

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

Application ID: 59810302018234407
Application Status: In Progress - DHCD
Program Name: Virginia Telecommunications Initiative 2019
Organization Name: IDA of Russell County
Organization Address: P. O. Box 2378
Lebanon, VA 24266
Profile Manager Name: Ernest McFaddin
Profile Manager Phone: (276) 971-0690
Profile Manager Email: ernie@russellcountyida.org

Project Name: Virginia Route 624 Broadband Initiative
Project Contact Name: Steve Vandyke
Project Contact Phone: (276) 935-8307
Project Contact Email: steve@igotechnology.com
Project Location: Route 624
Drill, Virginia, VA 24260-7098
Project Service Area: Buchanan County, Russell County

Total Requested Amount: \$455,581.00

Required Annual Audit Status: No Current Audits Found

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$455,581.00	\$2,106,280.00	\$2,561,861.00
Other: Broadband System	\$455,581.00	\$1,901,280.00	\$2,356,861.00
Other: Community Center	\$0.00	\$55,000.00	\$55,000.00
Other: Operations	\$0.00	\$150,000.00	\$150,000.00
Total:	\$455,581.00	\$2,106,280.00	\$2,561,861.00

Budget Narrative:

The Broadband System includes Outside Plant, Electronic Equipment, Customer Premises Equipment, Electronics Cabinets, Bandwidth Costs and Engineering.

Questions and Responses:

1. Project Area

Provide 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:

iGo has solved a large part of the need on Drill road as a whole and is currently constructing a fiber route along route 624 working southward; however, a small pocket of homes remain between their USDA Community Connect grant (which would be used as the match for this DHCD grant application) footprint and the boundaries of another provider on the opposite end. These residences may never be able to get decent broadband services other than with grant funding to extend this project. We (Russell County IDA and iGo) have had many calls requesting broadband service throughout this proposed service area of South Drill. Many residences along this route have also contacted their local county supervisors as well inquiring and asking for help obtaining broadband service.

We have provided a map of the area currently under construction funded by the Community Connect Grant located in "Optional Attachments" - "iGoCommunityConnectFiberRoute1211201863524.pdf".

We have also provided a second map for the additional portion to be funded by DHCD showing specific boundaries with road names etc. Road names involved however are very simple - Route 624 (Drill road), Laurel Branch and Jackson Chapel roads. "SouthDrillGISMap119201820235.jpg" is located in "Optional Attachments".

2.

Describe your outreach efforts to identify existing providers in the selected project area. Provide a map and list of

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

all existing providers (fixed and wireless), and speeds offered within the project area. Provide a detailed explanation of how this information was compiled and the source(s).

Answer:

The Russell County IDA along with iGo has a vast knowledge of the unserved area. iGo's 2016 FTTP USDA Community Connect Grant terminates on the northern point of the map and through going door to door the IDA has determined where specifically Shentel services stop on the southern point of the additional proposed area.

We have provided a map from the FCC showing existing providers along with offered speeds as well.

The accompanying map is called "2018118FCCBroadbandMapofProposedProjectArea118201881933.pdf" and is located in Attachments "Map(s) or schematic of existing broadband providers".

3. Project Need/Description

To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds of 10 Mbps/1 Mbps or less, and with less than 10% service overlap within the project area. Describe the anticipated service overlap with current providers within the project area.

Answer:

The proposed area is unserved and has a high demand. We have provided two maps that show the proposed area and that we have no overlap with another provider offering services.

One accompanying map that shows the Community Connect and the proposed DHCD area is called "2018118FCCBroadbandMapofProposedProjectArea118201881933.pdf" and is located in Attachments "Map(s) or schematic of existing broadband providers". The other map that specifically shows the the proposed DHCD portion of the project is called "SouthDrillGISMap119201820235.jpg" and is located in Attachments "Optional".

Information found to accompany referenced maps. Explanation of Existing Providers (provided in Map as well):

BVU AuthorityBVU (now called Sunset) has "dark" underground fiber located on several rural roads in Southwest Virginia such as our proposed area.This fiber was installed in 2010 as part of an NTIA middle-mile project. As of this date and to our knowledge there are no plans to light thefiber up in the foreseeable future.

dishNET & ViaSatThese are satellite providers that have data caps and do not offer the low latency required for real-time applications. Our fiber-richnetwork will provide unlimited access (no caps) and ultra low latency.

4. Describe population both in terms of absolute numbers within the project area and the eligible users that will be served by the proposed project. Describe the basis for these projections.

Answer:

The entire project (including the proposed DHCD addition) passes 538 households and businesses and community facilities located in Buchanan and Russell counties. We identified households within the project area to be served utilizing the the Buchanan and Russell Counties' GIS mapping systems and querying by households by going door-

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

to-door to gain interest. We are comfortable with using 60% take rate based on our door-to-door polling and the fact the area is "totally" unserved. We feel these are absolute numbers given the GIS system use and knowledge obtained by the Russell County IDA in the proposed addition.

5. Indicate the numbers of businesses and community anchor institutions the proposed project will pass in the project area.

Answer:

This entire project service area is in a very rural with approximately four businesses. The community anchor institutions include: two Community Centers, one Volunteer Fire Department and several churches.

6. Provide the anticipated take rate for the proposed service within one year of project completion and describe the basis for the estimate. Also provide all actions to be implemented to reach the identified potential customers within the project area.

Answer:

We are comfortable using a 60% take rate based on our door-to-door polling and the fact the area is "totally" unserved. We feel these are absolute numbers given the GIS system use and knowledge obtained by the Russell County IDA in the proposed addition. Each potential customer within the project area will be provided free installation during the construction phase and provided with their choice of internet speeds from our proposed packages. Packages available:

25 Mbps Down x 3 Mbps Up, Price \$ 89.95
50 Mbps Down x 5 Mbps Up, Price \$ 119.95
75 Mbps Down x 5 Mbps Up, Price \$ 149.95
100 Mbps Down x 10 Mbps Up, Price \$ 179.95

All of the service packages include NO DATA CAPS offer.

7. A statement whether the proposed project is targeting the "last mile," "middle mile," or "backbone" portion of the broadband infrastructure.

Answer:

Our proposed project will be targeting "last mile" and "backbone" portions of the broadband infrastructure capable of 1 Gbps speeds from end to end. This broadband system will be a complete new build.

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

Answer:

N/A

9. Provide 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 can be illustrated by a map or schematic diagram, as appropriate.

Answer:

The broadband service that will be provided for the project will be (FTTP) fiber to the premises. The

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

infrastructure equipment from the POP/Cabinet to the premises/Optical Network Terminal (ONT) would be capable of 1Gbps speeds. The proposed system will be deployed using an Active Ethernet (AE) architecture. The Active Ethernet service will deliver up to 1Gbps symmetric bandwidth per ONT. This will allow for the greatest flexibility and future proofing in service delivery and subscriber needs over time. The aerial cable will be attached to existing utility poles from American Electric Power and Verizon using an integrated messenger. There will be two pad-mounted 30" w x 25" d x 54" h equipment cabinets containing DC power, Active Ethernet electronics, and fiber distribution centers. These cabinets will be located approximately 1/3 and 2/3 of the way along the route for even distribution. The proposed additional area will not require an additional cabinet and would be fed from the Community Center cabinet. An optical network terminal (ONT) will be installed at the customer premise to terminate the Active Ethernet service, including a Wi-Fi router to distribute the broadband service to multiple customer devices within the premise.

The speed is based on dedicated bandwidth. The fiber optic Internet service packages that will be offered are as follows:

25 Mbps Down x 3 Mbps Up, Price \$ 89.95

50 Mbps Down x 5 Mbps Up, Price \$ 119.95

75 Mbps Down x 5 Mbps Up, Price \$ 149.95

100 Mbps Down x 10 Mbps Up, Price \$ 179.95

All of the service packages include NO DATA CAPS offer.

10. Provide a description of the network system design used to deliver broadband service from the network's primary Internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Also describe specific advantages of using this technology. Provide a detailed explanation on how this information was compiled and source(s). For wireless projects, provide a propagation map including the proposed project.

Answer:

System Design

1. This project will construct an FTTP system in the proposed area along route 624. The FTTP System would include Outside Plant (OSP), a Central Office (CO) with a -48vdc power plant and FTTP Access Equipment, Customer Premise, and a Community Center - (provided by matching funds). All procurement could be done using similar best practices, procedures and contracts much like iGo used with the proposed matching Community Connect grant. Outside plant construction would be accomplished via a bidding process and contracts to ensure clarity. The -48vdc power plant and FTTP Access Equipment would be procured using similar practices.

The proposed FTTP System consists of Central Office, Outside Plant, Customer Premise, and a Community center.

COE – The Central Office equipment will be housed in an electronics cabinet with optical equipment, batteries, rectifiers and fiber cross connect panels. Fiber will be spliced in an adjacent closure.

OSP – The Outside Plant system will consist of Active 1 Gig Homerun architecture, to supply a fiber to each residence. This design will allow for maximum bandwidth and cost efficiencies. The plant will be constructed aerially with central core armored jacket fiber and water

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

tight fiber optic closures for splicing.

CPE- The Customer premise equipment will consist of ONT installation and In-Home wiring. Connection of the ONT to the OSP and wiring the subscribers home for service is a necessary portion of the FTTP deployment.

Operations - In addition to the capital expense, the operations expense for the proposed network will be a portion of the overall budget. To provide the necessary manpower, the community center will have to have personnel dedicated to its success. The operations of the community center will require community center staff, technical support, and a management, to oversee these activities. Also included in the operations cost is a line item for marketing and training courses. The total operations expense budget is \$100,000. The operations expense will be funded with matching funds

2. Engineering - Outside Plant Construction will be designed, procured, inspected, and approved by W. Metts Engineering Company, Inc., a Rural Utilities Services (RUS) approved engineer. Outside Plant Construction will be procured using RUS approved guidelines. This project will be standard aerial construction to save on costs.

The Electronics for this project will also be designed, procured, inspected and installation approved by W. Metts Engineering Company, Inc. This contract will be negotiated using our normal RUS approved guidelines with Calix for the purpose of standardization. The design, procurement, inspection, and construction approval responsibilities are included in W. Metts Engineering Company, Inc. engineering costs.

3. The Construction Build-out Schedule and Project Milestones to be performed under the project is attached at "Attachments" - "Project Management Plan" - "VirginiaRoute624ProjectManagementPlanTimeline12112018113548.pdf. Construction to the Community Center will be completed in the first phase.
4. The detailed Budget of all expenditures related to this project is attached at "Attachments" - "Derivation of Cost (Project Budget)" - "DerivationofCostProjectBudget1212201811052.pdf".

11. Project Readiness

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 within 12 months of contract execution with DHCD.

Answer:

The match portion (USDA Community Connect Grant) is currently under construction with fiber being installed and customers being connected. The Community Connect grant service area is scheduled to be complete in March 2019. This proposed additional DHCD service area is in planning stage and would connect to iGo's southern most fiber cabinet provided by the grant to begin its route towards citizens within that service area.

We have planned the additional area of our proposed project for an 18 month window primarily due to iGo experience performing these projects. Our area of Southwest Virginia has rather harsh winters at times and the rugged terrain alone is generally a challenge with pole infrastructure and right-of-way. Poles are located in some cases on the sides and tops of mountains. There are cases where AEP or Verizon has not cut the right-of-way in

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

years which makes that process more time consuming than a right-of-way that would follow a highway or road. During those harsher winters, AEP and Verizon line workers get called to snow storm duty which takes precedence over make ready projects thereby hampering schedules like ours.

The detailed project management timeline is provided under the "Attachments" - "Project Management" - "VirginiaRoute624ProjectManagementPlanTimeline12112018113548.pdf".

12. Matching funds: Provide a description of the matching funds the applicant and co-applicant will invest in the proposed project, (VATI funding cannot exceed 80% of total project cost). The Funding Sources Table should be completed.

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.

iii. Include copies of vendor quotes or documented cost estimates supporting the proposed budget.

Answer:

See "Attachments" - "Documentation of source of match funding" - "iGoMatchingFunds115201852736.pdf". This is an official award letter dated 10/5/16 from the United States Department of Agriculture (Rural Development).

Russell County IDA has a letter inserted under "Attachments" - "Documentation for in-kind contributions" - "RussellCountyIDAInKind12112018123339.pdf" indicating their contribution and commitment to this project totaling \$7,500.00 in value.

13. 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:

See Attached Resumes in "Attachments" - "Optional" - "iGoKeyPersonnelResumes12142018124538.pdf".

Name	Title	Role
Ernie McFaddin	Chairman - Russell County IDA	Grant Applicant / Coordinator
Responsibilities Coordinate activities between Russell County IDA, iGo and DHCD. Responsible for overseeing Russell County IDA matching contributions for the grant.		

Steve VanDyke	President	iGo - Overall Grant Management & Liaison
w/Russell County IDA Maintain schedules, perform make ready applications and coordinate w/Verizon and AEP for attachments, coordinate engineering tasks with Metts		

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

Engineering. Maintain network system post installation.

Lane Wood CPA iGo - Financial Management
Perform necessary costs analysis, forecasts, reporting and manage expenditures during grant life.

Maintain financial state of network system post installation.

William Metts Network Engineer Metts - Outside Plant Project Engineer
Perform layout and engineering of proposed FTTP network and see process through to post installation.

14. Applicant and Co-Applicant: A description of the public-private partnership involved in the project. Detail the local government assistance: Local government co-applicants should demonstrate assistance to project that will lower overall cost and further assist in the timely completion of construction, including assistance with permits, rights of way, easement and other issues that may hinder or delay timely construction and increase cost.

i. If the partnership is formalized in a written agreement provide a copy of that agreement.

ii. If the partnership has not been formalized, provide a short description of the project management role, financial commitment, or other contribution to the project for the applicant and co-applicant and any additional partners.

Answer:

Russell County IDA has a letter inserted under "Attachments" - "Documentation for in-kind contributions" - "RussellCountyIDAInKind12112018123339.pdf" indicating their contribution and commitment to this project.

i - Formal Agreement Attached under "Attachments" - "Documentation of relationship between applicant and co-applicant (formal or informal)" - "RCIDAiGoAgreement126201841804.pdf".

15. Project Budget and Cost Appropriateness

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

Answer:

A detailed breakdown that answers the above questions is provided in "Attachments" - "Derivation of Cost (Project Budget)" - "DerivationofCostProjectBudget1212201811052.pdf".

16. The cost benefit index is comprised of three factors: (i) state share for the total project cost, (ii) state cost per unit passed, and (iii) the internet speed. From these statistics, individual cost benefit scores are calculated. Finally, the three component scores are averaged together and converted to a 30 point scale to form a composite score.

Answer:

i - State Share of the Total Project Cost:
\$455,581.00

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

ii - State Cost per Unit Passed:

The entire project includes 538 passings. The state cost per passing is \$847.00. (The entire project includes: iGo's Community Connect grant, Russell County IDA's in-kind and the DHCD proposed contribution).

iii - Internet Speeds:

The broadband service that will be provided for the project will be (FTTP) fiber to the premises. The infrastructure equipment from the POP/Cabinet to the premises/ONT would be capable of 1Gbps speeds. The speed is based on dedicated bandwidth. The fiber optic Internet service packages that will be offered are as follows:

25 Mbps Down x 3 Mbps Up, Price \$ 89.95

50 Mbps Down x 5 Mbps Up, Price \$ 119.95

75 Mbps Down x 5 Mbps Up, Price \$ 149.95

100 Mbps Down x 10 Mbps Up, Price \$ 179.95

All of the service packages include NO DATA CAPS.

17. 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:

The applicant (Russell County IDA) has had experience coincidentally with co-applicant (iGo) managing and deploying a Rural Utilities Services grant to deploy wireless broadband to an unserved portion of Russell County back in 2005. This grant was a great success in getting wireless broadband to over (100) homes and businesses within the service area.

iGo is currently managing (2) awarded USDA Community Connect Grants for 2016 and 2017. Work on these grants is progressing simultaneously and both are on schedule for completion. These grants are FTTP and very similar in layout to this grant application. The Community Connect Grants are covering portions of Buchanan and Russell counties. The 2016 grant is the mate/match for this DHCD grant application which through our research and citizen requests would close a gap and provide service to an unserved area between iGo's 2016 grant end point and another provider's end point in Russell county. These households within this unserved area are currently in a box and would not likely get service without the help of grant funding.

iGo's fiber engineering firm, W. Metts Engineering has engineered over 4000 miles of FTTP construction in the past 15 years passing over 20,000 homes. The estimated cost of engineering includes staking, drawings, contract preparation and inspection service. The estimate is base on the anticipated level of effort needed to accomplish these activities.

18. 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 broadband service that will be provided for the project will be (FTTP) fiber to the premises. The infrastructure

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

equipment from the POP/Cabinet to the premises/ONT would be capable of 1Gbps speeds. The speed is based on dedicated bandwidth. The fiber optic Internet service packages that will be offered are as follows:

25 Mbps Down x 3 Mbps Up, Price \$ 89.95

50 Mbps Down x 5 Mbps Up, Price \$ 119.95

75 Mbps Down x 5 Mbps Up, Price \$ 149.95

100 Mbps Down x 10 Mbps Up, Price \$ 179.95

All of the service packages include NO DATA CAPS.

19. Additional Information

Any other equitable factor that the applicant desires to include.

Answer:

N/A.

Attachments:

Derivation of Cost (Project Budget)

DerivationofCostProjectBudget1212201811052.pdf

Project Management Plan

VirginiaRoute624ProjectManagementPlanTimeline12112018113548.pdf

Supporting documentation for costs estimates

SupportingDocumentationforCostEstimate126201851554.pdf

Map(s) of project area, including proposed infrastructure

SouthDrillGISMapWithExplanations126201844444.jpg

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

2018118FCCBroadbandMapofProposedProjectArea1262018114011.pdf

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

RCIDAiGoAgreement126201841804.pdf

Application to DHCD Submitted through CAMS

IDA of Russell County

Virginia Route 624 Broadband Initiative

Two most recent Form 477 submitted to FCC

FCCForm477DataLastTwoSubmissions1031201823334.pdf

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

RussellCountyIDAlnKind12112018123339.pdf

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

DocumentationSupportingProjectCost126201851615.pdf

Documentation of source of match funding

iGoMatchingFunds115201852736.pdf

Documentation that proposed project area is unserved based on VATI criteria

2018118FCCBroadbandMapofProposedProjectArea126201841949.pdf

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

CAFIIFundedAreasFinalShowsourProposedAreaClear1031201812911.pdf

Funding Sources Table

VATIFundingSourcesTable125201812240012112018122328.docx

(Optional) || iGo Key Personnel Resumes

iGoKeyPersonnelResumes12142018124538.pdf

(Optional) || South Drill GIS Map

SouthDrillGISMap119201820235.jpg

(Optional) || iGo Community Connect Grant Fiber Route

iGoCommunityConnectFiberRoute1211201863524.pdf

(Optional) || Support Letter of Support - Morefield

IGOLetterofSupportMorefield12112018120849.pdf

Virginia Route 624 Broadband Initiative Derivation of Cost (Project Budget)

	Project Total	VATI (Grant Request)	Non-VATI (Match)	Source of Estimate	Date
<u>BROADBAND SYSTEM</u>					
Electronic Equipment (FTTH, wireless, etc.)	\$ 225,700	\$ 15,600	\$ 210,100	Calix	10/9/2018
Outside plant (fiber, coaxial, copper, etc.)	\$ 1,516,786	\$ 361,786	\$ 1,155,000	Nichols Construction and AEP	10/9/2018
Easements and licensing	\$ 7,500		\$ 7,500	Russell County IDA	12/6/2018
Customer premises equipment	\$ 200,200	\$ 19,500	\$ 180,700	Calix	10/9/2018
Electronics Cabinets	\$ 37,300		\$ 37,300	Power and Telephone Supply	10/9/2018
Bandwidth Costs	\$ 40,680		\$ 40,680	Actual costs	10/9/2018
Engineering	\$ 328,695	\$ 58,695	\$ 270,000	W. Metts Engineering	10/9/2018
Total Broadband System	\$ 2,356,861	\$ 455,581	\$ 1,901,280		
<u>COMMUNITY CENTER</u>					
Renovations/expansion of existing building	\$ 50,000		\$ 50,000	Construction Estimate	10/9/2018
Furniture	\$ 2,000		\$ 2,000	Furniture Estimate	10/9/2018
Computers/software/printers	\$ 3,000		\$ 3,000	Equipment Estimate	10/9/2018
Total Community Center	\$ 55,000		\$ 55,000		
<u>OPERATIONS</u>					
- Operations Manager	\$ 40,000		\$ 40,000	Planned Level of Effort	10/9/2018
- Technical Support Staff	\$ 40,000		\$ 40,000	Planned Level of Effort	10/9/2018
- Community Center Staff	\$ 30,000		\$ 30,000	Planned Level of Effort	10/9/2018
- Training Course	\$ 10,000		\$ 10,000	Planned Level of Effort	10/9/2018
- Marketing Manager	\$ 30,000		\$ 30,000	Planned Level of Effort	10/9/2018
TOTAL OPERATIONS	\$ 150,000		\$ 150,000		
<u>PROJECT TOTAL</u>					
	\$ 2,561,861	\$ 455,581	\$ 2,106,280		

Virginia Route 624 Broadband Initiative Project Management Plan

Project Objectives and Activities	Year 1				Year 2			
	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4	Qtr. 1	Qtr. 2	Qtr. 3	Qtr. 4
Staking/Field Checks	X							
Drafting/Staking Sheet Preparation		X						
Construction 515 Project Goes to Bid			X					
Construction Begins (Anchor Placement)				X				
Cable/Strand Placements Begin					X			
Splicing Begins						X		
Construction Complete						X		
Splicing Complete						X		
Expedited Community Center Construction (Advanced Service)				X				
Make Ready with (Telephone & Power)		X						
Access Equipment Goes to Bid			X					
Access Equipment Installed Access Equipment tested				X				
Access Equipment Closeout					X			
In Home Wiring Begins (ONT Installs & Wiring)						X		
In Home Wiring Complete (ONT Installs & Wiring)						X		
Equipment Location Site Prep			X					
Equipment Location Construction Complete			X					
Community Center Building site prep			X					
Community Center Building Renovation Begins			X					
Community Center Renovation Complete				X				
Community Center In-Service					X			

W. METTS ENGINEERING CO., INC.

W. Metts Engineering Co., Inc.
121 Bridge Street
Branchville, SC 29432

Phone: 803-274-4242
Fax: 803-274-4211

Cost Estimates

Broadband System

- Electronic Equipment and CPE – The proposed project is a fiber-to-the-home (FTTH) project using active ethernet and home run point-to-point design. The use of passive optical networks and splitters is not planned. The cost estimate is based on actual costs of Calix E7-2 chassis, optics and ONTs. Subscriber count estimates were obtained from 911 databases and satellite photos.
- Outside Plant (OSP) – The OSP construction estimate was generated using road footages, aerial construction techniques and unit pricing from a recent OSP bid. The bid was between Nichols Construction, Ervin Construction and Appalachian Utilities. The OSP estimate includes “Make Ready” costs from AEP for pole attachments.
- Easements and Licensing – Russell County IDA in-kind contribution.
- Engineering – W. Metts Engineering has engineered over 4000 miles of FTTH construction in the past 15 years passing over 20,000 homes. The estimated cost of engineering includes staking, drawings, contract preparation and inspection service. The estimate is based on the anticipated level of effort needed to accomplish these activities.



Begin/Attach to iGo USDA Grant

12' x 12' Cabinet Housing Electronics

New Aerial Distribution Fiber in Existing AEP/Verizon Right-of-Way

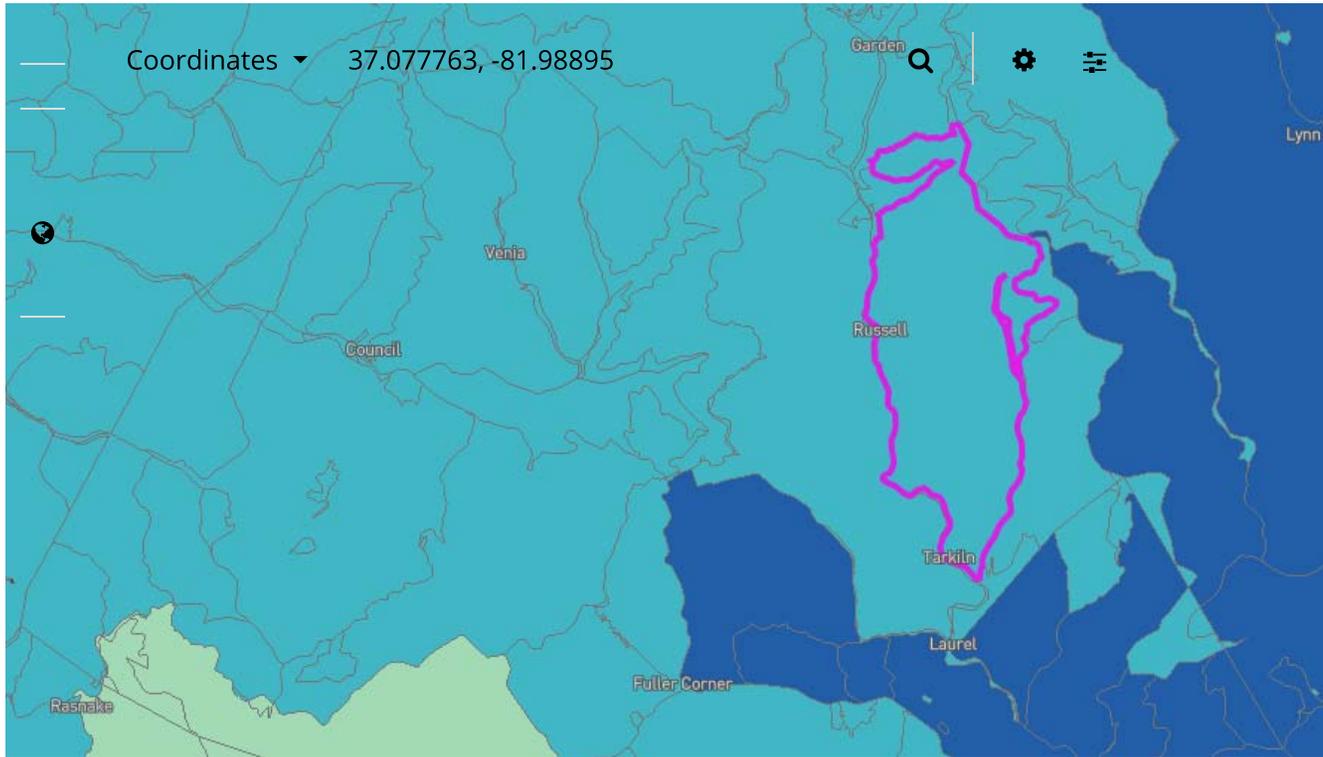
End/Shentel Begins Here

End/Shentel Begins Here

As depicted by this map, our network would end where Shentel begins



Fixed Broadband at a Location



© Mapbox © OpenStreetMap

All Providers Reporting Service

Census block ID: 511670301003011

Number of Fixed Residential Broadband Providers



0 1 2 3 4 6 12 or more

Broadband**Technology** ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other**Speed** ≥ 25/3 Mbps**Date** June 2017 (latest public release)

Provider	Tech	Down (Mbps)	Up (Mbps)
BVU Authority	Fiber	1000	50
dishNET Holding, LLC	Satellite	25	3
ViaSat, Inc.	Satellite	12	3
iGo Technology, Inc.	Fixed Wireless	5	0.512
Verizon Communications Inc.	ADSL	5	0.768
VSAT Systems, LLC	Satellite	2	1.3

Explanation of Existing Providers:**BVU Authority**

BVU (now called Susnet) has "dark" underground fiber located on several rural roads in Southwest Virginia such as our proposed area. This fiber was installed in 2010 as part of an NTIA middle-mile project. As of this date and to our knowledge there are no plans to light the fiber up in the foreseeable future.

dishNET & ViaSat

These are satellite providers that have data caps and do not offer the low latency required for real-time applications. Our fiber-rich network will provide unlimited access (no caps) and ultra low latency.

**AGREEMENT FOR GRANT APPLICATION AND
FIBER OPTIC CABLE INSTALLATION**

THIS AGREEMENT, dated this 12th day of November, 2018, by and between the Industrial Development Authority of Russell County, Virginia, a political subdivision of the Commonwealth of Virginia, (hereinafter "IDA"), whose principal offices are located in the Town of Lebanon, Virginia, and iGo Technology, Inc., a Virginia corporation, (hereinafter "iGo"), whose principal offices are located in Grundy, Virginia.

WHEREAS, the IDA is created to promote industry and develop trade by inducing manufacturing, industrial, governmental, nonprofit and commercial enterprises and institutions of higher education to locate in or remain in the Commonwealth and further the use of its agricultural products and natural resources, hereinafter the "Purposes"; and

WHEREAS, access to fiber optic cabling to provide high speed internet and other related communication services assists the IDA in fulfilling its Purposes; and,

WHEREAS, the IDA currently does not have access to funding to be able to pay the costs and expenses associated with the installation of fiber optic cable; and

WHEREAS, iGo has experience in both the installation of fiber optic cabling and providing high speed internet services throughout far southwest Virginia, including in Russell County, Virginia; and,

WHEREAS, iGo also has successfully made application for and successfully administered grant funding for internet related services; and,

WHEREAS, iGo desires to assist the IDA in making the grant application and administer any potential grant with the Virginia Department of Housing and Community Development ("DHCD") as well as install and build out and fiber optic cabling; and,

WHEREAS, iGo specifically has been awarded a grant from the United States Department of Agriculture ("USDA") which will be used in conjunction with any grant from DHCD for the provision of broadband internet services in the same area as the DHCD application; and

WHEREAS, the parties acknowledge and desire for any potential grant award from the DHCD be administered by iGo in conjunction with its administration of the USDA grant.

NOW, THEREFORE, for and in consideration of the above premises, and the mutual promises and undertakings set forth herein, IDA and iGo agree as follows:

1. The IDA does hereby authorize iGo, and iGo agrees to undertake the process of assisting the IDA in applying for a grant for the purpose of procuring and installation of fiber optic cabling in Russell County, Virginia. The IDA agrees that the application will be in the name of the IDA and that iGo will insure the grant request qualifies for the grant funding.

2. The IDA agrees to provide such information and supporting documentation needed for the completion and support of the grant application and to respond to any post application inquiry.

3. In the event the grant application is approved, the IDA, as part of the incentive for iGo to assist in providing its expertise in applying for and pursuing the grant, agrees that iGo will administer all technical aspects of the grant and will procure and install the fiber optic cable funded by the grant. iGo agrees to insure compliance with any and all requirements of the grant, and to comply with all local, state and federal laws and regulations. The IDA will provide any and all cooperation necessary or convenient to comply with the administration of the grant, and the IDA will be provided with reports from iGo of all activities under the grant on no less than a monthly basis.

4. iGo will install the fiber optic cable along the route outlined in the grant application. iGo will have exclusive access and the exclusive right to provide internet and other communication services utilizing the fiber optic cable installed subsequent to this grant. iGo will provide customer service and maintain the fiber optic cable infrastructure utilizing service fees collected from customers along this route.

5. iGo shall fully and completely indemnify and hold the IDA harmless for any third party claims regarding any works, construction, internet services, communication services or other activities associated with the grant application process and the installation of the fiber optic cabling.

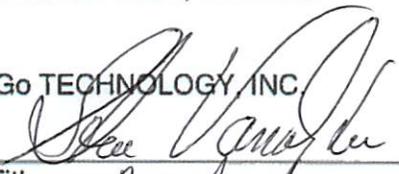
6. This Agreement shall be construed according to the laws of the Commonwealth of Virginia with the venue for any interpretation, enforcement or adjudication in connection with this Agreement being had in Circuit Court of Russell County, Virginia.

7. The recitals set forth at the beginning of this document are incorporated by reference into this paragraph and made a part of this Agreement as if set forth *verbatim* herein.

Witness the following signatures and seals:

INDUSTRIAL DEVELOPMENT AUTHORITY
OF RUSSELL COUNTY, VIRGINIA

By  _____
Ernie McFaddin, Chairman

iGo TECHNOLOGY, INC.
By  _____
Title President

STATE OF VIRGINIA,

COUNTY OF Russell, to-wit:

The foregoing instrument was acknowledged before me by Ernie McFaddin, Chairman of the Industrial Development Authority Russell County, Virginia, on this 12th day of November, 2018.

My commission expires: 12-31-2019.

Donna Regina Thompson
Notary Public 7501809



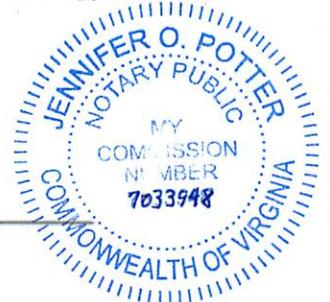
STATE OF VIRGINIA,

COUNTY OF Buchanan, to-wit:

The foregoing instrument was acknowledged before me by Steve Vandyke, on behalf of iGo Technology, Inc., on this 12th day of November, 2018.

My commission expires: May 31, 2022.

Jennifer O. Potter
Notary Public





**(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary**

FRN: 0018713800 Data as of: Dec 31, 2017 Operations: Non-ILEC Submission Status: Revised - Submitted Last Updated: Jun 5, 2018 14:38:41

Filer Identification

Section	Question	Response
Filer Information	Provider Name	iGo Technology Inc
	Holding Company Name	iGo Technology, Inc.
	SAC ID	
	499 ID	
Data Contact Information	Data Contact Name	Charlotte Childress
	Data Contact Phone Number	(276) 935-8307
	Data Contact E-mail	charlotte@igotechnology.com
Emergency Operations Contact Information	Emergency Operations Name	Steven E. Vandyke
	Emergency Operations Phone Number	(276) 935-8307
	Emergency Operations E-mail	steve@igotechnology.com
Certifying Official Contact Information	Certifying Official Name	Steven E. Vandyke
	Certifying Official Phone Number	(276) 935-8307
	Certifying Official E-mail	steve@igotechnology.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Form 477 Fixed Broadband Deployment 12-31-2017.csv	Jun 5, 2018 13:42:31	20874
Fixed Broadband Subscription	Form 477 Fixed Broadband Subscription 12-31-2017.csv	Jun 5, 2018 13:42:31	16
Fixed Voice Subscription	Form 477 Fixed Voice Subscription 12-31-2017.csv	Jun 5, 2018 13:42:31	7

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	iGo Technology, Inc.	Terrestrial Fixed Wireless	20874
Total			20874

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

Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Terrestrial Fixed Wireless	16	489	0	489
Total		16	489	0	489

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
5.120	0.512	489	0	489
Total		489	0	489

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Terrestrial Fixed Wireless	5.120	0.512	489	0	489
Total			489	0	489

Fixed Voice Subscription

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

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	8	7
Total	0	0	8	7

Fixed Voice Subscription (iVoIP)

Over-the-top VoIP Subscriptions by State and End-user Type

State	Total	Consumer	Business / Govt
Virginia	8	7	1
Total	8	7	1

All other VoIP Subscriptions by State, End-user Type, Bundle and Last-mile Medium

State	Total	by End-user Type		by Bundle		by Last-mile Medium			
		Consumer	Business / Government	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Virginia	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0018713800 Data as of: Jun 30, 2018 Operations: Non-ILEC Submission Status: Original - Submitted Last Updated: Aug 7, 2018 17:10:24

Filer Identification

Section	Question	Response
Filer Information	Provider Name	iGo Technology Inc
	Holding Company Name	iGo Technology, Inc.
	SAC ID	
	499 ID	
Data Contact Information	Data Contact Name	Charlotte Childress
	Data Contact Phone Number	(276) 935-8307
	Data Contact E-mail	charlotte@igotechnology.com
Emergency Operations Contact Information	Emergency Operations Name	Steven E. Vandyke
	Emergency Operations Phone Number	(276) 935-8307
	Emergency Operations E-mail	steve@igotechnology.com
Certifying Official Contact Information	Certifying Official Name	Steven E. Vandyke
	Certifying Official Phone Number	(276) 935-8307
	Certifying Official E-mail	steve@igotechnology.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Form 477 Fixed Broadband Deployment 2.csv	Aug 7, 2018 15:45:51	20874
Fixed Broadband Subscription	Form 477 Fixed Broadband Subscription data as of 6-30-18.csv	Aug 7, 2018 16:08:27	17
Fixed Voice Subscription	Form 477 Fixed Voice Subscription data as of 6-30-18.csv	Aug 7, 2018 16:11:59	7

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	iGo Technology, Inc.	Terrestrial Fixed Wireless	20874
Total			20874

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

Fixed Broadband Subscription

State	Technology	Subscriptions			Total
		Census Tracts	Consumer	Business / Govt	
Virginia	Terrestrial Fixed Wireless	17	506	0	506
Total		17	506	0	506

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
5.120	0.512	506	0	506
Total		506	0	506

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Terrestrial Fixed Wireless	5.120	0.512	506	0	506
Total			506	0	506

Fixed Voice Subscription

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

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	8	7
Total	0	0	8	7

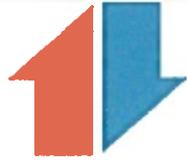
Fixed Voice Subscription (iVoIP)

Over-the-top VoIP Subscriptions by State and End-user Type

State	Total	Consumer	Business / Govt
Virginia	8	7	1
Total	8	7	1

All other VoIP Subscriptions by State, End-user Type, Bundle and Last-mile Medium

State	Total	by End-user Type		by Bundle		by Last-mile Medium			
		Consumer	Business / Government	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Virginia	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0



IDA
Russell County, VA

December 5, 2018

Virginia Department of Housing and Community Development
Main Street Center
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Russell County – South Drill Broadband Initiative

Dear

The Russell County Industrial Development Authority would like to offer our assistance with the Drill Broadband Project. The IDA will be happy to provide assistance with obtaining easements from property owners within the service area upon award of this grant. The IDA will also work with our local officials to obtain all necessary permits as required by local and state agencies. We have discussed the value of these services within the departments of Russell County as to what the costs would be to perform these activities. Below are our cost estimates:

Obtaining Easements - 1 person collecting for estimated 2 to 3 weeks - \$1,500.00
Right-of-Way clearing for power poles around Laurel Branch area - \$6,000.00
Total - \$7,500.00

It is our hope that you will be successful with this grant which will provide service to an area of our county that desperately needs quality broadband service. Please let me know if we can provide any additional assistance with this project.

Warmest regards,

Ernest McFaddin
Chairman

W. METTS ENGINEERING CO., INC.

W. Metts Engineering Co., Inc.
121 Bridge Street
Branchville, SC 29432

Phone: 803-274-4242
Fax: 803-274-4211

Cost Estimates

Broadband System

- Electronic Equipment and CPE – The proposed project is a fiber-to-the-home (FTTH) project using active ethernet and home run point-to-point design. The use of passive optical networks and spitters is not planned. The cost estimate is based on actual costs of Calix E7-2 chassis, optics and ONTs. Subscriber count estimates were obtained from 911 databases and satellite photos.
- Outside Plant (OSP) – The OSP construction estimate was generated using road footages, aerial construction techniques and unit pricing from a recent OSP bid. The bid was between Nichols Construction, Ervin Construction and Appalachian Utilities. The OSP estimate includes “Make Ready” costs from AEP for pole attachments.
- Easements and Licensing – Russell County IDA in-kind contribution.
- Engineering – W. Metts Engineering has engineered over 4000 miles of FTTH construction in the past 15 years passing over 20,000 homes. The estimated cost of engineering includes staking, drawings, contract preparation and inspection service. The estimate is based on the anticipated level of effort needed to accomplish these activities.

Narrative Information - (12) Matching Funds
Attachments - Documentation of source of Matching funds.



United States Department of Agriculture
Rural Development

OCT 05 2016

Mr. Steven Eugene VanDyke
President
IGo Technology, Inc.
1103C Plaza Drive
Grundy, Virginia 24614

Dear Mr. VanDyke:

We are pleased to congratulate you on your organization's selection for a \$1,825,026 grant to an unserved service area in Buchanan and Russell Counties, Virginia, under the Community-Oriented Connectivity Broadband Grant Program administered by the Rural Utilities Service (RUS). Your proposal was among 72 applications submitted for Fiscal Year 2016.

In the near future you will receive legal documents for your execution. The legal documents will formalize your agreement with the RUS and enable you to request funds. If you wish to view a draft Grant Agreement, you can find a blank copy on our website:

http://www.rd.usda.gov/files/UTP_Comm_ConnectGrantAgreement.pdf

We look forward to working with you to bring the benefits of advanced telecommunications services to rural America.

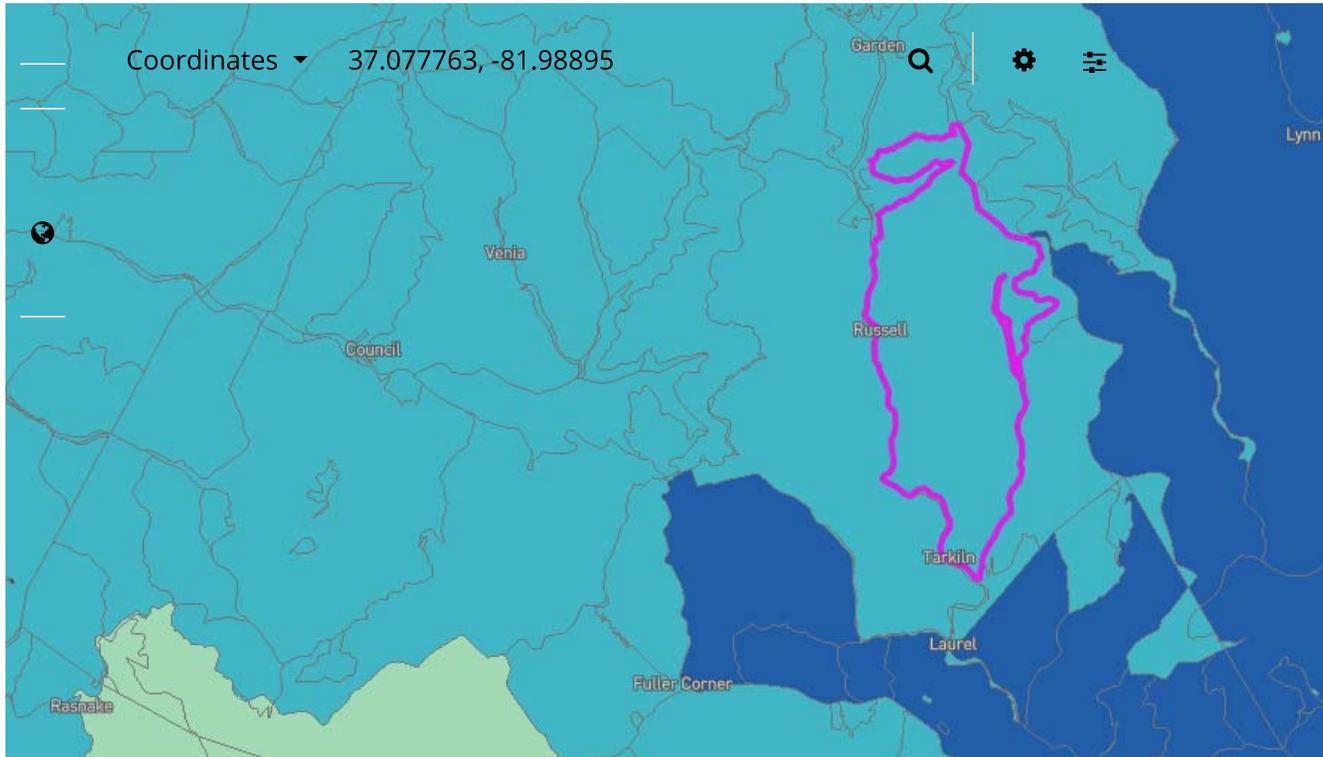
Sincerely,

A handwritten signature in black ink that reads "Brandon McBride". The signature is written in a cursive, flowing style.

Brandon McBride
Administrator
Rural Utilities Service

cc: Ms. Janice Stroud-Bickes
Acting Virginia State Director

Fixed Broadband at a Location



© Mapbox © OpenStreetMap

All Providers Reporting Service

Census block ID: 511670301003011



Number of Fixed Residential Broadband Providers



0 1 2 3 4 6 12 or more

Broadband**Technology** ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other**Speed** ≥ 25/3 Mbps**Date** June 2017 (latest public release)

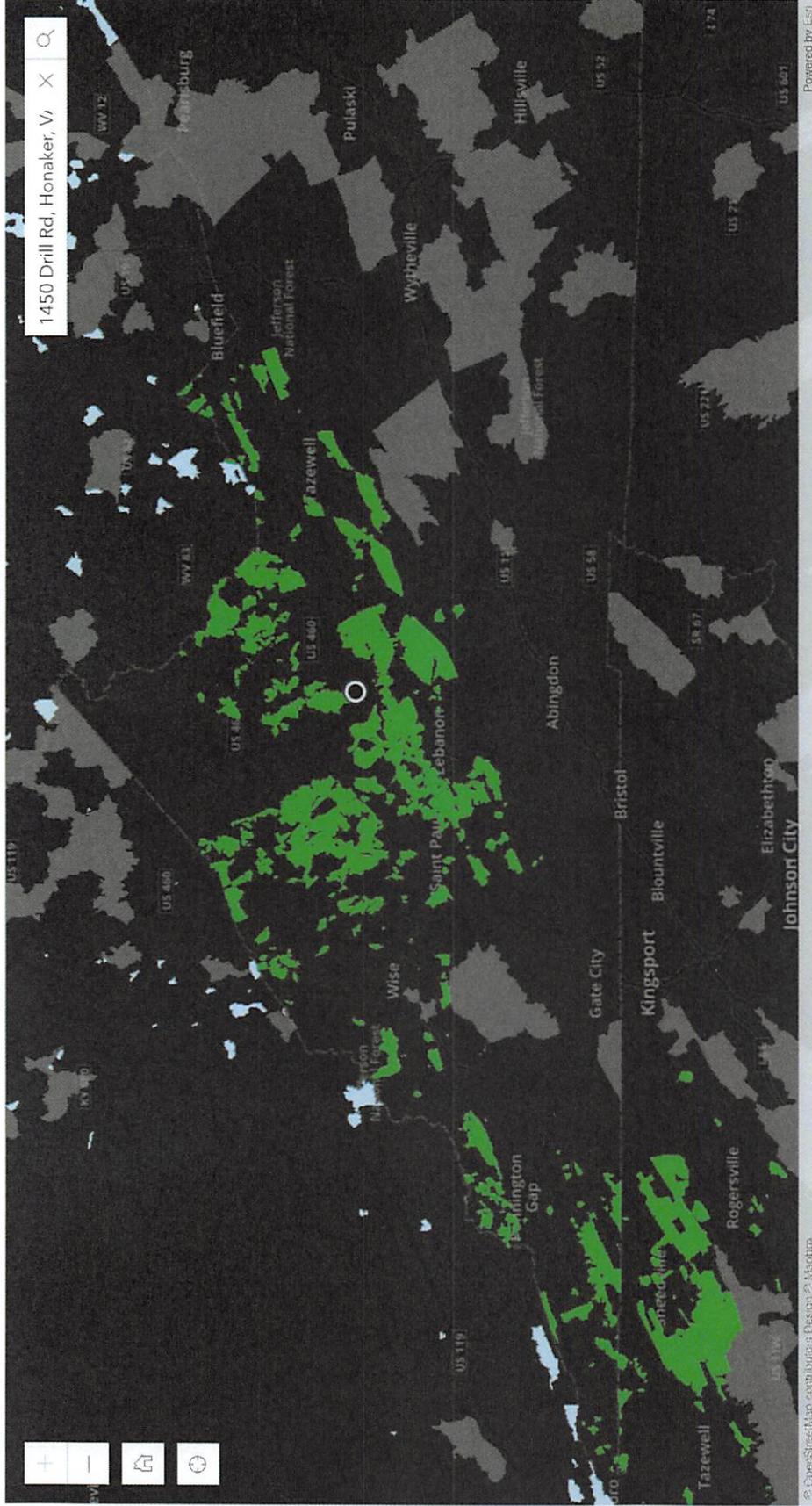
Provider	Tech	Down (Mbps)	Up (Mbps)
BVU Authority	Fiber	1000	50
dishNET Holding, LLC	Satellite	25	3
ViaSat, Inc.	Satellite	12	3
iGo Technology, Inc.	Fixed Wireless	5	0.512
Verizon Communications Inc.	ADSL	5	0.768
VSAT Systems, LLC	Satellite	2	1.3

Explanation of Existing Providers:**BVU Authority**

BVU (now called Susnet) has "dark" underground fiber located on several rural roads in Southwest Virginia such as our proposed area. This fiber was installed in 2010 as part of an NTIA middle-mile project. As of this date and to our knowledge there are no plans to light the fiber up in the foreseeable future.

dishNET & ViaSat

These are satellite providers that have data caps and do not offer the low latency required for real-time applications. Our fiber-rich network will provide unlimited access (no caps) and ultra low latency.



Map Legend

- Gigabit; low latency
- Above baseline; low latency
- Baseline; low latency
- Baseline; high latency
- Minimum; low latency
- No Winning Bidder

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	\$ 455,581.00	18%	PENDING
USDA Community Connect Grant (Includes \$7,500 from Russell County IDA – Noted in Derivation of Cost Spreadsheet)	\$ 2,098,780.00	82%	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 2,554,361.00	100 %	

STEVEN VANDYKE
1095 Plaza Drive
Grundy, Virginia 24614
(276) 935-8307

GENERAL SUMMARY

More than twenty seven years of progressively responsible technical and supervisory positions in the telecommunications design, engineering, local and wide area networking, and computer hardware/software areas. Proven skills in all phases of project management, hardware and software implementation, vendor interface, and training.

PROFESSIONAL EXPERIENCE

iGo Technology, Inc.

September 1994 to Present

President/Owner

- Operate wireless Internet network serving four counties in Virginia
- Develop and support LAN/WAN networks and server solutions for local 911 centers, Law Offices and other private business entities
- Supervise 5 employees in organization

Recent Projects:

- 2016 Community Connect Grant - Buchanan County Route 624 Broadband Initiative – FTTP Project
- 2017 Community Connect Grant - South Buchanan County Broadband Initiative – FTTP Project

Lockheed Martin

March 1988 to September 1992

Manager, Videoconferencing Operations

- Operations Manager for Martin Marietta eleven-site videoconferencing network, which includes:
 - Supervising corporate staff technicians and coordinating activities of Denver and Orlando technicians
 - Procuring all videoconferencing equipment: develop statements of work (SOW) and capital expenditure requests, interface extensively with vendors, track and maintain time and material contracts and database
 - Performing project management duties and designing new videoconferencing locations: conducting site surveys, producing CAD drawings and SOW's, and supervising installation
 - Ensuring preventive maintenance is performed quarterly on each videoconferencing site and also responsible for implementation of new features to existing systems
 - Oversee operations of satellite television receive only network distributed over a LAN

Engineering and Operations Coordinator

- Primary interface with US Sprint to ensure quality of videoconferencing network operations
- Procured all items/equipment for videoconferencing department and handled all equipment upgrades for video network including T1 lines for all sites
- Performed as project manager for new videoconferencing locations
- Developed and maintained a Operations Manual for Videoconferencing
- Trained new site administrators and conducted monthly staff meetings for all video site administrators

Senior Telecommunications Coordinator

- Responsible for operational integrity of the Chantilly, Virginia videoconferencing system
- Scheduled and conducted site videoconferences
- Coordinated equipment procurement and upgrades
- Performed as liaison to executive management for videoconferences

Computer Systems Administrator / Graphics Artist

- Illustrated and designed various engineering concepts, plans, drawings, networks, and documents for Martin Marietta Communications Systems government proposals
- Responsible for all computer/networking installations and maintenance within Communication Systems
- Trained personnel on IBM compatible and Macintosh computers and peripherals

EDUCATION

BA, Business Management, National-Louis University, 1990

AA, Education and General Studies, Southwest Virginia Community College, 1987

SYSTEMS KNOWLEDGE

Hardware Experience: IBM and compatible computers as well as Apple Macintosh. LAN equipment e.g., 10/100BASET, 10BASE2, Ethernet, Token Ring, Network cards, cabling, HUBs, & Routers. Video codecs, T1 channel service units, Multiplexors, modems & FAX modems, and KG94 encryptors

Network Operating Systems Experience: Windows Operating Systems (Server & Workstation)

IBM Software Experience: E-Mail (MS Mail, cc: Mail & IBM PROFS), MS-DOS 3.3 - 6.22, MS Windows 3.1 - 3.11, MS Windows 95/98/ME/200/XP, MS Word, MS Excel, MS Access, MS Works, Norton Utilities, PC Tools, Procomm Plus & various remote control software packages

Macintosh Software Experience: AppleTalk Networking, Microsoft Word, MS Access, MS Excel, Claris CAD, MacDraw II and PRO, Hypercard, Aldus FreeHand, Cricket Presents, Aldus Persuasion, and Foxbase

AWARDS

Lockheed Martin STAR Award, November, 1991. Recognition for the instrumental relocation of (2) videoconferencing systems and for the design and engineering of (2) others for 1991/92.

Lockheed Martin Employee Commendation, November 1991. Recognition for the instrumental relocation of a videoconferencing system owned by the Missiles Systems group in Orlando, Florida. This job involved the installation of state-of-the-art networking and communications equipment.

Lockheed Martin STAR Award, January, 1991. In recognition of design and installation accomplishments for a new videoconferencing facility in Albuquerque, New Mexico. This was in support of the DBCS Postal Contract.

CLEARANCES

DOD Secret

Steve “Lane” Wood
Certified Public Accountant

Steve “Lane” Wood has practiced accounting in many forms since beginning his career in 1979. He began his career while working his way through college at Clinch Valley College (University of Virginia’s College at Wise) where he graduated cum laude in May 1982 with a Bachelor of Science in Business Administration, concentration in Accounting and a Minor in Computer Science.

He was employed by a local bookkeeping and tax service during his college career and remained there until 1990 when he purchased the practice and starting building his own CPA firm. He successfully passed the AICPA Uniform CPA Examination in May 1988 and received his CPA certificate and license from the state of Virginia, July 1989.

He successfully built a CPA practice, from that local bookkeeping and tax service, which included audit and accounting services including compilations, reviews and audits for a variety of clients. Preparation of federal and state income tax returns for individuals, corporations and partnership entities. Led due diligence for a private company to recapitalize and refinance with Prudential Financial Group and a private equity firm, utilizing an investment banker and a corporate tax attorney. Consulting services to aid clients in setting up their own in-house bookkeeping system, utilizing various business software. Implemented point of sale systems and established job-costing procedures for both construction and service entities. Provided full service bookkeeping including payroll, accounts payable, accounts receivable, and general ledger maintenance. At the time he sold his practice in 2003, it consisted of three CPAs, numerous bookkeepers and clerical personnel. Clients served by that practice included: underground and surface coal mines, trucking companies, physicians, clinics, auto body and mechanical repair, HVAC sales and service, auto sales, convenience stores, construction contractors, insurance agencies and others.

After the sale of his CPA practice he served as the Chief Financial Officer of Austin Sales, LLC and Noah Horn Well Drilling, Inc. and even tried his hand in the restaurant industry.

Returning to Public Accounting in 2009 he worked for a mutli-office CPA firm as a Tax Manager where he prepared and reviewed financial statements and federal and multistate income tax returns for a variety of businesses, trusts, estates, non-profit entities and individuals.

He came to work at iGo Technology, Inc. in November of 2011 and currently serves as it’s CFO. He had provided tax and accounting services to iGo since its inception. During his tenure with iGo he has developed cost centers for the wireless network that iGo operates as a Wireless Internet Service Provider and developed data collection tools to help technicians and installers to track their time and cost for each wireless node. He also assists with Local Area Networks, workstation and file server maintenance.

Steve is an invaluable member of the management team for iGo Technology, Inc., in additional to the financial reporting responsibility he is involved in the day to day decision making process that allows iGo to continue to profitably expand its services.

In 2016 Steve was instrumental in providing financial data and projections for iGo to successfully apply for and obtain a RUS Community Connect Grant to bring fiber to the home broadband Internet service to unserved areas of southwest Virginia. This success was repeated in 2017 when iGo was awarded a second RUS Community Connect Grant.

Steve is currently responsible for preparing each draw request for the Community Connect Grants awarded in 2016 and 2017 and for the accounting data required to support each draw.

I - Statement of Experience – W. Metts Engineering Co., Inc.

W. Metts Engineering Co., Inc. is in its 13th year of business. With over 3,500 miles of FTTP Construction management experience, W. Metts Engineering's Management Team has the know-how and experience to efficiently manage the construction of this project. W. Metts Engineering's Management Team has many years of combined job experience as shown below.

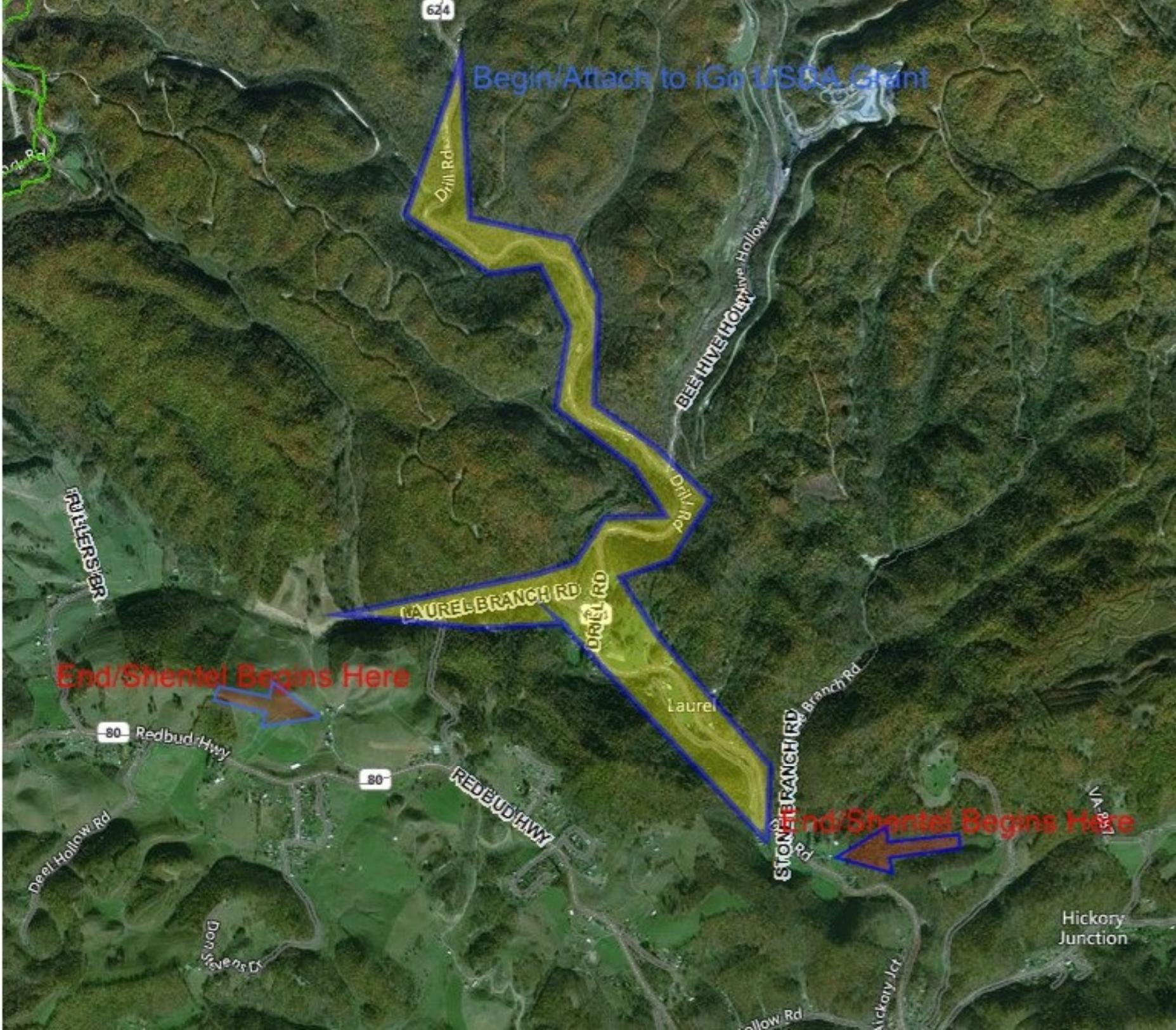
The years of experience by position are listed below.

President- William Metts	22 years
Chief Technical Officer - Ethan R. Beeks	11 years
Chief of Design- M. Adam Murray	9 years
Senior Project Manager- Tripp Johnson	12 years
Senior Project Manager- Harvey Thompson	32 Years
Project Manager- Trenton Wiles	12 years
Project Manager- Vernon Norton	7 years
Project Manager- Jim Huffman	34 years

Total Years of Experience 139 years

W. Metts Engineering has been constructing FTTP projects for Scott County Telephone Cooperative and Orangeburg County that are identical to the structure of this project. All members of W. Metts Engineering listed above have played a major role in the design, construction management, and closeout of each of these fiber construction projects.

1. Each project at SCTC and Orangeburg has been an FTTP project. The proposed FTTP project is identical to these projects and is a practical approach for this construction corridor.
2. W. Metts Engineering has direct experience with the RUS Community Connect Program with participation in the design and construction of Community Connect Grant Awards at Scott County Telephone and Orangeburg County. W. Metts Engineering has played a major role in the successful planning, design and construction of seven Community Connect Projects.



Begin/Attach to iGo USDA Grant

Drill Rd

BEEHIVE HOLLOW Rd

Drill Rd

LAUREL BRANCH RD

DRILL RD

Laurel

STONE BRANCH RD

Laurel Branch Rd

End/Shentel Begins Here



End/Shentel Begins Here



80 Redbud Hwy

80

REDBUD HWY

Hickory Junction

FULTERS BR

Deer Hollow Rd

Dons Stevens Dr

Hollow Rd

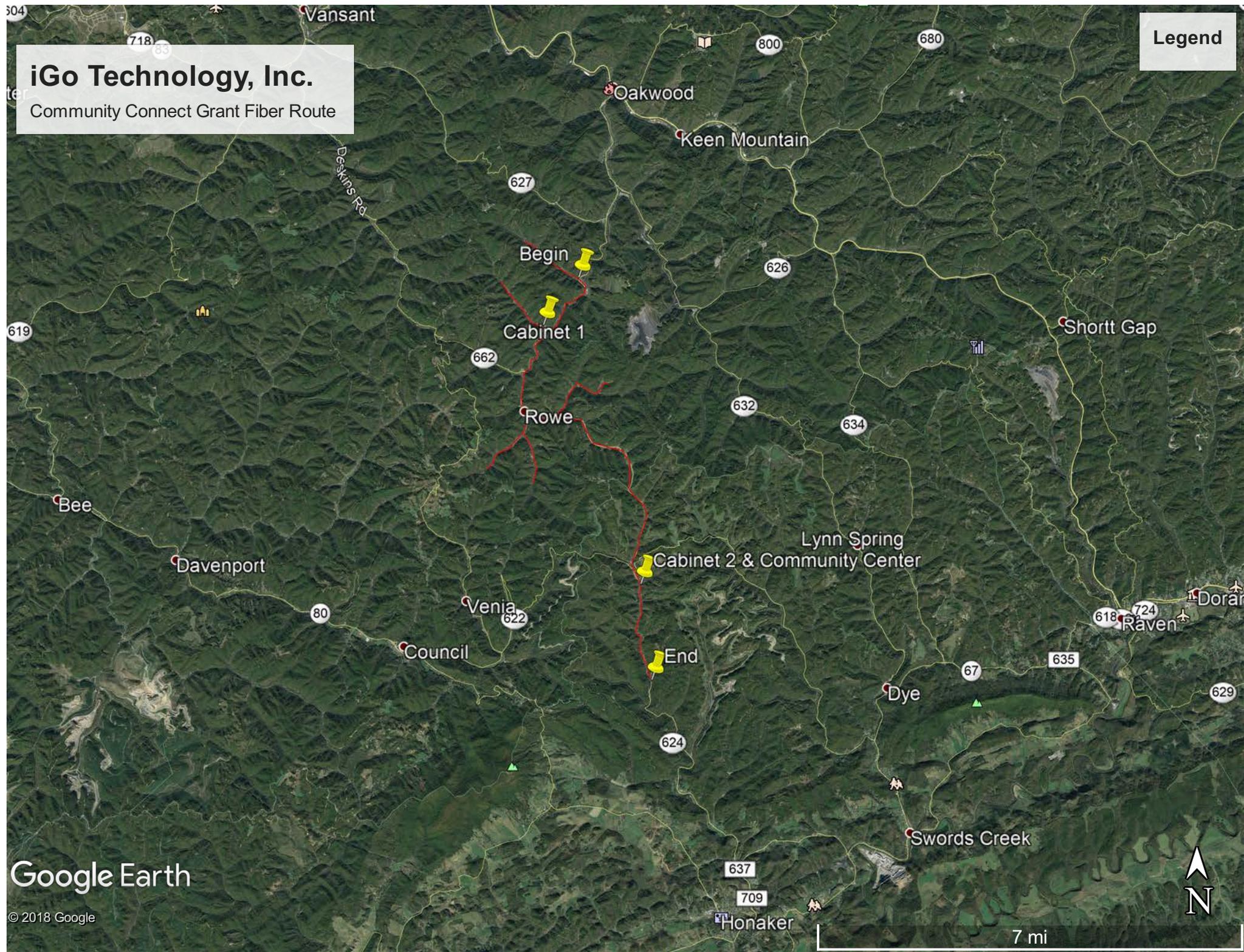
Hickory Jct

VA 951

iGo Technology, Inc.

Community Connect Grant Fiber Route

Legend



Google Earth

© 2018 Google

7 mi



COMMONWEALTH OF VIRGINIA

HOUSE OF DELEGATES
RICHMOND

JAMES W. (WILL) MOREFIELD

POST OFFICE BOX 828
NORTH TAZEWELL, VIRGINIA 24630

THIRD DISTRICT

COMMITTEE ASSIGNMENTS:

GENERAL LAWS
COUNTIES, CITIES AND TOWNS
AGRICULTURE, CHESAPEAKE AND
NATURAL RESOURCES
MILITIA, POLICE AND PUBLIC SAFETY

November 8, 2018

Virginia Department of Housing and Community Development

Attn: Director Eric Johnson

600 East Main Street Suite 300
Richmond, VA 23219

Dear Director Johnson:

It has come to my attention that iGo Technology and the Russell County Industrial Development Authority (IDA) are submitting an application for funding of a project to extend fiber optic Internet service in Russell County, Virginia.

This project would bring tremendous benefits to residents located within this vicinity. As you are aware, Southwest Virginia is in dire need of such infrastructure investments. iGo Technology has a long history of quality service and commitment to our region.

I respectfully request the Virginia Department of Housing and Community Development give full and thoughtful consideration to this grant application to serve the citizens of Russell County. Access to quick and reliable Internet service is becoming an increasing necessity in our society. The Virginia Department of Housing and Community Development plays a vital role in working to insure Southwest Virginia can meet this demand for the benefit of our citizens and the local economy.

I am proud to have the opportunity to support this application and look forward to the benefits it can bring to this community in Russell County. Please do not hesitate to contact me if I can be of further assistance.

Sincerely,

A handwritten signature in black ink that reads "Will".