

Application to DHCD Submitted through CAMS

Augusta County

Augusta County VATI

Application ID: 39712052016131838
Application Status: Pending
Program Name: Virginia Telecommunications Initiative
Organization Name: Augusta County
Organization Address: 18 Government Center Lane
Verona, VA 24482-2639
Profile Manager Name: Jennifer Whetzel
Profile Manager Phone: (540) 245-5610
Profile Manager Email: jwhetzel@co.augusta.va.us

Project Name: Augusta County VATI
Project Contact Name: Jennifer Whetzel
Project Contact Phone: (540) 245-5610
Project Contact Email: jwhetzel@co.augusta.va.us
Project Location: 18 Government Center Lane
Verona, VA 24482-0590
Project Service Area: Augusta County

Total Requested Amount: \$278,880.00
Required Annual Audit Status: Pending Review

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$278,880.00	\$119,520.00	\$398,400.00
Construction	\$250,880.00	\$107,520.00	\$358,400.00
Construction Related Soft Costs	\$28,000.00	\$12,000.00	\$40,000.00
Total:	\$278,880.00	\$119,520.00	\$398,400.00

Budget Narrative:

Construction budget consists of fiber placement, fiber-to-the-home, tower (including base), fixed wireless LTE equipment and site preparation costs. Soft costs include engineering services. Local match is at 30% of the project and 70% of the project costs are requested from the VATI Grant.

Questions and Responses:

1. Project Area

A map and description of the proposed geographic area including specific boundaries of the project area e.g.; street names, local and regional boundaries, etc. Explain why and how the project area(s) was selected. Attach a copy of your Map(s)

Answer:

Project Area This application for funding to the Virginia Telecommunications Initiative (VATI) program includes one "project area" within Augusta County. The business plan and strategy of MGW/Lingo Networks is to accomplish improving broadband and communications in the Middlebrook/Arbor Hill area by extending existing fiber optic cabling to a new tower and installing equipment that will provide wireless broadband and cellular services, as well as creating the possibility of providing services via fiber for homes and businesses passed.

Approximately 2.2 miles of fiber would be installed from where MGW/Lingo Networks' fiber currently dead-ends near the intersection of Rt. 710 and Smoky Row Rd to the new tower site at 1680 Middlebrook Road. This would provide Fiber-to-the-Home (FTTH) access for approximately 48 subscribers along the route where fiber is placed. Once the fiber is connected to the new tower, MGW/Lingo Networks will be able to provide wireless and

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mobile broadband services throughout the Middlebrook/Arbor Hill project area.

Project Area Selection Augusta County recently completed a Community Broadband Telecommunications Strategic Plan (the Plan) that assessed the needs, gaps, and strategies to pursue in improving internet service to the community. The County dubbed the Plan as the “Augusta County Internet Initiative” and continues efforts to expand services in the County through partnering with MGW/Lingo Networks in this grant application.

As part of the Plan, Dewberry Engineers reviewed a list of thirty-two (32) potential site locations. The locations were provided to Dewberry from Augusta County based on the recommended tower site locations in the Wireless Facilities Telecommunications Analysis for Wireless Voice and Broadband Services Report dated August 6, 2012 by the Atlantic Group Companies, Inc. Upon review of the 32 sites, Dewberry provided recommendations of seven (7) priority sites to be constructed which will provide the highest value to the County and potential wireless carriers. Dewberry evaluated and provided recommendations of tower locations based on nine factors, including but not limited to: proximity of existing vertical assets for collocation, # of dwelling units served, customer satisfaction from survey results, site access, construction feasibility, road length, cost, obstructions, distance to existing utilities, and property ownership.

The Middlebrook/Arbor Hill site is in a “no or unreliable cellular service” and a “no or dissatisfied internet connection” area according to the Plan. Also, there has been public outreach in the area for improved cell service and internet connection to County officials. There are many nearby high traffic roads that may serve additional customers traveling within the tower’s service ring, including Rt. 252 and proximity to Rt. 11 and I-81.

Internet Priority Areas The Plan designated Priority Areas where service gaps were identified where no service was available and/or service was slow or unreliable (unserved and/or underserved) was reported. Cellular priority areas were also identified based on responses of no service or unreliable service. MGW/Lingo Networks proposes not only resulting benefits to broadband service, but improved cellular communication capabilities. Generally speaking, the areas of greatest needed focus in Augusta County consisted of the regions: •Between Deerfield and West Augusta •Craigsville and Deerfield/Middlebrook and Spottswood area-west of I-81 (reportedly same area where public safety communication gap exists) •The large region both south and north of Swoope, northwest of I-81 from Middlebrook up to Sangerville •Area around Spottswood •Stuarts Draft, Fishersville and east to the County boundary •Crimora corridor between I-64 north along Rt. 340 to the northern County Line. Businesses and residents located outside of the town limits in the more rural sections report having unreliable service, service not available or too expensive, or no choice other than satellite and dial-up.

Augusta County is challenged by topography and its rural nature. The topography of Augusta County, particularly in western Augusta County, is characterized by high, narrow mountain ridges making both cell service and internet services unreliable. The remoteness of this part of the County has not allowed private investment by local service providers to occur due to the low population densities within their potential customer base. Due to topography, density counts have been limited to a two (2) mile radius in the grant application.

A stated objective of the Augusta County Community Broadband Telecommunications Study is: to increase access throughout the project study area, to advance telecommunications services that provide for high speed transmission of data, voice, and video over the Internet and other networks to foster the development of distance learning, e-commerce, e-government, telemedicine, overall economic development and enhancement of quality of

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life. The County is best positioned to work with service providers and pursue state and federal implementation funding.

It will be up to the County to ensure broadband availability, reliability and affordability meet the needs of the future for the businesses, communities and residents they represent. It appears the proposed project meets the primary objective of VATI and fits extremely well within the criteria and requirement parameters of the Virginia Telecommunication Initiative 2017 Program.

2. Describe population both in terms of absolute numbers within the project area and the likely users that will be served by the proposed project. Indicate the numbers of residential, businesses and community anchor institutions the proposed project will pass in the project area. Estimate the overall expected subscriber projections for the project and the basis for the projections.

Answer:

In addition to the 48 FTTH access discussed in question one, the tower site identified by the County would allow for wireless broadband services to be available to the 323 residential, 14 residential home with home based business and 7 businesses locations which exist in the Middlebrook/Arbor Hill project area within a two mile radius. Based on an average of 2.5 persons per household, the estimated population of the project area is 842.5 persons. A five mile radius could serve 3,093 households and 218 businesses.

3. Has the locality where the proposed project area is located been designated to receive funding through Connect America? The applicant must provide supporting documentation proving the VATI project area is NOT to be served by Connect America Funding.

Answer:

The map in the required attachment identifies the areas where some of the nation's largest phone companies, also known as price cap carriers, accepted Phase II support from the Federal Communications Commission's Connect America Fund (CAF) to provide broadband and voice service over the next six years. Eligible areas that were accepted are shown in bright green on the map. The map for Augusta County does not reflect any eligible areas.

In addition, MGW/Lingo Networks reached out to others in the telecommunications industry to determine the status of CAF Phase II funding in the project area and received the following response, "the status of Connect America Funding CAF Verizon declined its 'right of first refusal' (RoFR) to take CAF Phase II funding on a statewide basis in a number of states, including Virginia."

4. Discuss the benefits to the community. For example, the applicant should discuss how broadband availability will

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help foster economic development and how the use of broadband applications is relevant to residents, businesses, telemedicine, teleworking/telecommuting, public schools, distance learning, e-commerce, e-government, public safety, tourism, entertainment, etc.

Answer:

Summary

Broadband growth is needed throughout the entire County. The most vocal constituents have historically been small home-based business owners and parents of students that live in rural areas of the County. Being a primarily rural county, realistic expectations are that a gamut of technologies will be needed to provide internet service to all of the constituents. The County's Comprehensive Plan makes two policy statements regarding broadband: to expand broadband and to support co-location opportunities. The project included in this grant application is a beginning to improving the ability for students, patrons, businesses and households to access affordable, reliable internet and cell services.

Economic Development

The provision of adequate and affordable broadband service has proven benefits for local economic development and economic resilience. It is a key element for existing businesses to survive and grow, gives local entrepreneurs access to the global economy, and creates a more attractive environment for prospective businesses, including residents with home-based businesses. Approximately 15% of respondents to the Augusta County internet survey reflected that they were a "residence with home-based business". The County has seen growth in the area of small residential businesses. These business owners need to work from home or telecommute, but wish to live in a bucolic community. The Economic Development Strategic Plan notes that reliable broadband access is currently a weakness and that broadband services are critical to future growth. A goal of the plan is to "monitor the quality, cost and coverage of broadband service in the County".

Education

Augusta County public schools have a Tablet Take Home Program where information is uploaded to the cloud and pushed onto the tablets. Planning Survey Responses indicated that 53.98% of respondents used the Internet to search for school related information. The Augusta County School system is proactive in providing adequate internet to the school facilities. However, the biggest problem for rolling out Table Take Home programs is that that a good number of students lack the necessary high speed internet connection while they are at home. The majority of students who have no Internet access at home go to the public library to complete assignments.

Area Libraries

The Augusta County Library creates an environment for people to learn, to explore, to enjoy, to create, and to

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connect with each other and their community. It provides materials and services to the residents of Augusta County to meet their educational and recreational needs. Over the past few years, our Librarian has noted the need for additional staff to assist with the growth in demand for computers and technology assistance at the County libraries.

Citizens without computers or home Internet access and visitors to the County access the Internet at no charge at a library. Patrons with laptop computers access the Internet wirelessly. Station access is being used for many functions including leisure activities such as surfing the Internet and email, to more critical functions such as working on resumes, researching job opportunities, and applying for jobs advertised by national databases such as Monster.com. It is a common practice for companies to require job applications to be submitted only through an online process.

Library hours can also limit access by patrons who have no computer or Internet access at home, particularly students who need to access to complete school assignments and job seekers. The Middlebrook Library Station is open to the community four days per week. The completion of the grant project will improve internet access to the communities bordering the library.

Project Specific Area Needs

- The Middlebrook Area is a popular area for tourists in search of scenic, rural byways and there are numerous bicycling events that occur on/near bike routes that have been identified by other cycling organizations.
- The new wireless sites would provide additional benefits, such as improving cellular coverage for public safety communications.
- The addition of cellular coverage will allow for communications to school buses that currently are not able to connect with the School Board Office, School Bus Garage or E-911.
- Survey responses in each project area noted that 44% of Middlebrook respondents have members of the household that are students. A similar percentage of respondents also noted that they communicated with a teacher, prepared a school assignment or searched for info related to school using the internet.
- 33% of survey respondents in the project area noted they had were a business, teleworked from home or had a home based business.

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5. Need

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 <10 Mbps/1 Mbps. Provide a list of the broadband service providers, if any, currently serving the area the applicant proposes to serve and the available broadband speeds.

Answer:

Augusta County recently completed a Community Broadband Telecommunications Strategic Plan (Plan) which

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identifies a variety of potential broadband solutions. Required attached maps show an analysis of the community survey results which were used during the identification of "priority areas" for the County to focus their efforts. The Middlebrook/Arbor Hill project area was highlighted as priorities in the attachment due to the number of surveys responses which stated "No or Dissatisfied Internet Connection." The project area is unserved per the VATI definition of unserved (speeds less than 10Mbps/1Mbps).

As support to the narrative, the following was summarized from survey response data that is within a two mile radius of proposed project tower sites and equipment improvements:

Internet Service Providers	
	Middlebrook
MGW/Lingo Networks	7
Satellite Provider	10
Ntelos	2
Shentel	1
Sprint	1
Verizon	18
None	6

Speed (bandwidth) Satisfaction	
	Middlebrook
Very satisfied	1
Somewhat satisfied	13
Very dissatisfied	17
Somewhat dissatisfied	11
No answer	3

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6. Project Description

A statement whether the proposed project is targeting the “last mile,” “middle mile,” or “backbone” portion of the broadband infrastructure. This statement should also indicate whether the facilities involved would be owned, rented or leased.

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Answer:

While the project is primarily a last mile wireless broadband solutions, the fiber placements that connect these site will pass by approximately 48 subscriber locations. This component of the project will provide fiber-to-the-home (FTTH) access to all businesses, residents, and community anchor institutions (CAIs) which are located along the fiber placement corridor.

The land for a tower site in the Middlebrook/Arbor Hill project will be leased from the property owners by MGW/Lingo Networks. The fiber optic cables, tower, and network electronics will be purchased, installed, and owned MGW/by Lingo Networks. Please reference the Letter of Support from the property owners and Lease Agreement under other attachments.

7. A description of the broadband service to be provided, including estimated download and upload speeds, whether that speed is based on dedicated or shared bandwidth, and the technology that will be used. This description should be illustrated by a map or schematic diagram, as appropriate.
 - i. If the application proposes a wireless broadband service, provide a list of all broadband service providers that overlap the footprint of the proposed wireless broadband project. If known, provide an estimate of the customers within the proposed footprint that are served by competing broadband service providers.
 - ii. If the application proposed a wireless broadband service, provide a list of all facilities-based landline telecommunications providers that overlap the footprint of the proposed wireless broadband project. Describe the extent to which any facilities-based landline telecommunications providers are currently offering a digital subscriber line (DSL) or cable broadband service within the footprint of the proposed wireless broadband project.

Answer:

Considering the rural character and topography of much of Augusta County, many of the solutions included in the Plan were fixed wireless solutions. Pursuing a wireless solution will allow the County to deploy last mile broadband solutions more quickly and effectively, and within the VATI implementation deadline of June 30, 2017. These proposed projects could be considered hybrid projects as they include last mile broadband infrastructure using both wireline (fiber) and wireless technologies.

We also realize that the County has areas that lack cellular coverage or have no cellular coverage at all, especially in the Middlebrook/Arbor Hill area. Due to such, we have designed each of our proposed projects with an optional Personal Communications Service (PCS) mobile broadband component. This mobile broadband solution will provide additional coverage, allow for more users, and deliver a boosted signal in otherwise marginally covered areas.

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Projects funded by VATI are required to provide minimum speeds (bandwidth) of 10 Mbps/3Mbps. The standard bandwidth offering for the project areas are 25 Mbps download and 3 Mbps upload. It is anticipated that 25/3 is the bandwidth package that the average customer would select, but options to purchase packages with greater bandwidth shall be made available. Additional information about the service offerings and price structure are provided in a later question.

The County's Community Broadband Telecommunications Strategic Plan includes mapping and analysis of existing infrastructure and service providers. See Attachment 5 for map. The following is a summary of the survey data for the Middlebrook/Arbor Hill area. Fifty-six percent of respondents noted that they do not have cellular coverage at their location.

Cellular Service Providers	
	Middlebrook
Ntelos	5
Shentel	2
Sprint	6
Verizon	29
None/unknown	3

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8. Provide a description of the network system design used to deliver broadband service from the network's primary Internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Also describe specific advantages of using this technology.

Answer:

The County's Community Broadband Telecommunications Strategic Plan includes the following analysis of wireless technology:

Service providers attempt to maximize the use of their existing infrastructure. The major exception to this is the FTTH/FTTP technologies that are being installed over all fiber optic networks. Wireless technologies and products have evolved and become more efficient in the use of spectrum and as a result, many different transmissions coexist. Wireless technologies have some advantages and disadvantages in serving rural areas. They need not develop an entirely new wired outside plant infrastructure, but also face interference and technology challenges, struggle with reliability and to keep up with the ever increasing definition of broadband by the FCC, as well as the need for vertical assets to deploy from. The future requirements and changes to recommendations will be driven by the applications that become "must have" across the landscape.

A diagram of how the Middlebrook/Arbor Hill project will fit into the MGW/Lingo Networks system is included in other attachments.

9. Project Timeline

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What is the current state of project development (i.e. planning, preliminary engineering, final design, etc.). Prepare a detailed project timeline or construction schedule, which identifies specific tasks, staff, contractor responsible(s), collection of data, etc., and estimated start and completion dates. The timeline should include all activities being completed by June 20, 2017

Answer:

Lingo Network has worked with the staff of Augusta County to identify a shovel ready project that has the greatest return on the local, state, and private investments and benefits to the community being served. The proposed project in the Middlebrook/Arbor Hill area is beyond the preliminary engineering phase, and can quickly move to final design for the VATI application and/or following an award from DHCD. MGW/Lingo Networks is prepared to provide construction drawings signed by a P.E. and would complete the proposed projects by June 30, 2017. The project and construction timeline described below includes all phases of broadband deployment.

2017	January	February	March	April	May	June
Design and easements, permitting	X					
Boring and site prep		x	x			
Fiber installation			x			
Tower construction			x			
Install FTTH				x		
Install fixed wireless equipment				x	x	
Network testing					x	
System live to subscribers						x
Closeout project						x

Middlebrook/Arbor Hill Project Details

Location: 1680 Middlebrook Road, Staunton, VA 24401

A lease agreement with the property owner has been executed and MGW/Lingo Networks has begun pulling

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together the required documentation for a Special Use Permit application, which is due January 6, 2017.

The proposed tower height would be 199' and the proposed compound would be 80'x80' to allow for collocating. The County requires the setback to be at least 110% the tower height from any property line and 150% the tower height from any dwelling. The approximate location and ground elevation for a new tower based on a preferred location on this property while meeting County requirements is 38° 05' 58.41"N and 79° 08' 58.13"W and 1767'± AMSL. The tower and compound are setback approximately 750' from the main road (Middlebrook Rd) behind vegetation and houses, thus will be less visible to the public. The tower location is relatively high compared to nearby parcels, thus a 199' tall tower should have a good line of sight for many miles.

Ideally, the existing driveway would be utilized by the carrier, therefore no more than 75' of new gravel road would be needed. The existing gravel drive is in good condition and of adequate size, therefore minimizing construction costs. The site location is easily accessible for a crane during construction due to the fact that the large undeveloped parcel has few trees and is relatively flat. Since there is an existing drive, VDOT permitting should be minimal. Power is on site near the main house approximately 650' away. Fiber according to MGW/Lingo Networks, it is approximately 2.2 miles away. See Attachment 4 for approximate location of the tower, compound, and gravel drive.

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10. Project Budget

Applicants shall provide a detailed budget as to how the grant funds will be utilized, including an itemization of equipment and construction costs and a justification of proposed expenses.

Answer:

The following is a summary of the project costs. Further detail is provided in the Derivation of Cost attachment.

	Expenditures	Revenues			
	Middlebrook/Arbor Hill	VATI 70%	Local 15%	Provider 15%	Total
Fiber Placement	68,400	47,880	10,260	10,260	68,400
Fiber-To-The-Home	72,000	50,400	10,800	10,800	72,000
Tower (including base)	60,000	42,000	9,000	9,000	60,000
Fixed Wireless LTE	60,000	42,000	9,000	9,000	60,000
Mobile Broadband	78,000	54,600	11,700	11,700	78,000
Site Prep	20,000	14,000	3,000	3,000	20,000
Engineering	40,000	28,000	6,000	6,000	40,000

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Total	398,400	278,880	59,760	59,760	398,400
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11. A summary showing the revenue source, including estimated VATI grant funds and matching funds, for each expenditure itemized above.

Answer:

	Expenditures	Revenues			
		Middlebrook/Arbor Hill	VATI 70%	Local 15%	Provider 15%
Fiber Placement	68,400	47,880	10,260	10,260	68,400
Fiber-To-The-Home	72,000	50,400	10,800	10,800	72,000
Tower (including base)	60,000	42,000	9,000	9,000	60,000
Fixed Wireless LTE	60,000	42,000	9,000	9,000	60,000
Mobile Broadband	78,000	54,600	11,700	11,700	78,000
Site Prep	20,000	14,000	3,000	3,000	20,000
Engineering	40,000	28,000	6,000	6,000	40,000
Total	398,400	278,880	59,760	59,760	398,400

12. Matching funds: A description of the matching funds the applicant and co-applicant will invest in the proposed project, (VATI funding cannot exceed 80% of total project cost)

- i. For each element of matching funds in the description, indicate the type of match (cash, salary expense, or in-kind contribution).
- ii. Identify whether the applicant or co-applicant is responsible for providing each element of the proposed matching funds.

Answer:

The Plan identified ways the County can help expedite improvement of internet buildout. The use of County resources to help service providers prepare program funding applications is an area that County officials are willing to participate. The County's matching program funds will be in cash and a letter of support from the Board of Supervisors is included in the required attachments.

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MGW/Lingo Networks is uniquely able to potentially be one of few service providers that could meet the demanding requirements of the Virginia Telecommunication Initiative (VATI) 2017 Program, as they build much of their own network and has fiber resources already available.

The Augusta County-MGW/Lingo Networks Public Private partnership is seeking 70% of the project to be funded by the VATI grant program in lieu of the maximum 80% allowable. The County and MGW/Lingo Networks will equally matching the grant share amount of 30%. If this project was approved for funding by DHCD, it would serve as a model and stepping step for other future Public-Private-Partnership opportunities.

Revenue Summary			
VATI 70%	Local 15%	Provider 15%	Total Project
278,880	59,760	59,760	398,400

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13. Applicant and Co-Applicant: A description of the public-private partnership involved in the project.
- If the partnership is formalized in a written agreement provide a copy of that agreement.
 - If the partnership has not been formalized, provide a short description of the project management role, financial commitment, or other contribution to the project for the applicant and co-applicant and any additional partners.

Answer:

After examining the options and roles for the County to consider, it is our recommendation that the County can best meet their stated goal of enhancing and encouraging high speed Internet connectivity throughout the County by partnering with private sector providers in implementing a variety of proposed solutions presented in the Plan. Such a partnership is intended to use funds in a fiscally responsible manner, take advantage of the typical funding opportunities while minimizing the need for other long term funding.

A draft Agreement between the County and internet service provider is in the required attachments. The Agreement details the responsibilities of each party throughout the grant and construction process.

14. Identify key individuals, including name and title, who will be responsible for the management of the project. Describe their role and responsibilities for the project. Present this information in table format.

Answer:

Key Individuals		
Name	Title	Responsibilities
Craig Smith	President, MGW/Lingo Networks	Community and County liaison; Oversee startup, implementation and construction of the project, transition to final service products
Tony McCune	Network Operation Manager, MGW/Lingo Networks	Oversee installation of fiber and electronic equipment
Ryan Smith	Vice President, MGW/Lingo Networks	Manage customer service during transition and after
Robert Huff	Director of Strategic Planning, MGW/Lingo Networks	Planning and grant management
Jennifer Whetzel	Deputy County Administrator, Augusta County	Draft, submit grant application; Grant management if awarded

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Jackie Zetwick	IT Director, Augusta County	Assist with project oversight for County interests
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15. A description of applicant and co-applicant's history or experience with managing grants and constructing broadband communications facilities in the Commonwealth of Virginia and elsewhere.

Answer:

MGW Telephone was incorporated in 1967 with the mission of bringing telecommunications services to the rural communities of the Shenandoah Valley region. MGW Networks was formed in 1999 and Lingo Networks in 2011, and currently provide telecommunications services in eleven counties in Virginia. MGW & Lingo Networks transports local, LD and internet traffic for Verizon landline, Verizon wireless, Highland Telephone Cooperative, TDS Telephone, Lumos, AT&T, and New Hope Cooperative. MGW maintains 250 miles of active fiber in the western part of Virginia. The Company has fiber installation buried crew, in house engineering, splicing crew, network managed services, NOC, and carrier equipment manufacturing.

Robert Huff, Director of Strategic Planning at MGW/Lingo Networks, has over a decade of experience in planning, designing, and managing broadband telecommunication projects in Virginia. He has helped a variety of localities analyze the need for telecommunications services and identify wireless and wireless solutions to improve access to adequate and affordable broadband internet. He also has direct experience working with the Virginia Department of Housing and Community Development (DHCD) on broadband projects, including the recent Virginia Telecommunications Planning Initiative (VATPI) and the Virginia Telecommunications Initiative (VATI). He has also managed numerous projects funded through DHCD and is familiar with their grant and/or contract documents and project reporting requirements.

The County has received and successfully managed many grants over the years, including Homeland Security, Watershed Rehabilitation Program, Edward Byrne Memorial Justice Assistance Grant Program, Highway Planning and Construction, and Staffing for Adequate Fire and Emergency Response (SAFER).

Jennifer Whetzel is the Deputy County Administrator for Augusta County. In this role, she manages several oversees the Finance, IT, Parks & Recreation, Library and ECC departments. Prior to her current position Ms. Whetzel worked for a regional public accounting firm and as the Finance Director for the County. In this role, she managed several key functions, including grant reporting. She prepared the application for the Virginia Telecommunications Planning Initiative Grant (VATPI) which was awarded to the County by the Virginia Department of Housing and Community Development in 2016. The VATPI grant has been successfully completed.

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16. Service

Describe the Internet service offerings to be provided after completion of this project and your price structure for these services. The service offerings should include all relevant tiers.

Answer:

The standard bandwidth offering for these projects is 25 Mbps download and 3 Mbps upload. We anticipate that the 25/3 is the bandwidth package that the average customer would select, but options to purchase packages with greater bandwidth shall be made available.

Service Tier	Up to Speed	Cost per Month
Gold	25Mbps/3Mbps	\$69/mo
Platinum	50Mbps/10Mbps	\$99/mo
Platinum Elite	100Mbps/25Mbps	\$179/mo

17. Any other equitable factor that the applicant desires to include.

Answer:

Attachments:

Supporting Documentation of Cost Estimates

CostEstimates12212016120051.pdf

Map(s) of project area, including proposed infrastructure

ProjectAreaMapv2VATIAttachment41221201623732.pdf

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

ExistingServiceProviderMapsVATIAttachment51221201623756.pdf

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

PPPAgreementVATIAttachment61221201670542.pdf

Audited Financial Statement/Reviewed Financial Statement of Balance Sheet

MGWLingoBalanceSheets12212016102646.pdf

Two most recent Form 477 submitted to FCC

477FilingConfirmationVATIAttachment81221201680336.pdf

Documentation of source of match funding

MatchletterVATIAttachment101221201670601.pdf

Documentation that proposed project area is unserved based on VATI criteria

UnservedMapsVATIAttachment111221201623826.pdf

Documentation that the proposed project area is not designated for Connect American Funding (CAF) or does not have other state or federal resources for construction

CAFMapVATIAttachment121221201670621.pdf

(Optional) || Letter of Support-Tower Site Property Owners

LetterofSupportPropOwnerVATIAttachmentOther1221201680429.pdf

(Optional) || Network Diagram

NetworkDiagramArborHillVATIAttachmentOther1221201680556.pdf

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(Optional) || Provider Financial Commitment

CommitmentLetter12212016102728.pdf

(Optional) || Tower Site Lease Agreement

ArborHillSmithLeasescan12212016102851.pdf

(Optional)

AugustaCountyVACommunityBroadbandTelecommunicationsStrategicPlanFINALIGNEDREPORTFORCLIENT9302016senttocloseoutproject1221201623925.pdf