

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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**Application ID:** 107412142023112532  
**Application Status:** Pending  
**Program Name:** Virginia Telecommunication Initiative 2024  
**Organization Name:** Gloucester County  
**Organization Address:** P.O. Box 329 / 6467 Main Street/  
Gloucester, VA 23061  
**Profile Manager Name:** Cheryl Spivey  
**Profile Manager Phone:** (804) 693-1386  
**Profile Manager Email:** cspivey@gloucesterva.info

**Project Name:** Gloucester Cox Expansion Project 2024  
**Project Contact Name:** Carol Steele  
**Project Contact Phone:** (804) 693-4042  
**Project Contact Email:** csteele@gloucesterva.info  
**Project Location:** 6489 MAIN ST  
GLOUCESTER, VA 23061-6102  
**Project Service Area:** Gloucester County

**Total Requested Amount:** \$11,480,482.00

**Required Annual Audit Status:** Accepted

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$11,480,482.00</b>	<b>\$3,581,781.00</b>	<b>\$15,062,263.00</b>
Construction	\$11,480,482.00	\$3,581,781.00	\$15,062,263.00
<b>Total:</b>	<b>\$11,480,482.00</b>	<b>\$3,581,781.00</b>	<b>\$15,062,263.00</b>

### Budget Narrative:

With a total cost of \$15,062,263, approximately 220 miles of fiber will be installed in Gloucester County. The funding will provide passes to 1,767 unserved locations. Cox is providing all of the match of \$3,581,781 which results in a 74%/26% ratio far exceeding the 80/20 requirement. Gloucester is applying for two grants to reach different geographic areas of the County. If both grants are awarded, the number of unserved in the County will be reduced to approximately 2%. The two providers are Verizon and COX.

## Questions and Responses:

### 1. Project Description and Need

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

#### Answer:

The County of Gloucester is located on the Middle Peninsula of Virginia along the Chesapeake Bay and its tributaries. With a total population of more than 39,000, the area is mostly rural with some suburban concentrated areas. The total county is 288 square miles and contains numerous creeks and rivers providing breathtaking views, bountiful agricultural lands, and long winding country lanes and driveways. The spacious and sprawling topography creates a challenge for the county's cable television/internet provider. Broadband accessibility is restricted to cluster developments and commercial zones. The homes and businesses that don't have broadband service available are more rural, agricultural, and/or coastal.

This new grant funding will allow COX to provide service to citizens of Gloucester that previously could not be reached due to prohibitive costs of construction.

### 2. List existing providers in the proposed project area and the speeds offered. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

#### Answer:

At the current time, the only provider of broadband that meets the federal and state definition of 100/20 Mbps in Gloucester County is Cox Communications. A search using the Broadbandnow.com site and the zip codes in Gloucester list Cox along with three satellite companies and three companies using cellular service. All but Cox have limited geographic reach in the County and inconsistent speeds that can be throttled during peak use times.

See Optional Attachment: ISPs in Gloucester

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

#### Answer:

See Attachment 2. The only federal grants awarded in Gloucester County is the RDOF program. The attached map shows that the proposed service area includes both satellite and fiber RDOF areas. COX is an RDOF recipient.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

4. **Overlap:** To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds below 100/20 Mbps and with less than 25% service overlap within the project area for wireless projects and 20% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria.

**Answer:**

COX will not be overlapping, only expanding services. See Attachment 3

5. **Total Passings:** Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 25 Megabits per second download and 3 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form.
- a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise . Describe the methodology used for these projections.
- d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.
- e. Provide the number of passings in the project area that have 25/3 Mbps or less. Describe the methodology used for these projections. (up to 15 points)

**Answer:**

Total Passings: 1767

- a. 5 businesses, 6 community anchors, 113 non-residential and 1643 residences
- b. NA
- c. NA
- d. NA
- e. 1659, per VATI maps
6. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF) are included in the VATI application area. If RDOF areas are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 5 – RDOF Awarded Areas Form in VATI Area

**Answer:**

All providers are satellite and are not included in this report per VATI's request.

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

**Answer:**

NA

# Application to DHCD Submitted through CAMS

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Gloucester Cox Expansion Project 2024

---

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

## Answer:

To enhance the connectivity and economic prospects of Gloucester County, widespread access to high-speed fiber optic broadband service is considered a vital necessity. This infrastructure not only fosters economic growth, job creation, and industrial development but also raises property values and overall well-being for Gloucester County residents. In order to extend affordable high-speed fiber optic broadband internet service to currently underserved areas within The Commonwealth of Virginia, the Commonwealth initiated another round of VATI.

Cox, a qualified and reputable telecommunications provider, has responded to the RFP by submitting a proposal as a co-applicant of the county. They possess the necessary capabilities to deliver high-speed fiber optic broadband service to the residents of Gloucester County. Cox's proposed deployment involves establishing a fiber-optic network that guarantees ultrafast, reliable, and symmetrical internet services for the community.

National Network Overview - Cox manages a high-speed national fiber optic backbone with tens of thousands of fiber miles. This network is designed to be self-healing, incorporating strategic core infrastructure components. Multiple diverse paths within the network ensure sufficient capacity during peak traffic periods, and the design prevents isolation of backbone locations in case of a fiber cut. The network is actively monitored and managed by a national team of professionals operating from various network operations centers. Cox's proactive network management philosophy includes the use of software-enabled and virtualized components to address customer or network issues promptly and efficiently.

Residential Fiber Network Overview - In response to the increasing bandwidth demands in broadband transport networks, Cox has expanded the deployment of fiber in its network. FTTx (Fiber-to-the-X) networks, including FTTH (Fiber-to-the-Home) and FTTP (Fiber-to-the-Premise), provide symmetrical Gigabit data speeds by incorporating fiber directly into customer premises. Cox utilizes a point-to-multipoint protocol called PON (Passive Optical Network) for distribution through passive optical splitters. Among the various PON types, Cox exclusively deploys GPON (Gigabit PON) for residential services in Gloucester County. Cox FTTx architecture is divided into two major areas: the Transport Network and the Distribution Network.

The Transport Network uses digital Ethernet optics for transport to the targeted area. The shorter-range Distribution Network uses a series of passive optical splitters for PON distribution out to each potential customer passing. The demarcation between the Ethernet access and PON distribution domains is an OLT (Optical Line Terminal) located within the targeted service area. The OLT defines the type of PON being distributed and is the only active component found in the Outside Plant. Within the Distribution Network is another essential element called an ODN (Optical Distribution Network). In its physical form, an ODN is typically a cabinet containing passive optical components (splitters and WDMs). Still, the ODN also represents a sub-group or boundary of customer passings fed by a common ODN cabinet for network management purposes. Finally, the CPE (Customer Premise Equipment) termination of the PON network is an ONT (Optical Network Terminal), which converts PON back to Ethernet for handoff to the CPE gateway & set-top boxes in a customer's home and allows them to access services over their FTTx network.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

9. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 100/20 Mbps. (up to 10 points)

**Answer:**

Fiber to the Home Technology - Cox uses Fiber to the Home technology, providing high-speed internet connectivity. Data Allowance and Add-Ons: All Cox internet plans come with a standard data allowance of 1.25 TB (1,280 GB) per month. For customers with higher data needs, there are options to upgrade to unlimited data plans or add an extra 500 GB, though these come at an additional cost. If a user exceeds their data limit, additional data is charged at \$10 for every extra 50 GB block, up to a maximum overage charge of \$100 per month. For users on the ConnectAssist plan, the maximum overage charge is \$30 per month. It's important to note that any unused data does not roll over to the next month.

Service Accessibility: Cox's data plans are available to all customers within their service area. Customers aren't required to purchase any additional Cox products or services to access these data plans.

Contractual Terms: While Cox does not mandate that customers enter into a contract for their services, they do offer term agreements. These agreements, which typically last 12 or 24 months, provide customers with discounts and price protection on various services including Internet, Video, Cox Voice, and Homelife Security.

Charges: One notable aspect of Cox's service is that they do not charge installation fees for their New Internet Pro Connect service, regardless of whether it includes Panoramic Wi-Fi.

Policy and Restrictions: All Cox services and plans are governed by the Cox Residential Customer Term Agreement and Acceptable Use Policy. These documents contain important information regarding the terms of service, including mandatory arbitration provisions. Customers are advised to review these policies, which are detailed in the Annual Notice Information and on Cox's official website.

Speed Test Procedures: For those interested in the performance of their Cox internet service, the company conducts speed tests using an official tool available on their website. This testing process involves ensuring a direct connection to Cox's network or a strong Wi-Fi signal, closing any background applications, and disabling VPN or proxy services. These tests evaluate download speed, upload speed, and latency, and are based on data from customer nodes and tied to address data.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

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

**Answer:**

1. Targeting Underserved Areas: The project prioritizes areas where high-speed internet is currently unavailable. By focusing on these underserved regions, the project ensures that the benefits of broadband access are extended to all citizens, reducing the digital divide.
2. Diverse Connectivity Options: Offering both wired and wireless options enhances accessibility. Wired connections, typically more reliable and faster, are suitable for stationary use. Wireless options cater to mobile users and areas where laying cables is impractical. This dual approach ensures that different user needs and geographical challenges are addressed.
3. Integration into a Larger Plan: This project is not an isolated effort but part of a larger strategy to achieve universal broadband coverage. It addresses the majority of the remaining coverage gaps, indicating that previous phases of the plan have already laid much of the necessary infrastructure.
4. Future Planning for Remaining Areas: While this project significantly reduces the areas without broadband, it acknowledges that some regions will still need coverage. A brief plan should be outlined for these remaining areas, ensuring that future initiatives continue the progress towards total coverage.
5. Community and Economic Benefits: Universal broadband access is crucial for educational, professional, and personal development. It can stimulate economic growth, support remote education and work, and provide access to essential services and information.

COX will be expanding into the North and North East areas of the county in pursuit of universal coverage.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

## 11. Project Readiness

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants are encouraged to extensively discuss, where applicable, easements relating to railroad crossings, federally-owned lands and parks, partnerships with the Virginia Department of Transportation, and mobile home parks. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 10 points)

### Answer:

Cox has already begun engineering and design necessary to start the permitting for this fiber network and is working with property owners to obtain necessary access approvals. The plan demonstrates a commitment to reach an 18-month completion timeline with a steady and phased-in process to include: creating a project account, performing a field survey for construction, completing pole application processes, designing the project, securing VDOT permits and private property easements, ordering project materials, setting power supply units, performing aerial and underground construction, activating the network, and releasing the addresses. Cox Communications personnel overseeing the planning and construction phases have thoroughly reviewed the project management plan and timeline to confirm that all resources are available to complete the project by the required time frame.

The timeline document details the overall steps that must be completed to facilitate network construction and service delivery from Cox in the unserved clusters. A project account will be created in Cox's system for each cluster which will enable the completion of field surveys to identify specific routes, pole attachments, potential network equipment locations, and private easements that will be needed. As much of the network as possible will be constructed in the Virginia Department of Transportation (VDOT) right of way utilizing existing utility poles. We have identified 2 creek and 1 pond crossing for these builds. However, there are likely to be private roads and driveways that must be accessed to deploy the network entirely. Securing the necessary easements from private property owners will be critical to the success of this project. If private property owners delay or deny easements across their property, additional work will need to be done to try and identify alternate routes which may impact the overall timeline and cost for completion of a cluster. While they are working to obtain the necessary easements and pole attachment permits, Cox's team will also be working on field construction drawings needed to ensure they obtain the necessary materials and equipment.

Once materials and equipment are obtained/configured and access rights are approved, aerial and underground construction can begin on the FTTx network. Depending on the size of the cluster, construction of the transport and distribution portions of the network could take anywhere from 4 to 18 months to complete. As neighborhoods are completed, the network will be activated and tested to ensure it meets all required standards before the addresses are released into the system. Once addresses are released, residents can sign up for service and schedule the free installation of the necessary fiber connection line "drop" on their property to connect their home to the new FTTx network.

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

### Answer:

- Cox is familiar with the VATI grant process, having worked with localities for each VATI grant cycle since the inception of the program.
- Cox was part of one of the first VATI awards made in 2016, successfully partnering with Gloucester County to bring last mile broadband service to more than 100 homes and businesses in a previously unserved area of the County.
- In the past few years Cox has been granted 3 grants by VATI listed below with their statuses
  - o VATI Chesapeake 2021 – Completed
  - o VATI Chesapeake 2022 – Completed
  - o VATI Roanoke 2022 – In Progress EST: December 2023

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. If applicants and co-applicants are seeking to include prior expended funds as matching funds, Attachment 11 must be completed. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 – Documentation of Match Funding; Attachment 11 - Prior Expended Match Form

**Answer:**

COX is providing matching funds to assist in this grant program to continue to expand Internet access for everyone in Gloucester County. See Attachment 10

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

**Answer:**

COX will leverage its existing infrastructure and equipment to accelerate the deployment of services. COX will also use existing processes and relationships with VDOT, Dominion and others to deploy major portions of the network.

15. Communications Plan: Describe efforts to keep the public informed of project progress and the broadband adoption plan.
- a. Explain how you plan on communicating the project status to stakeholders, including but not limited to County leadership, project areas residents, etc. (Up to 10 points)
- b. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate. (up to 10 points)
- c. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

**Answer:**

a. Gloucester County will provide updates to its Board of Supervisors and County Leadership through monthly reports. Residents will be kept informed through the County website as well as the public media. The Gloucester Department of Community Engagement and Public Information will coordinate the marketing effort with media sources. They will work with Cox to establish a marketing plan with target dates for social media blasts, press releases, radio interviews, public speaking engagements, public forums, etc.

At Cox, communication is a cornerstone of our project implementation strategy. We utilize a transparent approach to keeping stakeholders informed that includes frequent progress updates and ongoing engagement. For County leadership and other key stakeholders, our team will provide regular updates delivered through multiple channels; direct engagement in Board of Supervisor meetings, comprehensive progress reports, and participation in discussions to address any concerns or inquiries promptly.

For Cox market expansion projects, such as this proposed project, the public and government affairs teams coordinate numerous press releases to communicate throughout the life cycle of the project – signaling, groundbreaking, first home connection, and project completion – to keep the media and community informed. Additionally, Cox will utilize social media for real time updates, paid media placements, employee ambassadors, and tailored educational outreach to engage and advocate for the project.

Moreover, our commitment extends to tailoring communications to suit the diversity of our residents. We recognize the importance of clear, concise, and accessible messaging, ensuring that everyone involved comprehends the project's status, benefits, and potential impacts

- b. Gloucester County conducted a direct mail survey in 2019 to all of the homes who do not have access to broadband.



# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

---

The survey's 46% response rate is a very high rate for a mail survey and indicative of the interest in broadband services. 88% responded that they want broadband. The questionnaire also asked about people's willingness to pay for broadband at varying thresholds. 30% stated they were willing to pay as much as \$80 per month for service. Another 26% said they will pay up to \$60 per month. Only 4% stated they could not afford to pay for the services. With average take rates in the past being in the 30 to 50%, we anticipate surpassing those numbers easily. An anticipated minimum take rate of 60% is predicted. The survey was conducted prior to COVID and the realization to many of how important broadband is.

Cox actively promotes its products and services in the areas it serves through a multi-faceted marketing strategy that includes both direct and indirect sales, outdoor billboards (where applicable and feasible), digital advertising and television commercials. This build will benefit from all national and local advertising investments by Cox. In addition to traditional marketing, Cox is also a strong supporter of local businesses and nonprofits at events and venues large and small that attract attendees regionally, as referenced in other sections of this response, exposing them to the Cox brand and services. Cox also has a YouTube channel that serves as a platform for sharing commercials, PSAs, and product highlights, but also houses "how to" and troubleshooting videos to support the customer experience. To further support adoption, Cox understands that it is important to develop grassroots connections and relationships with other organizations committed to bridging the digital divide in addition to traditional marketing and sales strategies. Cox Communications has a ~2000-member customer experience team who work together to put customers first and provide customer experience excellence. Cox prides itself on leveraging proactive capabilities to create predictable and seamless experiences. Cox Communications is committed to meeting customers where they are and provides support for our customers by delivering a seamlessly connected support experience across channels and teams that make us easy to do business with and meaningful moments of connection through technology. Through service experience, we monitor and protect the quality of every customer's service, real time, 24x7x365. Through our automated platforms, from app to IVR to web, customers have capabilities to make payments, identify service-impacting outages, manage appointments, as well as complete troubleshooting. The anticipated take rate for this application is 60%. We have based this on several factors including historical take rates, current level of broadband service and the competitive landscape.

c. To support digital literacy, Cox has launched "The Cox Digital Academy," in partnership with the American Library Association, which provides digital literacy resources in English and Spanish for families, educators, community leaders, and students. The robust suite of digital literacy tools features computer literacy tips, educational resources, and online safety and security tutorials. In addition, the Digital Academy provides access to MyFuture, a digital platform from the Boys and Girls Clubs of America that empowers children and teens to learn new skills, share accomplishments, and earn recognition and rewards via gamification in a safe and fun online environment. For more information, visit Cox Digital Academy. To further support adoption, Cox understands that it is important to develop grassroots connections and relationships with other organizations committed to bridging the digital divide in addition to traditional marketing and sales strategies. Over the past few years, Cox has established more than 170 national and local partnerships to collaborate on this initiative. Our vital national partnerships include Connect Home USA, Everyone On, American Library Association, Common Sense Media, Boys and Girls Clubs of America, and Big Brothers/Big Sisters. In addition, Cox always pursues new partnerships and has recently onboarded five new national organizations, supported by an online portal designed to recruit new partners. The program provides a marketing kit for non-profit partners who serve the targeted low-income segment to promote our programs to eligible households. This effort brings private and public sector business leaders together to work on solutions to improve digital inclusion.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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16. **Project Management:** Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities.

**Answer:**

Cox Communications Construction – Cindy Hughes, Director of Residential Delivery, responsible for project management and ensuring all milestones and timelines are met.

Cox Communications County Liaison – Erin Rice, Senior Manager of Public Affairs, will work as the liaison between Cox Communications and the county

Eric Beach, Gloucester County Chief Information Officer, will act as the County's Project Manager. Mr. Beach has been assisting with the County's current VATI grant and manages day to day communications with the contractor.

Carol Steele, County Administrator, will provide guidance and supervision for the project to ensure staffing needs are met for marketing, literacy programs, administrative reporting, etc.

Gloucester County is working with Cox Communications, a privately-held, nationally recognized provider of broadband, digital cable television and other telecommunications services. With 125,000 miles of network infrastructure nationwide, Cox Communications is the third-largest telecommunications corporation in the United States. Cox and Gloucester entered into their first cable television franchise agreement 20 years ago. Since that time, the county and Cox have experienced a collaborative and mutually beneficial working relationship, including recent efforts to connect unserved residents throughout the county. Despite these efforts, certain rural areas continue to present great challenges; this grant opportunity presents a viable means and solution to expand services where it would otherwise be financially unfeasible.

17. **Project Budget and Cost Appropriateness**

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

**Answer:**

On Attachment 12 COX has provided a detailed budget that outlines utilization, equipment, construction costs and justifications.

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

**Answer:**

a. 11,480,482

b. 1767

- 19.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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## Commonwealth Priorities (Up to 50 points)

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

- a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.
- b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.
- c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 100/20 mbps, include information regarding the internet service provider's participation in the Affordable Connectivity Program
- d. The co-applicant's efforts to mitigate supply chain constraints, including labor shortages and order-to-delivery delays on telecommunications materials required to construct broadband networks.
- e. The applicant's and co-applicant's efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning.

## Answer:

a. This application will pass 5 businesses and 6 community institutions. This application will allow these institutions to receive quality broadband services that could impact them positively. Overall, the provision of high-quality broadband services to these passings will significantly bolster the socio-economic fabric of the locality, fostering growth, access to information, and community well-being.

b. NA

c. COX actively engages in federal assistance programs like the Emergency Connectivity Fund (ECF) and the Affordable Connectivity Program (ACP), dedicated to bridging the digital divide in our target communities by reducing financial barriers. Cox offers multiple low-cost broadband connectivity options, drawing from our experience in creating affordable digital equity programs such as Connect2Compete (C2C) and ConnectAssist.

d. There are no imminent risk factors for this build, but as always in Virginia extreme weather events could potentially impact timelines. Based on the severity, the timeline may be impacted. External company delays / Permitting could also impact timelines.

We have extensive experience building in Virginia and navigating the weather and other potential events. Our construction team will work closely with the project team to ensure all delays and impacts are communicated fully and progress updates are provided along the way.

At Cox, we maintain relationships with Gloucester and the surrounding areas and always obtain permission to work in their jurisdictions. We purposefully communicate project timelines, so all stakeholders are informed regarding the progress of our work. As in the past, Cox will seek approval from the County to bury fiber in the county's right of way. We are also prepared to obtain highway permits and any additional permitting necessary from the Virginia Department of Transportation. In the event of railroad crossings, Cox anticipates extra due diligence may be necessary and will proactively work with County partners for the safest and most expedient resolution.

e. Cox Communications and its co-applicant have made extensive efforts to promote broadband adoption in various areas, including telehealth, smart farming, e-entrepreneurship, and distance learning. Their initiatives in these areas include:

Telehealth:

Cox has recognized the importance of broadband in telehealth, and their initiatives have contributed to improving access to healthcare services through digital connectivity. By providing reliable and high-speed internet services, they

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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have facilitated video calls with medical providers, enabled online record-keeping, scheduling, and payment portals for patients, and supported the quick and secure exchange of medical information with healthcare providers. This has been particularly valuable in ensuring that residents can access healthcare services remotely.

#### Smart Farming:

Cox acknowledges the significance of broadband in modernizing agriculture and increasing the efficiency and sustainability of food production. They have supported smart farming by providing fast, real-time access to data for farmers, allowing them to analyze information quickly and implement innovative agricultural practices. This data-driven approach to farming enhances productivity and sustainability, which is critical as the world's population continues to grow. In addition, they have recognized the importance of real-time weather forecasting for farmers and have contributed to this aspect of smart farming.

#### E-Entrepreneurship:

Cox has actively supported e-entrepreneurship by offering affordable and high-speed broadband connectivity to households and businesses. Fast and reliable internet access is crucial for entrepreneurs and small businesses to establish and grow their online ventures. By providing accessible and cost-effective broadband solutions, Cox has helped create an environment where e-entrepreneurship can flourish, contributing to economic growth and business development in the community.

#### Distance Learning:

Cox has demonstrated a strong commitment to supporting distance learning, particularly during the COVID-19 pandemic. They have introduced low-cost broadband connectivity options and educational resources to bridge the digital divide for students. Programs like Connect2Compete and ConnectAssist have been instrumental in ensuring that students have the necessary internet connectivity for online learning. Their efforts have helped address the "homework gap" and have played a significant role in keeping students connected to educational opportunities, preventing them from falling behind and contributing to their future success.

In summary, Cox Communications and their co-applicant have made significant contributions to promoting broadband adoption in the areas of telehealth, smart farming, e-entrepreneurship, and distance learning. Their initiatives in these areas have enhanced digital inclusion, economic development, and access to essential services, demonstrating their dedication to bridging the digital divide in the communities they serve.

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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## 20. Additional Information

Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Attachment 14 – Letters of Support.

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 15 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 16 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 17 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 18 – XXXXXXXX
- e. Attachment 19 – XXXXXXXX
- f. Attachment 20 – XXXXXXXX

### Answer:

COX has provided a Letter of Support (Attachment 14), two most recent Form 477's (Attachment 15) and the required shapefiles (Attachment 16)

### Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap1218202332950.pdf

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

Attachment2DocumentationonFederalFundingArea1218202333425.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteria1218202325628.jpg

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan1218202333017.pdf

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

Attachment8MOUMOAbetweenApplicantCoApplicant1218202333023.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates1218202333040.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCorequivalent1218202355919.pdf

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

Attachment16PointandPolygonShapefiles1218202333130.zip

Optional

ISPsinGloucester1219202393341.docx

Documentation of Match Funding

Attachment10DocumentationofMatchFunding1218202325943.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts1218202325931.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTable1218202325836.pdf

Passings Form (Use template provided)

Attachment4PassingsForm1218202333333.pdf

Documentation of RDOF awarded area in VATI project Area (Use template provided)

Attachment5RDOFAwardedAreasForminVATIArea1218202333353.pdf

# Application to DHCD Submitted through CAMS

Gloucester County

Gloucester Cox Expansion Project 2024

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## VATI 2024

### Supplemental Application Question

Applicant:

Project Name:

The question below is question e. from the Commonwealth Priorities section of the 2024 Virginia Telecommunication Initiative (VATI) Guidelines. Please answer the question using this form and email to [VATI@dhcd.virginia.gov](mailto:VATI@dhcd.virginia.gov).

#### **Commonwealth Priorities**

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

e. The co-applicant's effort to mitigate costs and delays that may be associated with make-ready and other permitting requirements anticipated for network deployment.

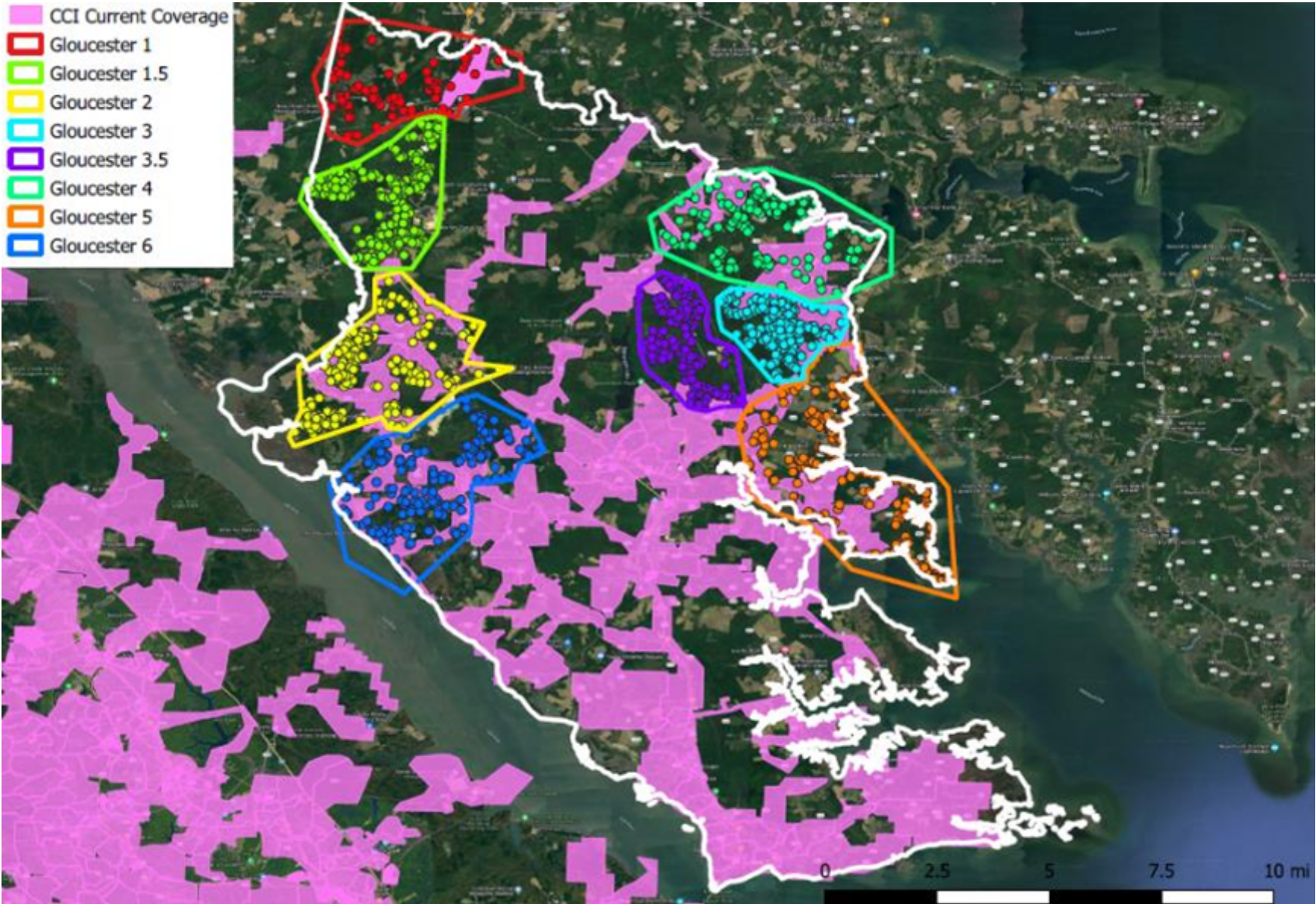
There are no imminent risk factors for this build, but as always in Virginia extreme weather events could potentially impact timelines. Based on the severity, the timeline may be impacted. External company delays / Permitting could also impact timelines.

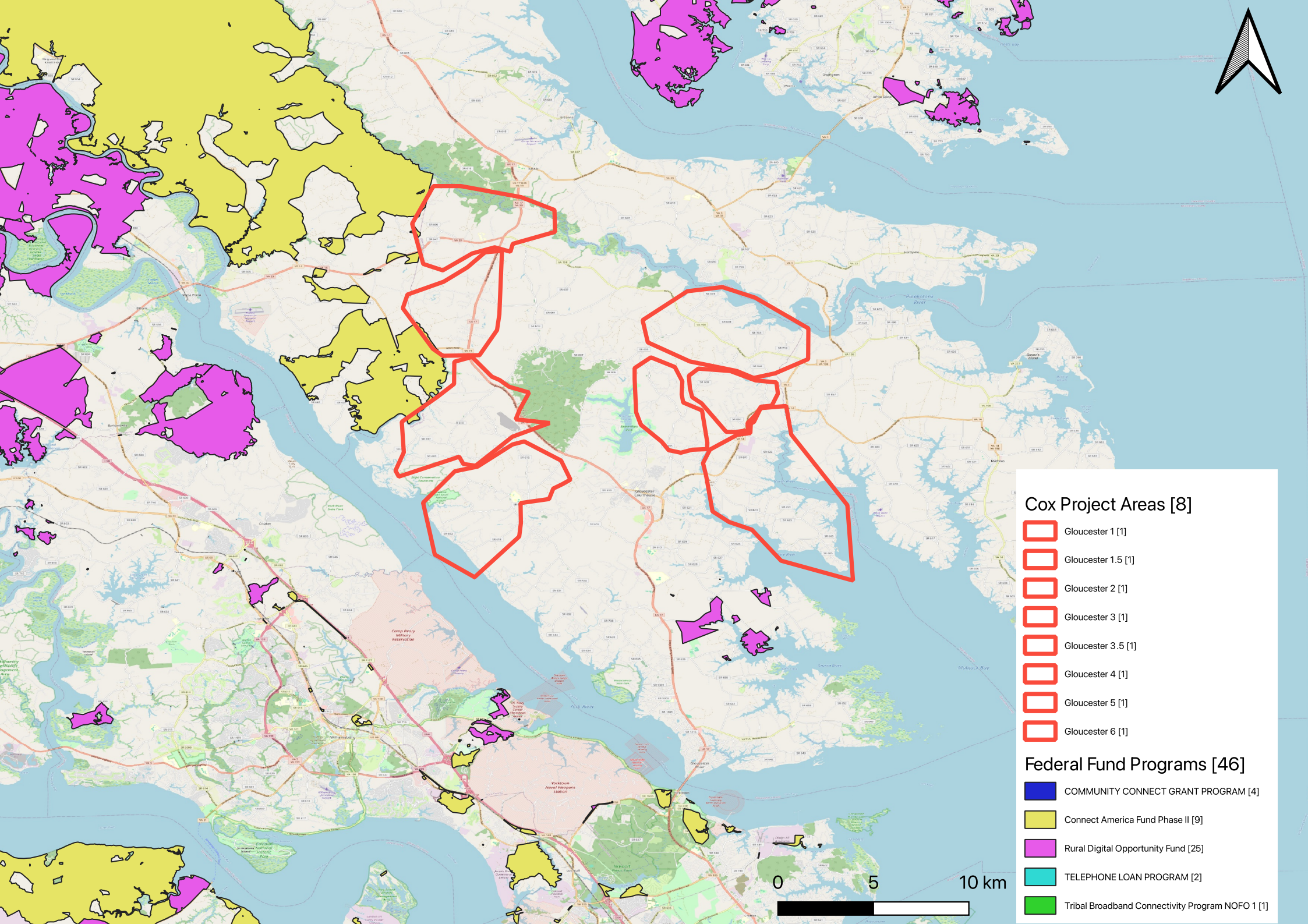
We have extensive experience building in Virginia and navigating the weather and other potential events. Our construction team will work closely with the project team to ensure all delays and impacts are communicated fully and progress updates are provided along the way.

At Cox, we maintain relationships with Gloucester and the surrounding areas and always obtain permission to work in their jurisdictions. We purposefully communicate project timelines, so all stakeholders are informed regarding the progress of our work. As in the past, Cox will seek approval from the County to bury fiber in the county's right of way. We are also prepared to obtain highway permits and any additional permitting necessary from the Virginia Department of Transportation. In the event of railroad crossings, Cox anticipates extra due diligence may be necessary and will proactively work with County partners for the safest and most expedient resolution.



### Attachment 1 - Project Area Map










### Cox Project Areas [8]

-  Gloucester 1 [1]
-  Gloucester 1.5 [1]
-  Gloucester 2 [1]
-  Gloucester 3 [1]
-  Gloucester 3.5 [1]
-  Gloucester 4 [1]
-  Gloucester 5 [1]
-  Gloucester 6 [1]


### Federal Fund Programs [46]

-  COMMUNITY CONNECT GRANT PROGRAM [4]
-  Connect America Fund Phase II [9]
-  Rural Digital Opportunity Fund [25]
-  TELEPHONE LOAN PROGRAM [2]
-  Tribal Broadband Connectivity Program NOFO 1 [1]



Home Internet in 23061

Cox



3.7 ★★★★★

Plans Starting At **\$49.99**

Speeds Up To **1 Gbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.


Connection: Cable, Fiber

Availability: 77.4%

**(844) 763-4907**

[View Plans](#)

Viasat



3.1 ★★★★★

Plans Starting At **\$64.99**

Speeds Up To **100 Mbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.


Connection: Satellite

Availability: 100%

**(877) 721-0124**

[View Plans](#)

T-Mobile 5G Home Internet



3.1 ★★★★★

Plans Starting At **\$50**

Download Speeds: **33 - 245 Mbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.


Connection: 5G Internet

Availability: 15.8%

**(866) 855-3768**

[View Plans](#)

HughesNet



2.8 ★★★★★

Plans Starting At **\$49.99**

Speeds Up To **25 Mbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.


Connection: Satellite

Availability: 100%

**(844) 902-3107**

[View Plans](#)

Verizon



Plans Starting At **\$40**

Speeds Up To **300 Mbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.


Connection: 5G Internet, DSL

Availability: 21.2%

**(855) 941-4390**

[View Plans](#)

Always ON



Plans Starting At **\$60**

Download Speeds: **25 - 150 Mbps**


\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.

Connection: Fixed Wireless

Availability: 15.8%

[View Plans](#)

Starlink



Plans Starting At **\$90**

Download Speeds: **50 - 220 Mbps**

\*Not all internet speeds available in all areas.  
\*Prices may vary depending on the plan.

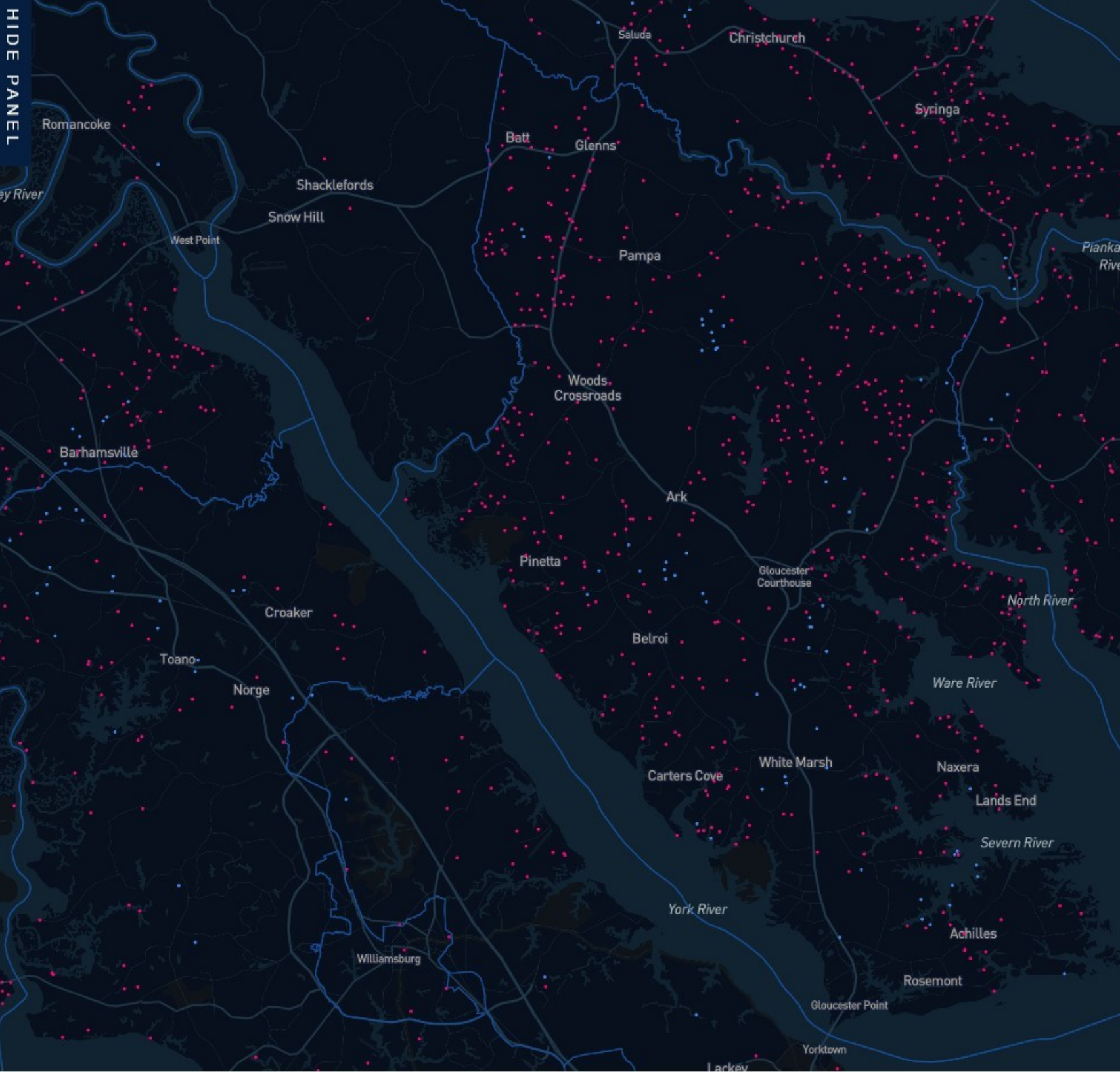
Connection: Satellite

Availability: 100%

[View Plans](#)

# Equity, Access, and Funding (BEAD)

Band serviceable locations  
BEAD eligibility and funding



To see which locations are  
eligible for BEAD Funding.

Underserved

Funded

Challenged

Adjudicated

Business

Enterprise

## INSTITUTIONS

Higher Education

Government Buildings

Public Safety

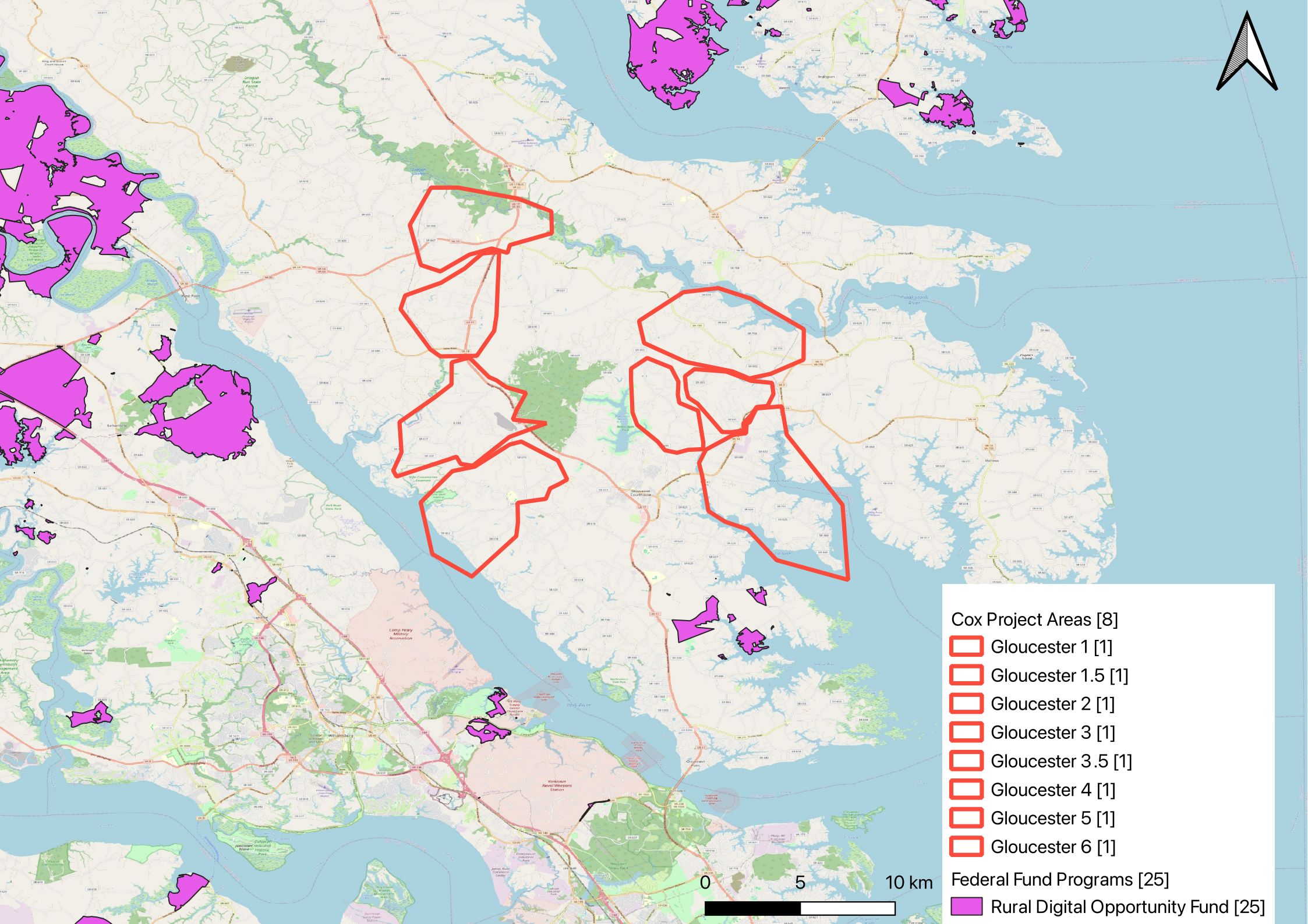
Public Housing

50+

50+

## Attachment 4 - Passings Form

Type of Passings	Total Number of Passings in the Project Area	Passings in the Project Area without Special Construction	Passings in the Project Area with Special Construction	Number of Passings with speeds of 25/3 or
		Costs Required	Costs Required	Below
<b>Residential</b>	1643	1643	0	1553
<b>Business (Home Based)</b>	0	0	0	0
<b>Business (Non-Home Based)</b>	5	5	0	5
<b>Community Anchors</b>	6	6	0	6
<b>Non Residential</b>	113	113	0	95
<b>Total</b>	<b>1767</b>	<b>1767</b>	<b>0</b>	<b>1659</b>



Cox Project Areas [8]

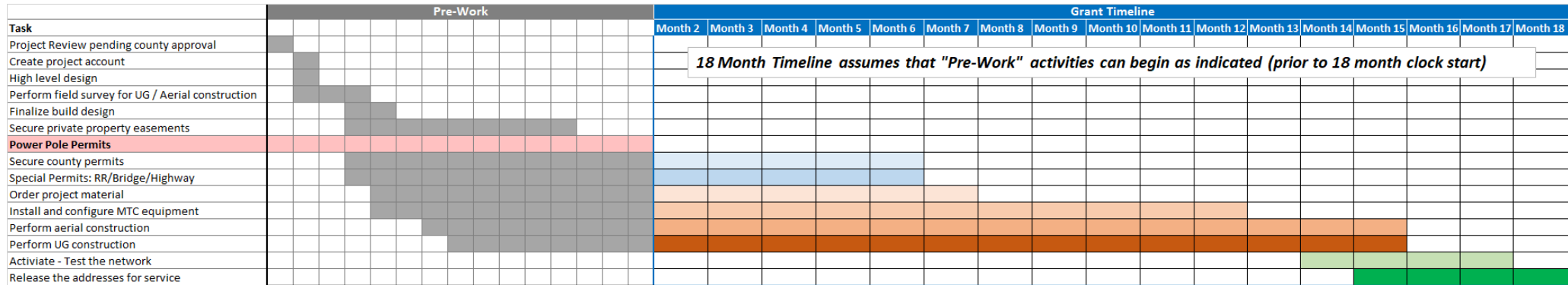
-  Gloucester 1 [1]
-  Gloucester 1.5 [1]
-  Gloucester 2 [1]
-  Gloucester 3 [1]
-  Gloucester 3.5 [1]
-  Gloucester 4 [1]
-  Gloucester 5 [1]
-  Gloucester 6 [1]

Federal Fund Programs [25]

-  Rural Digital Opportunity Fund [25]



## Attachment 7 - Timeline/Project Management Plan Cox Communications



Cox and Gloucester County have an active franchise agreement. If this application were to be approved Cox and Gloucester County would work together to create a Memorandum of Agreement specific to this grant.

**RESOLUTION TO AUTHORIZE THE COUNTY ADMINISTRATOR TO ACCEPT AND EXECUTE A CABLE TELEVISION FRANCHISE AGREEMENT BETWEEN GLOUCESTER COUNTY, VIRGINIA AND COX COMMUNICATIONS, LLC**

**WHEREAS**, on December 6, 2005, the Board of Supervisors of Gloucester County, Virginia granted a non-exclusive cable system franchise to Cox Communications Hampton Roads, LLC; and

**WHEREAS**, on February 15, 2011, the Gloucester County Board of Supervisors approved and adopted an extension of the Cable Television Franchise Agreement; and

**WHEREAS**, the current Cable Television Franchise Agreement expires on March 2, 2021; and

**WHEREAS**, representatives of Gloucester County and representatives of Cox Communication, LLC have completed negotiations and presented a draft renewal agreement to this Board; and

**WHEREAS**, the Gloucester County Board of Supervisors held a duly advertised public hearing on February 2, 2021.

**NOW, THEREFORE BE IT RESOLVED** by the Gloucester County Board of Supervisors this 16<sup>th</sup> day of February 2021, that the County Administrator of Gloucester County is hereby authorized to act on behalf of the County to accept and execute the non-exclusive Gloucester County/Cox Communications Cable Television Franchise Renewal Agreement substantially in form and content as set forth in the Agreement attached hereto.



# Gloucester VATI Application

## Attachment 9 - Funding Sources Table

<b>Total Construction Cost</b>	<b>\$ 15,062,263</b>
Gloucester VATI Funding	\$ 11,480,482
Cox Funding	\$ 3,581,781



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## Attachment 10 Match Source

Cox will provide an internal funding match of:

Match Source	Funding Commitment \$	Percentage of Total Matching Funds
Cox Communications	\$3,581,781	100%

# Gloucester VATI Application

## Attachement 12 - Derivation of Costs

		Total Project Cost	Cox Funding	VATI Funding
			24%	76%
<b>1</b>	<b>Staffing</b>	\$11,094,810	\$2,638,327	\$8,456,483
a.	Labor	\$11,094,810	\$2,638,327	\$8,456,483
<b>3</b>	<b>OSP Materials</b>	\$3,681,207	\$875,385	\$2,805,822
a.	Fiber	\$1,139,674	\$271,012	\$868,661
b.	Hardware/Electronics	\$689,564	\$163,977	\$525,587
c.	Splitters	\$783,526	\$186,321	\$597,205
d.	Poles	\$641,066	\$152,445	\$488,622
e.	Other	\$427,378	\$101,630	\$325,748
<b>4</b>	<b>Services</b>	\$286,246	\$68,069	\$218,177
a.	Engineering/Design	\$152,000	\$36,145	\$115,855
b.	Permitting/Make Ready	\$114,990	\$27,344	\$87,646
c.	MTC Burden	\$19,256	\$4,579	\$14,677
	<b>Total Project</b>	<b>\$15,062,263</b>	<b>\$3,581,781</b>	<b>\$11,480,482</b>

Gloucester VATI Application  
Attachment 13 - Documentation of Supporting Cost Estimates

		Project Costs	Justification of proposed expenses
<b>1</b>	<b>Staffing</b>	\$11,094,810	
a.	Labor	\$11,094,810	Necessary for the installation of infrastructure and fiber electronic management distribution
<b>3</b>	<b>OSP Materials</b>	\$3,681,207	
a.	Fiber	\$1,139,674	Fiber materials
b.	Hardware/Electronics	\$689,564	FDH Cabinets and Terminals
c.	Splitters	\$783,526	Fiber optimization material
d.	Poles	\$641,066	Necessary for the installation of aerial fiber cable
e.	Other	\$427,378	Misc materials and tasks that are non standard items
<b>4</b>	<b>Services</b>	\$286,246	
a.	Engineering/Design	\$152,000	Required for the design of physical plant and technical specifications
b.	Permitting/Make Ready	\$114,990	Site preparation and restoration
c.	MTC Burden	\$19,256	Upgrades required to Engineering facilities to accommodate the addition of the new homes passed
<b>Total Project</b>		<b>\$15,062,263</b>	

**Success** 

Thank you. Your data has been submitted for review.

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# Broadband Data Collection System

[Help](#)

- Paul Cain
  - [Contact Information](#)
  - [Manage API Access](#)
  - [Entity Selection](#)
  - [Entity Information](#)
  - [Sign Out](#)

- [Submissions Dashboard](#)
- [Submission Overview](#)

## Submission Overview

Submission Certified

ERIN: 0001834696 | Service Provider | Cox Communications, Inc

Data as of June 30, 2023

Biannual Filing Window

DATA AS-OF DATE

Jun 30, 2023

TODAY'S DATE

Nov 2, 2023

WINDOW OPEN

Jul 3, 2023

WINDOW CLOSE

Sep 15, 2023

WINDOW STATUS

CLOSED

FILING STATUS

Revised - Certified

Fixed Data Requests

[Fixed Challenges](#)

5

## Submission Steps

[Decertify Submission](#)

[Subscription \(Step 1 of 5\)](#)[Valid Data Provided](#)[Availability \(Step 2 of 5\)](#)[Valid Data Provided](#)[Supporting Data \(Step 3 of 5\)](#)[Valid Data Provided](#)[Final Data Checks \(Step 4 of 5\)](#)[Verification Complete](#)[Certification \(Step 5 of 5\)](#)[Certified](#)

## fixed Submission Data

This table contains a summary of submitted subscription and availability data grouped by service.

Service Type	Subscription Data		Availability Data	
	Files Currently Processing (0)		Files Currently Processing (0)	
Service	Subscribers	Locations	Supporting Data	
Fixed Broadband	6,137,930	7,502,889	2 of 2	
Cable	5,894,471	7,182,735	1 of 1	
Fiber to the Premises	243,459	320,154	1 of 1	
Fixed Voice	2,391,874			
Non-ILEC	2,391,874			

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# Broadband Data Collection System

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  - [Entity Information](#)
  - [Sign Out](#)

- [Submissions Dashboard](#)
- [Submission Overview](#)

## Submission Overview

Submission Certified

FRN: 0001834696 | Service Provider | Cox Communications, Inc

Data as of December 31, 2022

Biannual Filing Window

DATA AS-OF DATE

Dec 31, 2022

TODAY'S DATE

May 24, 2023

WINDOW OPEN

Jan 3, 2023

WINDOW CLOSE

Mar 1, 2023

WINDOW STATUS

CLOSED

FILING STATUS

Original - Certified

[10,938](#)

[Fixed Challenges Pending](#)

[Crowdsourced \(28\)](#)

## Submission Steps

[Decertify Submission](#)

[Subscription \(Step 1 of 5\)](#)[Valid Data Provided](#)[Availability \(Step 2 of 5\)](#)[Valid Data Provided](#)[Supporting Data \(Step 3 of 5\)](#)[Valid Data Provided](#)[Final Data Checks \(Step 4 of 5\)](#)[Verification Complete](#)[Certification \(Step 5 of 5\)](#)[Certified](#)

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Service Type	Subscription Data		Availability Data	
	Files Currently Processing (0)		Files Currently Processing (0)	
Service	Subscribers	Locations	Supporting Data	
Fixed Broadband	6,224,055	7,709,565	2 of 2	
Cable	5,959,266	7,236,142	1 of 1	
Fiber to the Premises	264,789	473,423	1 of 1	
Fixed Voice	2,496,860			
Non-ILEC	2,496,860			

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