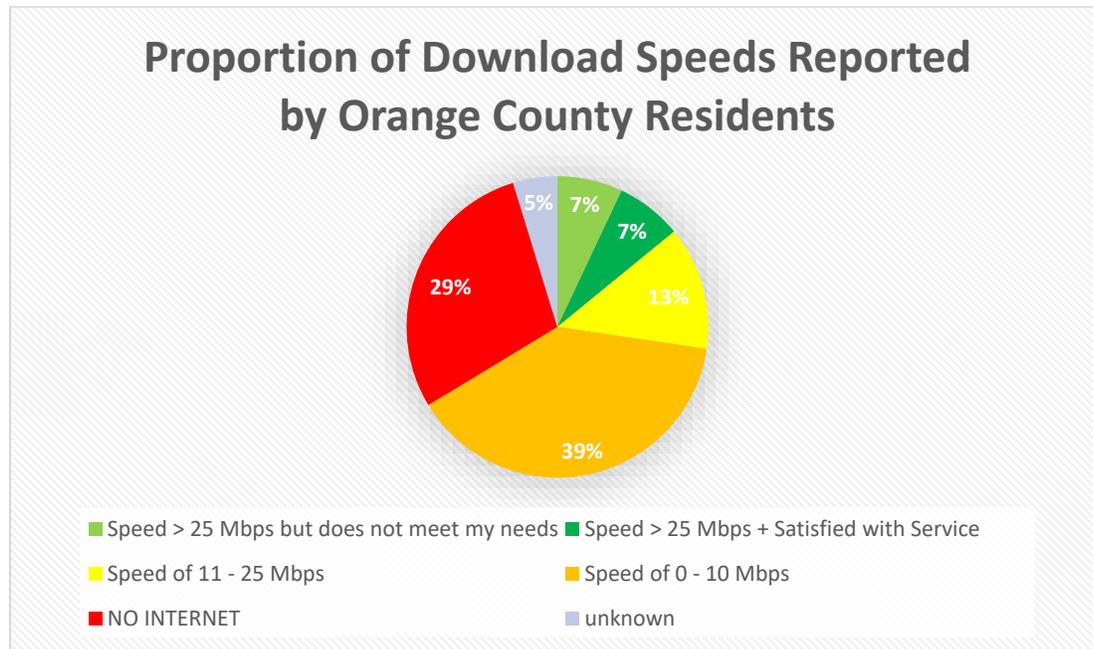


Exhibit D

OCBA 2019 Speed Survey Data Results



Attachment 18

Exhibit A: OCBA Emergency Hotspot Deployment Supporting Documents

ORANGE COUNTY, VIRGINIA

FINANCE DEPARTMENT

STEPHANIE STRAUB
DIRECTOR OF MANAGEMENT SERVICES

sstraub@orangecountyva.gov
PHONE: (540) 661-5407
FAX: (540) 672-0900



MAILING ADDRESS:
PO Box 111
ORANGE, VA 22960

PHYSICAL ADDRESS:
112 WEST MAIN STREET
ORANGE, VA 22960

MEMORANDUM

TO: Orange County Broadband Authority

FROM: Stephanie Straub, Director of Management Services

THROUGH: Theodore L. Voorhees, County Administrator

DATE: August 10, 2020

SUBJECT: Electricom Contract

Pursuant to § 2.2-4303 and the local state of emergency, staff are seeking permission to enter into an emergency contract with Electricom for fiber installation services for the purpose of connecting wireless hot spots at specified locations throughout the county for use by school children and the public where social distancing and wireless access are critical due to the COVID-19 pandemic.

The contract will consist of three task orders for installation services only. Supplies and materials shall be procured under separate arrangements. The first task order will cover the Mine Run and St. Just area for an installation cost of \$335,000. The second task order will cover Indian Town, Daniel, Rhoadesville, Barboursville, Booster Park, and Germanna with an estimated installation cost of \$290,000. The third task order will cover Madison Run and Lahore with an estimated installation amount of \$380,000.

The contract shall be written with the following requirements: standard insurance requirements, the Authority's standard terms and conditions, performance bonds for each task order, and a do not exceed amount for task one to not exceed \$500,000, and \$1,500,000 for tasks two and three, subject to the availability of funds. The contract term shall be valid through December 31, 2020.

Recommended Action:

Authorize staff to enter into a contract with Electricom for fiber installation services to connect wireless hot spots at specified locations throughout the County, per the conditions listed above.

cc: Glenda Bradley, Assistant County Administrator for Management Services
Amanda Amos, Procurement Coordinator



Discover how communities are investing in their own Internet infrastructure to promote economic prosperity and improve quality of life.

A project of
the



Virginia County Turns Middle-Mile Project into a Countywide FTTH Network

Wed, June 2, 2021 | Posted by [Maren Machles](#)
(<https://muninetworks.org/users/maren>)



Patience and persistence can be used to describe what made northern Virginia's [Orange County Broadband Authority](#) (<https://orangecountyva.gov/834/About>) successful in turning their middle-mile network into a Fiber-to-the-Home (FTTH) network. While the journey started more than five years ago, today the authority [is connecting 20 customers a day](#) (<https://www.fiberlync.net/roads-ready-for-service/>) with the goal of connecting 4,000 customers by the end of the calendar year.

Crews will be connecting users to the county-owned FTTH network, [FiberLync](#) (<https://www.fiberlync.net/roads-ready-for-service/>), in three phases, each requiring between 10-12 months to complete. Phase 1 will pass approximately 4,000 households, phase 2 about 2,500 households, and phase 3 about 1,000.

The funding for these phases will primarily come from [bonds set aside as part of the county's capital improvement plan](#) (<https://orangecountyva.gov/ArchiveCenter/ViewFile/Item/2753>) and will cover up to \$15.5 million of the projects' costs. The bonds will be paid back through FiberLync revenue.

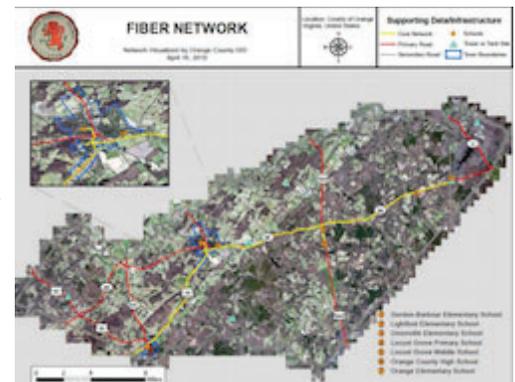
Years in the Making

Bringing FTTH connectivity to the residents of Orange County (pop. 36,000) has been a goal since the Orange County Broadband Authority was created in 2016. The major driver for the authority was addressing the lack of broadband in the rural parts of the county. Residents in certain parts of the county have long been left with speeds under the FCC's broadband definition of 25/3 Mbps (Megabits per second), and others have been entirely unconnected.

[In 2017, the county worked with Orange County Public Schools \(https://orangecountyva.gov/DocumentCenter/View/1706/160426-Creation-of-Broadband-Authority?bidId=\)](https://orangecountyva.gov/DocumentCenter/View/1706/160426-Creation-of-Broadband-Authority?bidId=) to build the middle-mile network connecting district facilities as well as critical county facilities using E-rate federal funds. More than \$1.1 million in E-rate funds were used to help connect the schools, accounting for 80 percent of the total project cost. The county and Orange County Public Schools shared the remaining costs of deploying extra capacity for future use.

The buried fiber ran 38 miles along Routes 15 and 20.

The project was finished just before the 2018 school year, and the difference in reliability and speed was stark. The connectivity speeds to anchor institutions offered by the former private ISP hovered at 300 Mbps, but when the county's network went live, residents had access to speeds of up to 10 Gbps (Gigabits per second download).



The county also used the new fiber to increase reliability in its public safety communication system by connecting the fiber to towers that also served as a host for fixed wireless providers and cellular telephone providers. (Larger image of map below.)

And in an effort to strengthen connectivity and resiliency, [the authority partnered with the Rappahannock Electric Cooperative in 2019 \(https://orangecountyva.gov/ArchiveCenter/ViewFile/Item/1838\)](https://orangecountyva.gov/ArchiveCenter/ViewFile/Item/1838) and leased 19 miles of REC's new fiber utility network to complete the county's fiber loop.

Ultimately, the plan was to leverage the towers, the loop completion, and the network the county built in partnership with the schools to bring high-speed, reliable Internet access to all residents in the county. The hope was that a private ISP would build out the FTTH connections and take on the mission of bringing accessible broadband to the county's residents and businesses. But for several years, there were only crickets.

"The investment to do that in the rural areas just didn't attract any of the players that were capable of doing it," Jim White, Chairman of the Orange County Broadband Authority told ILSR in an interview.

White said those who were capable weren't interested and those who were interested didn't have the resources.

“It came down to an argument that said, ‘Well, we’ve waited 20 years for somebody to serve the citizens in the rural areas of the county, and it doesn’t seem like anybody is going to do it, so let’s see if we can [do it ourselves.]’ It really was the path of last resort.”

In May 2020, White and the rest of the broadband authority board members made the decision to [make FiberLync an ISP and initiate a FTTH project](http://orangecountyva.gov/746/Broadband-Authority-FiberLync) (<http://orangecountyva.gov/746/Broadband-Authority-FiberLync>) that would cover the [355 square miles](https://www.commonwealthconnect.virginia.gov/sites/default/files/CIT%20Document%20Local%20BB%20Planning%20Guidance%20Documents/RFI%20for%20Orange%20County%20Broadband%20Authority.pdf) (<https://www.commonwealthconnect.virginia.gov/sites/default/files/CIT%20Document%20Local%20BB%20Planning%20Guidance%20Documents/RFI%20for%20Orange%20County%20Broadband%20Authority.pdf>) that make up Orange County.

Increasing Quality of Life

FiberLync started beta testing in February 2021, set rates in early April, and began connecting members by mid-April. Like other communities during the pandemic, there was a shortage in conduit and other supplies necessary to continue building out phases 1, 2 and 3. However, White said, FiberLync is on track to connect 4,000 customers by the end of 2021.



for \$80/month.

The ISP will be offering service starting at 100 Mbps/50 Mbps for \$50/month, 500 Mbps/250 Mbps for \$65/month, and 1 Gbps/500 Mbps

White said they hope it will not only help with economic development, but an overall better quality of life in the county. With the county situated between Washington, D.C. and Richmond, Virginia, many residents are saddled with significant commutes. However, having high-speed, reliable Internet service will allow for more residents to work from home and for businesses to grow and create jobs in the county.

White frames the success of the county creating its own ISP around the backbone and the public safety towers the county invested in four years ago.

“We were really able to leverage off of those two large capital projects and that gave us a leg up in terms of infrastructure,” he said. “That middle mile was so critical to even having the option of becoming an ISP.”

Pandemic

As the pandemic prompted more states to go into lockdown, the need to give Orange County residents the option to work from home became even more apparent.

“We were already underway, but it just shined a brighter light on the lack of capability as well as it increased the urgency of moving forward.”

Like many other communities, the county was able to use CARES Act funding to answer some of the more immediate needs. They used funds totaling \$2 million to set up 13 hotspots around the county, at fire stations, libraries and churches over the

course of 40 days. It was an incredible help to the community, White said, as some of the hotspots offered better service than the options at residents' homes with some speed tests showing 100 to 300 Mbps download.

Even though the hotspots offered a great option in an emergency, the county was still focused on providing FiberLync as a long term solution to getting fast, reliable Internet into homes and businesses throughout the area.

[Read more about other communities \(https://muninetworks.org/tags-252\)](https://muninetworks.org/tags-252) who have successfully leveraged their middle-mile networks into FTTH and communities who faced challenges with their networks here.

Orange County image via Flickr courtesy of [Jimmy Emerson, DVM](https://www.flickr.com/photos/auvet/18998006805/in/photostream/) (<https://www.flickr.com/photos/auvet/18998006805/in/photostream/>) CC BY-NC-ND 2.0

Inline image from OCBA website

 [Orange County Broadband Authority and Orange County Public Schools fiber network map.](https://muninetworks.org/sites/www.muninetworks.org/files/Screen%20Shot%202021-06-02%20at%205.02.50%20PM.png)

(<https://muninetworks.org/sites/www.muninetworks.org/files/Screen%20Shot%202021-06-02%20at%205.02.50%20PM.png>)

Tags:

[middle mile \(/tags-252\)](/tags-252) | [orange county va \(/tags/orange-county-va\)](/tags/orange-county-va)
[virginia \(/tags-63\)](/tags-63) | [fiberlync \(/tags/fiberlync\)](/tags/fiberlync)
[orange county broadband authority \(/tags/orange-county-broadband-authority\)](/tags/orange-county-broadband-authority)
[public schools \(/tags/public-schools\)](/tags/public-schools) | [anchor institutions \(/tags/anchor-institutions\)](/tags/anchor-institutions)
[FTTH \(/category/tags/ftth\)](/category/tags/ftth)

Related Stories

- [Kansas Announces New Ten-Year, \\$85-million Broadband Grant Program \(/content/kansas-announces-new-ten-year-85-million-broadband-grant-program\)](/content/kansas-announces-new-ten-year-85-million-broadband-grant-program)
 - [Residential Fiber Expands on Virginia's Eastern Shore \(/content/residential-fiber-expands-virginias-eastern-shore\)](/content/residential-fiber-expands-virginias-eastern-shore)
 - [South Hampton Roads Issues RFP for Regional Open Access Fiber Ring \(/content/south-hampton-roads-issues-rfp-regional-open-access-fiber-ring\)](/content/south-hampton-roads-issues-rfp-regional-open-access-fiber-ring)
 - [Stark County, Ohio's Fourth Utility: Feasibility Study Complete \(/content/stark-county-ohios-fourth-utility-feasibility-study-complete\)](/content/stark-county-ohios-fourth-utility-feasibility-study-complete)
-

Attachment 18

Exhibit B: OCBA Fiber Optic Construction Services RFP



(ORANGE COUNTY BROADBAND AUTHORITY)

RFP# 2021-07 FiberLync

FIBER OPTIC CONSTRUCTION SERVICES

Issued: August 25, 2021

FiberLync (also herein referred to as the “Orange County Broadband Authority” or “OCBA”) will accept responses until **2:00PM EST on September 23, 2021**, digitally to Jenny Cord at jcord@fiberlync.net. The file should be in PDF format. Hard copies will also be accepted at the **FiberLync** offices located at 323 North Madison Road, Suite C, in Orange, Virginia.

INQUIRIES: Any questions which may arise as a result of this Request for Proposal (RFP) must be submitted on the attached Question Form to Jenny Cord at jcord@fiberlync.net. Contact initiated by an offeror concerning this RFP with any other **FiberLync** representative, not expressly authorized elsewhere in this document, is prohibited. Any such unauthorized contact may result in disqualification of the offeror from this transaction.

PLEASE COMPLETE THE FOLLOWING INFORMATION:
Complete Legal Name of Firm:
Address:
Federal Tax ID Number:
Signature of Authorized Representative:
Name & Title:
Please provide the primary contact person for questions relative to this project:
Contact Name & Title:
Phone:
E-mail:

The respondent has the sole responsibility to identify and describe the services it proposes. Respondents should take into account, not only the content, but also the form and clarity of their response. If **FiberLync** cannot determine what is being proposed, it is likely to reject the response. All information should be submitted in an organized, easy-to-understand manner. **FiberLync** reserves the right to revise this document prior to the due date and postpone the due date. Such revisions will be announced by written addenda. **FiberLync** will reject proposals received after the date and time of closing and return them to the offeror unopened. Timely submission of proposals is the sole responsibility of the respondent. **FiberLync** reserves the right to reject any, and all, proposals, to waive informalities, and to negotiate with the successful respondent(s). If **FiberLync** closes its offices due to inclement weather scheduled receipt of responses will be extended to the next business day, same time.

RETURN THIS PAGE WITH RESPONSE

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Purpose

FiberLync (Orange County Broadband Authority) is currently implementing a regional fiber project to connect every unserved address in Orange County and the adjacent counties of Greene and Spotsylvania.

This project consists of approximately 800 miles of underground construction. **FiberLync** is seeking qualified Offeror(s) with experience with underground fiber construction. The purpose of this Request for Proposal (RFP) is to offer prospective Offeror(s) the opportunity to demonstrate their capabilities to help complete this project within 18-24 months of construction start date. The intent of this RFP is to award multiple contracts to expedite this construction project. Currently the fiber routes are being designed and will be completed within 60-90 days.

Pre-Proposal Meeting

No meeting currently scheduled.

Background

FiberLync is deploying Fiber to the Premises (FTTP) broadband services in the unserved areas of Orange County and the adjacent counties of Greene and Spotsylvania. It is the intent of **FiberLync** to offer fiber-based services to residences and businesses in the community through a phased network construction program that began in July 2020 and is scheduled to continue through 2025. The entire network will be constructed underground.

The **FiberLync** fiber broadband system will pass over 20,000 households, and 200 commercial entities when fully built out. We anticipate broadband penetration rates of 65-75% in both the residential and commercial segments.

Materials and Materials Management

FiberLync and the selected Contractor(s) will each be supplying certain equipment and materials for this project as per the table below. For materials that are provided by **FiberLync**, **FiberLync** will inventory those items and make them available for pick-up at a designated location. The Contractor will be responsible for all materials once they are received from FiberLync.

Material	FiberLync	Contractor
Duct	Yes	
Handholes	Yes	
Fiber Optic Cable	Yes	
Ground Rods	Yes	
Couplings	Yes	
Gravel for Handholes		Yes

Offeror(s) are responsible for providing all required miscellaneous materials, tools, vehicles, and test equipment to carry out the tasks listed in this request for proposal.

All contractor personnel will be required to adhere to the highest quality standards and workmanship. The Contractor shall be responsible for maintaining satisfactory standards of employees' competency, conduct, courtesy, appearance, honesty, and integrity, and shall be responsible for taking such disciplinary action with respect to any employee, as may be necessary.

Background Checks and Drug Testing

1. The Contractor is responsible for conducting background checks on all staff that will be assigned to the project. Any associated costs shall be included in the rates that are bid, not as a separate item.
2. The Contractor shall employ a drug screening program where 100% of new hires are tested and periodic random testing is being used. Any associated costs shall be included in the rates that are submitted in response to this solicitation, not as a separate item.

Use of Subcontractor(s)

Subcontractor(s) are permitted on this project. The Contractor must clearly define their intention to subcontract any portion of this work. Responses must identify the subcontractor(s) to be used by the Offeror(s), their area(s) of expertise, and include all information herein requested for each subcontractor. Please keep in mind that FiberLync will contract solely with the Contractor(s), therefore subcontractor(s) remain the sole responsibility of the Contractor(s).

SCOPE OF SERVICES

Contractor can install conduit and cable in any method deemed most suitable, economical and/or efficient by Contractor, except where a specific construction method is specified by the Engineering drawings, by Owner request, by a permit requirement, or by an authority having jurisdiction

General Contractor Duties

1. No work shall commence until Owner has issued Contractor a written Notice to Proceed.
2. No work shall commence until Contractor has provided Owner with certification of insurance compliance with the project insurance requirements as per Attachment M, Article 10, and such certificates are reviewed and approved by OCBA legal counsel. Contractor shall be held responsible that their subcontractors provide certification of compliance per the project insurance requirements and submit such certification to Owner prior to the Contractor beginning work.
3. Contractor shall not begin any extra work without the written authorization of the Owner representative.
4. Contractor shall supply all supervision, labor, construction equipment, transportation, licenses, taxes, safety and consumable supplies and all other incidental cost required for the completion of work as specified in the Contract Documents.
5. Contractor shall be responsible for and shall pay all applicable taxes relating to unemployment, social security and worker's compensation, franchise taxes (including taxes assessed on Contractor's net

income), levies, duties, work-in-progress, and assessments of every nature due in connection with any Work under this Contract and shall make all payroll deductions required by law. Contractor shall indemnify and hold harmless Owner from any liability because of all such taxes, levies, duties, assessments and deductions.

6. Contractor shall be responsible for any fines, tolls, tickets or additional costs associated with the work either directly or indirectly. The Contractor is aware of all existing and potential restrictions to construction that have been or may be placed by the jurisdiction authorities, including, but not limited to, traffic control, fuel and/or oil leakage and noise pollution.
7. Contractor responsible for protecting all installed fiber infrastructure including locates until final acceptance by OCBA.
8. Contractor shall designate a dependable Project Manager who can respond to all requests including work estimates in a timely manner.
9. Contractor and/or Project Manager shall attend progress meetings as requested by Owner.
10. Contractor shall have at least one individual on its staff throughout the term of the Contract certified by the American Traffic Safety Services Association (ATSSA) as a Worksite Traffic Supervisor. This person will be responsible for ensuring the Proposer deploys the proper Maintenance of Traffic.
11. Contractor shall provide OCBA designated representatives(s) with a list of telephone numbers that will always be answered (24 hours a day, 7 days a week) by the contractor's personnel.
12. Contractor shall have all personnel responsible for answering and responding to questions have cell phones with text messaging and e-mail capabilities.
13. Contractor shall provide to Owner along with the executed contract, the names and numbers of the members of his/her organization and subcontractors' organization who can be contacted in the event of out-of-hours emergency at the construction route.

Construction

1. Contractor shall install conduit and cable in any method deemed most suitable, economical and/or efficient by Contractor, except where a specific construction method is specified by the Engineering drawings, by Owner, by a permit, or by an authority having jurisdiction.
2. Contractor shall direct plow, trench, excavate, erect, bore, rock saw, attach, or utilize other methods approved by Owner to install conduit, manholes, hand holes, fiber warning tape, route markers and other appurtenances as indicated on the construction drawings and as specified in the Contract Documents. Contractor shall install fiber optic cable as specified in the construction drawings.
3. During installation, Contractor shall protect the right-of-way to minimize damage from construction activities including but not limited to utilizing good soil erosion control practices and taking special precautions in environmentally sensitive and cultural resource sites.
4. Contractor shall provide all maintenance and traffic control to the satisfaction of Owner and agencies having jurisdictional authority of the area of work.
5. The Contractor shall backfill, replace, resurface, and restore all affected areas of construction including but not limited to, sidewalks, asphalt, grass, pavement, highway and railway right-of-way and wetland areas to original or better condition in accordance with the Contract Documents, and to the satisfaction of Owner, and any agencies having jurisdictional authority of the area of work.
6. Contractor shall ensure that the work sites are accessible for work including but not limited to preventing vehicles from parking on site, removing snow, pumping manholes, and scheduling work to avoid delays by road construction, repair, or other outside party projects.

Utility Locations and Subsurface Obstructions

1. Contractor shall recognize that utilities shown on Contract drawings are for informational purposes only. Owner assumes no responsibility for the accuracy of the utilities shown.
2. Contractor shall contact the appropriate state's One Call agency at least seventy-two (72) hours in advance of construction for location of buried utilities. Contractor is responsible to locate and avoid all subsurface obstructions. It is the Contractor's responsibility to verify the locations of subsurface obstructions shown on the drawings as well as any additional obstructions not identified on the drawings. Contractor is responsible for contacting and confirming the location of utilities or other entities not taking part in the Delmarva Miss Utility.
3. Contractor shall be responsible to verify the exact location of every pipeline, utility, drainage facility, or other buried facility by hand digging (pot holing) prior to working in the area. Contractor is responsible for receiving jurisdictional authority approval prior to excavation where applicable. Contractor shall then make any adjustments, in the field or otherwise, to install the conduit or duct where it shall not interfere with other conduits or utility systems. Owner must approve any adjustments to the running line prior to implementation by Contractor.
4. Contractor shall be solely responsible for all direct and indirect costs and consequences arising from damage to utilities.
5. During performance of the Work, if Contractor or any of its Contractors hits a gas line or has reason to believe it has hit a gas line, Contractor shall immediately call 9-1-1 and make the appropriate notification.
6. Contractor shall keep a Utility Location Log of all telephone contacts to notify existing utilities of pending excavation. Such log shall include date, time of day, name of individual contacted, name of agency or company contacted, telephone number, and confirmation number. The Utility Location Log shall be made available to Owner for review prior to construction and submitted on a weekly basis.

Submittals

1. Red-Line Drawings (As-Built Drawings)
 - a. Daily, Contractor shall red-line drawings during construction to show the actual alignment or other variances of all installations required by the construction drawings. The drawings shall be available for review by the Owner's Representative when requested on the job site. Additionally, Contractor shall submit all redline drawings to the Owner's Project Office on a weekly basis. Under no circumstances shall Contractor proceed with work until acceptable redline drawings are received by Owner for the previous week's work. Work shutdowns incurred by Contractor due to the failure to provide acceptable redline drawings per this section shall not become the basis for an extension of time or additional compensation to complete the Contract. Contractor shall not submit any application for payment prior to submitting the associated redline "as-built" drawings. Owner shall not make payment for work prior to receiving the associated redline "as-built" drawings. Such drawings shall indicate the location of the installed conduit referenced from permanent landmarks such as mileposts, edge of pavement, bridges, underpasses, handholes, manholes or other permanent markers. At distances from these permanent landmarks, Contractor shall measure offsets to the conduit trench at intervals no less than one hundred feet (100') or where the running line experiences significant degrees of bends. All utilities crossed shall be identified including type, diameter, and depth of utility. Redline "as-built" drawings shall indicate the depth of the installation, at or below finished grade, changes, and notes referencing any special construction such as irregular depth, steel plating, insulation barriers, concrete encasement, ETC.
2. Daily Progress Report:

- a. Contractor's progress shall be tracked by utilizing Daily Progress Reports. Daily Progress Reports shall be completed by a Contractor's Field Representative and signed by the Contractor's Supervisor with a copy available for the Owner. The Contractor shall note on these forms any discrepancies in progress.

Products and Materials

1. Contractor shall furnish their own storage facilities, loading personnel and equipment, and offloading personnel and equipment.
2. Contractor shall be solely responsible for all materials during storage and after installation until acceptance of the work by Owner.
3. Contractor shall dispose of all empty reels in an approved and timely manner.
4. The Contractor shall provide all other items including but not limited to restoration materials, select fill, concrete, asphalt, consumables, equipment, tools, grass seed, vegetation, straw, gravel, aggregates, rip rap, erosion control materials, foam, duct sealant, and all other materials and incidentals necessary for a complete installation. Materials provided by Contractor shall comply with specifications and requirements provided by Owner or other agencies having jurisdiction of the area. Owner will not reimburse Contractor for such materials used. Any restoration because of Contractor's activities is considered part of the work operation.
5. Contractor shall supply only materials specifically approved for this Contract, or that have been listed as an "approved" item. Contractor may elect to submit to Owner for approval of materials supplied by other vendors. Contractor will not be allowed any extensions of time for delays necessary for approval of materials.

Traffic Control

1. Contractor shall always exercise reasonable and due care under the circumstances in managing and controlling the flow of traffic through work zones. Contractor shall indemnify parties in accordance with Paragraph 12 of the General Conditions for any failures by Contractor to exercise such care.
2. Contractor shall be complying with the Virginia Work Area Protection Manual, Standard and Guidelines for Traffic Control. This is the Virginia version of Part 6 of the Manual on Uniform Traffic Control Devices (MUTCD).
3. Contractor shall conform to all traffic controls as required by the jurisdictional authority, the permits, and Owner. Contractor shall coordinate with the appropriate jurisdictional authority and incur all cost of law enforcement or other jurisdictional personnel.
4. Contractor shall coordinate and pay for all necessary police protection for traffic control according to and as requested by the jurisdictional authority or as instructed by the Owner's field representative.
5. Contractor shall be responsible for the safety of the public and shall always give right of way to all other vehicular traffic on the Roadway. Contractor shall not detour traffic, close a lane, or impede traffic flow without approval from the jurisdictional authority or local police.
6. Contractor shall furnish all signs, barricades, barriers, cones, drums, warning lights, flag persons or other devices that are required and obtain all necessary approvals from the appropriate jurisdictional authorities. Contractor shall maintain a log and provide Owner with a copy of the log containing such approvals obtained on a weekly basis. Contractor will not be reimbursed for obtaining any necessary traffic control devices or personnel required for traffic control and/or safety requirements. Proper traffic control and safety are considered part of the work operation.
7. Owner or a member of the jurisdiction authority shall inspect all traffic control devices prior to use at Contractor's marshaling area.

8. Contractor shall be solely responsible to conform to all traffic control requirements contained in the Contract Documents, and in accordance with all federal, state and local requirements, as applicable. Owner may declare Contractor to be in default if Contractor commits an act of gross traffic control negligence, or fails to comply with the traffic control requirements, or does not immediately correct traffic control deficiencies as directed by Owner.
9. In the event of ongoing failure of the Contractor to conform to all applicable traffic control requirements, Owner may issue a stop work notice. This stop work notice will continue until such requirements have been achieved. Contractor shall not be entitled to compensation in time or money for time lost during this stop work order. If Contractor further continues to violate traffic control requirements, Owner reserves the right to terminate this Contract.
10. All work operations including paving, rolling, grading, supplying of material and the travel of supervisory personnel shall always be in the direction of normal traffic.
11. Vehicle and equipment lights, light lenses, and reflectors shall be operational and cleaned as often as necessary. All vehicles and equipment shall require flashing amber lights including material delivery vehicles.
12. Fire extinguishers provided on vehicles shall always be in good working order, and operators shall be familiar with their use.
13. Equipment shall be under the full control of the operator when equipment is in use, and operators shall be familiar with their use.
14. Any slow-moving Contractor vehicle and/or equipment that are to be moved between separated work sites shall be hauled on a trailer.
15. Contractor shall avoid having slow-moving equipment traveling on the roadway after dark or during twilight hours.
16. Contractor shall never pull up beside another vehicle on the roadway as to obstruct the flow of traffic. Contractor shall pull onto the shoulder away from the pavement either in front of or behind other vehicles or off the roadway.
17. During the workday, equipment necessary for construction may only be parked in a closed lane or closed shoulder as far as practical from traffic. Parked vehicles shall display simultaneous flashing directional signals ("4-way flashers") and flashing amber light. Parked vehicles shall not display single directional flashing lights.
18. When a vehicle is parked on the shoulder, the door adjacent to the roadway pavement shall not be left open. An open vehicle door shall never be allowed to project over the roadway pavement.
19. No vehicle or equipment shall be stopped or parked where it shall interfere with the visibility of any sign.
20. Vehicles or equipment shall not be backed onto the roadway pavement.
21. At the end of each workday, all Contractor's equipment and any extraneous traffic protection devices shall be removed from closed traffic lanes, shoulders, other sites, and placed in protected locations.
22. A closed lane is a refuge for disabled vehicles or emergencies. Hazards, such as patches or excavated shoulders etc., shall be highlighted in lanes left closed overnight by the Contractor.
23. A stopped or slow-moving truck on the pavement shall never be used as the first warning a motorist receives of a work area restriction ahead.
24. During the progress of the work under this Contract, operations of loading and unloading of materials, equipment and personnel shall of necessity be conducted in the various closed lanes and shoulders or off the roadway. To minimize the hazard to the traveling public, the Contractor's operations shall be governed by the following requirements:
25. Contractor, when approaching a work area, shall reduce speed of the vehicle and indicate by directional signals intent to drive out of the traffic stream and into the work area. Flashing signals shall be kept on while parked within the work zone.
26. All vehicles re-entering the traffic stream from the work areas, except when exiting the downstream

end of a closed lane, shall have the assistance of traffic observer.

27. All vehicles re-entering the pavement shall attain a reasonable speed before pulling onto the pavement after making sure that no vehicle is approaching in the lane. Approaching vehicles shall be allowed pass.
28. Equipment that Contractor feels could damage any roadway facilities shall not be allowed to operate until adequate protective measures are provided such as wooden mats, bridging devices or rubber pads. Owner's approval of such protective devices shall not relieve the Contractor from responsibility for damage.

Protection of Right of Way

1. Right-of-way lines provided on the construction drawings are for informational purposes only. Contractor shall be responsible for the repair of any damage to the right-of-way, sidewalks, roadways, utilities, or any other public or private property damaged by Contractor's forces.
2. Contractor shall be responsible for the safety and protection of the public and of public and private property on and around the construction sites during the Contract operational period. Contractor shall notify Owner representative immediately of any damage to any public or private properties on or around construction sites. All protection measures are considered part of the work operation.
3. Contractor shall protect all Contractor installed materials until Owner's acceptance.
4. Contractor shall repair all damage to the work caused as a result of Contractor's negligence. In the event damage is irreparable, Contractor shall remove and replace such items at no additional cost to Owner.

Daily Project Clean Up Requirements

1. Contractor shall maintain a clean and hazard free work area including, but not limited to, daily removal of all spoils and sweeping of all affected roadway and sidewalk areas. All such operations are considered part of the work operation.
2. Contractor shall remove from the site and dispose of all spoil, waste, and other unused excavated materials in accordance with all Federal, State, Local, OSHA, EPA and VDOT standards and regulations.
3. Where excavation is required in asphalt areas, restoration shall be completed immediately and prior to removal of traffic control. Contractor shall not leave any sections of the trench open during non-work hours. Contractor shall backfill all segments of the trench in adherence with the trench standards.
4. As necessary, Contractor shall cover the excavation with steel plating. Steel plates shall be a minimum one inch (1") thick, spiked down in the corners, shimmed to prevent rocking, and cold patched around the edges. Plate installation shall be subject to final approval by OSHA, VDOT, Owner, and the jurisdictional authority.
5. Contractor shall store all equipment, tools, material in a manner so as not to inhibit traffic flow or parking during working or non-working hours. All staging areas must receive final approval from Owner and other jurisdictional authorities. Owner shall assume no responsibility for Contractor's equipment or materials. Security for the job areas is the responsibility of the Contractor. Contractor shall comply with the security requirements of the right-of-way owners or other jurisdictional authorities.
6. No material, equipment, or refuse shall be stored in any recovery zones of all roadways. A recovery zone shall be defined as an area where vehicular traffic may leave the roadway without protection. Contractor shall verify the location of recovery zones with Owner and the jurisdictional authority. All restoration in recovery zones shall be performed immediately following installation. All unused materials and empty reels shall be removed from jurisdictional right-of-way daily.

Permits

1. OCBA's Engineering firm shall secure the required road opening including permits for VDOT. Delays in the progression of work caused by Owner's acquisition of permits shall be excusable but not compensable. Owner will obtain necessary permits for placing its facilities in any wetlands or VDOT rights-of-way.
2. Prior to the start of work, Contractor shall obtain and pay for all permits required for Contractor's construction operations including but not limited to contractor's licenses, construction bonds, transportation, traffic control, equipment, labor and or other general permits.
3. Contractor's employees shall limit their activities to the construction site and governing rights- of-way. Trespassing in other areas shall not be permitted.

Inspection and Acceptance

1. All work shall be subject to the inspection and approval of the Owner, and other governing agencies having jurisdiction. Contractor shall schedule the work and provide adequate notifications to comply with all requirements for inspection.
2. Owner's representatives shall inspect workmanship and progress of work being performed. Where workmanship or installation deficiencies are observed, Owner's representative shall prepare a written list of these deficiencies and discuss them immediately with the Contractor's Supervisors. Contractor shall then take measures to immediately and expeditiously correct any written deficiencies to the satisfaction of Owner's representative without impacting the installation schedule at no additional cost to Owner.
3. The integrity of the conduit and duct system shall be tested for continuity by use of a slug. Slug shall be six inches (6") long by one-inch (1") diameter aluminum with one and one quarter inch (1-1/4") rubber washers at each end. Contractor shall install jet-line, or a Contractor approved equivalent in conduits or ducts. Contractor shall notify Owner's representative forty-eight (48) hours prior to all conduit/duct testing in writing. Emails and faxes are acceptable. All testing shall be performed after trench has been backfilled and compacted. Such testing of the installed conduits are considered part of the work operation. Any testing performed in the absence of an Owner representative will be at Contractor's risk. Any deficiencies found in the duct tested without Owner's inspection shall be repaired at Contractor's cost.
4. Upon notification to Owner by Contractor of completion of the work, an Owner representative, the Contractor's representative and a representative of the jurisdictional authorities shall jointly perform a "walk through" inspection of the work. The Owner Representative shall, during this inspection, prepare a punch list of observed deficiencies. Contractor shall then correct all deficiencies in a timely manner. Acceptance shall be granted when all deficiencies have been corrected to the satisfaction of Owner and all jurisdictional authorities.

Environmental Conditions

1. When work is to be performed within fifteen feet (15') of a storm drain inlet or when directed by Contractor or the jurisdictional authority, Contractor shall install erosion controls. Silt fencing is to be rolled out with the stakes facing the area to be protected. Before stakes are driven, a six- (6) inch silt trench is to be dug for the fencing. The fencing is to be placed with the bottom six (6) inches in the trench. Contractor must then drive the stakes eighteen (18) inches into the ground, and firmly fill the trench against the fencing. The fence is to be tautened by stapling filter fabric to the stakes.
2. Contractor shall install erosion control prior to construction activities. Contractor shall be responsible for all erosion and sediment controls.
3. All erosion control features shall be inspected after precipitation events and repaired or replaced accordingly. Accumulated sediment shall be removed as required to maintain functionality of the fencing.

4. Contractor shall adhere to Soil Conservation District Permits requirements for all seeding and restoration requirements.

Project General Conditions

Warranty

1. Contractor shall provide a warranty on all Contractor supplied materials conforming to warranty requirements of Contract. Any warranties that extend for greater periods than contractually obligated shall be passed along to Owner.
2. The Contractor warrants the materials delivered and work completed under the Contract to be free from defects in design, material or workmanship, and against damage caused prior to final inspection. Unless otherwise specified, this warranty extends for a period of one (1) year from the date of Substantial Completion.
3. The Contractor shall promptly repair or replace all defective or damaged items delivered under the Contract. The contractor may elect to have any replaced item returned to his plant at his expense.

Record Documents

1. The Contractor shall maintain an accurate set of Record Drawings and Specifications. Any parts of the Work that varies substantially from that indicated in the Contract Documents shall be neatly and clearly marked on a set of Drawings and Specifications designated for such purposes.
2. The representation of such variations shall conform to standard drafting practices and shall include such supplementary notes, legends, and details as may be necessary for legibility and clear portrayal of the as-built construction. Attention shall be paid to the accurate indication of location of concealed utility lines.
3. These drawings shall be transmitted to the Owner at completion of the Work.

Project Closeout

1. As construction of the project(s) enters the final stages of completion, the Contractor shall, in concert with accomplishing the requirements set forth in the Contract Documents, attend to or have already completed the following items as they apply to his contract:
 - a. Required testing of project components.
 - b. Correcting or replacing defective work, including completion of items previously overlooked or work that remains incomplete, all as evidenced by the Owner's "Punch" Lists.
 - c. Attend to any other items listed herein or brought to the Contractor's attention by the Owner.
 - d. The Contractor shall provide a healthy stand of grass on all reseeded areas prior to completion. In the event this is not accomplished, a proper stand of grass shall be noted on the punch list and the contractor's bond shall remain in effect until the grass stand meets the owner's satisfaction.
2. In addition, and before completion of a project(s), the Contractor shall submit to the Owner certain records, certifications, etc., which are specified elsewhere in the Contract Documents. Missing, incomplete or unacceptable items, as determined by the Owner, shall constitute grounds for withholding Final Payment to the Contractor. A partial list of such items appears below, but it shall be the Contractor's responsibility to submit any other items which are required in the Contract Document:
 - a. Test results of project components.
 - b. All outstanding submittal logs.

- c. Certification of materials in compliance with Contract Documents.
- d. One set of neatly marked-up record drawings showing as-built changes and additions to the work under this contract.
- e. Any special guarantees or bonds
- f. Manufacturer's Warranties.

Construction Specifications

All materials and equipment shall be applied, installed, connected, erected, utilized, cleaned and conditioned in accordance with the instructions of the applicable manufacturer, fabricator or processor, except as otherwise provided in the Contract Documents. All conduits and cable shall be plugged or capped during the construction process and upon completion to prevent any intrusion of silt, water, or foreign substances into the Network. Contractor shall abide by the following acceptable practices to complete the installation:

Clear Right-of-Way (ROW)

1. This work includes coordination and written approval with Owner prior to the start of work. All trees and/or brush shall be cut so that stumps protrude from the ground at a height no greater than two inches (2"). Clearing by Contractor shall be complete with the removal or chipping of the cleared material and is considered part of the work operation.
2. All trimming and pruning shall be done by cutting only. No stripping, peeling, or breaking of limbs shall be allowed. When trimming shrubs and trees, Contractor shall use sharp, disease-free tools. All cuts shall be clean, and no stubs greater than one-quarter inch (1/4") shall be allowed. Exposed bark or limbs shall not be painted or treated in any way. Clearing and trimming shall be complete with the removal or chipping of cleared material and is considered part of the work operation.
3. Contractor shall remove existing fences on the right-of-way only upon written approval. Contractor shall remove temporary fencing erected by Contractor as soon as practicable.
4. Contractor shall abide by any and all applicable rules and regulations concerning clearing the right-of-way. Any penalties and/or fines for violations incurred during the clearing of the right-of-way shall be the sole responsibility of Contractor.
5. Contractor shall verify all restoration or replacement requirements in connection with clearing activities with the ROW owner. Contractor shall solely be responsible for abiding by the requirements set forth by ROW owner.

Safety Specifications

1. Safety is the foremost concern in any contract operation. Any Contractor performing an unsafe act or operation shall be notified to stop work until the unsafe act or operation is corrected. If unsafe acts or operations continue, it shall result in the termination of the Contract. This project encompasses areas that may include both public and private right-of-way. Therefore, in addition to the workmen, consideration must also be made for the general public and for private property.
2. Guidelines for health, safety and traffic control standards have been established by various agencies. Contractor shall comply with all Health, Safety and Traffic Control standards and procedures as required by the jurisdictional agencies and regulations as applicable.
3. Manhole safety procedures, including testing and monitoring of manhole atmosphere and installing proper manhole barricading, shall be required when accessing utility manholes to perform work under this Contract. This includes purging each manhole a minimum of ten (10) minutes prior to entry unless testing of gaseous content proves entering the manhole to be unsafe.

4. Any personal injury to Contractor's employees or agents engaged in work under this Contract, which requires the services of a physician or hospitalization, shall be reported at once to an Owner field representative. Contractor shall also report immediately to Owner any injury to other person(s) in which circumstances may concern Owner.
5. Weekly Toolbox Safety Meetings shall be conducted by Contractor and attended by all Contractor field personnel and the Owner field representative(s). The past week and anticipated hazards shall be discussed, with preventive measures outlined. For new types of activities, a hazard analysis (as applicable to present work) shall also be reviewed at this time. Owner field representatives shall inspect the work sites on a weekly basis. Any violations observed shall be immediately brought to the attention of the Contractor's Supervisor for correction. Owner shall correct any violations not corrected by the Contractor, and all cost incurred shall be back-charged to the Contractor. Continued violations shall result in termination of the Contract. Owner insists on having a quality, productive, and safe project.
6. All personnel in construction areas shall always wear hard hats and reflective vests. NO EXCEPTIONS. Appropriate clothing and footwear shall always be worn. Clothing with offensive or objectionable printing shall not be permitted.
7. Traffic cones, barricades, police details, flagmen, warning signs shall be inspected each day at each site. All open excavations in paved areas shall be covered with a suitable steel plate or patched at the end of the working day, subject to approval by Owner and the authorities having jurisdiction over this work. All excavations in other areas shall be fenced with safety fencing or otherwise protected as directed by Owner or governing authority.
8. All excavations five feet (5') or greater in depth shall be protected with either shoring or a trench box, per OSHA regulations. In areas that the Contractor is required to place shoring per OSHA specifications, the Contractor shall incur all cost associated with protection of the site.
9. Under no circumstances shall pedestrian traffic be routed or rerouted onto the Roadway or in an area where vehicular traffic is present.

Proposal Format

FiberLync will follow the evaluation process and selection criteria described in this solicitation. In order to provide each Offeror an equal opportunity for consideration, adherence to a standardized proposal format is required. Each proposal must contain completed copies of the MANDATORY FORMS (MARKED AS APPENDIXES B – I) included in this solicitation.

THE INFORMATION PROVIDED ON THESE FORMS WILL BE EVALUATED AS THE RESPONSE TO THIS RFP. FiberLync will not consider or evaluate qualification factors presented outside of this format. At the option of the Offeror(s), additional information may be provided as background; however, responses will be scored based on the information contained in the listed mandatory forms.

State Corporation Commission Requirement

Offerors submitting as corporations must be licensed through the Virginia State Corporation Commission as corporations authorized to do business in Virginia.

FiberLync reserves the right to make such additional investigations as it may deem necessary to establish competency and financial stability of any Offeror. If, after the investigation, the evidence of competency and

financial stability is not satisfactory, **FiberLync** reserves the right to reject the proposal.

Submittal Instructions

1. Each Offeror shall submit a digital PDF file to jcord@fiberlync.net or five (5) paper copies delivered directly to the FiberLync office.
2. An authorized representative of the Offeror shall sign proposals. All information requested in this solicitation should be submitted. Failure to submit all information requested may result in the proposal being deemed non-responsive. Proposals which are deemed non-responsive, incomplete, or lack key information may be rejected in full by FiberLync.
3. Proposal forms (Appendixes B – I) should be organized in the order in which they are presented in the RFP. Any information which the Offeror desires to present, in addition to the required forms, should be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

Evaluation and Selection Criteria

1. All proposals received shall be evaluated based upon the evaluation criteria listed below.

Criteria	Percentage
Completeness of Information Provided	10%
Related Work Experience	30%
Unit Pricing	40%
Ability to meet requirements	20%

Proposal Timeline

Request for Proposal issued	August 25, 2021	
Pre-Proposal Meeting	None scheduled	
Submission of Questions Deadline	September 9, 2021,	5:00PM ET
Proposals due by	September 23, 2021,	2:00PM ET
Selected Firm/s Interviewed (Approximately)	September 30, 2021	
Contract Award (Approximately)	October 12, 2021	

Contract Award

1. The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of FiberLync.
2. Award may be made to as many bidders/Offeror(s) as deemed necessary to fulfill the anticipated requirements of FiberLync. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsive and/or non-responsive Bidder/Offeror.

3. Awards shall be made to as many Offerors as deemed necessary to fulfill the anticipated requirements of FiberLync. If FiberLync is unable to come to an agreement with the most highly qualified Offeror during negotiations, those negotiations will be terminated, and the Offeror ranked second shall be selected for negotiations.
4. The contract term shall be determined during the negotiation phase. If sufficient funds are not appropriated or allocated for payment under the Agreement for any current or future fiscal period, then FiberLync, at its option, may terminate the Agreement on the last day of any calendar month upon ten (10) days prior written notice to Offeror(s), without future obligations, liabilities, or penalties to the Offeror(s), except for amounts due up to the time of termination. In addition, FiberLync shall certify and warrant in writing that sufficient funds have not been appropriated to continue the Agreement for the next fiscal year.

APPENDIX A: General Conditions and Instructions to Bidders/Offerors

These general rules and conditions shall apply to all purchases and be a part of each solicitation and every contract awarded by the FiberLync Purchasing Agent unless otherwise specified. The term "FiberLync" as used herein refers to the contracting entity which is the signatory on the contracts for the Orange County Broadband Authority, a political authority in the Commonwealth of Virginia. Bidder/Offeror or their authorized representatives are expected to inform themselves fully as to the conditions, requirements, and specifications before submitting bids/proposals: failure to do so will be at the Bidder's/Offeror's own risk and except as provided by law, relief cannot be secured on the plea of error. Subject to all Federal, State, and local laws, policies, resolutions, regulations, rules, limitations, and legislation, bids/proposals on all solicitations issued by the Purchasing Agent will bind Bidders/ Offerors to applicable conditions and requirements herein set forth unless otherwise specified in the solicitation.

Authority

Unless specifically delegated by the Purchasing Agent, no other **FiberLync** officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate **FiberLync** for indebtedness. Any purchase order or contract made which is contrary to these provisions and authorities shall be of no effect and void and **FiberLync** shall not be bound thereby.

Competition Intended

It is **FiberLync's** intent that this solicitation permit competition. It shall be the Bidder's/Offeror's responsibility to advise the Purchasing Agent in writing if any language, requirement, specification, etc., or any combination thereof, stifles competition or inadvertently restricts or limits the requirements stated in this solicitation to a single source. The Purchasing Agent must receive such notification not later than five (5) business days prior to the deadline set for acceptance of the bids/proposals.

Clarification of Terms

If any Bidder/ Offeror has questions about the specifications or other solicitation documents, the prospective Bidder/ Offeror should contact the person whose name appears on the face of the solicitation no later than seven (7) business days prior to the date set for the opening of bids or receipt of proposals. Any revisions to the solicitation will be made only by addendum issued by the Purchasing Agent. Notifications regarding specifications may not be considered if received in less than seven (7) business days of the date set for opening of bids/receipt of proposals.

Mandatory Use Off FiberLync Forms and Terms and Conditions

Failure to submit a bid/proposal on the official **FiberLync** form provided for that purpose shall be a cause for rejection of the bid/proposal. Unauthorized modification of or additions to any portion of the Invitation to Bid or Request for Proposal may be cause for rejection of the bid/proposal. However, the **FiberLync** reserves the right to decide, on a case-by-case basis, in its sole discretion, whether to reject any bid or proposal which has been modified.

Late Bids/Proposals and Modification of Bids/Proposals

Any bid/proposal/modification received at the office designated in the solicitation after the exact time specified for receipt of the bid/proposal/modification is considered a late bid/proposal/modification. FiberLync is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private carriers, or the inter-office mail system. It is the sole responsibility of the Bidder/Offeror to ensure their bid/proposal reaches FiberLync by the designated date and hour.

- a. The official time used in the receipt of bids/ proposals is that time on the clock in the FiberLync office.
- b. Late bids/proposals/modifications will be returned to the Bidder/Offeror UNOPENED, if solicitation number, acceptance date, and Bidder/Offeror's return address is shown on the container.
- c. If FiberLync closes its offices due to inclement weather scheduled bid openings or receipt of proposals will be extended to the next business day, same time.

Identification of Proprietary Information

Trade secrets or proprietary information submitted in a proposal shall not be subject to disclosure under the Virginia Freedom of Information Act. However, in order for this information to be protected from disclosure, the Offeror must specifically invoke the protections of § 2.2-4342, Code of Virginia (1950), as amended, or other applicable statute, prior to or upon submission of the trade secrets or proprietary information. The Offeror must clearly identify any part of its proposal considered to be protected as trade secret or as proprietary information and must state the reasons why protection is necessary.

- a. Any Offeror shall identify a trade secret or proprietary information by clearly stating "Trade Secret" or "Proprietary Information" adjacent to the particular information, and by clearly identifying the information to be subject to the protection, such as by encircling, highlighting, underlining or other similar means. The Offeror shall state the reasons why protection is necessary

- on a separate page of the proposal.
- b. Any Offeror shall not identify as a trade secret or proprietary information those sections of the proposal that are material to FiberLync's ultimate award of the contract.
 - c. FiberLync reserves the right to contact an Offeror and to request that the Offeror explain or clarify why the Offeror identified certain information as a trade secret or as proprietary information. An Offeror shall not identify as trade secret or proprietary information their complete proposal.

Withdrawal of Bids/Proposals

- a. Bidder/Offeror for a contract other than for public construction may request withdrawal of his or her bid/proposal under the following circumstances:
 - i. Bids/Proposals may be withdrawn on written request from the Bidder/Offeror received at the address shown in the solicitation prior to the time of acceptance.
- b. Requests for withdrawal of bids/proposals after opening of such bids/proposals but prior to award shall be transmitted to **FiberLync**, in writing, accompanied by full documentation supporting the request. If the request is based on a claim of error, documentation must show the basis of the error. Such documentation may take the form of supplier quotations, vendor work sheets, etc. If bid bonds were tendered with the bid, **FiberLync** may exercise its right of collection.
- c. No Bid/Proposal may be withdrawn under this paragraph when the result would be the awarding of the contract on another Bid/Proposal of the same Bidder/Offeror or of another Bidder/Offeror in which ownership of the withdrawing Bidder/Offeror is more than five percent. In the case of Invitation for Bid's, if a bid is withdrawn under the authority of this paragraph, the lowest remaining bid shall be deemed to be the low bid. No Bidder/Offeror who is permitted to withdraw a bid/proposal shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid/proposal was submitted.

Errors in Bids/Proposals

When an error is made in extending total prices, the unit bid price will govern. Erasures in bids/proposals must be initialed by the Bidder/Offeror. Carelessness in quoting prices, or in preparation of bid/proposal otherwise, will not relieve the Bidder/Offeror. Bidders/Offerors are cautioned to recheck their bids/proposals for possible error. Errors discovered after public opening cannot be corrected and the bidder will be required to perform if his or her bid is accepted.

Identification of Bid/Personal Envelope

The signed bid/proposal and requested copies should be returned in a separate envelope or package, sealed, and identified with the following information:

Addressed as indicated on page 1

IFB/RFP Number

Title

Bid/proposal due date and time

If a bid/proposal is not addressed with the information as shown above, the Bidder/Offeror takes the risk that the envelope may be inadvertently opened and the information compromised, which may cause the bid/proposal to be disqualified. Bids/Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

Acceptance of Bids/Proposals

Unless otherwise specified, all formal bids/proposals submitted shall be valid for a minimum period of one hundred twenty (120) calendar days following the date established for acceptance. At the end of the one hundred twenty (120) calendar days the bid/proposal may be withdrawn at the written request of the Bidder/Offeror. If the proposal is not withdrawn at that time, it remains in effect until an award is made or the solicitation is canceled.

Conditional Bids

Conditional Bids are subject to rejection in whole or in part.

Bidders Present

At the time fixed for the opening of responses to a bid, bid contents will be made public for the information of bidders and other interested parties who may be present either in person or by representative. All bids will be opened at the time and place specified and read publicly. Bid tabulations are posted for a minimum of 10 days from award date.

Response to Solicitations

In the event a vendor cannot submit a bid on a solicitation, the vendor is requested to return the solicitation cover sheet with an explanation as to why the vendor is unable to bid on these requirements. Because of the number of firms listed on **FiberLync's** Bidders List, it may be necessary to delete from this list the names of those persons, firms, or corporations who fail to respond after having been invited to bid for three (3) successive solicitations. Such deletion will be made only after formal notification of the intent to remove the firm from the Bidder's List.

Bidder Interested in More Than One Bid

If more than one bid is offered by any one party, either directly or by or in the name of his or her clerk, partner, or other persons, all such bids may be rejected. A party who has quoted prices on work, materials, or supplies to a bidder is not thereby disqualified from quoting prices to other bidders or firms submitting a bid directly for the work, materials, or supplies.

Tax Exemption

FiberLync is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Bidder/Offeror.

Debarment Status

By submitting their bids/proposals, Bidders/Offerors certify that they are not currently debarred from submitting bids/proposals on contracts by Orange County or FiberLync, nor are they an agent of any person or entity that is currently debarred from submitting bids or proposals on contracts by Orange County, **FiberLync**, or any agency, public entity/locality, or authority of the Commonwealth of Virginia.

Ethics in Public Contracting

The provisions contained in the Virginia Public Procurement Act as set forth in the Code of Virginia (1950), as amended, shall be applicable to all contracts solicited or entered into by **FiberLync**. By submitting their bids/proposals, all Bidders/Offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Bidder, Offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.

No Contact Policy

No Bidder/Offeror shall initiate or otherwise have contact related to the solicitation with any **FiberLync** representative or employee, other than the Contact Person identified in this solicitation, after the date and time established for receipt of bids/proposals. Any improper contact initiated by a Bidder/Offeror concerning this solicitation is prohibited and may cause the disqualification of the Bidder/Offeror from this procurement process.

Brand Name or Equal Items

Unless otherwise provided in the solicitation, the name of a certain brand, make, or manufacturer does not restrict bidders to the specific brand, make, or manufacturer named. Such name conveys the general style, type, character, and quality of the article desired, and any article which **FiberLync** in its sole discretion determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Bidder is responsible to indicate the product clearly and specifically being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable **FiberLync** to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make, or manufacturer specified. Normally in competitive sealed bidding, only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid non-responsive. Unless the Bidder clearly indicates in its bid/proposal that the product offered is "equal" product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation.

Formal Specifications

When a solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted, and the bidder will be required to furnish articles in conformity with that specification.

Omissions and Discrepancies

Any items or parts of any equipment listed in this solicitation which are not fully described or are omitted from such specification, and which are clearly necessary for the completion of such equipment and its appurtenances, shall be considered a part of such equipment although not directly specified or called for in the specifications.

The Bidder/Offeror shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission but shall fully complete every part as the true intent and meaning of the specifications and drawings. Whenever the mention is made of any articles, material, or workmanship to be in accordance with laws, ordinances, building codes, underwriter's codes, A.S.T.M. regulations, or similar expressions, the requirements of these laws, ordinances, etc., shall be construed as to the minimum requirements of these specifications.

Condition of Items

Unless otherwise specified in the solicitation, all items shall be new, in first class condition.

Award or Rejection of Bids

The Purchasing Agent shall award the contract to the lowest responsive and responsible bidder complying with all provisions of the IFB, provided the bid price is reasonable and it is in the best interest of **FiberLync** to accept it. Awards made in response to an RFP will be made to the highest qualified Offeror whose proposal is determined, in writing, to be the most advantageous to FiberLync, taking into consideration the evaluation factors set forth in the RFP. The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of **FiberLync**. Award may be made to as many Bidders/Offerors as deemed necessary to fulfill the anticipated requirements of **FiberLync**. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsible bidder.

Announcement of Award

Upon the award or announcement of the decision to award a contract as a result of this solicitation, **FiberLync** will publicly post the notice of award.

Qualifications of Bidders and Offerors

FiberLync may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder/Offeror to perform the work and/or furnish the item(s); and the Bidder/Offeror shall furnish to **FiberLync** all such information and data for this purpose as may be requested. **FiberLync** reserves the right to inspect Bidder's/Offeror's physical facilities prior to award to satisfy questions regarding the Bidder's/Offeror's capabilities. **FiberLync** further reserves the right to reject any bid or proposal if the evidence submitted by, or investigations of, such Bidder/Offeror fails to satisfy **FiberLync** that such Bidder/Offeror is properly qualified to carry out the obligations of the contract and to complete the work and/or furnish the item(s) contemplated therein.

Negotiation with the Lowest Responsible Bidder

Unless canceled or rejected, a responsive bid from the lowest responsible bidder shall be accepted as submitted, except that if the bid from the lowest responsible bidder exceeds available funds, **FiberLync** may negotiate with the apparent low bidder to obtain a contract price within available funds.

Tie Bids

In the case of a tie bid, **FiberLync** may give preference to goods, services, and construction produced in Orange County or provided by persons, firms, or corporations having principal places of business in the County. If such choice is not available, preference shall then be given to goods and services produced in the Commonwealth pursuant to the Code of Virginia. If no **FiberLync** or Commonwealth choice is available, the tie shall be decided by lot.

Applicable Law and Courts

Any contract resulting from this solicitation shall be governed in any respects by the laws of Virginia, and any litigation with respect thereto shall be brought in the Circuit Court of Orange County, Virginia. The Contractor shall comply with applicable federal, state, and local laws and regulations.

Virginia State Corporation Commission

If required by law, the Contractor shall maintain a valid certificate of authority or registration to transact business in Virginia with the Virginia State Corporation Commission as required by Title 13.1 or Title 50 of the Code of Virginia, during the term of the Contract or any Contract renewal. The Contractor shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth to be revoked or cancelled at any time during the terms of the contract. If the Contractor fails to remain in compliance with the provisions of this section, the contract may become void.

Immigration Reform and Control Act of 1986

By submitting their bids, Bidders certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.

Antitrust

By entering into a contract, the Contractor conveys, sells, assigns, and transfers to **FiberLync** all rights, title, and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States and Orange County, relating to the particular goods or services purchased or acquired by **FiberLync** under said contract. Consistent and continued tie bidding could cause rejection of bids by the Purchasing Agent and/or investigation for antitrust violations.

Payment Terms

Unless otherwise provided in the solicitation, payment will be made thirty (30) days after receipt of a proper invoice, or thirty (30) days after receipt of all goods or acceptance of work, whichever is the latter.

1. Invoices for items/services ordered, delivered/performed, and accepted shall be submitted

by the Contractor directly to **FiberLync**. All invoices shall show the contract number, purchase order number, and any federal employer identification number.

2. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
3. The date of payment shall be deemed the date of postmark in all cases where payment is made by mail.

Payment to Subcontractors

A contractor awarded a contract under this solicitation is hereby obligated as follows:

1. A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent. To notify **FiberLync** and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from **FiberLync**, except for amounts withheld as stated in 2 above.
2. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of **FiberLync**.

Assignment of Contract

A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent.

Default

In case of failure to deliver goods or services in accordance with the contract terms and conditions, **FiberLync**, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchases and administrative costs. This remedy shall be in addition to and other remedies that **FiberLync** may have.

Anti-Discrimination

By submitting their bids/proposals, Bidders/Offerors certify to FiberLync that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act, and those applicable Sections of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, or national origin, and shall be subject to the same rules as other

organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body.

Contract Over \$10,000

In every contract over \$10,000 the provisions in a and b below shall apply:

1. During the performance of this contract, the Contractor agrees as follows:
 - a. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting the requirements of this Section. The Contractor will include the provisions of subsection a above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

Invoices

Invoices for items ordered, delivered, and accepted shall be submitted by the Contractor directly to the department address requesting the purchase order/contract. Every invoice shall show the IFB/RFP number and/or purchase order number and must have the department head's approval.

Changes to the Contract

Changes may be made to the contract in any of the following ways:

1. The parties may agree to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
2. **FiberLync** may order changes within the general scope of the contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give **FiberLync** a credit for any savings. Said compensation shall be determined by one of the following methods:
3. By mutual agreement between the parties in writing; or

4. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to **FiberLync's** right to audit the Contractor's records and/or determine the correct number of units independently; or
5. By ordering the Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The Contractor shall present **FiberLync** with all vouchers and records of expenses incurred and savings realized. **FiberLync** shall have the right to audit the records of the Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to **FiberLync** within thirty (30) days from the date of receipt of the written order. If the parties fail to agree on an amount of adjustment, the questions of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for relieving disputes provided by the Disputes clause of this contract. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the Contractor from promptly complying with the changes ordered by **FiberLync** or with the performance of the contract generally.

Indemnification

Contractor shall indemnify, keep and save harmless **FiberLync**, its agents, officials, employees and volunteers against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses which may otherwise accrue against **FiberLync** in consequence of the granting of a contract or which may otherwise result therefrom, if it shall be determined that the act was caused through negligence or error, or omission of the Contractor or his or her employees, or that of the subcontractor or his or her employees, if any; and the Contractor shall, at his or her own expense, appear, defend, and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against **FiberLync** in any such action, the Contractor shall, at his or her own expenses, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep, and save harmless and defend **FiberLync** as herein provided.

Drug-Free Workplace

During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in

the unlawful manufacture, sale, distribution, dispensation, possession, or use of any controlled substance or marijuana during the performance of the contract.

Termination

Subject to the provisions below, the contract may be terminated by **FiberLync** upon thirty (30) days' advance written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

1. Termination by Mutual Agreement: In the event that the contract is terminated by mutual agreement, without the required thirty (30) days advance notice, then **FiberLync** shall be responsible for payment of services up to the termination date.
2. Termination for Cause: Termination by **FiberLync** for cause, default, or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any shall not apply. However, pursuant to Section 32 of these General Conditions, **FiberLync** may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.
3. Termination Due to Unavailability of Funds in Succeeding Fiscal Years: When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled as of the first day of that subsequent fiscal year.

Virginia Freedom of Information Act

All proceedings, records, contracts, and other public records relating to procurement transactions shall be open to the inspection of any citizen, or any interested person, firm, or corporation, in accordance with the Virginia Freedom of Information Act except as provided below:

1. Cost estimates relating to a proposed procurement transaction prepared by or for a public body shall not be open to public inspection.
2. Any competitive sealed bidder, upon request, shall be afforded the opportunity to inspect bid records within a reasonable time after the opening of bids but prior to award, except in the event that **FiberLync** decides not to accept any of the bids and to reopen the contract. Otherwise, bid records shall be open to public inspection only after award of the contract. Any competitive negotiation Offeror, upon request, shall be afforded the opportunity to inspect proposal records within a reasonable time after the evaluation and negotiations of proposals are completed but prior to award, except in the event that **FiberLync** decides not to accept any of the proposals and to reopen the contract. Otherwise, proposal records shall be open to the public inspection only after award of the contract except as provided in paragraph c below. Any inspection of procurement transaction records under this section shall be subject to reasonable restrictions to ensure the security and integrity of the records.
3. Trade secrets or proprietary information submitted by a Bidder, Offeror, or Contractor in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Bidder, Offeror, or Contractor must invoke the protections of that section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is

necessary.

Nothing contained in this section shall be construed to require **FiberLync**, when procuring by “competitive negotiation” (Request for Proposal), to furnish a statement of reasons why a particular proposal was not deemed to be the most advantageous to **FiberLync**.

Use of Contract by Other Political Jurisdictions

Bidders are notified that all resultant contracts will be extended, with the authorization of the Bidder, to Virginian member-jurisdictions of the Metropolitan Washington Council of Governments and other jurisdictions and political subdivisions of the Commonwealth of Virginia to permit their ordering of supplies and/or services at the prices and terms of the resulting contract. If any other jurisdiction decides to use the final contract, the Contractor must deal directly with that jurisdiction or political subdivision concerning the placement or orders, issuance of the purchase order, contractual disputes, invoicing, and payment. **FiberLync** acts only as the “Contracting Agent” for these jurisdictions and political subdivisions. Failure to extend a contract to any jurisdiction will have no effect on consideration of a bidder's bid/proposal.

1. It is the awarded vendor’s responsibility to notify the jurisdictions and political subdivision of the availability of the contract.
2. Each participating jurisdiction and political subdivision have the option of executing a separate contract with the awardee. Contracts entered into with them may contain general terms and conditions unique to those jurisdictions and political subdivisions covering minority participation and non-discrimination. If, when preparing such a contract, the general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.
3. **FiberLync** shall not be held liable for any costs or damage incurred by another jurisdiction as a result of any award extended to that jurisdiction or political subdivision by the awardee.

Audit

The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five years after final payment, or until audited by **FiberLync**, whichever is sooner. The agency, its authorized agents, and/or **FiberLync** auditors shall have reasonable access to and the right to examine any of said materials during said period.

Labeling of Hazardous Substances

If the items or products requested by this solicitation are toxic or hazardous substances as defined by § 2.2-4314 of the Code of Virginia (1950), as amended, or Section 1261 of Title 15 of the United States Code, then the Offeror, by submitting his bid, certifies and warrants that the items or products to be delivered under this contract shall be properly labeled as required by the foregoing sections and that by delivering the items or products the Offeror does not violate any of the prohibitions of § 2.2-4314 of the Code of Virginia or 15 U.S.C. §§ 1263 through 1278a.

Material Safety Data Sheets

Material Safety Data Sheets and descriptive literature shall be provided with the bid for each chemical

and/or contract offered. Failure on the part of the Offeror to submit such data sheet may be cause for declaring the bid as non-responsive.

Subcontracts

No portion of the work shall be subcontracted without prior written consent of the Purchasing Agent. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the Purchasing Agent the names, qualifications, and experience of their proposed subcontractors. Notwithstanding any approval by **FiberLync** permitting subcontracting, the Contractor shall, nevertheless, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the contract.

Protection of Person and Property

The Contractor expressly undertakes both directly and through its subcontractor(s) to take every precaution at all times for the protection of persons and property that may come on a building site or be affected by the Contractor's operation in connection with the work.

1. The Contractor shall be solely responsible for initiating, maintaining, and supervising all safety precautions and programs in connection with the work.
2. The provisions of all rules and regulations governing safety as adopted by the Safety Codes Commission of the Commonwealth of Virginia, issued by the Department of Labor and Industry under Title 40.1 of the Code of Virginia shall apply to all work under this contract.
3. The Contractor shall continuously maintain adequate protection of all his work from damage and shall protect **FiberLync's** property from injury or loss arising in connection with this contract. He shall make good any such damage, injury, or loss, except such as may be directly due to errors in the contract documents or caused by agents or employees of **FiberLync**. He shall adequately protect adjacent property to prevent any damage to it or loss of use and enjoyment by its owners. He shall provide and maintain all passageways, guard fences, lights, and other facilities for the protection required by public authority, local conditions, or any of the contract documents, or erected for the fulfillment of his obligations for the protection of person and property.
4. In an emergency affecting the safety or life of persons or of the work, or of the adjoining property, the contractor, without special instruction or authorization from **FiberLync**, shall act, at his discretion, to prevent such threatened loss or injury. Also, should he, to prevent threatened loss or injury, be instructed or authorized to act by **FiberLync**, he shall so act immediately, without appeal. Any additional compensation or extension of time claimed by the Contractor on account of any emergency work shall be determined as provided by Section 35 of the General Terms and Conditions.

Work Site Damages

Any damage, including damage to finished surfaces, resulting from the performance of this contract shall be repaired to **FiberLync's** satisfaction at the Contractor's expense.

Responsibility for Supplies Tendered

The Contractor shall be responsible for the materials or supplies covered by the contract until they are delivered at the designated point, but the Contractor shall bear all risk on rejected materials or supplies after notice of rejection. Rejected materials or supplies must be removed by and at the expense of the contractor promptly after notification of rejection unless public health and safety require immediate destruction or other disposal of rejected delivery. If rejected materials are not removed by the Contractor within ten (10) days after date of notification, **FiberLync** may return the rejected materials or supplies to the Contractor at his or her risk and expense or dispose of them as its own property.

Testing and Inspections

FiberLync reserves the right to conduct any test and/or inspection it may deem advisable to assure goods and services conform to the specifications.

Compliance

Delivery must be made as ordered and in accordance with the solicitation or as directed by **FiberLync** when not in conflict with the bid/contract. The decision as to reasonable compliance with delivery terms shall be final. Burden of proof of delay in receipt of goods by the purchaser shall rest with the Contractor. Any request for extension of time of delivery from that specified must be approved by the Procurement Agent, such extension applying only to the particular item or shipment affected. Should the Contractor be delayed by **FiberLync**, there shall be added to the time of completion a time equal to the period of such delay caused by **FiberLync**. However, the contractor shall not be entitled to claim damages of extra compensation for such delay or suspension. These conditions may vary for construction contracts.

Point of Destination

All materials shipped to **FiberLync** must be shipped F.O.B. DESTINATION unless otherwise stated in the contract. The materials must be delivered to the "Ship To" address indicated on the purchase order.

Replacement

Materials or components that have been rejected by **FiberLync**, in accordance with the terms of the contract, shall be replaced by the Contractor at no cost to **FiberLync**.

Packing Slips or Delivery Tickets

All shipments shall be accompanied by Packing Slips or Delivery Tickets and shall contain the following information for each item delivered:

1. Purchase Order Number
2. Name of Article and Stock Number
3. Quantity Ordered
4. Quantity Shipped
5. Quantity Back Ordered
6. The Name of the Contractor

Contractors are cautioned that failure to comply with these conditions shall be considered

sufficient reason for refusal to accept the goods.

Protest of Award or Decision to Award

Any Bidder/Offeror who desires to protest the award or decision to award a contract, by **FiberLync**, shall submit such protest in writing to **FiberLync** no later than ten (10) days after public notice of the award or announcement of the decision to award, whichever comes first. No protest shall lie for a claim that the selected Bidder/Offeror is not a responsible Bidder/Offeror. The written protest shall include the basis for the protest and the relief sought. **FiberLync** shall issue a decision in writing within ten (10) days stating the reasons for the action taken. This decision shall be final unless the Bidder/Offeror appeals within ten (10) days of the written decision by instituting legal action. Nothing in this paragraph shall be construed to permit an Offeror to challenge the validity of the terms or conditions of the solicitation.

Disputes

Contractual claims, whether for money or other relief, shall be submitted in writing to **FiberLync** no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the Work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amount agreed due in the final payment. A written decision upon any such claims will be made within sixty (60) days after submittal of the claim. The Contractor may not institute legal action prior to receipt of the decision on the claim unless the applicable party fails to render such decision within sixty (60) days. The decision of **FiberLync** shall be final and conclusive unless the Contractor within six (6) months of the date of the final decision on a claim, initiates legal action as provided in Section 2.2-4364 of the Code of Virginia. Failure to render a decision within sixty (60) days shall not result in the Contractor being awarded the relief claimed nor shall it result in any other relief or penalty. Should **FiberLync** fail to render a decision within sixty (60) days after submittal of the claim, the Contractor may institute legal action within six (6) months after such 60-day period shall have expired, or the claim shall be deemed finally resolved. No administrative appeals procedure pursuant to Section 2.2-4365 of the Code of Virginia has been established for contractual claims under this contract.

Contract Terms

The contract terms shall be for one (1) year from Contract award date or until project has been completed. **FiberLync** shall have the option to renew the contract for four (4) additional one-year periods, contingent upon availability of funds for the purpose and the need of **FiberLync**.

The contract may be renewed by **FiberLync** ninety (90) days prior to the renewal expiration. Prices may be renegotiated during the contract term if both parties mutually agree on the decrease/increase in prices. The revised contract price(s) for the additional one-year renewals shall not exceed the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

Appendix B: Insurance Checklist

Items marked "X" are required to be provided if award is made to your firm.

Required	Coverage Required	Limits of Liability (Denotes minimums)
X	Worker's Compensation and Employers' Liability. Admitted in Virginia Employers' Liability All States Endorsement Voluntary Compensation Endorsement Best's Guide Rating-A-VIII or better, or its equivalent	Statutory Limits of the Commonwealth of VA \$100,000/\$500,000/\$100,000 Statutory
X	Commercial General Liability General Aggregate Products/Completed Operations Personal and Advertising Injury Fire Legal Liability Best's Guide Rating-A-VIII or better, or its equivalent	\$2,000,000 Each Occurrence \$2,000,000 \$2,000,000 \$1,000,000 \$50,000 Per Occurrence
X	Automobile Liability Owned, Hired, Borrowed & Non-owned Motor Carrier Act End Best's Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Combined Single Limit Bodily Injury and Property Damage Each Occurrence
	Prof. Errors and Omissions Best's Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Limit Ea. Occurrence
	Garage Liability	\$1,000,000 CSL Ea. Occurrence
	Garage Keeper's Legal Liability Best's Guide Rating-A-VIII or better, or its equivalent	Maximum Value of One Vehicle Maximum Value of All Vehicles Held by Contractor
X	Umbrella Liability Best's Guide Rating-A-VIII or better, or its equivalent.	\$1,000,000
	Other Insurance:	
X	"FiberLync 323 North Madison Rd, Suite C., Orange, VA 22960" as an additional insured on Auto and General Liability Policies. (This coverage is primary to all other coverage FiberLync may possess and must be shown on the certificate.)	
X	30 day written cancellation notice required, 15-day cancellation notice required for non-payment to Orange, FiberLync- Ref. Code of Virginia Section 38.2- 231. Also, the words "endeavor to" and "failure to mail such notice" clause shall be removed from the cancellation notice.	
X	The Certificate must state Bid/RFP No. and Bid/RFP Title.	
X	Contractor shall submit Certificate of Insurance within five business days from notification of award.	

We understand the Insurance Requirements of these specifications and will comply in full if awarded this contract.

Name & Title

Date

Signature

RETURN THIS FORM

Appendix C: Non-Collusion Statement

The party making the foregoing quote hereby certifies that such quote is genuine and not collusive or sham; that said bidders have not colluded, conspired, connived, or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or of any bidder, or to fix any overhead, profit, or cost element of said bid price, or of that of any other bidder, or to secure any advantage against **FiberLync** or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

By signing this quote, the undersigned certifies that this person/firm/corporation is not currently barred from bidding on contracts by any agent of Orange County of the Commonwealth of Virginia or **FiberLync**. Offeror also certifies by signing this quote that no conflict of interest exists between Contractor and **FiberLync** that interferes with fair competition and no conflict of interest exists between Contractor and another person or organization that constitutes a conflict of interest with respect to the contract with **FiberLync**. The undersigned bidder hereby certifies that he/she has carefully examined all conditions and specifications of this Invitation to Bid and hereby submits this bid pursuant to such instructions and specifications, without exception.

Name and Title

Signature

Date

RETURN THIS FORM

Appendix D: Company Profile

COMPANY NAME: _____

MAILING ADDRESS: _____

PRINCIPAL BUSINESS LOCATION: _____

VIRGINIA LICENSE # _____ CLASS: A B C EXPIRATION: _____

EIN # _____ YEARS IN BUSINESS _____

NUMBER OF EMPLOYEES--- FULL-TIME: _____ PART-TIME _____

COMPANY OWNED EQUIPMENT AND VEHICLES: # PLOWS: _____

BORE MACHINES: _____

TRUCKS: _____

DROP PLOWS: _____

SPLICERS: _____

OTHER _____

HOW WOULD YOU STAFF THIS PROJECT?_

ARE YOUR STAFF REQUIRED TO WEAR COMPANY UNIFORMS? _____

ARE YOUR STAFF REQUIRED TO WEAR PHOTO ID BADGES? _____

ARE EMPLOYEES SUBJECT TO BACKGROUND CHECKS? _____

DOES THE COMPANY DO DRUG TESTING? _____

HOW LONG AFTER AWARD OF A CONTRACT COULD YOUR FIRM START WORK? _____

WHAT ARE THE COMPANY LIABILITY INSURANCE LIMITS?

BONDING CAPACITIES? _____

ARE THERE ANY PENDING LITIGATION ISSUES OR SETTLEMENT ISSUES IN THE COMPANY?

I hereby certify the above responses to be accurate.

Submitted by _____

Title _____

Date _____

RETURN THIS FORM

Appendix D Continued: DESCRIPTION OF RELATED EXPERIENCE

PROVIDE A BRIEF SUMMARY (OF UP TO 3) PROJECTS INCLUDING CONTACT INFORMATION THAT ARE SIMILAR TO THE REQUIREMENTS OF THIS RFP THAT THE COMPANY HAS COMPLETED

- 1. _____

- 2. _____

- 3. _____

I hereby certify the above responses to be accurate.
Submitted by _____
Title _____
Date _____

RETURN THIS FORM

Appendix E: Offeror Statement

Undersigned Bidder hereby certifies that he/she has carefully examined all conditions and specifications of this invitation for Bid and hereby submits this proposal pursuant to such instructions and instructions.

Type or Print Name & Title of Authorized Person Submitting Proposal

Signature of Authorized Person Submitting Proposal

Date

SUBSCRIBED AND SWORN to before me by the above named

_____ on the _____ day of _____, 2021

Notary Public in and for the State of _____

My commission expires: _____

RETURN THIS FORM

Appendix F: SCC Form

The Bidder/Offeror/Contractor:

_____ is a corporation or other business entity with the following SCC identification number:

_____.

OR

_____ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust.

OR

_____ is an out of state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contract by which such goods were sold and shipped into Virginia from Offeror's out of state location)

OR

_____ is an out of state business entity that is including with this proposal an opinion of legal counsel that accurately and completely discloses the undersigned Offeror's contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

_____ Please check if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact businesses in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number once issued (**FiberLync** reserves the right to determine in its sole discretion whether to allow such waiver)

RETURN THIS FORM

Appendix H: Proprietary Information

Ownership of all data, materials, and documentation originated and prepared for **FiberLync** pursuant to the Request for Proposal shall belong exclusively to **FiberLync** and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Section 2.2- 4342(F) of the Code of Virginia, in writing, either before or at the time the data or other material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, and paragraphs that constitute trade secret or proprietary information.

Notice of Proprietary Information

Confidential References Protection in Accordance with the Code of Virginia, Section 2.2-4342(F)

Section Title	Page No.	Reason(s) for Withholding from Disclosure

INSTRUCTIONS: Identify the data or other materials to be protected and state the reasons by using the codes listed below. Indicate specific words, figures, or paragraphs that constitute trade secrets or proprietary materials.

A. This page contains information relating to “trade secrets” and “proprietary information” including processes. Operations, style of (?) work, or apparatus, identify confidential statistical data, amount, or source of any income of any person (or) partnership. See Va. Code § 2.2-4342(F). Unauthorized disclosure of such information is a violation of the Trade Secrets Act, 18 U.S.C. § 1905.

B. This page contains proprietary information including confidential, commercial, or financial information which was provided to the Government on a voluntary basis and is of the type that would not customarily be released to the public. See Virginia Code § 2.2-4342(F); 5 U.S.C. § 552(b)(4); 12 C.F.R. § 309.5(g)(4).

C. This page contains proprietary information including confidential, commercial, or financial information. The disclosure of such information would cause substantial harm to competitive position and impair the Government’s ability to obtain necessary information from contractors in the (?) future. See 5 U.S.C. § 552(b)(4); Virginia Code § 2.2-4342(F); 12 C.F.R. § 309.5(g)(4).

Appendix I: PRICING SCHEDULE

Unit Name	Unit	Description	Unit Cost
Underground Units			
TRENCHING/PLOWING UNITS (NO ROCK)			
BFOV(1.25")T	Ft	Install vacant duct 1.25" min 36" trench	
BFOV(1.25")2 T	Ft	Install second vacant duct 1.25" at 36" trench	
BFOV(1.25")	Ft	Install vacant duct up to 1.25" at 36" plow	
BFOV(1.25")2	Ft	Install second vacant duct up to 1.25" at 36" plow	
BFOV(1.50")	Ft	Install vacant duct up to 1.5" at 36" plow	
BFOV(2.00")	Ft	Install vacant duct up to 2" at 36" plow	
BORING UNITS (NO ROCK / ROCK ADDER)			
BM60(1.25)D	Ft	Place up to 1.25" duct by directional bore – min 36" deep	
BM60(1.50")D	Ft	Place up to 1.50" duct by directional bore – min 36" deep	
BM60(2.00")D	Ft	Install vacant duct up to 2" at 36" by directional bore - min 36" deep	
BM60(1.25)A	Ft	add (1) additional pipe to bore	
BM60(1.25)S	Ft	Soft rock adder for bores	
BM60(1.25)R	Ft	Hard rock adder for bores	
BUSTING UNITS (ROCK EQUIPMENT)			
BM71(36")	Ft	Place up to 1.25" duct – rock construction – 36" deep	
BM71(24")	Ft	Place up to 1.25" duct – rock construction – 24" deep	
BM71(18")	Ft	Place up to 1.25" duct – rock construction – 18" deep	
BM71(12")	Ft	Place up to 21.25" duct – rock construction – 12" deep	
BM71(6")	Ft	Place up to 1.25" duct – rock construction – 6" deep	
BM83	Ea	Install riser guard 3/4" at Drop Termination	
BM72	Sq Ft	Remove and restore asphalt surface – 6" thickness	
BM73	Sq Ft	Remove and restore concrete surface – 6" thickness	
BM53	Ea	Install fiber marker post on buried fiber route	
BMGRC	EA	Install Ground Rod and Clamp	
BDO()	Ea	Install pedestal – oversized	
BHF 24x36x24	Ea	Install vault up to 24x36x24	
BHF 24x48x24	Ea	Install vault 24x48x24	
BHF 36x60x36	Ea	Install Vault 36x60x36	
BFO24I	Ft	Install 24 count Fiber in vacant duct	
BFO48I	Ft	Install 48 count Fiber in vacant duct	
BFO72I	Ft	Install 72 count Fiber in vacant duct	
BFO96I	Ft	Install 96 count Fiber in vacant duct	
BFO144I	Ft	Install 144 count Fiber in vacant duct	
BFO288I	Ft	Install 288 Count Fiber in vacant duct	
Composite Units			
CUG	Ft	Composite underground price includes plow, bore, trench, pulling mule tape and fiber including slack in each vault. Does not include	

		splicing, vaults, subscriber drops, or riser footage. Replaces these units: BFO, BM, BFO	
CUG-R	Ft	Rock adder for composite underground pricing. Only may be charged where depth requirement must be maintained (highway permit as an example) with prior approval.	

I hereby certify the above responses to be accurate.

Submitted by _____

Title _____

RETURN THIS FORM

Attachment 18

Exhibit C: OCBA Customer Premise Instillation RFP



ORANGE COUNTY BROADBAND AUTHORITY

RFP# 2021-08 FiberLync

CUSTOMER PREMISE DROP CABLE INSTALLATION SERVICES

Issued: September 1, 2021

FiberLync will accept responses until **2:00PM EST on September 30, 2021**, digitally to Jenny Cord at Jcord@fiberlync.net. The file should be in PDF format. Hard copies will also be accepted at the FiberLync offices located at 323 N Madison Rd, Suite C, in Orange, Virginia.

INQUIRIES: Any questions which may arise as a result of this Request for Proposal (RFP) must be submitted on the attached Question Form to Jenny Cord at jcord@fiberlync.net. Contact initiated by an offeror concerning this RFP with any other FiberLync representative, not expressly authorized elsewhere in this document, is prohibited. Any such unauthorized contact may result in disqualification of the offeror from this transaction.

PLEASE COMPLETE THE FOLLOWING INFORMATION:
Complete Legal Name of Firm:
Address:
Federal Tax ID Number:
Signature of Authorized Representative:
Name & Title:
Please provide the primary contact person for questions relative to this project:
Contact Name & Title:
Phone:
E-mail:

The respondent has the sole responsibility to identify and describe the services it proposes. Respondents should take into account not only the content but also the form and clarity of their response. If FiberLync cannot determine what is being proposed, it is likely to reject the response. All information should be submitted in an organized, easy-to-understand manner. FiberLync reserves the right to revise this document prior to the due date and postpone the due date. Such revisions will be announced by written addenda. FiberLync will reject proposals received after the date and time of closing and return them to the offeror unopened. Timely submission of proposals is the sole responsibility of the respondent. FiberLync reserves the right to reject any and all proposals, to waive informalities, and to negotiate with the successful respondent(s). If FiberLync closes its offices due to inclement weather scheduled receipt of responses will be extended to the next business day, same time.

RETURN THIS PAGE WITH RESPONSE

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Purpose

FiberLync (Orange County Broadband Authority) is seeking qualified Offeror(s) to provide customer premise direct buried drop installation services and optional services. The purpose of this Request for Proposal (RFP) is to offer prospective Offeror(s) the opportunity to demonstrate their capabilities to install fiber drops to the customer facility. **FiberLync** is interested in receiving responses that best serve the needs of its customers and plans to award multiple contracts to provide these services over the next several years. **FiberLync will provide the materials needed for the installation services.**

Pre-Proposal Meeting

FiberLync (Orange County Broadband Authority) is seeking qualified Offeror(s), Network Cable Installation Companies and Field Technicians to participate in a multi-year program to install fiber optic communications equipment in residences and businesses. To provide information about this new project, FiberLync will be hosting a meeting to describe the work requirements, skills training, contracting opportunities, and the bidding process.

No Meeting Scheduled.

Background

FiberLync is deploying Fiber to the Premises (FTTP) broadband services in the unserved areas of Orange County and the adjacent counties of Greene and Spotsylvania. It is the intent of **FiberLync** to offer fiber-based services to residences and businesses in the community through a phased network construction program that began in July 2020 and is scheduled to continue through 2025. The entire network will be constructed underground.

The **FiberLync** fiber broadband system will pass over 20,000 households, and 200 commercial entities when fully built out. We anticipate broadband penetration rates of 65-75% in both the residential and commercial segments.

Materials and Materials Management

FiberLync and the selected Contractor(s) will each be supplying certain equipment and materials for this project as per the table below. The Contractor will be expected to develop, with **FiberLync**, a list of required installation materials. For materials that are provided by **FiberLync**, **FiberLync** will inventory those items and make them available for pick-up at a designated location. The Contractor will be responsible for all materials once they are received from FiberLync.

Material	FiberLync	Contractor
Fiber Drop Cables	✓	
Fiber	✓	
Duct	✓	
Handholes	✓	
Vehicles and Equipment		✓

Offeror(s) are responsible for providing all required tools, vehicles, and test equipment to carry out the tasks listed in this request for proposal.

All contractor personnel will be required to adhere to the highest quality standards of customer service and workmanship. The Contractor shall be responsible for maintaining satisfactory standards of employees' competency, conduct, courtesy, appearance, honesty, and integrity, and shall be responsible for taking such disciplinary action with respect to any employee, as may be necessary.

FiberLync may request that the Contractor remove from this assignment any employee found unfit due to failure to adhere to customer service or workmanship standards.

Background Checks and Drug Testing

1. The Contractor is responsible for conducting background checks on all Field Technicians that will be assigned to the project. Any associated costs shall be included in the rates that are bid, not as a separate item. Each technician will also be subject to a FiberLync background check.
2. The Contractor shall employ a drug screening program where 100% of new hires are tested and periodic random testing is being used. Any associated costs shall be included in the rates that are submitted in response to this solicitation, not as a separate item.

Use of Subcontractor(s)

Subcontractor(s) are permitted on this project. The Contractor must clearly define their intention to

subcontract any portion of this work. Responses must identify the subcontractor(s) to be used by the Offeror(s), their area(s) of expertise, and include all information herein requested for each subcontractor. Please keep in mind that **FiberLync** will contract solely with the Contractor(s), therefore subcontractor(s) remain the sole responsibility of the Contractor(s).

SCOPE OF SERVICES

The selected Offerors(s) must be capable of performing tasks in the following areas:

1. Provide timely residential and commercial Drop installations beginning in November 2021.
2. Collaborate with **FiberLync** during the start-up phase of the project, to develop a set of standards and procedures in order to assure work is performed consistently according to accepted “best practices.”
3. Integrate with **FiberLync** Customer Service team for work order flow management and coordination.
4. Provide inventory control of **FiberLync** provided materials.

Customer connections can include single family residences, and commercial entities. To assist proposing firms with quoting these connections, we have provided a sequence of typical tasks for standard premises installations in the section below.

A. Standard DROP Installation

The Drop installation Team (DIT) will be expected to complete the following steps for a premise installation:

1. The DIT will be assigned a new connection work order through GLDS Win Cable. The work will have been scheduled for a specific timeframe and a Customer Contact Person will be designated.
2. DIT will call VA811 and ensure locates are completed before installation starts.
3. The DIT shall pick up from FiberLync the materials needed for the installation.
4. The DIT must arrive at customer location within the time interval listed on the work order, meet the identified Customer Contact Person, and describe the installation process.
5. Bury drop cable between 8-12 inches depth.
6. Take Pictures of fiber drop installation for each premise installation.
7. Close premise installation work order using **GLDS Win Force Tech**.

B. Optional Installation Tasks

Please fill out optional installation services, if your firm can perform road crossing, install duct by bore and/or trench method, handholes, and fiber.

Proposal Format

FiberLync will follow the evaluation process and selection criteria described in this solicitation. In order to provide each Offeror an equal opportunity for consideration, adherence to a standardized proposal format is required. Each proposal **must** contain completed copies of the **MANDATORY FORMS (MARKED AS APPENDIX B-I)** included in this solicitation.

THE INFORMATION PROVIDED ON THESE FORMS WILL BE EVALUATED AS THE RESPONSE TO THIS RFP. **FiberLync** will **not** consider or evaluate qualification factors presented outside of this format. At the option of the Offeror(s), additional information may be provided as background; however, responses will be scored based on the information contained in the listed mandatory forms.

State Corporation Commission Requirement:

Offerors submitting as corporations must be licensed through the Virginia State Corporation Commission as corporations authorized to do business in Virginia.

FiberLync reserves the right to make such additional investigations as it may deem necessary to establish competency and financial stability of any Offeror. If, after the investigation, the evidence of competency and financial stability is not satisfactory, **FiberLync** reserves the right to reject the proposal.

I. Submittal Instructions

- a. Each Offeror shall submit a digital PDF file to jcord@fiberlync.net or five (5) paper copies delivered directly to the FiberLync office located at 323 N Madison Rd, Suite C, in Orange Virginia.
- b. An authorized representative of the Offeror shall sign proposals. All information requested in this solicitation should be submitted. Failure to submit all information requested may result in the proposal being deemed non-responsive. Proposals which are deemed non-responsive, incomplete, or lack key information may be rejected in full by FiberLync.

- c. Proposal forms (Appendix B-I) should be organized in the order in which they are presented in the RFP. Any information which the Offeror desires to present, in addition to the required forms, should be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.

II. Evaluation & Selection Criteria

- a. All proposals received shall be evaluated based upon the evaluation criteria listed below.

COMPLETENESS OF INFORMATION PROVIDED	10%
RELATED WORK EXPERIENCE	20%
ABILITY TO PROVIDE FIELD TECHNICIANS	20%
UNIT PRICING	40%
TIMELINE REQUIREMENTS	<u>10%</u>
	100%

- b. **FiberLync** may arrange for discussions with Offerors submitting proposals for the purpose of obtaining additional information or clarification if needed.
- c. **FiberLync** may make such reasonable investigations as it deems proper and necessary to determine the ability of the Offeror to perform the work.

III. Proposed Timeline

a. Request for Proposal issued	September 1, 2021
b. Pre-Proposal Meeting	None
c. Submission of Questions Deadline	September 13, 2021, at 5PM ET
d. Proposals due by	September 30, 2021, at 2PM ET
e. Selected Firm/s Interviewed (Approximately)	October 5, 2021
f. Contract Award (Approximately)	October 12, 2021

IV. Contract Award

The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of **FiberLync**. Award may be made to as many bidders/Offeror(s) as deemed necessary to fulfill the anticipated requirements of **FiberLync**. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsible and/or non-responsive Bidder/Offeror.

- a. Awards shall be made to as many Offerors as deemed necessary to fulfill the anticipated requirements of **FiberLync**. If **FiberLync** is unable to come to an agreement with the most highly qualified Offeror during negotiations, those negotiations will be terminated, and the Offeror ranked second shall be selected for negotiations.

- b. The contract term shall be determined during the negotiation phase. If sufficient funds are not appropriated or allocated for payment under the Agreement for any current or future fiscal period, then **FiberLync**, at its option, may terminate the Agreement on the last day of any calendar month upon ten (10) days prior written notice to Offeror(s), without future obligations, liabilities, or penalties to the Offeror(s), except for amounts due up to the time of termination. In addition, **FiberLync** shall certify and warrant in writing that sufficient funds have not been appropriated to continue the Agreement for the next fiscal year.

APPENDIX A: General Conditions and Instructions to Bidders/Offerors

These general rules and conditions shall apply to all purchases and be a part of each solicitation and every contract awarded by the FiberLync Purchasing Agent unless otherwise specified. The term "FiberLync" as used herein refers to the contracting entity which is the signatory on the contracts for the Orange County Broadband Authority, a political authority in the Commonwealth of Virginia. Bidder/Offeror or their authorized representatives are expected to inform themselves fully as to the conditions, requirements, and specifications before submitting bids/proposals: failure to do so will be at the Bidder's/Offeror's own risk and except as provided by law, relief cannot be secured on the plea of error. Subject to all Federal, State, and local laws, policies, resolutions, regulations, rules, limitations, and legislation, bids/proposals on all solicitations issued by the Purchasing Agent will bind Bidders/ Offerors to applicable conditions and requirements herein set forth unless otherwise specified in the solicitation.

1. **AUTHORITY:** Unless specifically delegated by the Purchasing Agent, no other **FiberLync** officer or employee is authorized to order supplies or services, enter into purchase negotiations or contracts, or in any way obligate **FiberLync** for indebtedness. Any purchase order or contract made which is contrary to these provisions and authorities shall be of no effect and void and **FiberLync** shall not be bound thereby.
2. **COMPETITION INTENDED:** It is **FiberLync's** intent that this solicitation permit competition. It shall be the Bidder's/Offeror's responsibility to advise the Purchasing Agent in writing if any language, requirement, specification, etc., or any combination thereof, stifles competition or inadvertently restricts or limits the requirements stated in this solicitation to a single source. The Purchasing Agent must receive such notification not later than five (5) business days prior to the deadline set for acceptance of the bids/proposals.
3. **CLARIFICATION OF TERMS:** If any Bidder/ Offeror has questions about the specifications or other solicitation documents, the prospective Bidder/ Offeror should contact the person whose name appears on the face of the solicitation no later than seven (7) business days prior to the date set for the opening of bids or receipt of proposals. Any revisions to the solicitation will be made only by addendum issued by the Purchasing Agent. Notifications regarding specifications may not be considered if received in less than seven (7) business days of the date set for opening of bids/receipt of proposals.
4. **MANDATORY USE OFF FIBERLYNC FORMS AND TERMS AND CONDITIONS:** Failure to submit a bid/proposal on the official **FiberLync** form provided for that purpose shall be a cause for rejection of the bid/proposal. Unauthorized modification of or additions to any portion of the Invitation to Bid or Request for Proposal may be cause for rejection of the bid/proposal.

However, the **FiberLync** reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject any bid or proposal which has been modified.

5. **LATE BIDS/PROPOSALS & MODIFICATION OF BIDS/PROPOSALS:** Any bid/proposal/modification received at the office designated in the solicitation after the exact time specified for receipt of the bid/proposal/modification is considered a late bid/proposal/modification. FiberLync is not responsible for delays in the delivery of the mail by the U.S. Postal Service, private carriers, or the inter-office mail system. It is the sole responsibility of the Bidder/Offeror to ensure their bid/proposal reaches FiberLync by the designated date and hour.
 - a. The official time used in the receipt of bids/ proposals is that time on the clock in the FiberLync office.
 - b. Late bids/proposals/modifications will be returned to the Bidder/Offeror UNOPENED, if solicitation number, acceptance date, and Bidder/Offeror's return address is shown on the container.
 - c. If FiberLync closes its offices due to inclement weather scheduled bid openings or receipt of proposals will be extended to the next business day, same time.

6. **IDENTIFICATION OF PROPRIETARY INFORMATION:** Trade secrets or proprietary information submitted in a proposal shall not be subject to disclosure under the Virginia Freedom of Information Act. However, in order for this information to be protected from disclosure, the Offeror must specifically invoke the protections of § 2.2-4342, Code of Virginia (1950), as amended, or other applicable statute, prior to or upon submission of the trade secrets or proprietary information. The Offeror must clearly identify any part of its proposal considered to be protected as trade secret or as proprietary information and must state the reasons why protection is necessary.
 - a. Any Offeror shall identify a trade secret or proprietary information by clearly stating "Trade Secret" or "Proprietary Information" adjacent to the particular information, and by clearly identifying the information to be subject to the protection, such as by encircling, highlighting, underlining or other similar means. The Offeror shall state the reasons why protection is necessary on a separate page of the proposal.
 - b. Any Offeror shall not identify as a trade secret or proprietary information those sections of the proposal that are material to FiberLync's ultimate award of the contract.
 - c. FiberLync reserves the right to contact an Offeror and to request that the Offeror explain or clarify why the Offeror identified certain information as a trade secret or as proprietary information.

- d. An Offeror shall not identify as trade secret or proprietary information their complete proposal.

7. WITHDRAWAL OF BIDS/PROPOSALS:

- a. Bidder/Offeror for a contract other than for public construction may request withdrawal of his or her bid/proposal under the following circumstances:
 - i. Bids/Proposals may be withdrawn on written request from the Bidder/Offeror received at the address shown in the solicitation prior to the time of acceptance.
- b. Requests for withdrawal of bids/proposals after opening of such bids/proposals but prior to award shall be transmitted to **FiberLync**, in writing, accompanied by full documentation supporting the request. If the request is based on a claim of error, documentation must show the basis of the error. Such documentation may take the form of supplier quotations, vendor work sheets, etc. If bid bonds were tendered with the bid, **FiberLync** may exercise its right of collection.
- c. No Bid/Proposal may be withdrawn under this paragraph when the result would be the awarding of the contract on another Bid/Proposal of the same Bidder/Offeror or of another Bidder/Offeror in which ownership of the withdrawing Bidder/Offeror is more than five percent. In the case of Invitation for Bid's, if a bid is withdrawn under the authority of this paragraph, the lowest remaining bid shall be deemed to be the low bid. No Bidder/Offeror who is permitted to withdraw a bid/proposal shall, for compensation, supply any material or labor to or perform any subcontract or other work agreement for the person or firm to whom the contract is awarded or otherwise benefit, directly or indirectly, from the performance of the project for which the withdrawn bid/proposal was submitted.

- 8. **ERRORS IN BIDS/PROPOSALS:** When an error is made in extending total prices, the unit bid price will govern. Erasures in bids/proposals must be initialed by the Bidder/Offeror. Carelessness in quoting prices, or in preparation of bid/proposal otherwise, will not relieve the Bidder/Offeror. Bidders/Offerors are cautioned to recheck their bids/proposals for possible error. Errors discovered after public opening cannot be corrected and the bidder will be required to perform if his or her bid is accepted.
- 9. **IDENTIFICATION OF BID/PERSONAL ENVELOPE:** The signed bid/proposal and requested copies should be returned in a separate envelope or package, sealed, and identified with the following information:

Addressed as indicated on page 1

IFB/RFP Number

Title

Bid/proposal due date and time

- a. If a bid/proposal is not addressed with the information as shown above, the Bidder/Offeror takes the risk that the envelope may be inadvertently opened and the information compromised, which may cause the bid/proposal to be disqualified. Bids/Proposals may be hand delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.
10. **ACCEPTANCE OF BIDS/PROPOSALS:** Unless otherwise specified, all formal bids/proposals submitted shall be valid for a minimum period of one hundred twenty (120) calendar days following the date established for acceptance. At the end of the one hundred twenty (120) calendar days the bid/proposal may be withdrawn at the written request of the Bidder/Offeror. If the proposal is not withdrawn at that time, it remains in effect until an award is made or the solicitation is canceled.
11. **CONDITIONAL BIDS:** Conditional Bids are subject to rejection in whole or in part.
12. **BIDDERS PRESENT:** At the time fixed for the opening of responses to a bid, bid contents will be made public for the information of bidders and other interested parties who may be present either in person or by representative. All bids will be opened at the time and place specified and read publicly. Bid tabulations are posted for a minimum of 10 days from award date.
13. **RESPONSE TO SOLICITATIONS:** In the event a vendor cannot submit a bid on a solicitation, the vendor is requested to return the solicitation cover sheet with an explanation as to why the vendor is unable to bid on these requirements. Because of the number of firms listed on **FiberLync's** Bidders List, it may be necessary to delete from this list the names of those persons, firms, or corporations who fail to respond after having been invited to bid for three (3) successive solicitations. Such deletion will be made only after formal notification of the intent to remove the firm from the Bidder's List.
14. **BIDDER INTERESTED IN MORE THAN ONE BID:** If more than one bid is offered by any one party, either directly or by or in the name of his or her clerk, partner, or other persons, all such bids may be rejected. A party who has quoted prices on work, materials, or supplies to a bidder is not thereby disqualified from quoting prices to other bidders or firms submitting a bid directly for the work, materials, or supplies.
15. **TAX EXEMPTION:** **FiberLync** is exempt from the payment of any federal excise or any Virginia sales tax. The price bid must be net, exclusive of taxes. Tax exemption certificates will be furnished if requested by the Bidder/Offeror.
16. **DEBARMENT STATUS:** By submitting their bids/proposals, Bidders/Offerors certify that they are not currently debarred from submitting bids/proposals on contracts by Orange County or FiberLync, nor are they an agent of any person or entity that is currently debarred from

submitting bids or proposals on contracts by Orange County, **FiberLync**, or any agency, public entity/locality, or authority of the Commonwealth of Virginia.

17. **ETHICS IN PUBLIC CONTRACTING:** The provisions contained in the Virginia Public Procurement Act as set forth in the Code of Virginia (1950), as amended, shall be applicable to all contracts solicited or entered into by **FiberLync**. By submitting their bids/proposals, all Bidders/Offerors certify that their bids/proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other Bidder, Offeror, supplier, manufacturer or subcontractor in connection with their bid/proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
18. **NO CONTACT POLICY:** No Bidder/Offeror shall initiate or otherwise have contact related to the solicitation with any **FiberLync** representative or employee, other than the Contact Person identified in this solicitation, after the date and time established for receipt of bids/proposals. Any improper contact initiated by a Bidder/Offeror concerning this solicitation is prohibited and may cause the disqualification of the Bidder/Offeror from this procurement process.
19. **BRAND NAME OR EQUAL ITEMS:** Unless otherwise provided in the solicitation, the name of a certain brand, make, or manufacturer does not restrict bidders to the specific brand, make, or manufacturer named. Such name conveys the general style, type, character, and quality of the article desired, and any article which **FiberLync** in its sole discretion determines to be the equal of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The Bidder is responsible to indicate the product clearly and specifically being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable **FiberLync** to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make, or manufacturer specified. Normally in competitive sealed bidding, only the information furnished with the bid will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a bid non-responsive. Unless the Bidder clearly indicates in its bid/proposal that the product offered is "equal" product, such bid/proposal will be considered to offer the brand name product referenced in the solicitation.
20. **FORMAL SPECIFICATIONS:** When a solicitation contains a specification which states no substitutes, no deviation therefrom will be permitted, and the bidder will be required to furnish articles in conformity with that specification.
21. **OMISSIONS AND DISCREPANCIES:** Any items or parts of any equipment listed in this solicitation which are not fully described or are omitted from such specification, and which are clearly necessary for the completion of such equipment and its appurtenances, shall be

considered a part of such equipment although not directly specified or called for in the specifications.

- a. The Bidder/Offeror shall abide by and comply with the true intent of the specifications and not take advantage of any unintentional error or omission but shall fully complete every part as the true intent and meaning of the specifications and drawings. Whenever the mention is made of any articles, material, or workmanship to be in accordance with laws, ordinances, building codes, underwriter's codes, A.S.T.M. regulations, or similar expressions, the requirements of these laws, ordinances, etc., shall be construed as to the minimum requirements of these specifications.

22. **CONDITION OF ITEMS:** Unless otherwise specified in the solicitation, all items shall be new, in first class condition.

23. **AWARD OR REJECTION OF BIDS:** The Purchasing Agent shall award the contract to the lowest responsive and responsible bidder complying with all provisions of the IFB, provided the bid price is reasonable and it is in the best interest of **FiberLync** to accept it. Awards made in response to an RFP will be made to the highest qualified Offeror whose proposal is determined, in writing, to be the most advantageous to FiberLync, taking into consideration the evaluation factors set forth in the RFP. The Purchasing Agent reserves the right to award a contract by individual items, in the aggregate, or in combination thereof, or to reject any or all bids/proposals and to waive any informality in bids/proposals received whenever such rejection or waiver is in the best interest of **FiberLync**. Award may be made to as many Bidders/Offerors as deemed necessary to fulfill the anticipated requirements of **FiberLync**. The Purchasing Agent also reserves the right to reject the bid if a bidder is deemed to be a non-responsible bidder.

24. **ANNOUNCEMENT OF AWARD:** Upon the award or announcement of the decision to award a contract as a result of this solicitation, **FiberLync** will publicly post the notice of award.

25. **QUALIFICATIONS OF BIDDERS AND OFFERORS:** **FiberLync** may make such reasonable investigations as deemed proper and necessary to determine the ability of the Bidder/Offeror to perform the work and/or furnish the item(s); and the Bidder/Offeror shall furnish to **FiberLync** all such information and data for this purpose as may be requested. **FiberLync** reserves the right to inspect Bidder's/Offeror's physical facilities prior to award to satisfy questions regarding the Bidder's/Offeror's capabilities. **FiberLync** further reserves the right to reject any bid or proposal if the evidence submitted by, or investigations of, such Bidder/Offeror fails to satisfy **FiberLync** that such Bidder/Offeror is properly qualified to carry out the obligations of the contract and to complete the work and/or furnish the item(s) contemplated therein.

26. **NEGOTIATION WITH THE LOWSEST RESPONSIBLE BIDDER:** Unless canceled or rejected, a responsive bid from the lowest responsible bidder shall be accepted as submitted, except that

if the bid from the lowest responsible bidder exceeds available funds, **FiberLync** may negotiate with the apparent low bidder to obtain a contract price within available funds.

27. **TIE BIDS:** In the case of a tie bid, **FiberLync** may give preference to goods, services, and construction produced in Orange County or provided by persons, firms, or corporations having principal places of business in the County. If such choice is not available, preference shall then be given to goods and services produced in the Commonwealth pursuant to the Code of Virginia. If no **FiberLync** or Commonwealth choice is available, the tie shall be decided by lot.
28. **APPLICABLE LAW AND COURTS:** Any contract resulting from this solicitation shall be governed in any respects by the laws of Virginia, and any litigation with respect thereto shall be brought in the Circuit Court of Orange County, Virginia. The Contractor shall comply with applicable federal, state, and local laws and regulations.
29. **VIRGINIA STATE CORPORATION COMMISSION:** If required by law, the Contractor shall maintain a valid certificate of authority or registration to transact business in Virginia with the Virginia State Corporation Commission as required by Title 13.1 or Title 50 of the Code of Virginia, during the term of the Contract or any Contract renewal. The Contractor shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth to be revoked or cancelled at any time during the terms of the contract. If the Contractor fails to remain in compliance with the provisions of this section, the contract may become void.
30. **IMMIGRATION REFORM AND CONTROL ACT OF 1986:** By submitting their bids, Bidders certify that they do not and will not during the performance of this contract employ illegal alien workers or otherwise violate the provisions of the federal Immigration Reform and Control Act of 1986.
31. **ANTITRUST:** By entering into a contract, the Contractor conveys, sells, assigns, and transfers to **FiberLync** all rights, title, and interest in and to all causes of the action it may now have or hereafter acquire under the antitrust law of the United States and Orange County, relating to the particular goods or services purchased or acquired by **FiberLync** under said contract. Consistent and continued tie bidding could cause rejection of bids by the Purchasing Agent and/or investigation for antitrust violations.
32. **PAYMENT TERMS:** Unless otherwise provided in the solicitation, payment will be made thirty (30) days after receipt of a proper invoice, or thirty (30) days after receipt of all goods or acceptance of work, whichever is the latter.
 - a. Invoices for items/services ordered, delivered/performed, and accepted shall be submitted by the Contractor directly to **FiberLync**. All invoices shall show the contract number, purchase order number, and any federal employer identification number.

- b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
 - c. The date of payment shall be deemed the date of postmark in all cases where payment is made by mail.
33. **PAYMENT TO SUBCONTRACTORS:** A contractor awarded a contract under this solicitation is hereby obligated as follows:
- a. A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent.
 - b. To notify **FiberLync** and the subcontractor(s), in writing, of the contractor's intention to withhold payment and the reason. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from **FiberLync**, except for amounts withheld as stated in 2 above. The date of mailing of any payment by U.S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of **FiberLync**.
34. **ASSIGNMENT OF CONTRACT:** A contract shall not be assignable by the Contractor in whole or in part without the written consent of the Purchasing Agent.
35. **DEFAULT:** In case of failure to deliver goods or services in accordance with the contract terms and conditions, **FiberLync**, after due oral or written notice, may procure them from other sources and hold the Contractor responsible for any resulting additional purchases and administrative costs. This remedy shall be in addition to and other remedies that **FiberLync** may have.
36. **ANTI-DISCRIMINATION:** By submitting their bids/proposals, Bidders/Offerors certify to FiberLync that they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act, and those applicable Sections of the Virginia Public Procurement Act. If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender, or national origin, and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body.

37. In every contract over \$10,000 the provisions in a and b below shall apply:

- a. During the performance of this contract, the Contractor agrees as follows:
 - i. The Contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - ii. The Contractor, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, will state that such Contractor is an equal opportunity employer.
 - iii. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting the requirements of this Section.

- b. The Contractor will include the provisions of subsection a above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

38. INVOICES: Invoices for items ordered, delivered, and accepted shall be submitted by the Contractor directly to the department address requesting the purchase order/contract. Every invoice shall show the IFB/RFP number and/or purchase order number and must have the department head's approval.

39. CHANGES TO THE CONTRACT: Changes may be made to the contract in any of the following ways:

- a. The parties may agree to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
- b. **FiberLync** may order changes within the general scope of the contract at any time by written notice to the Contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The Contractor shall comply with the notice upon receipt. The Contractor shall be compensated for any additional costs incurred as the result of such order and shall give **FiberLync** a credit for any savings. Said compensation shall be determined by one of the following methods:
 - i. By mutual agreement between the parties in writing; or

- ii. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to **FiberLync's** right to audit the Contractor's records and/or determine the correct number of units independently; or
- iii. By ordering the Contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The Contractor shall present **FiberLync** with all vouchers and records of expenses incurred and savings realized. **FiberLync** shall have the right to audit the records of the Contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to **FiberLync** within thirty (30) days from the date of receipt of the written order. If the parties fail to agree on an amount of adjustment, the questions of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for relieving disputes provided by the Disputes clause of this contract. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the Contractor from promptly complying with the changes ordered by **FiberLync** or with the performance of the contract generally.

40. **INDEMNIFICATION:** Contractor shall indemnify, keep and save harmless **FiberLync**, its agents, officials, employees and volunteers against claims of injuries, death, damage to property, patent claims, suits, liabilities, judgments, cost and expenses which may otherwise accrue against **FiberLync** in consequence of the granting of a contract or which may otherwise result therefrom, if it shall be determined that the act was caused through negligence or error, or omission of the Contractor or his or her employees, or that of the subcontractor or his or her employees, if any; and the Contractor shall, at his or her own expense, appear, defend, and pay all charges of attorneys and all costs and other expenses arising therefrom or incurred in connection therewith; and if any judgment shall be rendered against **FiberLync** in any such action, the Contractor shall, at his or her own expenses, satisfy and discharge the same. Contractor expressly understands and agrees that any performance bond or insurance protection required by this contract, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify, keep, and save harmless and defend **FiberLync** as herein provided.

41. **DRUG-FREE WORKPLACE:** During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled

substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor. For the purposes of this section, "drug-free workplace" means a site for the performance of work done in connection with a specific contract awarded to a contractor in accordance with this chapter, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession, or use of any controlled substance or marijuana during the performance of the contract.

42. **TERMINATION:** Subject to the provisions below, the contract may be terminated by **FiberLync** upon thirty (30) days' advance written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.

- a. Termination by Mutual Agreement: In the event that the contract is terminated by mutual agreement, without the required thirty (30) days advance notice, then **FiberLync** shall be responsible for payment of services up to the termination date.
- b. Termination for Cause: Termination by **FiberLync** for cause, default, or negligence on the part of the contractor shall be excluded from the foregoing provision; termination costs, if any shall not apply. However, pursuant to Section 32 of these General Conditions, **FiberLync** may hold the contractor responsible for any resulting additional purchase and administrative costs. The thirty (30) days advance notice requirement is waived in the event of Termination for Cause.
- c. Termination Due to Unavailability of Funds in Succeeding Fiscal Years: When funds are not appropriated or otherwise made available to support continuation of performance in a subsequent fiscal year, the contract shall be canceled as of the first day of that subsequent fiscal year.

43. **VIRGINIA FREEDOM OF INFORMATION ACT:** All proceedings, records, contracts, and other public records relating to procurement transactions shall be open to the inspection of any citizen, or any interested person, firm, or corporation, in accordance with the Virginia Freedom of Information Act except as provided below:

- a. Cost estimates relating to a proposed procurement transaction prepared by or for a public body shall not be open to public inspection.
- b. Any competitive sealed bidder, upon request, shall be afforded the opportunity to inspect bid records within a reasonable time after the opening of bids but prior to award, except in the event that **FiberLync** decides not to accept any of the bids and to reopen the contract. Otherwise, bid records shall be open to public inspection only after award of the contract. Any competitive negotiation Offeror, upon request, shall be afforded the opportunity to inspect proposal records within a reasonable time after the evaluation and negotiations of proposals are completed

but prior to award, except in the event that **FiberLync** decides not to accept any of the proposals and to reopen the contract. Otherwise, proposal records shall be open to the public inspection only after award of the contract except as provided in paragraph c below. Any inspection of procurement transaction records under this section shall be subject to reasonable restrictions to ensure the security and integrity of the records.

- c. Trade secrets or proprietary information submitted by a Bidder, Offeror, or Contractor in connection with a procurement transaction shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Bidder, Offeror, or Contractor must invoke the protections of that section prior to or upon submission of the data or other materials, and must identify the data or other materials to be protected and state the reasons why protection is necessary.
- d. Nothing contained in this section shall be construed to require **FiberLync**, when procuring by “competitive negotiation” (Request for Proposal), to furnish a statement of reasons why a particular proposal was not deemed to be the most advantageous to **FiberLync**.

44. **USE OF CONTRACT BY OTHER POLITICAL JURISDICTIONS:** Bidders are notified that all resultant contracts will be extended, with the authorization of the Bidder, to Virginian member-jurisdictions of the Metropolitan Washington Council of Governments and other jurisdictions and political subdivisions of the Commonwealth of Virginia to permit their ordering of supplies and/or services at the prices and terms of the resulting contract. If any other jurisdiction decides to use the final contract, the Contractor must deal directly with that jurisdiction or political subdivision concerning the placement or orders, issuance of the purchase order, contractual disputes, invoicing, and payment. **FiberLync** acts only as the “Contracting Agent” for these jurisdictions and political subdivisions. Failure to extend a contract to any jurisdiction will have no effect on consideration of a bidder's bid/proposal.
- a. It is the awarded vendor’s responsibility to notify the jurisdictions and political subdivision of the availability of the contract.
 - b. Each participating jurisdiction and political subdivision have the option of executing a separate contract with the awardee. Contracts entered into with them may contain general terms and conditions unique to those jurisdictions and political subdivisions covering minority participation and non-discrimination. If, when preparing such a contract, the general terms and conditions of a jurisdiction are unacceptable to the awardee, the awardee may withdraw its extension of the award to that jurisdiction.
 - c. FiberLync shall not be held liable for any costs or damage incurred by another jurisdiction as a result of any award extended to that jurisdiction or political subdivision by the awardee.

45. **AUDIT:** The Contractor hereby agrees to retain all books, records, and other documents relative to this contract for five years after final payment, or until audited by **FiberLync**,

whichever is sooner. The agency, its authorized agents, and/or **FiberLync** auditors shall have reasonable access to and the right to examine any of said materials during said period.

46. **LABELING OF HAZARDOUS SUBSTANCES:** If the items or products requested by this solicitation are toxic or hazardous substances as defined by § 2.2-4314 of the Code of Virginia (1950), as amended, or Section 1261 of Title 15 of the United States Code, then the Offeror, by submitting his bid, certifies and warrants that the items or products to be delivered under this contract shall be properly labeled as required by the foregoing sections and that by delivering the items or products the Offeror does not violate any of the prohibitions of § 2.2-4314 of the Code of Virginia or 15 U.S.C. §§ 1263 through 1278a.

47. **MATERIAL SAFETY DATA SHEETS:** Material Safety Data Sheets and descriptive literature shall be provided with the bid for each chemical and/or contract offered. Failure on the part of the Offeror to submit such data sheet may be cause for declaring the bid as non-responsive.

48. **SUBCONTRACTS:** No portion of the work shall be subcontracted without prior written consent of the Purchasing Agent. In the event that the Contractor desires to subcontract some part of the work specified herein, the Contractor shall furnish the Purchasing Agent the names, qualifications, and experience of their proposed subcontractors. Notwithstanding any approval by **FiberLync** permitting subcontracting, the Contractor shall, nevertheless, remain fully liable and responsible for the work to be done by his subcontractor(s) and shall assure compliance with all requirements of the contract.

49. **PROTECTION OF PERSON AND PROPERTY:** The Contractor expressly undertakes both directly and through its subcontractor(s) to take every precaution at all times for the protection of persons and property that may come on a building site or be affected by the Contractor's operation in connection with the work.
 - a. The Contractor shall be solely responsible for initiating, maintaining, and supervising all safety precautions and programs in connection with the work.
 - b. The provisions of all rules and regulations governing safety as adopted by the Safety Codes Commission of the Commonwealth of Virginia, issued by the Department of Labor and Industry under Title 40.1 of the Code of Virginia shall apply to all work under this contract.
 - c. The Contractor shall continuously maintain adequate protection of all his work from damage and shall protect **FiberLync's** property from injury or loss arising in connection with this contract. He shall make good any such damage, injury, or loss, except such as may be directly due to errors in the contract documents or caused by agents or employees of **FiberLync**. He shall adequately protect adjacent property to prevent any damage to it or loss of use and enjoyment by its owners. He shall provide and maintain all passageways, guard fences, lights, and other facilities for the protection required by public authority, local conditions, or any of the contract documents, or erected for the fulfillment of his obligations for the protection of person and property.

- d. In an emergency affecting the safety or life of persons or of the work, or of the adjoining property, the contractor, without special instruction or authorization from **FiberLync**, shall act, at his discretion, to prevent such threatened loss or injury. Also, should he, to prevent threatened loss or injury, be instructed or authorized to act by **FiberLync**, he shall so act immediately, without appeal. Any additional compensation or extension of time claimed by the Contractor on account of any emergency work shall be determined as provided by Section 35 of the General Terms and Conditions.
50. **WORK SITE DAMAGES:** Any damage, including damage to finished surfaces, resulting from the performance of this contract shall be repaired to **FiberLync's** satisfaction at the Contractor's expense.
51. **RESPONSIBILITY FOR SUPPLIES TENDERED:** The Contractor shall be responsible for the materials or supplies covered by the contract until they are delivered at the designated point, but the Contractor shall bear all risk on rejected materials or supplies after notice of rejection. Rejected materials or supplies must be removed by and at the expense of the contractor promptly after notification of rejection unless public health and safety require immediate destruction or other disposal of rejected delivery. If rejected materials are not removed by the Contractor within ten (10) days after date of notification, **FiberLync** may return the rejected materials or supplies to the Contractor at his or her risk and expense or dispose of them as its own property.
52. **TESTING AND INSPECTIONS:** **FiberLync** reserves the right to conduct any test and/or inspection it may deem advisable to assure goods and services conform to the specifications.
53. **COMPLIANCE:** Delivery must be made as ordered and in accordance with the solicitation or as directed by **FiberLync** when not in conflict with the bid/contract. The decision as to reasonable compliance with delivery terms shall be final. Burden of proof of delay in receipt of goods by the purchaser shall rest with the Contractor. Any request for extension of time of delivery from that specified must be approved by the Procurement Agent, such extension applying only to the particular item or shipment affected. Should the Contractor be delayed by **FiberLync**, there shall be added to the time of completion a time equal to the period of such delay caused by **FiberLync**. However, the contractor shall not be entitled to claim damages of extra compensation for such delay or suspension. These conditions may vary for construction contracts.
54. **POINT OF DESTINATION:** All materials shipped to **FiberLync** must be shipped F.O.B. DESTINATION unless otherwise stated in the contract. The materials must be delivered to the "Ship To" address indicated on the purchase order.
55. **REPLACEMENT:** Materials or components that have been rejected by **FiberLync**, in accordance with the terms of the contract, shall be replaced by the Contractor at no cost to **FiberLync**.

56. **PACKING SLIPS OR DELIVERY TICKETS:** All shipments shall be accompanied by Packing Slips or Delivery Tickets and shall contain the following information for each item delivered:
- a. Purchase Order Number,
 - b. Name of Article and Stock Number,
 - c. Quantity Ordered,
 - d. Quantity Shipped,
 - e. Quantity Back Ordered, and
 - f. The Name of the Contractor.

Contractors are cautioned that failure to comply with these conditions shall be considered sufficient reason for refusal to accept the goods.

57. **PROTEST OF AWARD OR DECISION TO AWARD:** Any Bidder/Offeror who desires to protest the award or decision to award a contract, by **FiberLync**, shall submit such protest in writing to **FiberLync** no later than ten (10) days after public notice of the award or announcement of the decision to award, whichever comes first. No protest shall lie for a claim that the selected Bidder/Offeror is not a responsible Bidder/Offeror. The written protest shall include the basis for the protest and the relief sought. **FiberLync** shall issue a decision in writing within ten (10) days stating the reasons for the action taken. This decision shall be final unless the Bidder/Offeror appeals within ten (10) days of the written decision by instituting legal action. Nothing in this paragraph shall be construed to permit an Offeror to challenge the validity of the terms or conditions of the solicitation.
58. **DISPUTES:** Contractual claims, whether for money or other relief, shall be submitted in writing to **FiberLync** no later than sixty (60) days after final payment; however, written notice of the Contractor's intention to file such claim shall have been given at the time of the occurrence or beginning of the Work upon which the claim is based. Nothing herein shall preclude a contract from requiring submission of an invoice for final payment within a certain time after completion and acceptance of the work or acceptance of the goods. Pendency of claims shall not delay payment of amount agreed due in the final payment. A written decision upon any such claims will be made within sixty (60) days after submittal of the claim. The Contractor may not institute legal action prior to receipt of the decision on the claim unless the applicable party fails to render such decision within sixty (60) days. The decision of **FiberLync** shall be final and conclusive unless the Contractor within six (6) months of the date of the final decision on a claim, initiates legal action as provided in Section 2.2-4364 of the Code of Virginia. Failure to render a decision within sixty (60) days shall not result in the Contractor being awarded the relief claimed nor shall it result in any other relief or penalty. Should **FiberLync** fail to render a decision within sixty (60) days after submittal of the claim, the Contractor may institute legal action within six (6) months after such 60-day period shall have expired, or the claim shall be deemed finally resolved. No administrative appeals procedure pursuant to Section 2.2-4365 of the Code of Virginia has been established for contractual claims under this contract.

59. CONTRACT TERMS: The contract terms shall be for one (1) year from Contract award date. **FiberLync** shall have the option to renew the contract for four (4) additional one-year periods, contingent upon availability of funds for the purpose and the need of **FiberLync**.

The contract may be renewed by **FiberLync** ninety (90) days prior to the renewal expiration. Prices may be renegotiated during the contract term if both parties mutually agree on the decrease/increase in prices. The revised contract price(s) for the additional one-year renewals shall not exceed the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.

Appendix B: Insurance Checklist

Items marked "X" are required to be provided if award is made to your firm.

Required	Coverage Required	Limits of Liability (Denotes minimums)
X	Worker's Compensation and Employers' Liability. Admitted in Virginia Employers' Liability All States Endorsement Voluntary Compensation Endorsement Best's Guide Rating-A-VIII or better, or its equivalent	Statutory Limits of the Commonwealth of VA \$100,000/\$500,000/\$100,000 Statutory
X	Commercial General Liability General Aggregate Products/Completed Operations Personal and Advertising Injury Fire Legal Liability Best's Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Each Occurrence \$2,000,000 \$2,000,000 \$1,000,000 \$50,000 Per Occurrence
X	Automobile Liability Owned, Hired, Borrowed & Non-owned Motor Carrier Act End Best's Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Combined Single Limit Bodily Injury and Property Damage Each Occurrence
	Prof. Errors and Omissions Best's Guide Rating-A-VIII or better, or its equivalent	\$1,000,000 Limit Ea. Occurrence
	Garage Liability	\$1,000,000 CSL Ea. Occurrence
	Garage Keeper's Legal Liability Best's Guide Rating-A-VIII or better, or its equivalent	Maximum Value of One Vehicle Maximum Value of All Vehicles Held by Contractor
X	Umbrella Liability Best's Guide Rating-A-VIII or better, or its equivalent.	\$1,000,000
	Other Insurance:	
X	"FiberLync 123 Belleview Ave., Orange, VA 22960" as an additional insured on Auto and General Liability Policies. (This coverage is primary to all other coverage FiberLync may possess and must be shown on the certificate.)	
X	30 day written cancellation notice required, 15-day cancellation notice required for non-payment to Orange, FiberLync– Ref. Code of Virginia Section 38.2-231. Also, the words "endeavor to" and "failure to mail such notice" clause shall be removed from the cancellation notice.	
X	The Certificate must state Bid/RFP No. and Bid/RFP Title.	
X	Contractor shall submit Certificate of Insurance within five business days from notification of award.	

We understand the Insurance Requirements of these specifications and will comply in full if awarded this contract.

Name & Title

Date

Signature

RETURN THIS FORM

Appendix C: Non-Collusion Statement

The party making the foregoing quote hereby certifies that such quote is genuine and not collusive or sham; that said bidders have not colluded, conspired, connived, or agreed, directly or indirectly, with any bidder or person, to put in a sham bid or to refrain from bidding, and has not in any manner, directly or indirectly, sought by agreement or collusion, or communication or conference, with any person to fix the bid price or affiant or of any bidder, or to fix any overhead, profit, or cost element of said bid price, or of that of any other bidder, or to secure any advantage against **FiberLync** or any person interested in the proposed contract; and that all statements in said proposal or bid are true.

By signing this quote, the undersigned certifies that this person/firm/corporation is not currently barred from bidding on contracts by any agent of Orange County of the Commonwealth of Virginia or **FiberLync**. Offeror also certifies by signing this quote that no conflict of interest exists between Contractor and **FiberLync** that interferes with fair competition and no conflict of interest exists between Contractor and another person or organization that constitutes a conflict of interest with respect to the contract with **FiberLync**. The undersigned bidder hereby certifies that he/she has carefully examined all conditions and specifications of this Invitation to Bid and hereby submits this bid pursuant to such instructions and specifications, without exception.

Name and Title

Signature

Date

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Appendix D: Company Profile

COMPANY NAME: _____

MAILING ADDRESS: _____

PRINCIPAL BUSINESS LOCATION: _____

VIRGINIA LICENSE # _____ CLASS: A B C EXPIRATION: _____

EIN # _____ YEARS IN BUSINESS _____

NUMBER OF EMPLOYEES--- FULL-TIME: _____ PART-TIME _____

COMPANY OWNED LICENSED VEHICLES: # PICKUPS: _____

VANS _____

OTHER _____

HOW WOULD YOU STAFF THIS PROJECT IF IT REQUIRES 3 FIELD TECHNICIANS? _____

HOW WOULD YOU STAFF THIS PROJECT IF IT REQUIRES 5 OR MORE FIELD TECHNICIANS? _____

ARE YOUR STAFF REQUIRED TO WEAR COMPANY UNIFORMS? _____

ARE YOUR STAFF REQUIRED TO WEAR PHOTO ID BADGES? _____

ARE EMPLOYEES SUBJECT TO BACKGROUND CHECKS? _____

DOES THE COMPANY DO DRUG TESTING? _____

DO YOUR STAF WORK FLEXIBLE SCHEDULES? _____

HOW LONG AFTER AWARD OF A CONTRACT UNTIL STAFF COULD BEGIN TRAINING? _____

WHAT ARE THE COMPANY LIABILITY INSURANCE LIMITS? _____

BONDING CAPACITIES? _____

ARE THERE ANY PENDING LITIGATION ISSUES OR SETTLEMENT ISSUES IN THE COMPANY?

I hereby certify the above responses to be accurate.

Submitted by _____

Title _____

Date _____

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Appendix D Continued: DESCRIPTION OF RELATED EXPERIENCE

PROVIDE A BRIEF SUMMARY (OF UP TO 3) PROJECTS THAT ARE SIMILAR TO THE REQUIREMENTS OF THIS RFP THAT THE COMPANY HAS COMPLETED

1. _____

2. _____

3. _____

I hereby certify the above responses to be accurate.
Submitted by _____
Title _____
Date _____

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Appendix E: Offeror Statement

Undersigned Bidder hereby certifies that he/she has carefully examined all conditions and specifications of this invitation for Bid and hereby submits this proposal pursuant to such instructions and instructions.

Type or Print Name & Title of Authorized Person Submitting Proposal

Signature of Authorized Person Submitting Proposal

Date

SUBSCRIBED AND SWORN to before me by the above named

_____ on the _____ day of _____, 2021

Notary Public in and for the State of _____

My commission expires: _____

Appendix F: SCC Form

The Bidder/Offeror/Contractor:

_____ is a corporation or other business entity with the following SCC identification number:
_____.

OR

_____ is not a corporation, limited liability company, limited partnership, registered limited liability partnership, or business trust.

OR

_____ is an out of state business entity that does not regularly and continuously maintain as part of its ordinary and customary business any employees, agents, offices, facilities, or inventories in Virginia (not counting any employees or agents who merely solicit orders that require acceptance outside Virginia before they become contracts, and not counting any incidental presence of the Offeror in Virginia that is needed in order to assemble, maintain, and repair goods in accordance with the contract by which such goods were sold and shipped into Virginia from Offeror's out of state location)

OR

_____ is an out of state business entity that is including with this proposal an opinion of legal counsel that accurately and completely discloses the undersigned Offeror's contacts with Virginia and describes why those contacts do not constitute the transaction of business in Virginia within the meaning of § 13.1-757 or other similar provisions in Titles 13.1 or 50 of the Code of Virginia.

_____ Please check if you have not completed any of the foregoing options but currently have pending before the SCC an application for authority to transact businesses in the Commonwealth of Virginia and wish to be considered for a waiver to allow you to submit the SCC identification number once issued (**FiberLync** reserves the right to determine in its sole discretion whether to allow such waiver)

RETURN THIS FORM

Appendix H: Proprietary Information

Ownership of all data, materials, and documentation originated and prepared for **FiberLync** pursuant to the Request for Proposal shall belong exclusively to **FiberLync** and be subject to public inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by an Offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the Offeror must invoke the protections of Section 2.2-4342(F) of the Code of Virginia, in writing, either before or at the time the data or other material is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret material submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, and paragraphs that constitute trade secret or proprietary information.

NOTICE OF PROPRIETARY INFORMATION

Confidential References Protection in Accordance with the Code of Virginia, Section 2.2-4342(F)

Section Title	Page No.	Reason(s) for Withholding from Disclosure

INSTRUCTIONS: Identify the data or other materials to be protected and state the reasons by using the codes listed below. Indicate specific words, figures, or paragraphs that constitute trade secrets or proprietary materials.

A. This page contains information relating to “trade secrets” and “proprietary information” including processes, operations, style of (?) work, or apparatus, identify confidential statistical data, amount, or source of any income of any person (or) partnership. See Va. Code § 2.2-4342(F). Unauthorized disclosure of such information is a violation of the Trade Secrets Act, 18 U.S.C. § 1905.

B. This page contains proprietary information including confidential, commercial, or financial information which was provided to the Government on a voluntary basis and is of the type that would not customarily be released to the public. See Virginia Code § 2.2-4342(F); 5 U.S.C. § 552(b)(4); 12 C.F.R. § 309.5(g)(4).

C. This page contains proprietary information including confidential, commercial, or financial information. The disclosure of such information would cause substantial harm to competitive position and impair the Government’s ability to obtain necessary information from contractors in the (?) future. See 5 U.S.C. § 552(b)(4); Virginia Code § 2.2-4342(F); 12 C.F.R. § 309.5(g)(4).

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Appendix I: PRICING SCHEDULE
Scope of Work

Description of Task/Material	Unit	Unit Cost
Buried Service Drop Cable 0 to 100 feet	EA	
Buried Service Drop Cable 101 to 250 feet	EA	
Buried Service Drop Cable 251 to 500 feet	EA	
Buried Service Drop Cable 501 to 750 feet	EA	
Buried Service Drop Cable 751 to 1000 feet	EA	
Buried Service Drop Cable 1001 to 1250 feet	EA	
Buried Service Drop Cable 1251 to 1500 feet	EA	
Buried Service Drop Cable 1501 to 1750 feet	EA	
Buried Service Drop Cable 1751 to 2000 feet	EA	
Buried Service Drop Cable 2001 to 2250 feet	EA	
Buried Service Drop Cable 2251 to 2500 feet	EA	
Material Markup	Percentage	
Optional Installation Services	Unit	Unit Cost
Road Crossings Bore Method per VDOT Standards	EA	
Road Crossings Missile Bore Method per VDOT Standards	EA	

I hereby certify the above responses to be accurate.
 Submitted by _____
 Title _____
 Date _____

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Attachment 18

Exhibit D: List of Institutions to be Served by the Project

Entity Name	Address	Category
Exxon Locust Grove Market	32301 Constitution Hwy, Locust Grove, Virginia, 22508	Restaurants, Food & Beverages
Swan's Accounting Service	14041 Albano Rd, Barboursville, VA 22923	Accounting Services
Digital Skinz	5097 Burr Hill Rd, Rhoadesville, Virginia, 22542	Advertising & Media
AEROJET ROCKETDYNE	7499 Pine Stake Road, Culpeper, VA 22701-8963	Aerospace company
Colvin's Animal Damage Control	2000 Sb Rd, Barboursville, VA 22903	Animal control service
The Gallery on 15	18372 Blue Ridge Turnpike Gordonsville, VA 22942	Antique store
Four County Players, Inc.	5256 Governor Barbour St, Barboursville, Virginia, 22923	Arts, Culture & Entertainment
ALL THE WAY PAVING	9141 Lawyers Rd Spotsylvania Courthouse, VA 22551	Asphalt contractor
Wee Tri Australian Shepherds	10456 St Just Rd Unionville, VA 22567	Association or organization
Weslo's Auto Repair	31300 Constitution Hwy, Locust Grove, VA 22508	Auto repair shop
Honda EF Virginia	18353 Lovers Ln Gordonsville, VA 22942	Auto repair shop
High Speed Auto	5416 Spotswood Trl, Barboursville, Virginia, 22923	Auto repair shop
Roger Scott Repair	16880 Mountain Track Rd Orange, VA 22960	Auto repair shop
Automotive Solutions	10727 Catharpin Rd Spotsylvania Courthouse, VA 22553	Auto repair shop
The Jaguar Warehouse	27512 Strawberry Hill Rd Rhoadesville, VA 22542	Auto restoration service
Apparatus Solutions Emergency Vehicle Outfitter	26101 Indian Trce Unionville, VA 22567	Auto upholsterer
Shade Tree Auto	11217 Dulin Ln, Locust Grove, Virginia, 22508	Automotive & Marine
Tony's Used Parts	27388 Mine Run Rd, Rhoadesville, Virginia, 22542	Automotive & Marine
Wilson Auction Company	27388 Mine Run Rd, Rhoadesville, Virginia, 22542	Automotive & Marine
Dr. Robert W. Soll, MD	16701 Days Bridge Rd Orange, VA 22960	Aviation consultant
Barber Shop Locust Grove	32345 Constitution Hwy, Locust Grove, Virginia, 22508	Barber Shop
One Stop Hair Shop	5414 Spotswood Trail Barboursville, VA 22923	Beauty salon
Avon with Yvonne	9100 Aster Ct Spotsylvania Courthouse, VA 22551	Beauty supply store
Uphill House Bed & Breakfast	18248 Buzzard Hollow Rd Gordonsville, VA 22942	Bed & breakfast
The Ordinary B&B	Off RIDGE RD [Road Unnamed], Barboursville, VA 22923	Bed & breakfast
The Dry Dock	5819 Courthouse Rd Spotsylvania Courthouse, VA 22551	Boat dealer
A & R Performance	6434 Courthouse Rd Spotsylvania Courthouse, VA 22551	Boat repair shop
Germannia CC - Bookstore LGC	2130 Germanna Hwy Locust Grove, VA 22508	Book store
Wilderness Presidential Resort	9220 Plank Rd, Spotsylvania Courthouse, VA 22553	Campground
ABC Auto Sales Inc.	3083 Spotswood Trail A, Barboursville, VA 22923	Car dealer
Rhoadesville Auto & Cycle	27096 Constitution Hwy Rhoadesville, VA 22542	Car dealer
GT Classics	2223 Tisdale Rd Barboursville, VA 22923	Car Repair
Grumpy's Detailing	16677 Mallorys Ford Rd Gordonsville, VA 22942	Car wash
Spiffy	15609 Burnley Road, Barboursville, VA 22923	Care Detailing Services
Carpenters at Large	1448 Hillcrest Ln, Barboursville, VA 22923	Carpenter
Belmont Christmas Tree Farm	7533 Belmont Rd Spotsylvania Courthouse, VA 22551	Christmas tree farm
Jones Tree Farm	7620 Stubbs Bridge Rd Spotsylvania Courthouse, VA 22551	Christmas tree farm
Waddell Memorial Presbyterian Church	7133 Rapidan Rd Rapidan, VA 22733	Church
St. Isidore the Farmer Catholic Church	14414 St isidore Way Orange, VA 22960	Church
Houston Thomas	Barboursville, VA 22923	Church
Saint Marys Church	Barboursville, VA 22923	Church
Chestnut Grove Baptist Church	3510 Spotswood Trail, Barboursville, VA 22923	Church
Solid Rock Full Gospel	3580 Spotswood Trail, Barboursville, VA 22923	Church
Blue Run Baptist Church	13267 Blue Ridge Turnpike Somerset, VA 22972	Church
Barboursville Baptist Church	5516 Governor Barbour St Barboursville, VA 22923	Church
Macedonia Christian Church	24077 Lahore Rd Orange, VA 22567	Church
Flat Run Church	2533 Flat Run Rd Locust Grove, VA 22508	Church
Shady Grove Baptist Church	21024 Piney Woods Rd Montford, VA 22960	Church
Somerset Christian Church	8409 Old Somerset Rd Somerset, VA 22972	Church
New Hope Baptist Church	32250 Old Plank Rd, Locust Grove, VA 22508	Church
Mt Olive Baptist Church -	11251 Tower Rd Unionville, VA 22567	Church
Mt Zion Baptist Church	4288 Governor Almond Rd Locust Grove, VA 22508	Church
Zoar Baptist Church	31334 Zoar Rd, Locust Grove, VA 22508	Church
Antioch Baptist Church	11484 St Just Rd Unionville, VA 22567	Church
City of Refuge Baptist Church	4433 True Blue Rd Culpeper, VA 22701	Church
Mt Pisgah Baptist Church	28082 Raccoon Ford Rd Culpeper, VA 22701	Church
Calvary Chapel	16336 Grasty Ln Unionville, VA 2256	Church
Salem United Methodist Church	28123 Constitution Hwy Rhoadesville, VA 22542	Church
Mountain View Community Church - Orange Campus	23540 Raccoon Ford Rd Culpeper, VA 22701	Church
Little Zion Church	15239 Mountain Track Rd Orange, VA 22960	Church
True Light Church-Apostolic	7824 Grand Brooks Rd Spotsylvania Courthouse, VA 22551	Church
Pentecostal Evangelical Church	9603 Catharpin Rd Spotsylvania Courthouse, VA 22551	Church
Grace Church	11504 Windy Acres Ln Locust Grove, VA 22508	Church
Craigs Baptist Church	14123 W Catharpin Rd Spotsylvania Courthouse, VA 22551	Church
Fellowship Baptist Church	13737 Post Oak Rd Spotsylvania Courthouse, VA 22551	Church
Wilderness Baptist Church	9701 Plank Rd Spotsylvania Courthouse, VA 22553	Church
Olivet United Methodist Church	7676 Stubbs Bridge Rd Spotsylvania Courthouse, VA 22551	Church
St Patrick's Church	9149 Elys Ford Rd Fredericksburg, VA 22407	Church
Zion Hill Baptist Church	10411 Cooktown Rd Spotsylvania Courthouse, VA 22553	Church
Todds Tavern Community Center	10653 Catharpin Rd, Spotsylvania Courthouse, VA 2255	Community center
Barboursville Ruritan Club	5259 Governor Barbour Street, Barboursville, Virginia, 22923	Community Service club
Nicks Construction & Home Improvement	7662 Gold Dale Rd, Locust Grove, VA 22508	Construction
KAT Associates Inc	4066 Hamm Rd, Barboursville, VA 22923	Construction
Ross Construction Co of Virginia	31824 Zoar Rd, Locust Grove, VA 22508	Construction
Fincham Renovation's	Tatum Rd Unionville, VA 22567	Construction company
Mjl Construction Co	25383 Orange Springs Rd Unionville, VA 22567	Construction company
Massey Construction Inc Clyde	6020 Courthouse Rd Spotsylvania Courthouse, VA 22551	Construction company
Dulins Furniture & Hardware	11144 Dulin Ln, Locust Grove, Virginia, 22508	Construction Equipment & Contractors
Compact Loader Services	3613 Spotswood Trail, Barboursville, VA 22923	Contractor
Rickford Company	6542 Pine Stake Rd Culpeper, VA 2270	Contractor
American Building Dynamics	5750 Delmas Dr Spotsylvania Courthouse, VA 22551	Contractor
7-Eleven	5545 Germanna Hwy Locust Grove, VA 22508	Convenience store
E.V. BAKER'S	4066 Zachary Taylor Hwy Culpeper, VA 22701	Convenience store
Todd's Tavern Market Inc.	10719 Catharpin Rd Spotsylvania Courthouse, VA 22553	Convenience store
Running Buffalo Trading Post	30505 Catharpin Rd Mine Run, VA 22508	Costume store
Horse & Soul Counseling at Higgins Hills Farm	27195 Old Office Rd Culpeper, VA 22701	Counselor
Little Cubs Daycare	34102 Constitution Highway Locust Grove, VA, VA 22508	Daycare
Cameron Mtn Labradors	18549 Cameron Rd Gordonsville, VA 22942	Dog breeder
KKBA Kennel	13476 Cox Mill Rd Gordonsville, VA 22942	Dog breeder
Beacon Hill Kennels	13090 Marquis Rd Unionville, VA 22567	Dog day care center

Dollar General	5720 Courthouse Rd Spotsylvania Courthouse, VA 22551	Dollar store
Inspired Electrical Solutions Inc.	31330A Constitution Hwy, Locust Grove, VA 22508	Electrical
Blackburn's Electric	11154 Old Lawyers Rd. Unionville, VA 22567	Electrician
Livingston Elementary School	6057 Courthouse Rd Spotsylvania Courthouse, VA 22551	Elementary school
Site Tech co	2116 Tisdale Rd Barboursville, VA 22923	Engineer
Great Scot Riding & Training	8736 Lawyers Rd Spotsylvania Courthouse, VA 22551	Equestrian facility
Oak Creek Farm	25840 Independence Rd Unionville, VA 22567	Event venue
All Roy Hopkins Excavating	8077 Gold Dale Rd, Locust Grove, VA 22508	Excavating contractor
Hedge Apple Hollow Farm	18494 Cameron Rd Gordonsville, VA 22942	Farm
Fitrah Farms	19272 Lovers Ln Gordonsville, VA 22942	Farm
Edgewood Miller Farm	5291 Scuffletown Rd, , Barboursville, VA 22923	Farm
Liberty Mills Farm	9166 Liberty Mills Rd Somerset, VA 22972	Farm
Waverley Farm	13434 Waverley Farm Dr Somerset VA 22972	Farm
Rivendale Farm	5290 Ridge Rd, Somerset, Virginia, 22972	Farm
Brooke Farms LLC	33285 Mason Rd, Locust Grove, Virginia 22508	Farm
Paradocs Farm Ltd	31164 Zoar Rd, Locust Grove, VA 22508	farm
Win Green Farm	27510 Mine Run Rd Rhoadesville, VA 22542	Farm
Mountain Level Farm	7105 Bushy Mountain Rd Raccoon Ford, VA 22701	Farm
Rounton Farm	10155 Rapidan Rd Orange, VA 22960	Farm
Round Hill Farm	6347 Everona Rd Culpeper, VA 22701	Farm
Cabin Point	19514 River Rd Rapidan, VA 22733	Farm
Marshall Dairy, Inc	8306 Everona Road Unionville, VA 22567	Farm
Freedom & Whiskey Farm	13402 Hilliard Ct Spotsylvania Courthouse, VA 22553	Farm
Hensen Family Farm	12701 New Chapel Rd, Spotsylvania Courthouse, VA 22551	Farm
GLENBURNIE FARM, LLC	8324 Belmont Rd Spotsylvania, VA 22551	Farm
Silver Star Farm	9510 Robert E Lee Dr, Spotsylvania Courthouse, VA 22551	Farm
B and B Farm	13656 Post Oak Rd, Spotsylvania Courthouse, VA 22551	Farm
Miller Farms Market	12101 Orange Plank Rd Locust Grove, VA 22508	Farmers' market
Barboursville Volunteer Fire Company	5251 Spotswood Trl, Barboursville, Virginia, 22923	Fire Department
Mine Run Volunteer Fire Department	31077 Old Plank Rd, Locust Grove, VA 22508	Fire Department
Fire Company / Rescue Station 9 (Belmont)	7100 Belmont Road Mineral, VA 23117	Fire Station
Fire Company / Rescue Station 7 (Wilderness)	10501 Orange Plank Road Spotsylvania, VA 22553	Fire Station
Fire Company 2 (Brokenburg)	11701 Volunteer Lane Spotsylvania, VA 22553	Fire Station
Locust Grove Food Pantry	32361 Constitution Hwy, Locust Grove, VA 22508	Food bank
Food Distribution Center - Livingston Mobile Pantry	6057 Courthouse Rd Spotsylvania Courthouse, VA 22551	Food bank
Food Distribution Center - Craigs Baptist Church	14123 W Catharpin Rd Spotsylvania Courthouse, VA 22551	Food bank
Conservation & Forestry Services LLC	12505 Albano Road, Barboursville VA 22923	Forestry Services
Johnson Funeral Home	31440 Constitution Hwy, Locust Grove, VA 22508	Funeral Home
Deep Roots Home and Garden Center	28284 Constitution Hwy Rhoadesville, VA 22542	Garden center
Williams Gas Pipeline Transco	7444 Everona Rd Unionville, VA 22567	Gas company
Royal Market Gas Station	4201 Spotswood Trl, Barboursville, Virginia, 22923	Gas station
Exxon	5752 Courthouse Rd Spotsylvania Courthouse, VA 22551	Gas station
Burr Hill Gifts and Ceramics	32311 Constitution Hwy, Locust Grove, Virginia, 22508	Gift Shop
Germanna Community College	2130 Germanna Hwy, Locust Grove, Virginia, 22508	Government, Education & Individuals
Germanna Visitor Center	2062 Germanna Hwy, Locust Grove, Virginia, 22508	Government, Education & Individuals
Bonnie Plant Farm	8115 Black Walnut Run Rd Rhoadesville, VA 22542	Greenhouse
American Color Inc	22495 Thornhill Rd Orange, VA 22960	Greenhouse
CLEARVIEW GREENHOUSES LLC	16336 GRASTY LN Orange, VA 22960	Greenhouse
Himalayan Market	10212 Post Oak Rd Spotsylvania Courthouse, VA 22551	Grocery store
Keystone Grocery	14008 W Catharpin Rd Spotsylvania Courthouse, VA 22551	Grocery store
Battlefield Firearms	5483 Germanna Hwy Locust Grove, VA 22508	Gun shop
Gun Smith - Mine Run	29409 Mine Run Rd, Unionville, Virginia, 22567	Gun shop
MINE RUN GUNSMITHING	29409 Mine Run Rd, Unionville, Virginia, 22567	Gun shop
Michael Richards Mr Mrs	9704 Lawyers Rd Spotsylvania Courthouse, VA 22551	Gun shop
Turner Heating & Air Conditioning	9717 Meadows Rd, Locust Grove, VA 22508	Heating and AC Repair
Nixon's Heating & Air Conditioning	27531 Mine Run Rd, Rhoadesville, VA 22542	Heating and AC Repair
Spotsylvania High School	6975 Courthouse Rd Spotsylvania Courthouse, VA 22551	High school
James Madison's Montpelier	11350 Constitution Hwy Montpelier Station, VA 22957	Historical landmark
Amanda Chance	15228 Burnley Rd Barboursville Virginia 22923	Home Business
Lauren R Stafford Bruce	3311 Angus Road, Barboursville, VA 22923	Home Business
Telecommute	30521 Mine Run Road, Locus Grove VA 22508	Home Business
Lake View Quilts	27144 Daniels Point Dr Unionville, VA 22567	Home goods store
ECC Stables, LLC	25107 Orange Springs Rd Unionville, VA 22567	Horse boarding stable
Greenstone Farm LLC	4138 Mt Airy Rd Culpeper, VA 22701	Horse breeder
Valkyrie Ranch	10053 Barnes Rd Locust Grove, VA 22508	Horse riding school
Summerlea's Farm Huntin	19446 Summerleas Dr Rapidan, VA 2273	Hunting preserve
Pierce Heating AC Company	18242 Brick Church Rd Orange, VA 22960	HVAC contractor
Spotswood Lodge	16280 Blue Ridge Turnpike Gordonsville, VA 22942	Indoor lodging
The Barboursville Inn	12421 Albano Rd, Barboursville, VA 22923	Indoor lodging
Guest House At Walnut Grove	7508 Belmont Rd Spotsylvania Courthouse, VA 22551	Indoor lodging
Thomas E. Lee Industrial Park	14111 Litchfield Dr Orange, VA 22960	Industrial Park
Nova Insurance Services Inc	8011 Burr Hill Rd, Rhoadesville, VA 22542	Insurance
Country Club Kennels	9394 Pine Glade Ln Locust Grove, VA 22508	Kennel
Axis Land Surveying	5753 Courthouse Rd Spotsylvania Courthouse, VA 2255	Land surveyor
Legendary Landscape	8411 Old Mill Ln Spotsylvania Courthouse, VA 22553	Landscape designer
Wendell's Laundromat	34477 Constitution Hwy Locust Grove, VA 22508	Laundromat
True-Cut Lawn Care	16441 Douglas Rd, Barboursville, VA 22923	Lawn Care
Xtreme lawn care	5674 Scuffletown Rd Barboursville, VA 22923	Lawn Care
Hogsten Lawn and Land	6174 Scuffletown Road, Barboursville, VA 22923	Lawn Care
Land Pro Lawn and Landscape	Mine Run Rd, Locus Grove, VA 22508	Lawn Care
Water's Tree And Yard Maintenance	4340 Burr Hill Rd, Burr Hill, VA 22433	Lawn Care
The Virginia Country Lawyer, PLC	9456 Reynolds Rd, Locust Grove, VA 22508	Legal
Colorado Linens	5295 Spotswood Trail, Barboursville, VA 22923	Linen Service
Anna's Chestnut Oaks	7414 Grand Brooks Rd Spotsylvania Courthouse, VA 22551	Livestock breeder
Wheeler Timber	10386 Larmond Rd Orange, VA 22960	Lumber Store
Nuckols Lumber	11237 Dulin Ln, Locust Grove, Virginia, 22508	Manufacturer
St. Gabriel Organics	14044 Litchfield Dr Orange, VA 22960	Manufacturer
Zamma Corporation	14468 Litchfield Dr #2571 Orange, VA 22960	Manufacturer
Robert S Coleman Lumber Co Inc	7019 Everona Rd Culpeper, VA 22701	Manufacturer
The Market at Grelen	15091 Yager Rd Somerset, VA 22972	Market
Living Water Community Clinic	32345 Constitution Hwy, Locust Grove, Virginia, 22508	Medical

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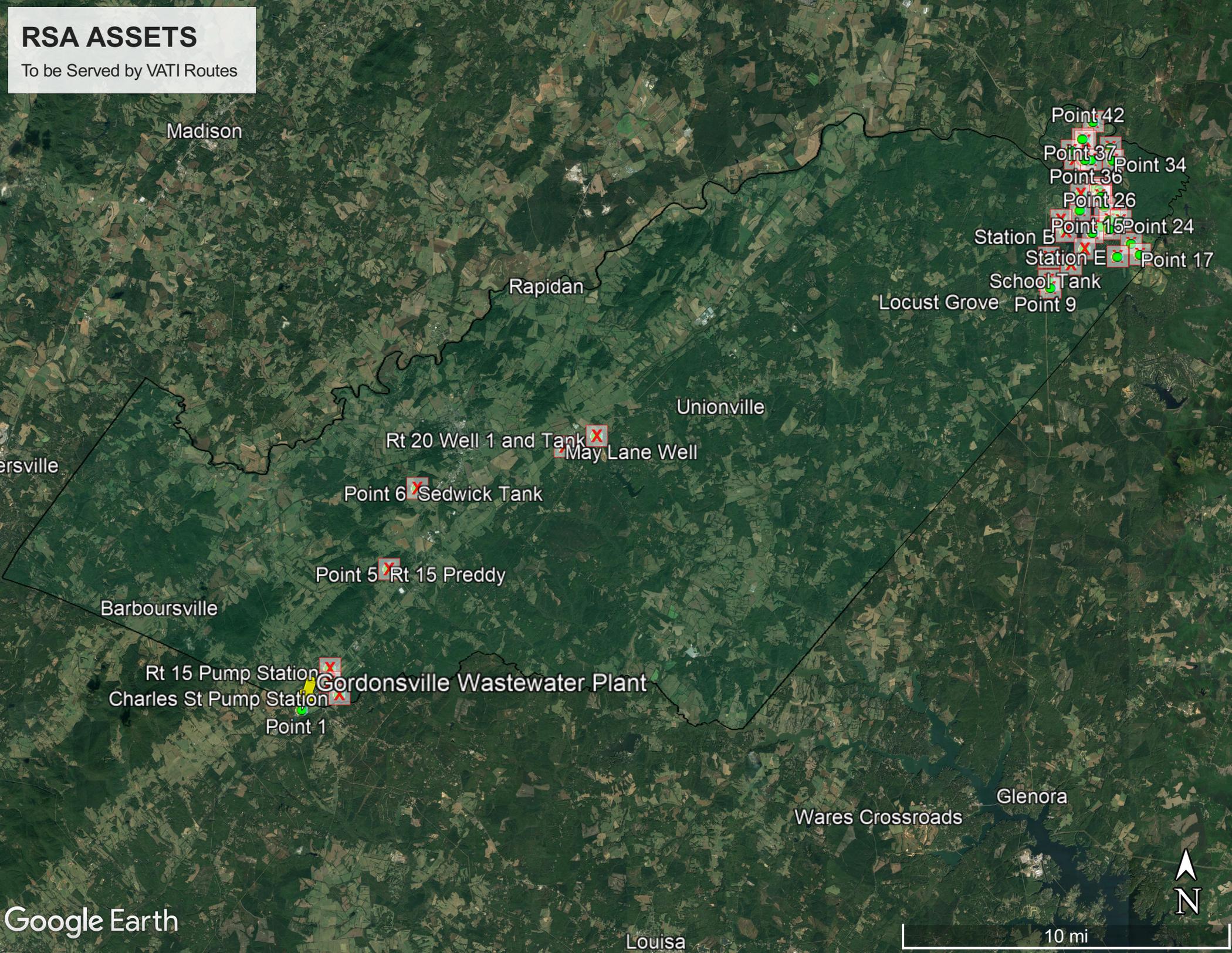
Route 20/20 Vision Center	32511 Constitution Hwy, Locust Grove, VA 22508	Medical
Locust Grove Middle School	6368 Flat Run Rd Locust Grove, VA 2250	Middle school
Randy's Cycle Services & Restoration	8175 Black Walnut Run Rd Rhoadesville, VA 22542	Motorcycle shop
Watson's Mulch & Topsoil	11237 Dulin Ln Mine Run, VA 22508	Mulch supplier
Lake of the Woods Adaptive Watersports Foundation	34178 Constitution Hwy, Locust Grove, VA 22508	Non-profit organization
Career Nursing Academy	32365 Constitution Hwy, Locust Grove, VA 22508	Nursing school
Honey Hill Orchard -	12036 Dulin Ln Locust Grove, VA 22508	Orchard
Republic Outdoor Equipment	9661 Nottoway Ln Spotsylvania Courthouse, VA 22551	Outdoor sports store
Barboursville Community Park	5260 Governor Barbour Street, Barboursville, Virginia, 22923	Park
Chewning Park	13013 Post Oak Road Spotsylvania, VA 22551	Park
F & H Paving Inc -	7464 Zachary Taylor Hwy Unionville, VA 22567	Paving contractor
Bobbie's Pit Bull Rescue	14210 Lonesome Pine Rd Spotsylvania Courthouse, VA 22551	Pet adoption service
TsHuskies	16386 Postgate Ln Unionville, VA 22567	Pet Store
Wilderness Center Pharmacy	5479 Germanna Hwy Locust Grove, VA 22508	Pharmacy
Battlefield Farms Inc	23190 Clarks Mountain Rd Rapidan, VA 22733	Plant nursery
United States Postal Service	14257 Blue Ridge Turnpike Somerset, VA 22972	Post Office
Ridge Pottery	16354 Burnley Road, Barboursville, VA 22923	Pottery
Taylor Services	11424 Taylor Ridge Way Spotsylvania Courthouse, VA 22551	Pressure washing service
Grymes Memorial School	13775 Spicers Mill Rd Orange, VA 22960	Private School
Meadows Farms Golf Course	4300 Flat Run Rd Locust Grove, VA 22508	Public golf course
Wilderness Branch Library	6421 Flat Run Rd Locust Grove, VA 22508	Public library
Samson Properties/Ruth Azzara	29025 Old Office Rd, Rhoadesville, Virginia, 22542	Real Estate, Moving & Storage
Samson Properties Locust Grove	32345 Constitution Hwy suite e, Locust Grove, VA 22508	Realtor
Orange County Disc Golf Course	14111 Litchfield Dr Orange, VA 22960	Recreation
Locust Grove Trains	32305 Constitution Hwy, Locust Grove, Virginia, 22508	Recreation center
Professional Tree Surgeon	Locust Grove, VA 22508	Residential and commercial tree care
Pop & Ice LLC	15247 Tomahawk Creek Rd Orange, VA 22960	Restaurant
Generals' Quarters Restaurant	32345 Constitution Hwy, Locust Grove, Virginia, 22508	Restaurants, Food & Beverages
D's Market	5515 Spotswood Trail Barboursville, VA 22923	Restaurants, Food & Beverages
South Winds Bindery LLC	30521 Mine Run Road, Locust Grove, VA 22508	restoring book services
El Monarca II	32345 Constitution Hwy, Locust Grove, Virginia, 22508	Restrauant
Hong Kong Restaurant	32345 Constitution Hwy, Locust Grove, Virginia, 22508	Restrauant
Mama's Pizza Locus Grove	32311 Constitution Hwy, Locust Grove, Virginia, 22508	Restrauant
Stonefire Station	5361 Spotswood Trl, Barboursville, Virginia, 22923	Restrauant
Variety Vacuums	32303 Constitution Hwy, Locust Grove, Virginia, 22508	Retail
Marshall Farms Natural Cheese	24109 Constitution Hwy Unionville, VA 22567	Retail
Market at Locust Grove, The	32301 Constitution Hwy, Locust Grove, Virginia, 22508	Retail
Nichols Gallery and Studio	5420 Gov. Barbour St., Barboursville VA 22923	Retail
Plaid Rabbit	34150 Parker Rd., Locust Grove, VA 22508	Retail
Apperson's RV dealer	34044 Constitution Hwy Locust Grove, VA 22508	RV dealer
Faith Fellowship Ministries Christian School	32345 Constitution Hwy Suites K & L Locust Grove, VA 22508	School
Post Oak Middle School	6959 Courthouse Rd Spotsylvania Courthouse, VA 22551	School
GRATATA Kickz	18558 Buzzard Hollow Rd Gordonsville, VA 22942	Shoe Store
Horton Cellars	6399 Spotswood Trl, Gordonsville, Virginia, 22942	Shopping & Specialty Retail
Camna Software, LLC	30521 Mine Run Road, Locus Grove VA 22508	Software Devloper
sPower Pleimont 2	12918 Orange Plank Rd Locust Grove, VA 22508	Solar energy company
CZ Airsoft	29267 Ratliff Ln, Rhoadesville, VA 22542	Sports club
Mine Run Market	31017 Old Plank Rd, Locust Grove, Virginia, 22508	Store
Hobby Hanger -	4500 Burr Hill Rd Rhoadesville, VA 22542	Store
Locust Grove Farmers Market	32345 Constitution Hwy, Locust Grove, VA 22508	Supermarket
Hannold Media Services	4645 Spotswood Trail, Barboursville VA 22923	Technology
Johnson Tire LLC	4422 Spotswood Trl, Barboursville, Virginia, 22923	Tire Repair
Whole Greens Of VA	3395 Russel Run Rd Locust Grove, VA 22508	Tobacco shop
Event planner host	10828 Catharpin Rd Spotsylvania Courthouse, VA 22553	Tourist attraction
Route 20 Towing	32281 Constitution Hwy, Locust Grove, Virginia, 22508	Towing service
A&M Repair Shop & Towing	8475 Gold Dale Rd, Locust Grove, VA 22508	Towing service
Orange Towing LLC	24019 Signal Hill Ln Unionville, VA 22567	Towing service
A Better Move	30521 Mine Run Rd, Locust Grove, VA 22508	Transportation service
Elysium Tree Farm	21041 Clarks Mountain Rd Rapidan, VA 22733	Tree Farm
Above It All Tree Services	6186 Governor Almond Rd Locust Grove, VA 22508	Tree Service
On The Grind Stump Removal and Tree Service	8000 Belmont Rd Spotsylvania Courthouse, VA 22551	Tree service
Natures Grace Land and Tree	8358 Brock Rd Spotsylvania Courthouse, VA 22553	Tree service
Bowen & Sons Trucking	15070 Albano Rd, Barboursville, VA 22923	Trucking
Rose Hauling LLC	4330 Ridge Rd, Barboursville, VA 22923	Trucking
SHADDAI USED TIRES	8911 Edgewood Farm Ln Spotsylvania Courthouse, VA 22551	Used tire shop
601 Variety Store Spotsylvania	6261 Lawyers Rd Spotsylvania Courthouse, VA 22551	Variety store
Joe's Repair Service	32914 Jackson LN Locust Grove, VA 22508	Vehicle Repair
American Legion	8456 Brock Rd Spotsylvania Courthouse, VA 22553	Veterans organization
Blanton Amanda DVM	7050 Governor Almond Rd Locust Grove, VA 22508	Veterinarian
Reynard Florence Vineyard	16109 Burnley Rd, Barboursville, VA 22923	Vineyard
Wilderness Run Vineyards	11109 Plank Rd, Spotsylvania Courthouse, VA 22553	Vineyard
Chancellorsville Battlefield Visitor Center	9001 Plank Rd Spotsylvania Courthouse, VA 22553	Visitor center
Spotswood Manor	1471 Spotswood Dr Locust Grove, VA 22508	Wedding venue
Boxwoods Celebration Venue	4492 True Blue Rd Culpeper, VA 22701	Wedding venue
Barboursville Vineyards	17655 Winery Rd Barboursville, VA 22923	Winery
Chateau MerrillAnne LLC	16234 Marquis Rd Orange, VA 22960	Winery
Hammerstone Cellars	14035 Kendall Rd Orange, VA 22960	Winery
Southern Glam Baby	16400 Hamm Farm Rd Barboursville, VA 22923	Women's clothing store

Attachment 18

Exhibit E: RSA Assets to be Served by the Project

RSA ASSETS

To be Served by VATI Routes



Attachment 18

Exhibit F: REC and OCBA Collaboration Supporting Documents



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REC NEWS

December 18, 2019

REC AND ORANGE COUNTY PARTNER TO EXPAND FIBER COMMUNICATION NETWORK

Wednesday | December 18, 2019

On Dec. 17, the Orange County Broadband Authority (OCBA) approved an agreement between the county and Rappahannock Electric Cooperative (REC) to lease capacity across 19 miles of fiber optic cable that REC is installing as a part of the Cooperative's new Fiber Utility Network.

"REC's fiber utility network provides our county the opportunity to bring broadband to more of our citizens quicker," said Jim White, Chairman of the county's Board of Supervisors and Broadband Authority. "The OCBA is happy to announce this partnering arrangement with REC. This effort completes a county fiber optic loop supplying highly reliable connectivity for the public safety communications system. This project should also enable future opportunities for third parties or the county to provide high-speed Internet to homes and businesses. We are pleased to be taking this first step with REC and look forward to future collaboration."

John Hewa, chief operating officer and vice president of corporate services for REC, elaborated, "REC's investment in a fiber backbone has the potential to enable many advantages to REC's member-owners and citizens of Orange County, including educational benefits, the potential for expanded economic development and an overall ease of access to information." Hewa said, "The county's use of a portion of the REC fiber backbone improves the economics of both projects. We look forward to this agreement with Orange County being the first of many similar arrangements in localities across the REC service area."

REC recently kicked off the six-year fiber project that will bring benefits to its member-owners for many years to come. Across the 800 miles of planned construction, REC is installing additional fiber that will allow third parties, such as Orange County, to lease capacity on the REC network, enabling the extension of broadband solutions.



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REC STORIES



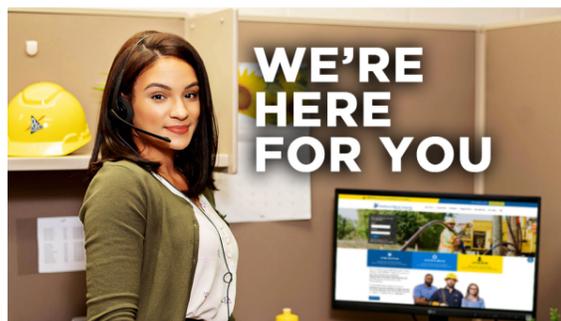
</rec-employee-makes-right-call>

REC Employee Makes the Right Call </rec-employee-makes-right-call>

Wednesday | September 8, 2021

Brian Wolfe, REC's Senior Public Relations Specialist, looked forward to watching his oldest son, Greg, play in a Spotsylvania Little League game 13 y...

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</behind-your-rec-bill-call-today-set-payment-plan>

Behind on Your REC Bill? Call Today to Set Up a Payment Plan </behind-your-rec-bill-call-today-set-payment-plan>

Wednesday | August 25, 2021

Nearly 5,000 REC member-owners face the possibility of disconnection of service unless they set up a payment arrangement by Sept. 1.

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</rec-partners-culpeper-chamber-support-county-schools>

REC Partners with Culpeper Chamber to Support County Schools </rec-partners-culpeper-chamber-support-county-schools>

Tuesday | August 24, 2021

It's back to school for students and teachers alike, which means it's time for the Culpeper Chamber's 51st annual Business, Industry and Education (BI...

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NTIA Broadband Infrastructure Program Application:

OSG FiberLync Connect

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1. Project Narrative

1.1 Executive Summary

The County of Orange is a rural county located in the Commonwealth of Virginia’s Central Piedmont Region. The County is digitally divided, with many rural residents functionally without the FCC’s minimum broadband definition of 25/3 Mbps.

To address the persistent digital inequity in the region, the Orange County Broadband Authority (the OCBA, the Authority) was created on June 8, 2016. The Authority’s purpose (through FiberLync, the commercial fiber optic network the Authority operates) is to ensure the provision of affordable broadband service to the residents and businesses of Orange County to “foster economic development, improve educational opportunities, ensure public safety, and enhance the overall quality of life.”¹

The OCBA is developing the financing plan for a regional fiber expansion project to connect unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. The project is known as **OSG FiberLync Connect**. The OCBA is seeking \$24,385,978.26 to fund 199.34 miles of fiber required to connect unserved households in more than 100 census blocks. The OCBA will provide a 10 percent (10%) match of \$2,709,553.14, bringing the total value of the proposed project to \$27,095,531.40. This funding will be used to accelerate the expansion of FiberLync’s existing network in consideration of the pandemic to serve many of the remaining unserved households in the region and strategically complement current and future construction. To facilitate this expansion FiberLync will separately fund and construct 127.25 miles of fiber to connect the potential grant-funded routes that will then serve the region’s most rural residents.

Both the OCBA’s current network and the **OSG FiberLync Connect** expansion are high-performance, scalable, all-fiber builds directly to the premise. In the current network, each of the nine network nodes has the capacity to support 4,608 subscribers. Each additional node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. Each estimate assumes a 1 Gbps symmetrical connection for all subscribers. Through the proposed project, the OCBA will be well-positioned to accommodate the bandwidth needs of even the most intensive future applications.

The proposed project will construct fiber routes through 114 distinct census blocks and will pass a significant number of residential addresses, businesses, and community anchor institutions. One hundred percent of the currently unserved residents in the project area will be provided high-speed access through the **OSG FiberLync Connect project**. Including the supporting routes that FiberLync will construct, the project will provide affordable, future-proof connectivity to a total of 3,209 unserved addresses throughout the region. The total number of unserved households in the proposed project area is 1,823.

Additionally, the project will pass 12 anchor institutions, five schools, 25 businesses, an industrial park, eight public facilities, 13 farms, a manufacturing plant and four medical institutions. Anchor institutions include the Locust Grove Food Pantry, Germanna Community College and Orange County Library. If

¹ “Broadband Authority (FiberLync): History,” *Orange County Government*, <https://orangecountyva.gov/838/History>; “Articles of Incorporation of the Orange County Broadband Authority,” *Orange County Government*, https://orangecountyva.gov/DocumentCenter/View/1704/Broadband-Authority-Articles-of-Incorporation_Signed?bidId= .

these funds are awarded, the OCBA would ensure the region is well-equipped to handle a Covid-19 resurgence, changing workforce practices, and an increasingly informational economy. This project will promote community and economic vitality for the foreseeable future.

This project will strategically complement current construction and later routes to be funded through the Virginia Telecommunications Initiative. The OCBA has taken great care to ensure this project will be timely and strategic, and will provide maximum benefit to all communities the Authority serves.

1.2 Description of the Covered Partnership

The Orange County government and Orange County Broadband Authority are two distinct entities.

On April 26, 2016, the Orange County Board of Supervisors adopted a resolution authorizing the creation of the Orange County Broadband Authority to address the persistent digital inequality in the region. On June 8, 2016, the Orange County Broadband Authority was incorporated by the State Corporation Commission. The Authority's expressed purpose is to ensure the provision of affordable broadband service to the residents and businesses of Orange County to "foster economic development, improve educational opportunities, ensure public safety, and enhance the overall quality of life"² through FiberLync, the commercial fiber optic network the Authority operates. The OCBA has already built fiber in major areas of the County; connected more than 1,000 households and businesses with affordable, future-proof internet access; and has proven to be a dedicated steward of the community's digital future.³ The Authority is now leveraging its expertise to complete a multi-phase, regional fiber network with the end goal of making service available to the unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. This ambitious, but necessary, endeavor is referred to as **OSG FiberLync Connect** (the project, the covered project, the plan).⁴

OCBA began preparing the **OSG FiberLync Connect** plan after more than two decades of inaction from private providers. The plan included construction and deployments that would take several years to complete. Now, with the continuing threat of the Covid-19 pandemic and the possibility of another lockdown, the OCBA is seeking to expedite network expansion through funding from the Broadband Infrastructure Program. Through fiber connectivity, the OCBA will safeguard the communities it serves and correct years of past neglect. The OCBA specifically requests funding for 199.34 route miles. The Authority will lay an additional 127.25 miles of supporting fiber to connect the proposed grant-funded routes to the existing FiberLync network in order to serve and subsequently protect the region's most rural residents.

The County of Orange will serve as the lead applicant for the covered project and will assume legal responsibility for the project's completion. The adjacent counties of Spotsylvania and Greene, each of whom will have route miles constructed within their boundaries, fully support the **OSG FiberLync Connect** project.⁵

The Orange County Broadband Authority will oversee construction of the proposed project and will own and operate the completed network under the Authority's trade name FiberLync. Contracted labor will be used for engineering services and construction. The OCBA will select any required equipment and construction vendors through a competitive Request for Proposals (RFP) process in accordance with Virginia procurement laws.⁶

² "Broadband Authority (FiberLync): History," *Orange County Government*, <https://orangecountyva.gov/838/History>; "Articles of Incorporation of the Orange County Broadband Authority," *Orange County Government*, https://orangecountyva.gov/DocumentCenter/View/1704/Broadband-Authority-Articles-of-Incorporation_Signed?bidId=

³ FiberLync, "Program Manager Update June 25, 2021," *FiberLync*, June 28, 2021.

⁴ Bylaws, *Orange County Broadband Authority*, 1. July 12, 2016.

⁵ See Attachment B: Greene County Resolution of Support and Attachment A: Spotsylvania County Resolution of Support

⁶ OCBA. "Procurement Manual," *Orange County Broadband Authority*, 39. Adopted December 21, 2020.

Three engineering firms (Byers Engineering, AMT Engineering, and SourceOne Corporation) were selected via previous competitive procurements and are currently working with FiberLync by providing engineering and design work. The combined capabilities of these three firms will ensure that all the design and inspection resources necessary for the **OSG FiberLync Connect** project are immediately available.

CTC Technology & Energy assisted the OCBA in preparing this application, while Keller & Heckman LLP has provided legal counsel. Table 1 provides a summary of all entities participating in the covered partnership:

Table 1: Funded Project Participants and Unfunded Informal Collaborators

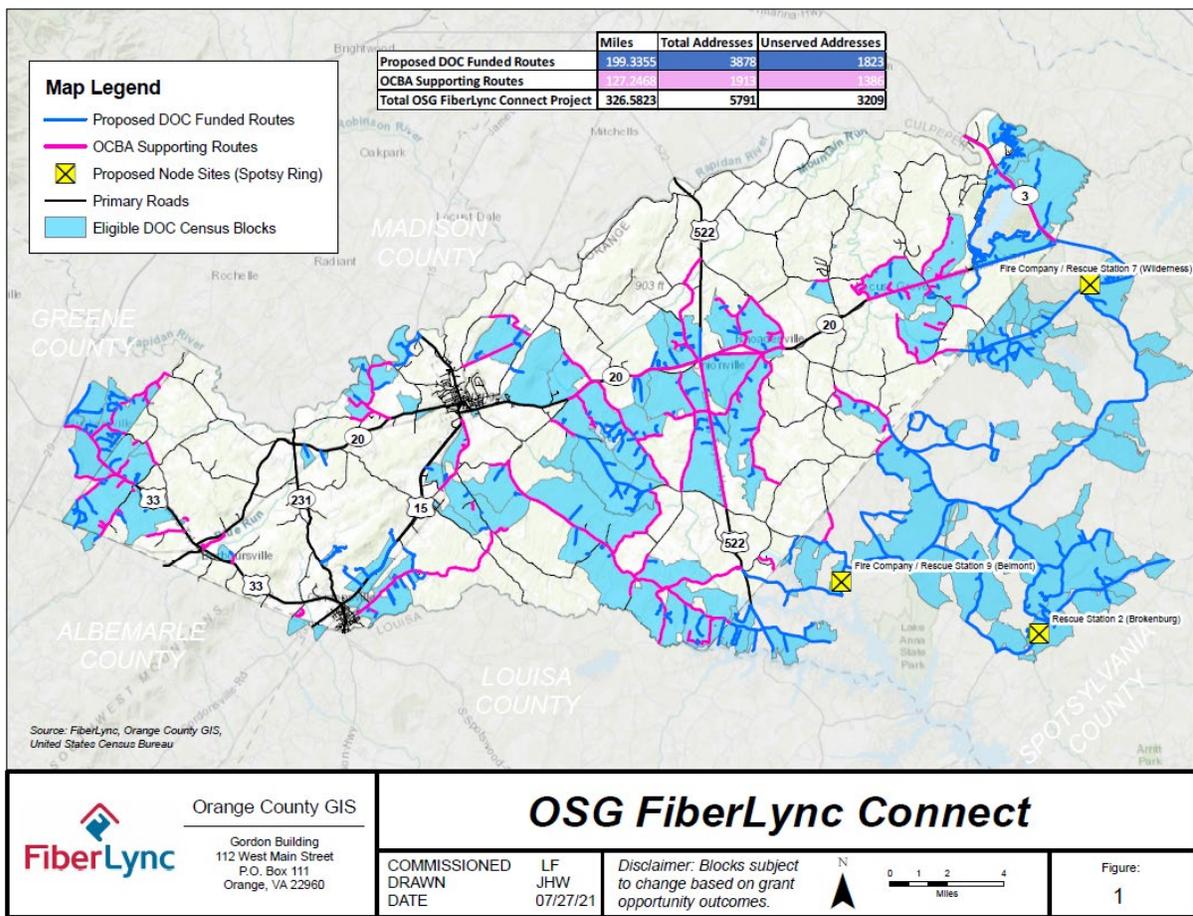
Organization Name	Organization Address	Administrative Role	Scope of Work	Proposed Funding Amount
AMT Engineering	800 King Farm Boulevard, Fourth Floor Rockville, Maryland 20850	Contractor for Funded Recipients	Providing engineering, design and inspection services for the proposed project	
Byers Engineering	6285 Barfield Road, Atlanta, Georgia 30328	Contractor for Funded Recipient	Provided engineering and design services for the proposed project	
Construction Contractor	--	Contractor for Funded Recipient	This vendor has not yet been selected. They will perform construction of proposed routes	
County of Greene	40 Celt Road, Standardsville, Virginia 22973	Unfunded Collaborator	Collaborated on effective project route strategy	--
County of Orange	P.O. Box 111 112 W. Main Street Orange, Virginia 22960	Lead Applicant	Overseeing project completion Assuming legal responsibility for all applicable project elements	--
County of Spotsylvania	9104 Courthouse Road, Spotsylvania, VA 22553	Unfunded Collaborator	Collaborated on effective project route strategy	--
CTC Technology & Energy	10613 Concord Street, Kensington, Maryland 20895	Contractor for Funded Recipients	Grant consultation services	
Keller and Heckman LLP	1001 G Street NW Suite 500, Washington, DC 20001	Contractor for Funded Recipients	Legal counsel	
Orange County Broadband Authority (FiberLync)	112 W. Main Street, Floor 2 Orange, Virginia 22960	Co-applicant	Overseeing construction of the proposed project by the selected contractor Operating completed network through FiberLync	\$27,095,531.40
SourceOne Corporation	1700 Water Place SE, Suite 100, Atlanta, Georgia 30339	Contractor for Funded Recipients	Providing engineering, design and inspection services for the proposed project	

For resumes of key personnel, see Attachment C.

1.3 Description of the Covered Broadband Project

Funding from the Broadband Infrastructure Program will enable the OCBA to add 199.34 new miles of underground fiber to its existing all-fiber network. The Authority will be constructing an additional 127.25 route miles of supporting fiber to ensure the expanded regional network is designed and connected as reliably and efficiently as possible. The routes will span across Orange County and continue into Greene County in the west and Spotsylvania in the east. Figure 1 provides a detailed map of project routes.

Figure 1: Proposed Fiber Routes ⁷ -- **CONFIDENTIAL**



A physical description of the proposed routes is included in Section 1.9 (Description of the Physical Project and Its Surroundings).

Given current estimates, underground fiber will be installed via trenching (60 percent) and boring (40 percent) in the project areas. Underground installation was chosen to improve the service life and

⁷ FiberLync, “DOC – Map.” Orange County GIS, United States Census Bureau. July 6, 2021.

reduce the risk of weather-related cable damage. Fiber counts of 48 and 24 will be used. The finished project will support gigabit-level speeds and will have the capacity for customers to upgrade to 10 Gbps if desired. These speeds are a product of the proposed project’s design and FiberLync’s existing high-performance fiber network.

The OCBA’s current network is supported by a ring of nine node sites. Each site is utility-powered and equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. The network backbone consists of 288-count fiber between nodes. Each node has the capacity to support 4,608 subscribers. The nodes themselves are connected via two 10 Gbps rings and are expandable to 100 Gbps as necessary. The network also features fully redundant equipment. The OCBA currently leases two fiber routes to the Equinix data center in Culpeper, Virginia. One connects through the Strawberry Hill node, while the other connects through the Barboursville node. See Attachment D for a detailed diagram of the OCBA’s current network and proposed expansions.

The proposed project will add three additional node sites to support network extension into Spotsylvania County. The additional sites will be connected through two 48-count fiber rings. In addition to utility power, each node will also be equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. Each Spotsylvania node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. The network will utilize GPON topology, as it is the predominant topology for delivering and scaling cost-effective FTTH/P services due to its efficient use of the optical distribution network investment.

In the proposed node sites, the OCBA will utilize ADTRAN Total Access 5000 service access and aggregation platforms. These platforms are designed to minimize equipment obsolescence, built without fixed back-plane architecture for maximum scaling and equipment upgrading potential.⁸ The system’s GPON topology is enabled by the ADTRAN 5000 8-port GPON Octal optical line terminals (OLT), 25 of which will be installed throughout the project. End-user connections will be supported through an ADTRAN 401 Micro FTTH indoor optical network terminals (ONT), which the OCBA will install to premises as needed. This ONT can support 1 Gbps symmetric throughput via ethernet interface.⁹

The OCBA will offer a variety of speed and pricing tiers through the finished project under the trade name FiberLync:

Table 2: FiberLync Service Tiers

Speed (Down/Up)	Price per Month
Bronze (100/50 Mbps)	\$49.99
Silver (500/250 Mbps)	\$64.95
Gold (1,000/500 Mbps)	\$79.99
Business Bronze (100/100 Mbps)	\$79.99
Business Gold (1,000/1000 Mbps)	\$249.99

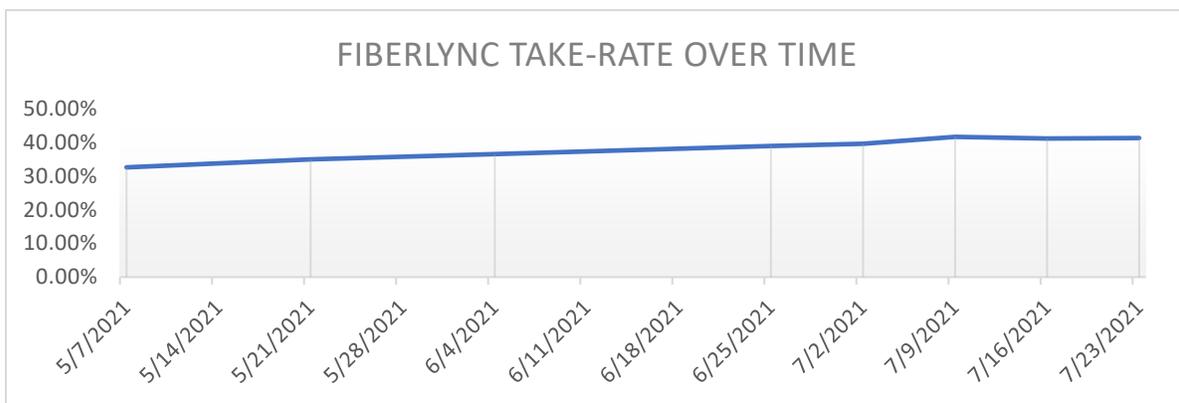
⁸ ADTRAN, *Total Access 5000 Spec Sheet*. I61188001G1-8 TA5000 ETSI.pdf (adtran.com). Accessed July 25, 2021.

⁹ ADTRAN, *401/411 Micro FTTH Indoor ONT Spec Sheet*. ADTRAN 401/411 Micro FTTH Indoor ONT | Power & Tel (ptsupply.com). Accessed July 25, 2021

This range of service offerings were designed to include affordable options to meet the varying needs of businesses and residents. Residential and business packages will not be subject to data caps. Residential packages include a complementary wireless router valued at \$100.¹⁰

The OCBA anticipates additional annual revenue of \$595,339.59 from new subscribers along grant-funded routes during the first full fiscal year of operation. Projected revenue will increase to \$971,799.18 in the second year. These projections assume a 25 percent take-rate among unserved households passed through fiscal year 2022-2023 and a 50 percent take-rate in fiscal year 2023-2024. These estimated take-rates are derived from FiberLync’s historic take-rate (see Figure 2), adjusted for the proportion of addresses to be served that are currently without any option for internet access.

Figure 2: FiberLync Service Take-Rate ¹¹



As demonstrated, the take-rate for FiberLync’s services has steadily increased over time and currently is 41.26 percent. Take-rate projections also account for the OCBA’s marketing and community outreach plans as detailed in Section 1.6. Subscriber revenue assumptions are based on FiberLync’s historic average subscription revenue of \$68.80 per customer per month.

1.4 Description of the Proposed Service Area

The County of Orange (Orange County, the County) is a rural county located in the Commonwealth of Virginia’s Central Piedmont Region. Though less than a two-hour commute from Washington, DC, the County has found itself on the wrong side of the digital divide for nearly two decades. Many residents have been left without the FCC’s minimum broadband definition of 25/3 Mbps.

Orange County is rural, with a population of 36,010 over 341 square miles of land, averaging 106 people per square mile.¹² At last count, there were 15,142 housing units in the County, 13,679 of which were occupied. Of those occupied housing units, 973 were mobile homes. The area’s median gross rent is \$987 while median family income is \$83,482. Although the County’s median family income is relatively high, 13.5 percent of the population under 18 years of age were living in poverty, 7.2 percent of those

¹⁰ “Internet,” *FiberLync*, <https://www.FiberLync.net/residential-packages/>. Accessed July 5, 2021.

¹¹ FiberLync, Program Manager Updates May 7 through July 16, 2021 *Orange County Broadband Authority*.

¹² Census Bureau. (2020). American Community Survey 2019 (5-Year Estimates): Orange County, VA.

aged 18 to 64, and 5.4 percent of those aged 65 and over.¹³ As of December 2020, 17,235 (approximately 50 percent of the total population) were in the labor force, while 705 (four percent of the County’s labor force) were unemployed.¹⁴ By February 2021, the labor force decreased to 16,680 individuals with 843 unemployed.¹⁵

In terms of business, there were 635 establishments in the County in 2018. A delineation of the sizes of those businesses can be found in Table 3.¹⁶ Furthermore, the County’s largest business sector was retail trade at 17.6 percent of all business establishments, followed by construction at 16.5 percent, other services at 13.4 percent, accommodation and food services at 9.8 percent, and professional, scientific, and technical services at 8.4 percent.¹⁷ Although these statistics are three years old and are likely different now due to the economic fallout of Covid-19, they offer a high-level snapshot of the business community in the County; and one that highlights the importance of supporting small businesses throughout the County – especially with internet service.

Table 3: Size and Number of Business Establishments in Orange County¹⁸

Size of Establishment	Number of Establishments	Percentage of All Establishments
1 to 4 employees	360	56.7%
5 to 9 employees	143	22.5%
10 to 19 employees	64	10.1%
20 to 49 employees	43	6.8%
50 to 99 employees	13	2.1%
100 to 249 employees	9	1.4%
250 to 499 employees	3	0.5%
All Establishments	635	

The OCBA is committed to providing high-speed, future-proof connectivity for all businesses and residents in the region. Grant-funded routes will make service available to 3,787 addresses, with 1,823 addresses entirely unserved in the proposed project area. The proposed project will bring fiber connectivity to 114 distinct census blocks, serving 100 percent of currently unserved addresses in each census block. Including additional passings through OCBA’s supporting routes, 5,791 total addresses will be served. The project will also pass 12 anchor institutions, five schools, 25 businesses, an industrial park, eight public facilities, 13 farms, a manufacturing plant, and four medical institutions. If these funds are awarded, the OCBA would ensure the region is well-equipped to handle a Covid-19 resurgence, changing workforce practices and an increasingly informational economy. This project will be promoting community and economic vitality for the foreseeable future.

Attachment E is a summary of the proposed project’s impact on each census block in the project area.¹⁹

¹³ Ibid.

¹⁴ U.S. Bureau of Labor Statistics, Unemployment Statistics [December] 2020: Orange County, VA.

¹⁵ Orange County Economic Development Office, *Labor Profile*. <https://www.thinkorangeva.com/why-orange/labor-profile>. Accessed June 30, 2021.

¹⁶ U.S. Census Bureau, County Business Patterns 2018: Orange County, VA.

¹⁷ Ibid.

¹⁸ Ibid.

¹⁹ See Attachment E for a Summary of the Census Block Data for the project area.

Additionally, the project will pass 12 anchor institutions, five schools, 25 businesses, an industrial park, eight public facilities, 13 farms, a manufacturing plant and four medical institutions. Anchor institutions include the Locust Grove Food Pantry, Germanna Community College and Orange County Library. Table 4 provides a summary of all organizations to be passed by the covered project.

Table 4: Businesses to Be Served by the Project

Anchor Institutions	Germanna Community College	Orange County Library
	Locust Grove Food Pantry	Wilderness Branch Library
	Manna Ministries Church Inc	Lake of the Woods Community Center
	The Lake of the Woods Church	Spotsylvania Community Life Center
	Todds Tavern Community Center	Flat Run Church
	Pilgrim Baptist Church	Higher Praise Ministries
Schools (K-12)	Post Oak Middle School	Livingston Elementary School
	Brock Road Elementary School	Grymes Memorial School
	Spotsylvania High School	
Businesses & Industrial Parks	Aerojet Rocketdyne	Bayberry Riding Center
	All Roy Hopkins Excavating	Inspired Electrical Solutions, Inc.
	American Color Inc	Intertrans Carrier Co.
	Country Club Kennels	Land Pro Lawn and Landscape
	El Monarca II	Locust Grove Town Center
	Miller Farms Market	601 Variety Shops Spotsylvania
	Joe H Pine Builders Inc	Lake Anna Market
	Serenity Settlement LLC	Post Oak Auto Repair
	M. S. Russnak Industries Inc.	B & B Repair
	Acaratti Inc.	Blue Ridge Mountain Plumbing
	Cogar Plumbing	Lake Anna Plumbing
	Turman’s Automotive	A D Group Bus Solutions LLC
	A & K Development Corporation	Robbie Deane Automotive
Farms, Vineyards & Livestock	Bonnie Plant Farm	Horton Vineyards
	Brooke Farms LLC	Marshall Dairy Farm
	B and B Farms	Collins Country Ranch
	Grandview Dairy Farm	Pace Fence & Livestock Co
	Hensen Family Farm	R Half Pint Farm
	Whitefeather Farm	Belmont Christmas Tree Farm
	Aztec Meadows Farm	
Public Facilities	Gordonsville Municipal Airport	Chewing Park
	Lake of the Woods Fire and Rescue	Orange County Fire and EMS Station
	Orange County Animal Shelter	Spotsylvania Fire Company & Rescue Station 9
	Spotsylvania Rescue Station 2	Spotsylvania Fire Company & Rescue Station 7
Manufacturing	Homestead Building Systems, Inc.	
Medical Facilities	Living Water Community Clinic	UVA Primary Care Facility of Locust Grove
	Route 20/20 Vision Center	Wilderness Medical Center

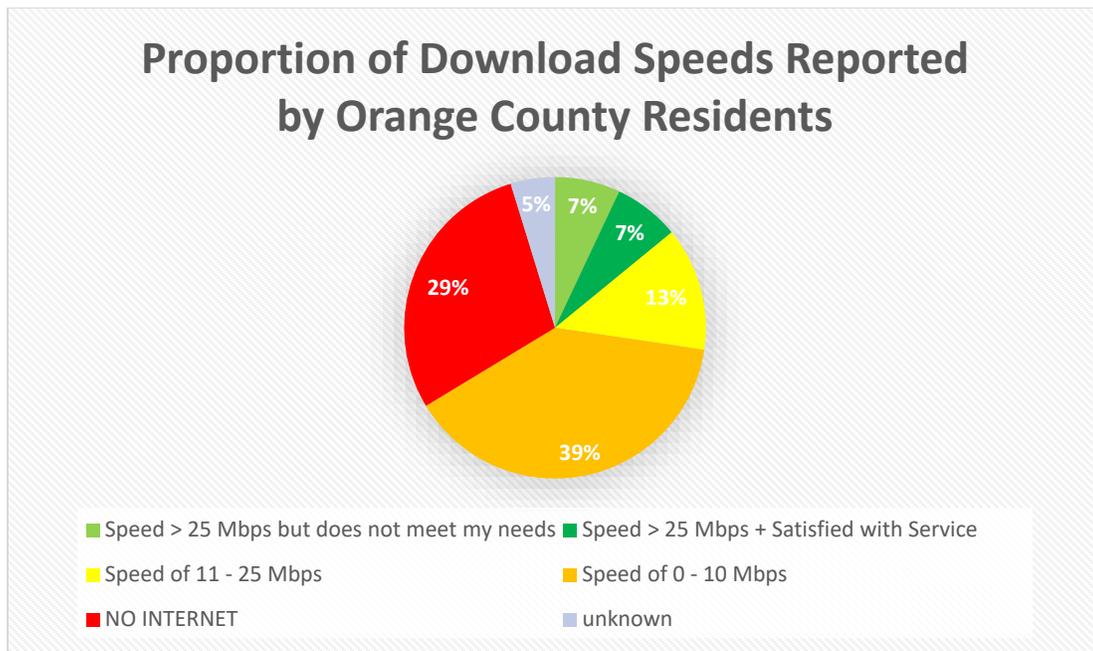
The covered project will also provide service to 41 critical Rapidan Service Authority (RSA) sites and vertical water storage assets, including 26 stations and three wastewater plants in addition to the main RSA Office. Fiber laid by the project will support an upgraded Survey Control and Data Acquisition

(SCADA) system, enabling RSA to increase productivity, reduce waste, and pinpoint issues with maximum accuracy.²⁰

1.5 Description of Addressed Statutory Funding Priorities and Explanation of How They Will Be Addressed

The project routes were carefully designed to meet the Notice of Funding Opportunity’s first statutory priority: providing service to the greatest number of households in the eligible service area. While the FCC Form 477 data suggests the project area is adequately served by Comcast,²¹ reports by members of these communities and investigations by the Authority staff have determined these data grossly over-represent reality. To better understand the actual availability of internet service in various communities, the OCBA began by conducting a speed survey in 2019, the results of which are summarized below in Figure 3.

Figure 3: Speed Survey Results



A startling 86 percent of residents reported receiving under the FCC’s minimum definition “served” download speed of 25 Mbps.²² GIS analysis of survey results indicate many underserved respondents lived in areas “served” by Comcast.²³

²⁰ Boyer, Stuart A. (2010). SCADA Supervisory Control and Data Acquisition. USA: ISA - International Society of Automation. p. 179.

²¹ Federal Communications Commission, Form 477. *Fixed Broadband Deployment Interactive Map*. Location Summary | Fixed Broadband Deployment Data | Federal Communications Commission (fcc.gov). Accessed June 28, 2021

²² See Attachment F: OCBA 2019 Speed Survey Data

²³ See Attachment G: Survey Response Map 2019.08.22

Authority staff then personally conducted extensive site surveys to determine where Comcast service stopped by documenting and photographing pole attachments and ground assets.²⁴ Before CDC guidelines mandated social distancing, staff visited residents' homes to verify if internet service was available and adequate. When such in-person visits were not possible, the OCBA staff engaged residents via email. For routes extending into Spotsylvania, OCBA staff rode along project routes in mid-July of 2021 to verify the absence of any outside plant infrastructure. In many cases, residents emailed the staff directly out of desperation over lack of service. In one instance, a resident of Spicer Mills Road expressed frustration over the lack of service despite the County's proximity to the nation's capital:

“It seems an absurdity that in this day and age we have less service than any third world country only 2.15 hours away from Washington DC.”²⁵

Through this diligent survey process the OCBA developed a clear understanding of the areas with the most pressing need. The Authority then began developing a strategic implementation plan to expedite fiber expansion throughout the proposed service area. The Covid-19 Public Health Emergency sharply demonstrated gradual network expansion was no longer an acceptable approach. The Authority began to explore funding opportunities to expedite the proposed build-out.

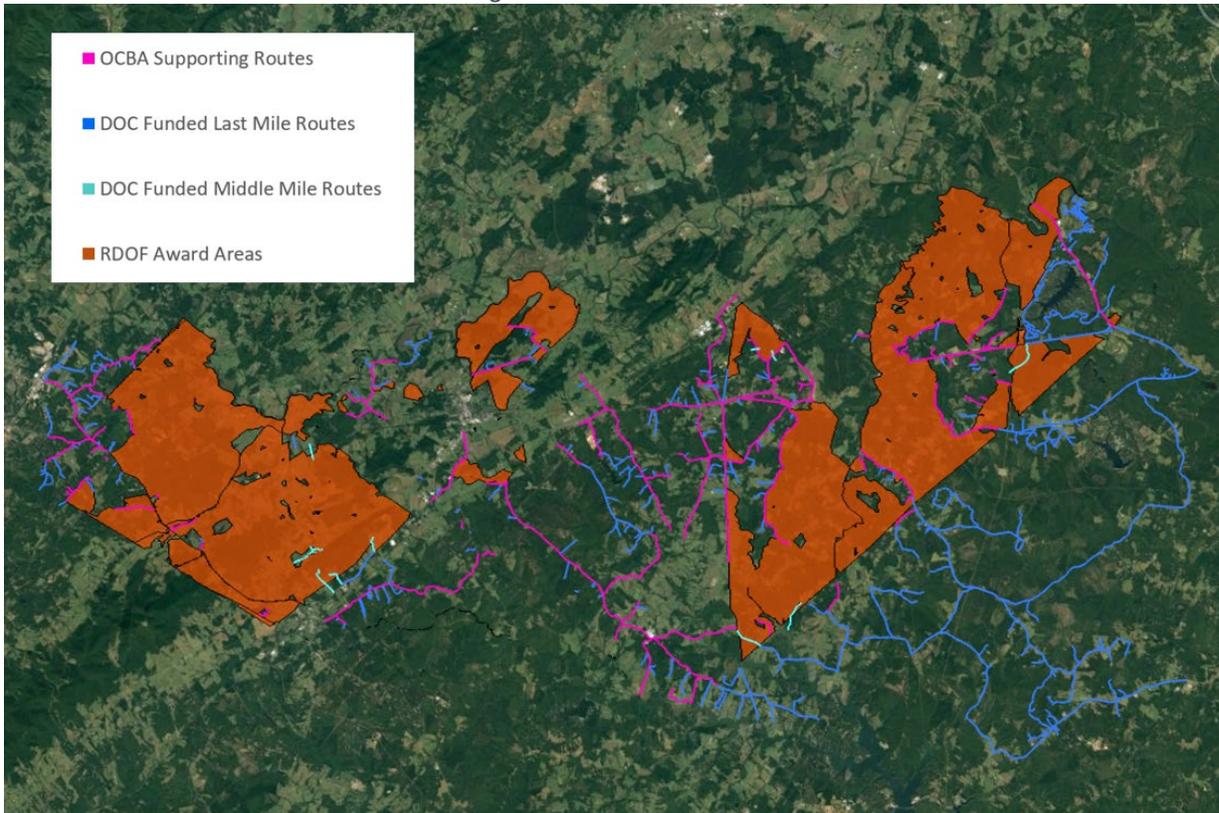
Rural grant opportunities were of primary interest. When the NTIA released a Notice of Funding Opportunity for the Broadband Infrastructure Program, the OCBA immediately mobilized to review the grant's viability for its purposes. With a population of only 36,010, the County squarely meets the Broadband Infrastructure Program's second statutory priority of expanding service throughout a rural area of less than 50,000 inhabitants. As such, the Authority decided to move forward with a grant application.

However, many unserved census blocks in the County were awarded to SpaceX under the Rural Digital Opportunity Fund Phase I Auction, rendering them ineligible for the Broadband Infrastructure Program. To remedy this issue, the OCBA strategically crafted routes to exclude the SpaceX-awarded areas from the grant funding request. The Authority proposes to build supporting routes through ineligible census blocks at its own expense, then use a Broadband Infrastructure Program award to extend the network into the most rural areas of the region. With this funding structure, **OSG FiberLync Connect** explicitly meets the Broadband Infrastructure Program's third statutory priority: providing the most cost-effective solution that prioritizes the most rural areas. The OCBA's strategic route design is demonstrated in Figure 4.

²⁴ See Attachment H: DOC Served vs. Unserved Methodology

²⁵ For additional resident comments, see Attachment V: Verizon and Comcast Logs

Figure 4: RDOF Award Areas



The OCBA will construct supporting routes (pink) through all major RDOF-awarded census blocks in the project area (orange). Only minimal segments of grant-funded fiber will pass through these blocks. These segments will be exclusively middle mile construction (turquoise). Through the proposed project, the OCBA will lay the groundwork to repair decades of digital inequity in the region.

Furthermore, as members of the Orange County community themselves, the OCBA’s staff are acutely aware affordability is often a significant barrier to internet adoption. As such, the Authority designed its service offerings to be fair and economical. FiberLync’s residential subscriptions begin at \$49.99 a month. With the Gold-level package, residents can purchase 1,000/500 Mbps service for as little as \$79.99 a month. Even FiberLync’s most inexpensive service package provides speeds of 100/50 Mbps, exceeding the Broadband Infrastructure Program’s fourth statutory priority that requires projects to support speeds of 100/20 Mbps or above. For comparison, the monthly, non-promotional cost of Comcast’s Gigabit-tier service in Orange County is \$110.95.²⁶ FiberLync service is 27 percent less expensive than the corresponding Comcast package. This excludes the fact that many residents do not have access to Comcast services at all.

OSG FiberLync Connect will be a cost-effective solution overall. As detailed in Section 1.7, OCBA designed the network to be a build-once solution. Fiber optic networks are inherently scalable as upgrading capacity is as simple as swapping out electronic components. Even with that in mind, the OCBA was conscientious and strategic when selecting network equipment. For instance, the ADTRAN

²⁶ Comcast service pricing for 324 Williams Dr, Orange, VA 22960. Offer Details (xfinity.com). Accessed July 27, 2021.

Total Access 5000 service access and aggregation platform was chosen for its scalability and lack of fixed back-plane architecture.

1.6 Description of Addressed Evaluation Criteria

Service Area Level of Need, Project Beneficiaries, and Expected Outcomes

Residents of Orange County, Virginia have long struggled with access to adequate internet for an affordable price. The very reason behind the OCBA's existence was that Orange County recognized internet service would continue to be a market failure given the rural location and large upfront capital expense of network construction.²⁷ This issue has been a sore point for the County government. In an interview with the Institute of Local Self-Reliance, OCBA chairman Jim White expressed the following:

“Well, we’ve waited 20 years for somebody to serve the citizens in the rural areas of the county, and it doesn’t seem like anybody is going to do it, so let’s see if we can. It really was the path of last resort.”²⁸

Each of the OCBA's site surveys, speed tests, and residential inquiries to date have demonstrated the County lacks the adequate internet service necessary for residents to participate fully in modern, digital life. Though the OCBA had begun repairing these inequities through the gradual network expansion, the Covid-19 Public Health Emergency pointedly demonstrated this solution was no longer acceptable.

An expedited network buildout is necessary to safeguard the health of the region in the event of a coronavirus resurgence. As of July 21, Covid-19 rates in Orange County increased 163 percent from the previous two weeks.²⁹ Experts such as Dr. Peters of the Iowa State University Department of Sociology frequently cite the disproportional challenges rural communities like Orange County face in public health emergencies. Not only do healthcare facilities have a lower capacity than their urban counterparts, but poor internet in rural areas limits the use of telemedicine.³⁰ The OCBA therefore recognizes the immediate need for this network to be built. The proposed project would enable these communities to shelter-in-place if necessary. It would also provide critical access to education and telehealth resources. Failing to act would set the region back significantly in the event of another lockdown.

In a post-pandemic world, the proposed project will provide life-changing, future-proof connectivity to 100 percent of the unserved residents in the project area. This will bolster the region economically and socially for decades to come. Residents who are now digitally isolated will be able to telework or pursue online entrepreneurship and gig economy opportunities.

²⁷ Orange County Website, Orange County Broadband Authority (FiberLync). Orange County Broadband Authority (FiberLync) | Orange County, VA - Official Website (orangecountyva.gov). Accessed July 11, 2021.

²⁸ Machles, Maren, *Virginia County Turns Middle-Mile Project Into a Countywide FTTH Network*. Muni Networks, June 2, 2021.

²⁹ Interactive Covid Map, *Orange County, VA*. NY Times. <https://www.nytimes.com/interactive/2021/us/orange-virginia-covid-cases.html>. Accessed July 26, 2021.

³⁰ Peters, David J. “Community Susceptibility and Resiliency to COVID-19 Across the Rural-Urban Continuum in the US,” *Journal of Rural Health*. May 19, 2020.

In addition to serving residents, the proposed project will significantly benefit public institutions and businesses in the region. As stated in Section 1.4, the project will pass 12 anchor institutions, five schools, 25 businesses, an industrial park, eight public facilities, 13 farms, a manufacturing plant, and four medical institutions.

The Department of Commerce is acutely aware of internet availability's impact on small businesses in rural communities.³¹ In Orange County, 56.7 percent of businesses have between one and four employees.³² Through the proposed project, these small businesses will be able to access online training tools. Additionally, these businesses will become more resilient to market changes and will be able to reach new customers on virtual platforms. As such, the OCBA designed FiberLync's business subscriptions with these customers in mind: the Business Bronze package for 100 Mbps symmetrical service is priced at just \$79.99 a month.

The 13 farms in the proposed project area will benefit significantly from the fiber connectivity. Through the proposed project, these farms will be able to take full advantage of precision agriculture technologies as they emerge, increasing productivity and ensuring the area retains a competitive edge. Precision agriculture will also help make farming more environmentally friendly, requiring less water and only the minimum necessary amount of pesticides.³³

The covered project will also connect 41 critical Rapidan Service Authority (RSA) sites and vertical assets, including 26 stations and three wastewater plants in addition to the main RSA Office. Fiber laid by the project will support an upgraded Survey Control and Data Acquisition (SCADA) system, enabling RSA to increase productivity, reduce waste, and pinpoint problem locations with maximum accuracy.³⁴

Project Sustainability

The OCBA is confident the proposed network expansion will be sustainable as well as equitable. The Authority began offering commercial service as FiberLync on April 6, 2021. As of July 23, it had already achieved a take-rate of 41.26 percent.³⁵ The OCBA attributes this success to the affordability and quality of its services. Additionally, the Authority has established itself as a high-quality, trusted internet service provider, with outstanding customer experience reports from the communities it serves. As such, the OCBA anticipates a final take-rate of 50 percent based on its past success and since it will be building into new areas entirely without internet access.

This take-rate also accounts for the OCBA's plan to market its new services throughout the region. The Authority will advertise across social media platforms, radio commercials, newspapers, and mailings. As community members themselves, the OCBA staff will announce new services through yard signs placed along project routes. Many residents are already eager to sign up for FiberLync services. In the last three

³¹ Broadband Access for Business Growth, U.S. Chamber of Commerce. <https://www.uschamber.com/on-demand/technology/a-lack-of-broadband-access-can-hurt-small-business-growth>. Accessed July 21, 2021.

³² Census Bureau, *Ibid*.

³³ Intelligent Fiber Network, *How Broadband Can Change the Agriculture Industry*. <https://www.intelligentfiber.com/how-broadband-can-change-the-agriculture-industry/>. Accessed July 26, 2021.

³⁴ Boyer, Stuart A. (2010). SCADA Supervisory Control and Data Acquisition. USA: ISA - International Society of Automation. p. 179.

³⁵ Orange County Broadband Authority, Program Manager Update July 23, 2021.

months, 1,534 households have pre-registered their interest in becoming FiberLync customers through CrowdFiber, a broadband sales and marketing platform.³⁶

FiberLync’s current customer base is generating monthly revenue of approximately \$75,000 with a projected current fiscal year revenue in excess of \$1.5 million. The OCBA had a net income of \$3,353,861.18 for the fiscal year ending in June 2021.³⁷ This revenue demonstrates the OCBA’s ability to run a commercial network that meets the needs and expectations of their constituents. As such the OCBA anticipates earning \$752,919.18 in yearly revenue from customers along the new grant-funded routes.³⁸ This revenue will enable the Authority to invest in further expansion into the region. Furthermore, the OCBA’s financial stability is reflected in the 127.25 supporting route miles it will construct to ensure Orange County and the surrounding region’s connectivity needs are met. For detailed network revenue projections, see Attachment J.

The quality of OCBA’s overall business plan and financial status is further confirmed by the rigorous due diligence process that was conducted by the Virginia Resource Authority prior to inviting FiberLync to issue over \$15 million of revenue bonds in the spring-21 municipal bond pool. Proceeds from these bonds are supporting continuation of the initial fiber build, premise installations and general operations.

1.7 Description of How the Project Will Have the Ability to Scale Over Time

The Authority chose fiber for the proposed project and the existing network because of the future-proof connectivity fiber provides. As part of the OCBA’s phased, universal coverage plan, the Authority fully intends the project to be the solution for providing internet to the entire region. As such, the OCBA’s current fiber network and proposed addition are inherently scalable. Upgrading network capacity will only require swapping electronic components at specific node locations. The OCBA considered expansion capabilities when selecting network equipment. For example, the ADTRAN Total Access 5000 service access and aggregation platform was chosen for its scalability and lack of fixed back-plane architecture.

Furthermore, in the current network, each of the nine nodes has the capacity to support 4,608 subscribers. Each additional node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. Each estimate assumes a 1 Gbps symmetrical connection for all subscribers. Through the proposed project, the OCBA will be well-positioned to accommodate the bandwidth needs of even the most intensive future applications.

1.8 Project Plan

The OCBA has confidence in its ability to complete the covered project within the one-year award period specified in NTIA’s Notice of Funding Opportunity. The Authority has demonstrated the capabilities to meet demanding project deadlines. In the early days of the Covid-19 pandemic, the OCBA secured \$2 million in CARES Act funding to establish 13 Wi-Fi hotspots around the County before the end of

³⁶ See Attachment I: CrowdFiber Data

³⁷ Refer to Attachment K for the Authority’s financial statements for FY20-21

³⁸ See Section 1.3 for discussion on projected take-rate, average projected subscription estimates

calendar year 2020. To support that deployment, the OCBA and its contractor team built over 30 miles of permanent, underground fiber network in just 40 days.^{39 40}

The OCBA has under contract the necessary engineering firms capable of designing and inspecting the proposed project.⁴¹ The Authority will, as necessary, supplement their existing fiber construction, premise installation vendors, and staff commensurate with the overall project schedules and milestones.

FiberLync currently has an extensive inventory of fiber and other network build materials on hand. As of July 21, 2021, the OCBA holds 575,000 feet of 48-count single-mode fiber and 745,000 feet of 24-count fiber, both to be used in the proposed network. The Authority has placed additional fiber orders and anticipates receiving 400,000 feet of 24-count fiber and 200,000 feet of 48-count fiber by December 2021.

The Authority has developed the following comprehensive timeline drawn from its experience with similar projects.⁴²

Final engineering designs for grant-funded routes began in early August 2021. These designs will be finalized by the end of November 2021. Construction will begin in late November 2021, starting with roads under the Virginia Department of Transportation’s jurisdiction. Construction will then continue along the privately owned roads that require easements. Twenty miles of mainline construction will be completed each month from early December 2021 through October 15, 2022. All mainline construction will be completed by mid-October 2022. The OCBA anticipates work to be completed on all contracts by December 1, 2022, safely within the one-year award period as required by the Broadband Infrastructure Program.

1.9 Description of the Physical Project and Its Surroundings

Orange County is located in the Central Piedmont region of the Commonwealth of Virginia.⁴³ The County itself sits on the upper portion of the Piedmont Plateau where elevation ranges from 200 to 1,200 feet. The County area covers valleys and rolling hills with the occasional peak. Cowherd Mountain (1,197 feet) and Hardwick Mountain (913 feet) are two of the County’s highest points.⁴⁴ The lowest elevation can be found in the Rapidan River basin that runs along the County’s northern border.⁴⁵ The county has two mid-sized bodies of water: Lake Orange and Lake of the Woods. Figure 5 provides an aerial view of the project area.

³⁹ Machles, Ibid.

⁴⁰ 4A ElectriCom Memorandum, *Orange County Finance Department*, August 10, 2020. (See Attachment L)

⁴¹ See Attachments W.1-3 for contractor materials

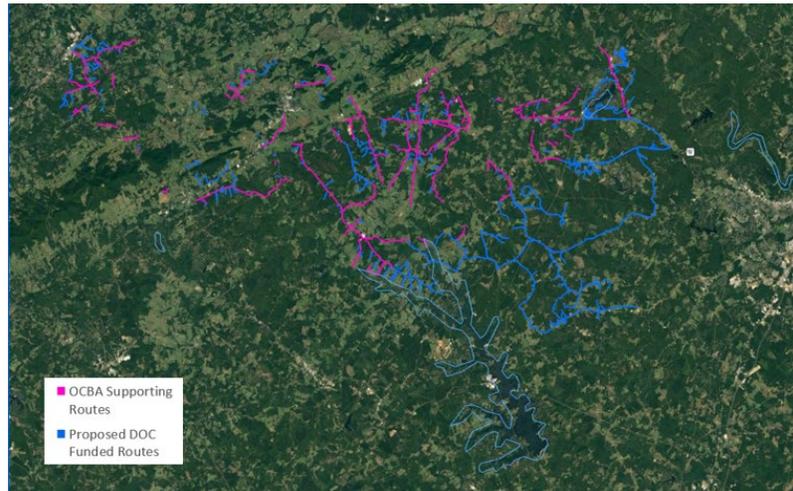
⁴² See Attachment U for a detailed project timeline

⁴³ “History of County,” *Orange County Website*, <http://orangecountyva.gov/472/History-of-County>. Accessed July 12, 2021.

⁴⁴ “Orange County, Virginia 2013 Comprehensive Plan,” *Orange County Website*, <http://orangecountyva.gov/328/Comprehensive-Plan>. Accessed July 12, 2021.

⁴⁵ Ibid.

Figure 5: Aerial View of Project Area



Along the western side of the County, fiber will be installed along roads forking off Spotswood Trail (SR 33) and Toms Road (SR 610) and will pass through the Scuffletown, Newtown, Ruckersville, and Eheart communities. Specifically, this includes Moore Road, Hancock Drive, Eheart Circle, Kenwood Lane, and Windsong Road. These routes will branch off into surrounding rural, residential areas. Note that the project does not include construction on the trunk roads Spotswood Trail and Toms Road.

Continuing eastward to the central portion of the County, fiber will be installed along roads that branch from Cox Mill Road (SR 690) and some other small surrounding roads, connecting lower-density residential areas. Fiber will continue along the southeastern tip of Monrovia Road (SR 612) leading to Thornhill, spidering onto minor roadways throughout the County's southern farmland.

Project routes are highly concentrated in the central portion of the County. Fiber will be laid along Lahore Road (SR 629) and those roads connecting Lake Orange's eastern side to Kendall Road (SR 600). Fiber will then continue along the minor roadways that split from Zachary Taylor Highway (Route 522) and Constitution Highway (Route 20) as they intersect Unionville, the Town of Nasons, and Rhoadesville. Routes will provide coverage to low-density residential areas and farmland to the south of those communities.

In the easternmost portion of the County, fiber will pass through Locust Grove along Constitution Highway. Extensive fiber routes will be constructed through the Lake of the Woods, a census-designated place on the County's eastern border. The routes will continue along roadways surrounding Lake of the Woods, the locale's namesake. Routes will connect the residential areas bordering the lake and a housing development located to the east of Germanna Highway (Route 3).

Continuing south on Plank Road, Orange Plank Road, Brock Road, Pamunkey Road, Post Oak Road, and Courthouse Road, the fiber will be built to serve the southeastern portion of the county including Post Oak, Belmont, and Paytes.

As a trusted community partner, the OCBA will ensure all project designs minimize any potential adverse effects to the surrounding environment. However, it is not anticipated that there will be any impact as installation methods will avoid any impacts. Upon award, the OCBA and selected vendors will obtain all relevant State, local, and federal permits.

For a preliminary environmental review conducted in accordance with the National Environmental Protection Act (NEPA) (42 U.S.C. 4321 *et seq.*), see Attachment M. Upon award, the OCBA will contact the Virginia Department of Historic Resources (DHR) to ensure all construction is in compliance with the National Historic Preservation Act (NHPA) (54 U.S.C. 300101 *et seq.*).

This project is not subject to Executive Order 12372.

1.10 Description of Any Support Provided to the Provider of Broadband Service That Is Part of the Covered Partnership

Federal and State entities have recognized the digital divide present in Orange County and have awarded funds for necessary past projects. All funding has since been expended. Table 5 summarizes past aid Orange County has received for broadband purposes.

Table 5: Summary of Past Awards

Funding Source	Awarded?	Amount	Status (if applicable)
Education Stabilization Funds provided under the heading “DEPARTMENT OF EDUCATION” in Title VIII of Division B of the CARES Act (Public Law 116–136; 134 Stat. 564)	Yes	\$1,999,620	Expended on emergency fiber network, hotspot deployment in anchor institutions during the Covid-19 Pandemic. ⁴⁶
Grants provided under Section 6001 of the American Recovery and Reinvestment Act of 2009 (47 U.S.C. 1305)	No		
High-cost universal service support provided under Section 254 of the Communications Act of 1934 (47 U.S.C. 254)	No		
Grants, loans, or loan guarantees provided by the Secretary of Agriculture under the ReConnect Program authorized under Section 779 of Division A of the Consolidated Appropriations Act, 2018 (Public Law 115–141;132 Stat. 348)	No		
Grants, loans, or loan guarantees provided by the Secretary of Agriculture under Title VI of the Rural Electrification Act of 1936 (7 U.S.C. 950bb <i>et seq.</i>)	No		
Grant, loan, or loan guarantee provided by a State to the provider of broadband service for the deployment of broadband service in the proposed service area	No		
Grants, loans, or loan guarantee provided by the Federal Government for the provision of broadband service	Yes	E-Rate: Total project cost: \$1,365,825.90 E-Rate Funding: (70%) \$965,078.20 Local Match: (30%) \$409,747.77	On June 30, 2017, Orange County Public Schools received \$965,078.20 from the E-Rate Program for construction of a fiber WAN to connect the Orange County public school system. ⁴⁷ The network was completed and operational as of July 15, 2019.

1.11 Description of Labor Standards

Contractual labor will be used to engineer and construct the covered project. All contractors must comply with the labor standards and protections as required by the OCBA Procurement Manual.⁴⁸ All compensation will be in accordance with Davis-Bacon prevailing wage levels. When submitting a

⁴⁶ See Attachment N: “Orange CRF Award Letter,” October 22, 2020.

⁴⁷ See Attachment O: April 12th BOS Report RE OCPS Fiber Project FINAL.pdf

⁴⁸ OCBA. “Procurement Manual,” *Orange County Broadband Authority*, 39. Adopted December 21, 2020. (See Attachment P)

proposal, contractors must certify they will conform to the provisions of the Federal Civil Rights Act of 1964, as amended, as well as the Virginia Fair Employment Act of 1975 and applicable Sections of the Virginia Public Procurement Act.⁴⁹

The OCBA’s primary function is to serve and invest in Orange County, Virginia. As such, the OCBA will make special efforts to notify Orange County vendors and contractors of any solicitation for goods and services related to the covered project.⁵⁰ This will be done for all procurements regardless of dollar value. In the event of a tie bid, the OCBA will give preference to goods, services, and construction produced in Orange County.⁵¹ If a local vendor or contractor has not bid, preference shall be given to goods and services produced in the Commonwealth of Virginia pursuant to the Code of Virginia.⁵²

2. Budget Narrative and Detailed Budget Justification

A detailed budget narrative is provided as a separate document.

Detailed Budget Justification

A detailed budget justification spreadsheet is attached to the application supporting materials as Attachment Q.

3. Letters of Commitment

Letters of Commitment are attached to the application supporting materials as Attachment R.

4. Maps of Proposed Service Areas

Maps in .kmz format have been attached to the application supporting materials as Attachment S.

5. Pro Forma Financial Information and Analyses

Pro forma projections and current financial statements are attached to the application supporting materials as Attachments J and K.

6. Network and System Designs

Network and System designs are attached to the application supporting materials as Attachment D.

⁴⁹ Procurement Manual, Ibid.

⁵⁰ Ibid., 9.

⁵¹ Ibid., 38.

⁵² Ibid.

CAMS Portal Narrative Sections

Note: Each section will be entered individually in a text box. Each box has a character limit of 6,450, including spaces. Any text over that limit can be uploaded as an attachment.

1. Project Description and Need

Project Area Selection

The OCBA applied for funding through the National Telecommunications Information Administration's Broadband Infrastructure Program in August of 2021. Should an award be made, the OCBA will work with VATI to determine how to most effectively incorporate those funds to support construction of this critical network. This critical network will pass 6694 homes in three Virginia counties. This application for funding through the VATI program encompasses three vital segments of routes designed to ensure universal coverage while leveraging application funding requested from the Department of Commerce's NTIA Broadband Infrastructure Program (NTIA BIP). As noted in Attachment 17 Exhibit A, the first segment includes 390 miles of routes in Orange County and Green County passing 4,098 homes; the second includes approximately 83 miles of routes in Spotsylvania County which were included in the NTIA BIP application and will pass 1,015 homes that can be served; and the third includes 98 miles designed to enhance the value of NTIA BIP middle-mile routes in Spotsylvania County by reaching an additional 1,581 homes located in RDOF areas that were awarded to SpaceX (but were not eligible for service in the NTIA BIP grant).

Segment	Miles	Homes Passed	Project Cost	VATI Request	Match Portion	% of total
Orange/Greene	390	4098	\$ 39,828,363.29	\$ 30,788,530.71	\$ 9,039,832.58	68%
Spotsylvania NTIA/ DOC Enhancement	96.77	1581	\$ 9,882,540.30	\$ 7,639,502.86	\$ 2,243,037.43	17%
Spotsylvania NTIA/DOC routes	83.23	1015	\$ 8,499,781.22	\$ 6,570,588.23	\$ 1,929,192.99	15%
	570	6694	\$ 58,210,684.81	\$ 44,998,621.81	\$ 13,212,063.00	100%

Orange County

The County of Orange is a rural county located in the Commonwealth of Virginia's Central Piedmont Region. The County is digitally divided, with many rural residents functionally without the FCC's minimum broadband definition of 25/3 Mbps. The same is true for the adjacent counties of Greene and Spotsylvania.

On April 26, 2016, the Orange County Board of Supervisors adopted a resolution authorizing the creation of the Orange County Broadband Authority (the OCBA, the Authority) to address the persistent digital inequality in the region. On June 8, 2016, the OCBA was incorporated by the State Corporation Commission. The OCBA has already built fiber in major areas of the County; connected more than 1,500 households and businesses with affordable, future-proof internet access under the commercial moniker "FiberLync" and is now leveraging its expertise to complete a multi-phase, regional fiber network with the end goal of making service available to the unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. Constructing a future-proof fiber network through unserved areas in these counties is the basis of this funding request.

The Federal Communications Commission's (FCC) Form 477 data suggests a sizeable proportion of the project area is served by Comcast. However, frequent complaints made by members of these

communities and investigations by the Authority staff determined the map significantly overestimates available service.

Determination of these unserved areas began in 2019 when the OCBA conducted a speed survey for residents across Orange County. Of over a thousand respondents, over 86 percent reported receiving under the FCC's minimum definition of "served" download speed of 25 Mbps. Additionally, 68 percent of residents were reported receiving under 10/1 Mbps. A map of these survey responses overlaid with the OCBA's previous fiber expansion plan for Orange County is included in this application package as Attachment 4, Exhibit A.

The OCBA's staff then conducted extensive site surveys to determine where Comcast service stopped by documenting and photographing pole attachments and ground assets. Before CDC guidelines mandated social distancing, staff visited residences to verify if service was available and adequate, engaging residents via email when in-person became infeasible. The project routes that will serve Orange County are based on the data the OCBA collected. A sample of OCBA's plant survey methodology and findings is included in this application package as Attachment 4, Exhibits B and C.

Spotsylvania County

Spotsylvania residents are also chronically unserved by adequate internet. In fact, a significant portion of Spotsylvania is unserved to the extent that the County Government in partnership with a private ISP petitioned to have the entire northwestern portions of the county certified as 'unserved' through the Virginia Department of Housing's (DHCD) Utility Leverage Program. These areas were determined to be unserved by plant surveys conducted by the private ISP personnel who verified the absence of infrastructure capable of offering broadband to these locations. Though the final notification deadline for DHCD's decision is September 24th, the effort and resources expended in petitioning for these areas' certification speaks to the severity of the current service gap. Further documentation of these areas and Spotsylvania's petition to DHCD have been included in this application package as Attachment 4, Exhibits D and E, respectively.

The routes included in Spotsylvania extend beyond the areas included in the petition. When Spotsylvania showed interest in being a part Orange County's grant strategy, the OCBA's staff personally rode along project routes in mid-July of 2021 to verify the absence of any outside plant infrastructure. The routes included in this funding request are the product of these efforts.

Greene County

Greene County is also in full support of the proposed project. In the latest Greene County Board of Supervisors Strategic Plan, the Board of Supervisors outlines a four-initiative strategy, and each Initiative paired with an Action Agenda. Initiative One is to Promote Community and Economic Well-Being, in order to "capitalize on Greene County's assets, location and heritage to diversify, grow and strengthen the community and economic well-being of citizens and businesses." Among the first items on the Action Agenda is a call to "expand wireless technology (broadband) throughout the county," a call this proposed project gives the first steps to answering.

Physical Project Area

In Orange County, the route will begin by running west to east along Constitution Highway from Barboursville to Orange. Connecting to this trunk, the proposed route follows other major area roads such as Spotswood Trail, Scuffletown Road, Ridge Road, Blue Run Road, Blue Ridge Turnpike, Jacksontown

Road, Madison Run Road, and Cox Mill Road. From these hubs the fiber branches out to residents of Barboursville, Albano, Somerset, Scuffletown, Gordonsville, Montpelier Station and Montford.

After a break on Constitution Highway in the Town of Orange, the route continues northeast on Rapidan Road and follows River Road along the Rapidan River. From here the fiber interconnects, branching along Clark's Mountain Road, Bushy Mountain Road, Zachary Taylor Highway, Pine Stake Road, Old Office Road, Raccoon Ford Road, Zoar Road, Burr Hill Road, and Governor Almond Road. The fiber once again branches onto smaller segments to serve the residents of Rapidan, Nasons, Raccoon Ford, Bledsoe Corner, Burr Hill, and Locust Grove.

The fiber continues along Constitution Highway between Rhoadsville and Locust Grove, and then again past Locust Grove, terminating at Route 3. Continuing south off these along Gold Dale Road, Mine Run Road, Old Lawyers Road, Tower Road, Saint Just Road, and Catharpin Road.

In the County of Spotsylvania, routes will continue south from Orange on Plank Road, Orange Plank Road, Brock Road, Pamunkey Road, Post Oak Road, and Courthouse Road. Fiber will be placed to serve the northwestern portion of Spotsylvania, including the communities of Post Oak, Belmont, Paytes and Brokenburg.

Routes will also continue west from Orange County into Greene, reaching Burtonville via Fredricksburg Road and Newtown by way of Toms and Heights Hill Road. Additionally, fiber will reach Ruckersville by continuing along Spotswood Trail. Routes will also pass residential addresses along Matthews Mill Road.

See Attachment 1: Project Area Map for a visualization of all project areas.

2. Existing Providers

In Orange County, Spotsylvania County, and Greene County, Comcast is the only major wireline provider claiming to serve residences in the project area. Smaller Internet Service Providers (ISPs) claiming service to portions of the service include Verizon Communications Inc., through Verizon Virginia LLC, which offers 15/1 via ADSL, and Virginia Broadband, LLC, which offers 25/10 fixed wireless, as shown on FCC Form 477.

While FCC Form 477 data suggests the project area is adequately served by Comcast, reports by members of these communities and investigations by the Authority staff have determined this does not reflect the reality for residents in the project area through speed tests, outside plant surveys, and resident feedback. On page 4 of the Comcast Comments Log provided in Attachment 4, Exhibit F, one Comcast customer states he "has had service for about a year and a half now and he says the service has gone downhill the whole time. The service is in and out and the internet speeds have slowed as well."

Due to historical difficulty engaging Comcast in productive dialogue, Project Participants see minimal value in the allocation of more resources to outreach efforts. Further description of the methodology used to determine unserved locations in the project area can be found in the responses provided for Question 1.

3. Previous Funding in Project Area(s)

The project area includes minimal areas that received prior funding from federal grant programs. The project routes were designed so as not to conflict with these ineligible areas.

In Orange County, non-continuous tracks to the northeast of Gordonsville were awarded under CAF II to the Rural Electric Cooperative Consortium. Another area directly adjacent to this was awarded to the Central Virginia Electric Cooperative under the ReConnect program. This area is directly adjacent to the

CAF II award area. Both awards areas fall within census block 511371103002. No last-mile fiber will be constructed in these areas.

In northeastern Spotsylvania, discrete census blocks were awarded to Verizon Communications, Inc. Under CAF II. Award areas near Chancellorsville are census blocks 511770201064 and 511770201052. Additional awards were made in central Spotsylvania around Cosner's Corner for census blocks 511770203102, 511770203062, and 511770202052. Verizon was awarded additional areas around New Post for blocks 511770202011 and 511770202051. Most of these award areas are far from the portion of Spotsylvania that will be served by the proposed project. Only block 511770201064 comes near project routes. Even then, zones are a minimum of two miles apart at the closest point between them.

In Greene County there are no relevant award areas.

For project routes overlaid with previous federal funding award areas, please refer to Attachment 2: Documentation on Federal Funding Area. See the response to Question 4 for further detail on RDOF-awarded areas relevant to the proposed project.

4. Details on RDOF in Project Area(s)

The OCBA recognizes that the Rural Digital Opportunity Fund's (RDOF) Phase I auction delivered lower than anticipated level of funding to internet service providers to a far greater extent than previous FCC auctions. To accelerate broadband access to residents in RDOF-awarded zones, the OCBA has included passings in these areas as part of their VATI funding request. Each of the RDOF passings included in this application will be provided access to broadband service within the VATI contractual period.

In Orange County, 148 census blocks included in the project area have been awarded to terrestrial service providers through the RDOF Phase I auction. The awardees are Shenandoah Cable Television, LLC, FiberLight, LLC, and the Rural Electric Cooperative Consortium. A total of 3,513 unserved addresses across these blocks will be served through VATI-funded network expansion. The total route miles passing through these blocks is 159.19.

In Spotsylvania, no census blocks were awarded to a provider other than the Space Exploration Technologies Corp. ("SpaceX"), which has no bearing in eligibility under VATI.

In Greene, no census blocks within the proposed service area were awarded under RDOF to a terrestrial service provider.

See Attachment 3: RDOF Awarded Areas Form in VATI Area for further detail on RDOF-awarded areas included in this funding request. Attachment 17, Exhibit B provides a complete list of RDOF-awarded census blocks included in the project area, while Attachment 17, Exhibit C contains a map of project routes with RDOF-awarded areas overlaid.

5. Overlap (410)

The OCBA has determined the selected project areas are unserved through speed surveys, outreach to residents, and extensive outside plant surveys. Given the definitive nature of the data gathered, the OCBA does not anticipate any overlap with existing providers throughout all project areas. For further detail regarding the determination of unserved areas, please refer to the responses for Questions 1 and 2.

6. Total Passings ()

The total number of serviceable units in the project area is 6,694. Further discussion of project passings delineated by the criteria set forth in the VATI Announcements and Guidelines can be found below.

Type of Passings

a. Throughout the project areas, the project will serve a total of 6,694 residential addresses. The project will also serve 260 organizations and businesses in the region. In total, the project will pass 20 community anchor institutions, 197 businesses, and 43 other non-residential passings. Businesses include 19 farms, a manufacturing plant, and an industrial park. Community anchor institutions include three food banks, five public safety facilities, two medical institutions, a public library, three schools, and two higher education institutions. Of the 43 non-residential passings, 32 are places of worship and seven are public recreation facilities.

For the Orange County and Greene project area, the proposed network will provide service to 4,098 residential addresses as well as 159 businesses, 11 community anchor institutions and 32 non-residential addresses. The community anchor institutions include two schools, two public safety buildings, a public library, a community college, and two medical institutions. Other organizations that make up the non-residential passings category are 23 places of worship, and five public recreational facilities.

In Spotsylvania, the proposed project will provide service to 2,596 residential addresses in addition to 38 businesses, nine community anchor institutions and eleven non-residential passings. The community anchor institutions included in the project area are three schools and three public safety buildings. Organizations included in the non-residential passings category are nine places of worship and two other public-serving facilities.

Attachment 4 provides this passing information in table form, while Attachment 15 is a point shapefile that demonstrates every address to be served by the proposed network.

b. The total number of RDOF passings in Orange County and Greene project area is 2,916. Of this total, 2,771 are residential addresses, 121 are businesses, 20 are non-residential, and four are community anchor institutions. Note that these figures are different from those for Question 4 as they including passings in both terrestrial provider and SpaceX-awarded areas.

In Spotsylvania, the total number of RDOF passings is 1,831. This includes 1,815 residential addresses, 12 businesses, three non-residential addresses, and one community anchor institution.

Attachment 3 provides detail on passings categorized by RDOF award status.

Special Construction Costs

c. The OCBA estimates that at least 41 addresses in the Orange County project area will require construction costs above the typical one-time service connection fee. These higher costs are due to extended drop distances as estimated through GIS analysis. These addresses were identified through proximity distance tools, using spatial joins between the address location and the roadway's center.

d. The OCBA estimates that 41 households will receive broadband access because of special construction costs, all of which have been determined via the partnership between OCBA and Orange County Public School (OCPS) to provide free and discounted internet to qualifying students in the project area. The costs associated with long drops to student households have been included in the funding request given the educational access divide that is only deepening during the COVID-19 pandemic.

Passings with 10/1 Mbps or less

The OCBA estimates that at least 4,158 residential addresses in the Greene and Orange County project area are currently receiving speeds below 10/1 Mbps. This estimation is drawn from a speed survey the OCBA conducted in 2019 in which 68 percent of residents' speeds were recorded to be at or below 10/1 Mbps. This 68 percent was then applied to the 6,115 addresses passed through Orange County to reach the final estimation of 4,158. The results of this survey have been included in this application package as Attachment 17, Exhibit D.

The applicants currently have insufficient data to estimate the number of passings in Spotsylvania that currently receive below 10/1 Mbps. However, given the volume of complaints the Spotsylvania County Government has received regarding lack of adequate internet (See Attachment 4, Exhibit F), the project team believes the figure is significant.

Further information on project passing can be found in Attachment 5: Passings Form.

7. For Wireless Projects Only: N/A

8. Proposed Project Speeds

The proposed project will expand the OCBA's existing all-fiber network and support gigabit-level speeds, scalable to 10 Gbps. The OCBA will offer a Bronze tier of 100/50 Mbps (down/up) for \$49.99 per month, a Silver tier of 500/250 Mbps for \$64.95 a month, a Gold tier of 1,000/500 for \$79.99 per month. The OCBA's Business offerings are Business Bronze tier of 100/100 Mbps for \$79.99 per month, and a Business Gold tier of 1,000/1,000 Mbps for \$249.99 per month. Residential and business packages will not be subject to data caps. Residential packages include a complementary wireless router valued at \$100. These speeds are a product of the proposed project's design and FiberLync's existing high-performance fiber network. The network will utilize Gigabit Passive Optical Network (GPON) topology, the predominant topology for delivering and scaling cost-effective FTTP services due to its efficient use of the optical distribution network investment.

The OCBA's current network is supported by a ring of nine node sites. Each site is utility-powered and equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. The network backbone consists of 288-count fiber between nodes. Each node can support 4,608 subscribers. The nodes themselves are connected via two 10 Gbps rings and are expandable to 100 Gbps as necessary. Each Spotsylvania node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers. The resulting network will be well-equipped to handle current and future subscriber demands.

See the response for Question 9 for further network design details.

9. Network and System Design

Network Details

All network details are provided by OCBA.

The completed project will support gigabit-level speeds, scalable to 10 Gbps. These speeds are a product of the proposed project's design and FiberLync's existing high-performance fiber network. Given current estimates, underground fiber will be installed via plowing (70 percent) and boring (30 percent) in the project areas. Underground installation was chosen to reduce the risk of weather-related cable damage and to improve the overall service life. Fiber counts of 48 and 24 will be used for middle and last-mile construction.

Orange & Greene County

The OCBA's current network is supported by a ring of nine node sites. Each site is utility-powered and equipped with a minimum of a 24-hour battery backup system, a generator, and a remote monitoring system. The network backbone consists of 288-count fiber between nodes. Each node has the capacity to support 4,608 subscribers. The nodes are connected via two 10 Gbps rings and are expandable to 100 Gbps. The network also features fully redundant equipment. The network backbone consists of 288-count fiber between nodes. The OCBA currently leases two fiber routes to the Equinix data center in Culpeper, Virginia. One connects through the Strawberry Hill node; the other connects through the Barboursville node. This network will then branch out to Greene County.

At the node sites, the OCBA will utilize ADTRAN Total Access 5000 service access and aggregation platforms. These platforms are designed to minimize equipment obsolescence and are built without fixed back-plane architecture for maximum scaling and equipment upgrading potential. The system's GPON topology is enabled by the ADTRAN 5000 8-port GPON Octal optical line terminals (OLT), 15 of which will be installed throughout the project. End-user connections will be supported through an ADTRAN 401 Micro FTTH indoor optical network terminals (ONT), which the OCBA will install to premises as needed. This ONT can support 1 Gbps symmetric throughput via ethernet interface.

Spotsylvania County

The proposed project will add three additional node sites to support network extension into Spotsylvania County. These sites will be connected through two 48-count fiber rings. Each Spotsylvania node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. The network will utilize GPON topology, as it is the predominant topology for delivering and scaling cost-effective FTTH/P services due to its efficient use of the optical distribution network investment. In addition to utility power, each node will also be equipped with a minimum 24-hour battery backup system, a generator, and a remote monitoring system. Through the proposed project, the OCBA will be well-positioned to accommodate the bandwidth needs of even the most intensive future applications

Project Sustainability

The Authority chose fiber for the proposed project and the existing network because of the inherent scalability and future-proof connectivity fiber provides. The Authority fully intends the project to be the solution for providing internet to the entire region, as part of the OCBA's phased, universal coverage plan. Upgrading network capacity will only require swapping electronic components at specific node locations. Expansion capabilities were considered when selecting network equipment, such as the ADTRAN Total Access 5000 service access and aggregation platform, chosen for its scalability and lack of fixed back-plane architecture. Furthermore, assuming a 1 Gbps symmetrical connection for all subscribers, each of the nine nodes in the current network has the capacity to support 4,608 subscribers. Each additional node will have the initial capacity to support 1,536 subscribers, expandable to 5,632 subscribers as needed. The proposed project will position the OCBA to accommodate the most intensive bandwidth needs of all subscribers, maintaining quality of service throughout peak intervals.

10. Universal Broadband Coverage

Having already built fiber in major areas of the County and connected more than 1,500 households and businesses with affordable, future-proof internet access, the OCBA has proven to be a dedicated steward of the community's digital future. Given this success, the OCBA is developing the financing plan for a regional fiber expansion project to connect unserved addresses in Orange County and the adjacent counties of Greene and Spotsylvania. The project is known as OSG FiberLync Connect. The project is a multi-phase, regional fiber network buildout that will make service available to the unserved addresses in Orange County, Greene, and Spotsylvania.

OCBA began preparing the OSG FiberLync Connect plan after more than two decades of inaction from private providers. The plan included construction and deployments that would take several years to complete. Now, with the continuing threat of the Covid-19 pandemic and the possibility of another lockdown, the OCBA is seeking to expedite network expansion through applicable state and federal funding programs. The OCBA already applied for funding through the National Telecommunications Information Administration's Broadband Infrastructure Program in August of 2021. Should an award be made, the OCBA will work with VATI to determine the most suitable finance structure to support construction of this critical network.

11. Describe the Current State of Project Development

The Authority has demonstrated the capabilities to meet demanding project deadlines. In the early days of the Covid-19 pandemic, the OCBA secured \$2 million in CARES Act funding to establish 13 Wi-Fi hotspots around the County before the end of calendar year 2020. To support that deployment, the OCBA and its contractor team built over 30 miles of permanent, underground fiber network in just 40 days. Supporting materials regarding this project are included in this application package as Attachment 18, Exhibit A.

The OCBA and Orange County have a successful history of working together, and have continued that relationship in preparation for this application and project. Letters of commitment (LOCs) from the Department of Commerce (DOC) funding application have been included in this application package as Attachment 8: MOU.MOA between Applicant & Co-applicant. These LOCs outline the relevant responsibilities of each party, and both parties have agreed to allow the DOC letters to serve as "stand-ins" until VATI-specific LOCS are finalized. Final versions will be provided in a reasonable timeframe.

The OCBA has confidence in its ability to complete the covered project within 18-month award period as specified in the VATI Guidelines and Criteria. The OCBA has already begun establishing a qualified team of firms to support implementation of the proposed network. Entities confirmed to be participating in network construction are AMT Engineering, Byers Engineering, and SourceOne Corporation. These engineering firms were selected via previous competitive procurements and are currently providing engineering and design services to FiberLync. The combined capabilities of these three firms will ensure that all the design and inspection resources necessary for the project are immediately available.

The OCBA currently retains several contractors that provide installation services for subscriber equipment. To expedite delivery of services to customers in the project area, the OCBA is adding additional installation technicians as permanent Authority staff. Additionally, the Authority will supplement their existing fiber construction, premise installation vendors, and staff commensurate with the overall project schedules and milestones. In preparation for the anticipated capacity to complete such an intensive project, the Authority has issued the following Requests for Proposal: Fiber Optic Construction Services (issued August 25, 2021) and Customer Premise Installation Services (issued September 1, 2021). Copies of these RFPs have been included in this application package in Attachment 18, Exhibit B and Exhibit C, respectively.

The Authority will need to obtain the necessary permits from the Virginia Department of Transportation (VDOT) for underground installation in the VDOT right of way. On private roads, the OCBA will coordinate obtaining necessary easements from property owners before installing fiber infrastructure. The OCBA is in the process of scheduling informational meetings with property owners to review the easement process

before construction is to begin on private roads. This process will start immediately upon notice of the grant award.

Furthermore, FiberLync currently has an extensive inventory of fiber and other network build materials on hand. The OCBA has enough materials on hand to support the early months of construction and has in place a program that provides regular monthly shipments of critical materials and equipment through the construction period.

Engineering designs for grant-funded routes began in early August of 2021. These designs will be finalized by the end of October. Construction will begin the first week of January, 2022, starting with roads under the Virginia Department of Transportation's jurisdiction. Construction will then continue along the privately owned roads that require easements. Sixty miles of mainline construction will be completed each month from January to mid-October 2022. The OCBA anticipates work to be completed on all contracts by the end of May, 2023. A complete project timeline including key milestones has been included in this application package as Attachment 7: Timeline Project Management Plan.

12. Previous VATI Grants Received

While the OCBA has previously applied for VATI funding in 2019, no grant funding was awarded at that time.

13. Matching funds

The applicants will provide a cash contribution of \$3,000,000.00. Additionally, the applicants will provide an in-kind match of \$10,212,063.00. This figure is developed from the OCBA's expenditures that have and will contribute to the proposed project. All OCBA expenses included in this in-kind match are valid, as they are local government expenditures incurred on or after June 17th, 2020. This in-kind contribution is comprised of expenses related to the OCBA's Universal Broadband Coverage Program (valued at \$9,380,639.49), OCBA's advertising and marketing (valued at \$15,938.47), and salary and benefits (valued at \$659,273.33) in addition to administrative overhead (\$54,150.00) and two construction inspector vehicles (\$110,000.00). All of these expenses are related to construction and support of routes that the proposed project will rely on .

Overall, the applicants' match contribution totals \$13,212,063.00, equivalent to 22.70 percent of total project costs – well above the 20 percent minimum contribution as specified by the VATI Guidelines and Criteria.

Further details regarding budget details can be found in Attachment 9: Funding Sources Table and Attachment 10: Documentation of Match Funding.

14. Leverage

As only local government entities are contributing to construction of the proposed network, it is not feasible for the applicants to commit non-match in-kind resources or non-match cash at this time. The applicants have committed a cash match of \$3,000,000.00 Orange has provided an additional in-kind match valued at \$10,212,063.00. Together this match valued at \$13,212,063.00 equal to 22.70 percent of total project costs.

15. Broadband Adoption

Take Rate

The Authority began offering commercial service as FiberLync on April 6, 2021, and residents were eager to sign up for services. As of July 23, 2021, OCBA had achieved a take-rate of 45.15 percent. The OCBA attributes this success to the affordability and quality of its services and has established itself as a trusted internet service provider with outstanding customer experience reports from throughout the communities served. As such, the OCBA anticipates a final take-rate of 70 percent based on its past success and because it will be building into areas that are entirely unserved. This take-rate accounts for the OCBA's plan to market its new services throughout the region. The Authority will advertise across social media platforms, radio commercials, newspapers, and mailings. As community members themselves, the OCBA staff will also announce new services through yard signs placed along project routes.

OCBA's range of service offerings are designed to include affordable options to meet the varying needs of businesses and residents, and the OCBA is confident the proposed network expansion will be sustainable as well as equitable. Residential tiers offered are competitively priced, with costs per Mbps of \$0.499 at the Bronze tier, \$0.129 at the Silver tier, and \$0.01 at the Gold tier, all well below the Virginia state average of \$0.55 per Mbps for Fiber Optic Internet as reported by BroadbandSearch. Additionally, residential packages will include a complementary wireless router valued at \$100.

Fiberlync will also be partnering with Orange County Public Schools to provide high quality broadband connectivity to qualifying students and their households. More details on this program can be found below in the Digital Literacy section.

Digital Literacy

Orange County Public Schools (OCPS) and FiberLync have partnered to provide school-sponsored broadband to every family with an OCPS enrolled student, meets eligibility criteria, and lives at a Fiberlync-serviced address. As of September 27, 2021, 870 letters will have been sent to qualifying families. These letters outline different methods to enroll, clarify frequent points of confusion, and explicitly say [sic.], "Orange County Public Schools will assume the cost of the service, you will not receive a bill."

Broadband access for students has been and will continue to be essential during the COVID-19 pandemic and beyond, not only due to the wealth of online resources available, but also due to the doors that are opened when digital skills are integrated into a student's approach to learning. Through current OCPS programs, students can be provided school devices with necessary content filters in place.

The OCPS will assume all costs of service for 100/50 Mbps, and for all other tiers OCPS just asks the family to pay the difference. This policy means the Silver Tier of 500/250 will cost families only \$14.96 per month and the Gold tier of 1,000/500 will cost families only \$30 per month. As the service is for the home, not just the student, making these higher data tiers accessible could facilitate economic mobility and educational opportunities throughout larger families. In their letter of support for this application, Kathryn Hill, Director of the Orange County Public Library ("OCPL") states: "[OCPL] has "partnered with [the] local schools to provide login access to all Orange County students whether they have library cards or not. That is great, but not that helpful if the student does not have Internet to use to download the items."

Many residents seeking digital literacy classes and training will also turn to their local library. OCPL has engaged with FiberLync in discussions of a partnership to bring awareness to available resources to residents and OCPL has offered to provide library sites for training sessions for community digital resources and skills training. According to the OCPL webpage, the system currently operates in three (3) locations, which combined experience an average of 13,725 patrons a month, with 10,650 patrons active registered borrowers as of January 2021. OCPL checked out 225,347 items from July 2019-July 2020 and 297,661 from July 2018-July 2019. OCPL also serves all residents of adjoining counties as part of a reciprocal agreement with neighboring libraries.

Kathryn Hill, OCPL Director, details in her letter of support (See Attachment 11: Letters of Support) that the proposed project “is essential to [the] community.” Hill explains: “Our library system has been investing in digital collections and online resources, most of which are not usable by those without a strong, fast Internet connection. The more customers we can reach with those resources, the more we can impact literacy in our community.”

16. Project Management

Please see Section 11 for details related to OCBA/FiberLync’s history and experience with managing and constructing broadband communication facilities. Additionally, our Broadband Program Manager listed below has extensive experience managing a BTOP Stimulus grant for the Columbia County Community Broadband Utility (C³BU). Please see pages 12 to 13 of Attachment 20 for the information below represented as a table.

Seaborn “Lewis” Foster, Jr., Broadband Program Manager, Orange County VA Broadband Authority

Lewis Foster is the Broadband Program Manager at OCBA and will plan and coordinate the proposed project, formulate policies and procedures, acquire equipment and services, forecast revenues and expenses, and make operational changes as needed. Previously, Foster worked as the Broadband Manager, Columbia County Community Broadband Utility (C³BU), where he both developed the application for and served as BTOP Stimulus Grant Project Manager. Foster received a Certificate of Local Government Management and completed the Information Technology Leadership Program with the University of Georgia. Foster is the former Secretary and a Founding Member of the Fiber Network Owners Alliance organization, as well as a former Board Member of Southeast Association of Telecommunications Officers and Advisors, and the former President of GA-GMIS.

Barbara Tilley, Financial Controller, FiberLync

As the Financial Controller at FiberLync, Barbara Tilley will oversee accounting activities, provide all Financials Statements, produce Board Packages, close the month, perform internal audits on Balance Sheet accounts, manage inventory, and set up accounting systems, processes, and controls. Tilley earned her MBA in Accounting from University of Northern Virginia in 2003, her Bachelor of Accounting from Cameron University in 1996, and her Associates of Business from Piedmont Virginia Community College in 1992.

Chris Davis, Vice President Engineering & Operations, SourceOne Corporation

Chris Davis is a Vice President Engineering & Operations at SourceOne Corporation and will oversee the training and implementation of qualified design engineers to complete the proposed FTTP design project. Previously, Davis worked with Byers Engineering from 2012 – 2013, and served in the U.S. Military from 1997 - 2005 in the role of Aviation Machinist & Aviation Mechanic. Davis was awarded his Associates in Applied Science from Eastern New Mexico State University (Roswell) in 2009.

Casey Lide, Keller & Heckman, LLP

Casey Lide is a partner at Keller & Heckman’s Telecommunication Practice Group, representing public- and private-sector clients on matters involving telecommunications infrastructure and applications, and has served as legal counsel to FiberLync during the planning of the project and will continue to provide advisement during the execution of the proposed project. Previously, Lide has served as Principal for Baller Stokes and Lide, P.C., as the Director of Education Services for Digital Signature Trust Co., a Policy Analyst for Educause, and as the Director of Special Projects for Farnet. Lide earned her J.D. from The Ohio State

University Moritz College of Law in 1997, and has been admitted to District of Columbia Bar, D.C. Court of Appeals, and is a member of the Federal Communications Bar Association.

	Main Role	Relevant Professional Experience	Relevant Education	Other Relevant Experience
Seaborn "Lewis" Foster, Jr.	As the Broadband Program Manager, Orange County VA Broadband Authority, Lewis will plan and coordinate the proposed project, formulate policies and procedures, acquire equipment and services, forecast revenues and expenses, and make operational changes as needed.	Broadband Manager, Columbia County Community Broadband Utility (C ³ BU), 2010 – 2019	University of Georgia – Certificate of Local Government Management University of Georgia – Information Technology Leadership Program	Former Secretary and Founding Member of Fiber Network Owners Alliance organization Former Board Member of Southeast Association of Telecommunications Officers and Advisors Former President of GA-GMIS
Barbara Tilley	As the Financial Controller at FiberLync, Barbara will oversee accounting activities, provide all Financials Statements, produce Board Packages, close the month, perform internal audits on Balance Sheet accounts, manage inventory, and set up accounting systems, processes, and controls.	Accounting Manager, Green Applications, 2019 – 2020	MBA in Accounting, University of Northern Virginia, 2003 Bachelor of Accounting, Cameron University, 1996 McIntire School of Commerce, University of Virginia, 1992 – 1993 Associates of Business, Piedmont Virginia Community College, 1992	
Chris Davis	As the Vice President of Engineering & Operations at SourceOne Corporation, Chris will	Telecommunication and Industrial Consulting	Associates in Applied Science, Eastern New Mexico State University (Roswell), 2009	Military Service 1997 - 2005 Aviation Machinist &

	oversee the training and implementation of qualified design engineers to complete the proposed FFTP design project.	Services, 2013-2019 Byers Engineering, 2012 – 2013		Aviation Mechanic
Casey Lide	Casey Lide is a partner at Keller & Heckman’s Telecommunication Practice Group, representing public- and private-sector clients on matters involving telecommunications infrastructure and applications, and has served as legal counsel to FiberLync during the planning of the project and will continue to provide advisement during the execution of the proposed project.	Baller Stokes & Lide, P.C., 2004–2021 Digital Signature Trust Co., Director, Education Services, 2002–2004 Educause, Policy Analyst, 1999–2002 Farnet, Director, Special Projects, 1997-1999	The Ohio State University Moritz College of Law, J.D. 1997	Admitted: District of Columbia Bar; D.C. Court of Appeals Member: Federal Communications Bar Association

17. Project Budget and Cost Appropriateness

The applicants are seeking \$44,998,621.81 in grant funds from the Virginia Telecommunications Initiative. The total project cost of \$58,210,684.81 includes the match contribution of \$13,212,063.00 (a 22.70 percent match; including \$3M in cash). As responsible stewards of grant funding and detailed below, the majority of the requested funding amount from the VATI program will be allocated toward the engineering and construction of the routes that are essential to bringing universal broadband coverage to the region. A detailed breakdown of the major cost categories is provided below. Detailed cost estimates for engineering, construction and necessary equipment have been provided in this application package as Attachment 13: Documentation of Supporting Cost Estimates. Vendor quotes prepared in support of this project were provided by ElectriCom (construction), ADTRAN (network electronics and node site setup), Walker and Associates, INC (network equipment), TIGER FUEL COMPANY (LP tank), SourceOne

Corporation (engineering and design), HURRICANE FENCE CO. (node fencing), and GenHub, Inc. (node generator and installation). Budget information is provided in table form in Attachment 12: Derivation of Costs.

The engineering services estimates included are based on rates and services under an existing contract with SourceOnce Corporation. The engineering and inspection cost are estimated to total \$2,741,712.00.

This estimate includes \$2,317,392.00 in design fees, charged at \$0.77 per foot for approximately 570 miles (3,009,600.00 feet) of outside plant design. The project will also require a full-time field engineer for the grant performance period. Costs are estimated at the contractual rate of \$69.00 per hour for 3,120 hours per the SourceOnce Corporation hourly rates. Additionally, one full-time site inspector will be required to attend to the construction crews to ensure engineering designs are followed and properly updated in the field during construction. This was estimated at the contractual rate of \$67 per hour for 3,120 hours. Two FiberLync Staff will assist in these efforts, the costs of which will be covered as part of the applicants' in-kind contribution to the project.

Additionally, the engineering contractor will prepare any required permit paperwork and the OCBA will pay directly for those permits. Additionally, the project is estimated to require \$262,944.00 in permits for approximately 524 routes miles to be constructed in areas controlled by the Virginia Department of Transportation. Permitting fees are estimated at \$0.15 per foot and are based on historical per foot costs incurred by OCBA.

The original cost estimates prepared by SourceOne Corporation can be found in Attachment 13: Documentation of Supporting Cost Estimates.

The County and OCBA are requesting \$44,998,621.81 in grant funding for construction costs related to the proposed project (approximately 73% of total project costs). As noted above and in other sections of the Budget Narrative, the OCBA will provide a \$3,000,000.00 cash match for all other itemized costs in addition to an in-kind contribution valued at \$10,212,063.00. The applicants' match contribution totals \$13,212,063.00, equivalent to 22.70 percent of total project costs.

Construction pricing estimates were provided by ElectriCom, a construction contractor the OCBA has employed for past projects. The project team has issued an RFP to select construction vendors and ensure the best pricing possible. The estimated cost of \$10,901,583.60 includes labor costs related to plowing and boring, installation of busting units, duct placement, and installation of splicing units. It also includes \$249,600.00 for subscriber installation services (installation of optical network terminals and routers inside subscriber locations; assumes a unit rate of \$240 multiplied by the estimated take-rate of 70 percent (4,155 households) and \$35,000 for network configuration and design for network expansion. These costs were estimated from the assumption of 570 route miles of construction intended to pass approximately 5,935 unserved households with an average drop distance of 750 feet and assumes a 70 percent take-rate (4,155 households). These households are all located in grant-eligible areas. Estimates assume plowing will be used for 70 percent of fiber routes, while boring will cover the remaining 30 percent.

Additionally, the build into Spotsylvania County will require shelter and node cabinets and installation (\$89,000.00), grading (\$7,500) and an LP tank (to store propane fuel for the backup generator) installation (\$3,381.00). Fence installation (\$8621.00), preparation of electrical components (\$5,000) and generator purchase and installation (\$35,273.00) are also included. These expenses are per node site and will total \$446,325.00 for the three nodes necessary to support the Spotsylvania network expansion.

Materials costs include \$112,500.00 for optical line terminal cards, \$261,735.00 for node site electronics, \$389,245.88 for necessary network interface electronics, and \$420,065.93 for SmartRG routers to be provided to new residential subscribers.

Construction-related quality assurance inspections have been included in the construction portion of the budget. Construction equipment will be provided by the contractor and has been included in the attached cost estimate.

The original cost estimates prepared by ElectriCom are included in this application package as Attachment 13: Documentation of Supporting Cost Estimates. Vendor quotes for network electronics are also included in that attachment.

18. Cost Benefit Index

The total VATI funding request for the proposed project is \$44,998,621.81. This contribution will bring fiber-backed, future proof connectivity to a total of 6,694 addresses, 5,935 of which are currently without broadband.

19. Commonwealth Priorities

a. Businesses, Community Anchors, or Other Passings with Significant Impact

In addition to serving 6,694 residential addresses, the proposed project will significantly benefit public institutions and businesses in the region. In total, the project will pass 20 community anchor institutions, 197 businesses, and 43 other non-residential passings. Businesses include 19 farms, a manufacturing plant, and an industrial park. Community anchor institutions include three food banks, five public safety facilities, two medical institutions, a public library, three schools, and two higher education institutions. Of the 43 non-residential passings, 32 are places of worship and seven are public recreation facilities. See Attachment 18, Exhibit D for a complete list of institutions to be served by the proposed project.

Furthermore, there are 2,021 student residents along project routes. Of these students, 785 live along routes classified as in-kind, and the remaining 1,236 live on routes proposed in this project. 41 out of 2,021 student households are further than 1000 ft from the road centerline and will be considered long drops. These long drops are extremely expensive and infeasible for private citizens with low-to-moderate household income to independently fund. Through the proposed project, these students and families will be connected to high-speed fiber internet and will be able to participate in a reduced internet pricing program through FiberLync's partnership with OCPS. VATI funding is critical to reach the rural neighborhoods of many of the students who require these long drops. Longer drops to non-student households have not been quantified at this time as the OCBA has been prioritizing student long-drops at this time.

Internet availability significantly impacts small businesses in rural communities like Orange and Spotsylvania. In Orange County, 56.7 percent of businesses have between one and four employees according to the American Community Survey's 5-year estimates. Through the proposed project, these small businesses will be able to access online training tools. Additionally, these businesses will become more resilient to market changes and will be able to reach new customers on virtual platforms. The OCBA designed FiberLync's business subscriptions with these customers in mind, such as the Business Bronze package for 100 Mbps symmetrical service is priced at just \$79.99 a month.

The 19 farms in the proposed project area will benefit significantly from fiber connectivity. Through the proposed project, these farms will be able to take full advantage of precision agriculture technologies as they emerge, increasing productivity and ensuring the area remains competitive. Precision agriculture will

also help make farming more environmentally friendly, requiring less water and minimizing need for pesticides.

Orange County Public Libraries have engaged FiberLync in discussions of a partnership to bring awareness to available resources to residents and OCPL has offered to provide library sites for training sessions for community digital resources and skills training. OCPL also serves all residents of adjoining counties as part of a reciprocal agreement with neighboring libraries.

The covered project will also connect 41 critical Rapidan Service Authority (RSA) sites and vertical assets, including 26 stations and three wastewater plants in addition to the main RSA Office. Fiber laid by the project will support an upgraded Survey Control and Data Acquisition (SCADA) system, enabling RSA to increase productivity, reduce waste, and pinpoint problem locations with maximum accuracy. Location detail regarding these sites have been included in this application as Attachment 18, Exhibit E.

b. Unique Partnerships

The OCBA is a municipal broadband entity, created to directly serve the interests of constituents, and is committed to ensuring the proposed network will always be leverageable for greatest community benefit. The OCBA has demonstrated commitment and organizational strength via emergency network deployment during COVID-19 and through the construction of a fiber Wide Area Network (WAN) for Orange County Public Schools (OCPS). The Orange County Public Library has also voiced their full support of the proposed project and is engaging Fiberlync in a partnership to expand and promote digital literacy and access efforts.

Past Partnerships

On June 30, 2017, OCPS received \$965,078.20 from the FCC's Universal Service Administrative Company's Schools and Libraries (E-Rate) Program for construction of a WAN to connect the Orange County public school system. The OCPS then engaged OCBA to partner in planning and executing the construction of the fiber WAN. The network was completed and operational as of July 15, 2019, and stands as a successful marker of both the OCBA's community-focused approach and technical expertise.

In addition, the Covid-19 Emergency Network Deployment demonstrated capacity for quick deployment and crucial foresight and responsiveness to community needs. In the early days of the Covid-19 pandemic, the OCBA secured \$2 million in CARES Act funding to establish thirteen (13) Wi-Fi hotspots around the County before the end of calendar year 2020. To support that deployment, the OCBA and partners built over 30 miles of permanent, underground fiber network in just 40 days. Supporting materials related to this effort have been included in this application package as Attachment 18, Exhibit A.

Present/Future Partnerships

Orange County Public Schools (OCPS) and FiberLync have partnered to provide school-sponsored broadband to every family with a qualifying OCPS enrolled student who lives at an address served by Fiberlync. As of September 27, 2021, 870 letters will have been sent to qualifying families. William Mark Outten, Director of Technology for OCPS, writes in the first page of his letter of support on behalf of this application, "having Fiberlync serve as many homes as possible is in our student's direct interest. I cannot speak more highly of their support for our students thus far. We look forward to seeing them grow their capabilities using this Virginia Telecommunications Initiative to help us support even more in the future."

The Orange County Public Library (the library) is exploring a partnership with FiberLync to increase awareness of available resources and develop tutorials in how to use them. The library has also offered to partner to provide library sites for training sessions for the community in use of digital resources.

In the Orange County Public Library’s letter of support, Kathryn Hill writes that the library “[hears] from customers daily about how they cannot get access to reliable, fast, and affordable Internet at their homes. We have people spend hours a day in our library buildings using our Wi-Fi to take online classes, conduct work meetings and meet their daily needs for Internet.” Hill notes that all available mobile hotspots remain checked out, and that the small number available does not at all meet the need for quality bandwidth among Orange County residents. The letter of support states in no uncertain terms that, “FiberLync can improve the lives of our citizens and we support its grant funding.” In addition, the OCBA is exploring the option of becoming an Emergency Broadband Benefit (EBB) provider, furthering their commitment to accessible broadband throughout the region.

In late 2020, OCBA executed an agreement with Rappahannock Electric Cooperative (REC) to lease capacity across 19 miles of fiber optic cable that REC is installing as a part of the Cooperative’s new Fiber Utility Network, as detailed in Attachment 18, Exhibit G. REC recently initiated a six (6)-year fiber project, benefiting REC members. REC will add 800 miles of fiber, which will allow third parties, including counties, to lease capacity and further enable the end goal of universal broadband coverage. Jim White, Chairman of the County’s Board of Supervisors and Broadband Authority states: “REC’s fiber utility network provides our county the opportunity to bring broadband to more of our citizens quicker,” continuing that, “the OCBA is happy to announce this partnering arrangement with REC. This effort completes a county fiber optic loop supplying reliable connectivity for the public safety communications system. This project should also enable future opportunities for third parties or the county to provide high-speed Internet to homes and businesses.”

FiberLync also has the support of the team at Craigs Church, in Spotsylvania. As Pastor W. John Swain notes in his letter of support for the application, “[o]ur church has built a 12,000 sq. ft. Community Life Center with the goal of trying to help and serve the members of our community. Having a place to telework from, aiding in education of the children, assisting folds to get equipped and trained in computer skills so they can find or advance in employment. All of these require internet service.”

c. Digital Equity Efforts for Low to Moderate Income Households

For many residents of Orange and Spotsylvania County in the proposed project area, there is currently no broadband access, let alone affordable broadband access. Additionally, other available ISPs in the proposed service area are below 25/3 and all are well below the lowest proposed speed tier by FiberLync. FiberLync's range of service offerings are designed to include affordable options to meet the varying needs of businesses and residents. As noted in Proposed Project Speeds, FiberLync will offer a Bronze tier of 100/50 Mbps (down/up) for \$49.99 per month—or \$0.50 per Mbps, below the Virginia state average of \$0.55 per Mbps for Fiber Optic Internet. Residential packages will also include a complimentary wireless router valued at \$100. The Project will also offer an affordable Business Bronze tier of 100/100 Mbps for \$79.99 per month, which is necessary to facilitate entrepreneurship and business recovery and expansion in the proposed service area. These goals are detailed further under Commonwealth Priorities. Finally, FiberLync is exploring the viability of becoming an Emergency Broadband Benefit (EBB) provider in the coming months.

In the Orange County Library letter of Support, Director Kathryn Hill writes, “Our library system has been investing in digital collections and online resources, most of which are not usable by those without a strong, fast Internet connection. The more customers we can reach with those resources, the more we can impact literacy in our community. We have added digital books for children and teens and partnered with our local schools to provide login access to all Orange County students whether they have library cards or not. That is great, but not that helpful if the student does not have Internet to use to download the items.”

Within the proposed service area, there are 2,021 student residents. 785 live along routes classified as in-kind, and the remaining 1,236 live on routes proposed in this project. 41 out of 2,021 student households are further than 1000 feet from the road centerline and will be considered long drops. These long drops can be extremely expensive, and are infeasible for private citizens to independently fund, especially if they are a low to moderate income household. As seen in the Comcast Comments Logs, many of these long drops are priced to require investments of tens of thousands of dollars from the individual resident being connected. As part of the partnership being explored with OCPS, any qualifying student residence will be provided 100/50 Mbps service for free (originally \$49.99), 500/250 for \$14.96 a month (originally \$64.95), and 1,000/500 for \$30 a month (originally \$79.99).