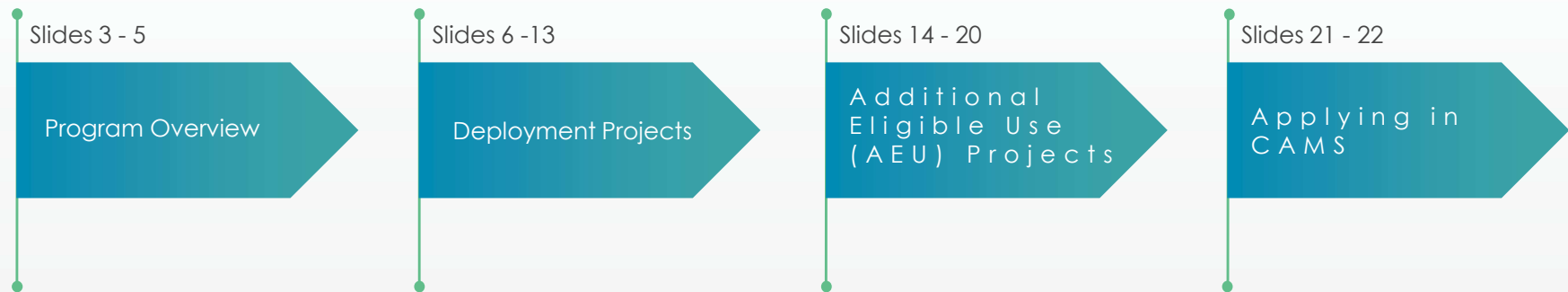


Virginia Telecommunication Initiative (VATI): Updated Program Guidelines

Virginia Office of Broadband
October 7, 2026



Discussion Overview



Program Overview



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VATI Alignment with BEAD Program

With the federally funded, state-administered Broadband Equity, Access, and Deployment (BEAD) Program providing access to the remaining 85,069 unserved locations in the Commonwealth, Virginia is now positioned to lead the nation in maintaining universal broadband connectivity. However, challenges remain. New homes constructed without broadband access, inaccuracies in federal location-level mapping, and gaps from prior funding rounds have left some homes and businesses unaccounted for in existing deployment projects.

This new round of VATI will allow submissions for smaller project areas to streamline broadband deployment to any overlooked or new unserved addresses.

Meet the VATI Project Managers!



**Ammar
Al Omari**



**Carl
Caudill**



**Jim
Illicete**



**Hasan
Khan**



**Kevin
Barr**

Deployment Projects



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Deployment Projects

Deployment projects under the VATI support the construction of broadband telecommunications infrastructure.

APPLICATION INFORMATION

Applications are accepted and reviewed on rolling basis for **whole program year**.

ELIGIBLE APPLICANTS

Units of local government (towns, cities, counties, PDCs, school divisions, etc.) with an ISP as a co-applicant.

ELIGIBLE AREAS

Suggested locations to consider for deployment projects will be identified by DHCD and published on the Open Project Data Portal.

PROJECT FINANCING

VATI funding shall not exceed 80 percent of the total project cost. The co-applicant must contribute a minimum of 10 percent cash or in-kind match to the total project cost.

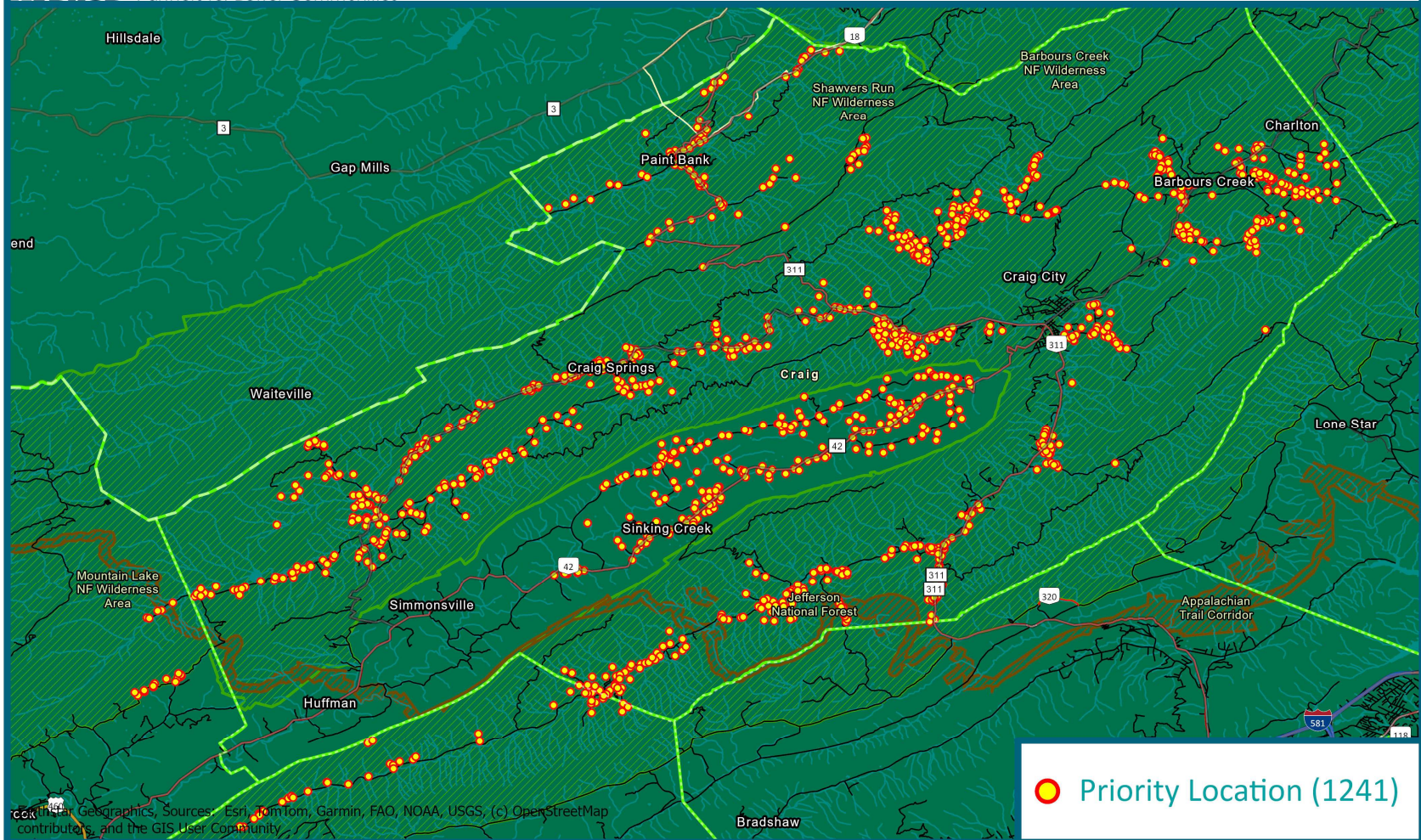
Deployment Projects: Evaluation Criteria

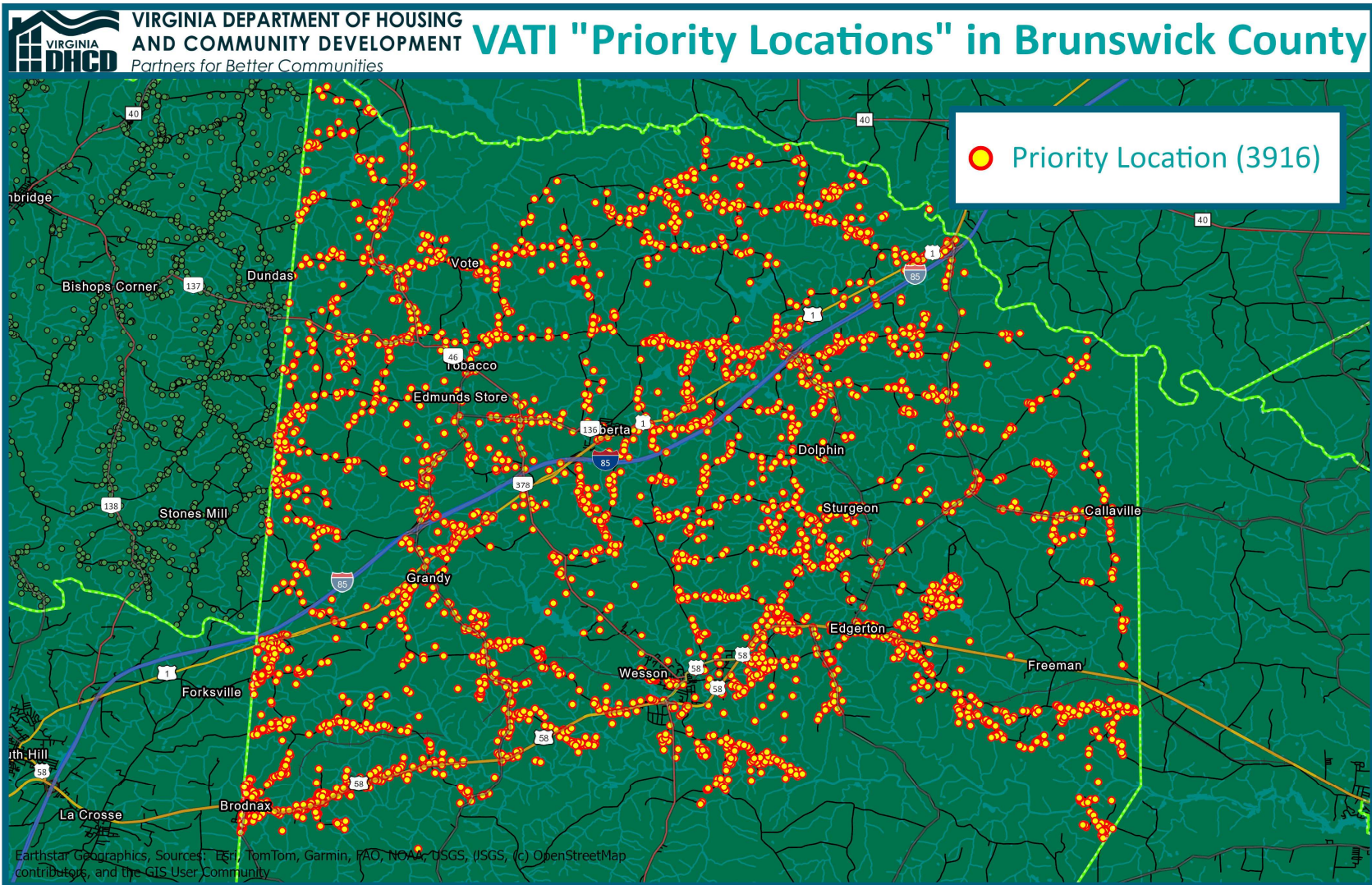
Scoring Criteria	Points
Cost Efficiency, based on criteria including: • Requested Funds, Number of Serviceable Units and Passings, Matching Funds, Documentation of Cost Estimates, Relative Build Costs of an Area	50
Build Timeline, based on criteria including: • The commitment to a construction completion sooner than 18 months, with more points awarded for shorter construction timeframes	25
Project Readiness, based on criteria including: • Track record under existing state and federal grant initiatives • Mitigation of known project hurdles	25
TOTAL	100



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VATI "Priority Locations" in Craig County

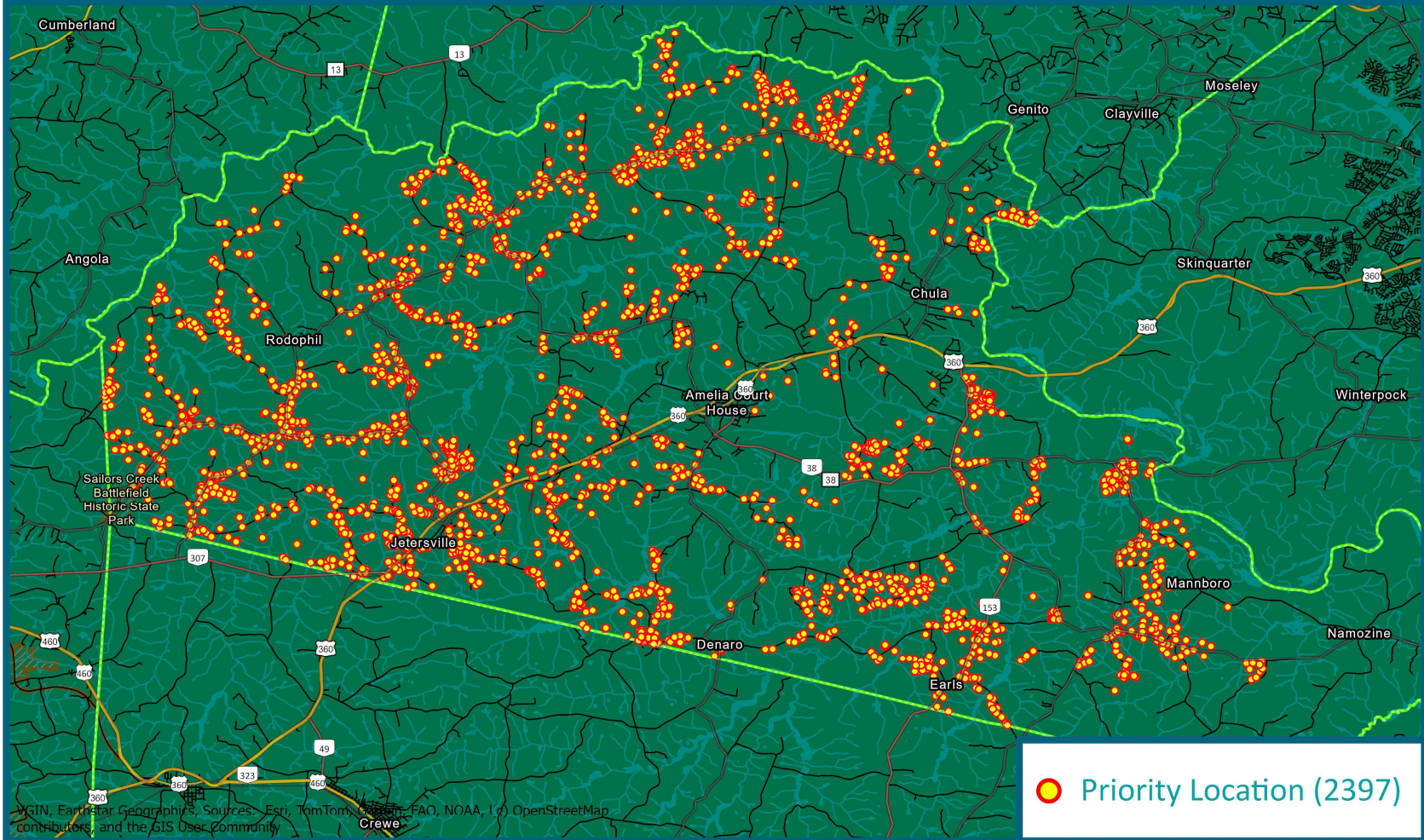






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VATI "Priority Locations" in Amelia County



BEAD's Supplemental Deployment Round

On September 4th, NTIA released a BEAD Supplemental Deployment Notice, allowing states to use a portion of their BEAD non-deployment allocation as “supplemental” BEAD funding for an additional “benefit of the bargain” round to serve any remaining unserved locations in the Commonwealth.

Under BEAD's Supplemental Deployment Round, Virginia will publish a list of currently unserved locations that applicants may use to identify unserved locations to include in VATI application proposals. DHCD reserves the right to determine the source of funding for eligible locations. DHCD encourages counties and providers to seek technical assistance with DHCD staff to determine which source of funding is most appropriate to apply for.

Deployment Projects - Timeline

Step	Duration	Details
Application Submission	Rolling	Local governments and ISPs submit completed applications to DHCD.
Initial Review	10 business days	DHCD confirms the completeness of the application.
Challenge Process	30 calendar days	Incumbent providers may challenge specific passings as already served or covered by other programs.
Challenge Rebuttal	5 business days	Applicant's opportunity to rebut the challenge
Challenge Resolution	10 business days	DHCD verifies claims, adjusts project scope if necessary.
Award Notification	To be determined	DHCD issues award notice and grant agreement to recipients.
Project Start	Within 90 days of award notification	Grantees begin construction and submit first progress update.
Construction & Reporting	Up to 18 months	Monthly progress reports due to DHCD.
Project Completion	By end of 18-month period	ISP certifies service availability to all passings in final scope.

Additional Eligible Use (AEU) Projects



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Additional Eligible Uses

In accordance with authorizing budget language, the VATI funding round will incorporate “Broadband Deployment Awards” and other additional eligible uses, referred to in these guidelines as additional eligible uses (AEUs).

EXCERPT FROM BUDGET LANGUAGE

a.1) The Department may establish a program to provide grants for unexpected costs incurred by broadband providers related to the expansion of broadband throughout the Commonwealth. Such “Broadband Deployment Awards” are intended for reimbursement of **unexpected make ready costs** incurred by providers of broadband service expanding service to unserved areas pursuant to a state or federal grant. For purposes of this paragraph “unexpected make ready costs” shall be limited to related **utility pole replacements and mid-span pole installations; railroad crossings; and, where cost-effective, undergrounding of broadband lines...**

b. The Department **may restore telecommunications infrastructure damaged by a storm** that was subsequently approved for a major disaster, as defined in § 44-146.16, Code of Virginia. This authorization shall only be permitted as a last resort and until such time that federal or additional state funds are available for such purpose.

c.1) The Department may establish a program to reimburse broadband providers for costs associated with **relocating facilities located in public rights-of-way** when such **relocation is mandated** by the Commonwealth or the federal government and such relocation includes **infrastructure supported by a state general fund grant from the Virginia Telecommunications Initiative or federal funds**. For purposes of this subparagraph 7, relocation expenses shall include, without limitation, relocation of broadband-related lines and facilities located **along or across rights of way controlled by the Virginia Department of Transportation...**

AEU: Make - Ready

Make-ready projects under VATI support broadband providers with unexpected make-ready costs including utility pole replacements and mid-span pole installations; railroad crossings; and, where cost-effective, undergrounding of broadband lines.

APPLICATION INFORMATION

Applications are accepted on rolling basis beginning **April 7, 2027** and **reviewed every three months** until the end of the program year (two application review periods).

ELIGIBLE APPLICANTS

Current or prior VATI co-awardees for fiscal years 2021, 2022, 2023, or 2024.

ELIGIBLE AREAS

Areas within boundaries of a current or prior VATI project from fiscal year 2021, 2022, 2023, or 2024.

PROJECT FINANCING

ISPs must contribute a minimum of 20 percent match to the total project cost.

AEU: Mandated Relocation

Mandated relocation projects under the VATI support the relocation of broadband facilities located in public rights-of-way when such relocation is mandated by the Commonwealth or the federal government and such relocation includes infrastructure supported by a state general fund grant from VATI or federal funds.

APPLICATION INFORMATION

Applications are accepted on rolling basis beginning **April 7, 2027** and **reviewed every three months** until the end of the program year (two application review periods).

ELIGIBLE APPLICANTS

ISPs with broadband facilities 1) supported by state or general funds; 2) located in public ROW owned by VDOT and 3) mandated to be relocated by the Commonwealth or federal government.

ELIGIBLE AREAS

Broadband facilities must be 1) within a prior or current project area under VATI or another federal broadband-related program and 2) located in public ROW controlled by VDOT

PROJECT FINANCING

ISPs must contribute a minimum of 10 percent match to the total project cost.

AEU: Restoring Storm-Damaged Telecommunications Infrastructure

Project restoring storm-damaged telecommunications infrastructure under the VATI support the restoration of telecommunications infrastructure damaged in a major disaster.

APPLICATION INFORMATION

Applications are accepted on rolling basis beginning **April 7, 2027** and **reviewed every three months** until the end of the program year (two application review periods).

ELIGIBLE APPLICANTS

ISPs with telecommunications infrastructure damaged in a major disaster.

ELIGIBLE AREAS

Infrastructure that was damaged in a major disaster.

PROJECT FINANCING

ISPs must contribute a minimum of 10 percent match to the total project cost.

AEU Projects: Evaluation Criteria

Scoring Criteria	Points
Cost Efficiency, based on criteria including: • Requested Funds, Matching Funds, Documentation of Cost Estimates, Relative Build Costs	40
Project Information, based on criteria including: • Applicant provides all requested information for applicable AEU application • Quality and accuracy of information/ documentation provided	35
Build Timeline, based on criteria including: • The commitment to expedient completion of the AEU activity.	25
TOTAL	100

AEU Projects: Program Timeline

Step	Duration	Details
Application Submission	Rolling submissions beginning April 7, 2027	ISPs submit completed applications to DHCD.
Application Review	July 7, 2027 October 6, 2027	DHCD reviews application for proposed AEU project activities.
Award Notification	Within 60 days after opening the review period for AEU applications	DHCD issues award notice and grant agreement to recipients.
Project Start	Within 90 calendar days of award notification	Grantees begin project implementation and submit first progress update.
Construction & Reporting	Up to 180 calendar days	Monthly progress reports due to DHCD.
Project Completion	By end of 180-day period	ISP certifies project implementation has been completed.

Applying in CAMS



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Applying in CAMS

Applicants will have to submit one application per project type. When applying in CAMS, an applicant must determine which project type proposed activities fall under and answer the required questions.

NEW! Under the narrative tab, applicants must select a project type.

Check the "Telecommunications" box, then click "go" to see the narrative questions for deployment applications.

Section tabs in the application will be like previous application rounds.

Project Information | **Project Budget** | Narrative Information | Attachments | Additional Information

Select a Project Type: ☒ Telecommunications ☐ AEU - Make-Ready Work ☐ AEU - Mandated Relocation ☐ AEU - Storm Damage Restoration

Please answer following questions:

Cost Efficiency

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 1 – Derivation of Costs (please use the template provided); Attachment 2 - Documentation of Supporting Cost Estimates.*

As of the release of this webinar, DHCD is only accepting application for deployment projects. Applications for AEU projects will be accepted beginning April 7, 2027.

Applying in CAMS: Templates

When submitting application attachments, make sure to follow the instructions and submit only what is needed for your application.

Project Information Project Budget Narrative Information **Attachments** Additional Information

According to the program requirement, you must submit/upload following required documents:

UPLOAD ATTACHMENTS INSTRUCTION:

Below are the attachments necessary for each application type, as well as a bulk template download for each; attachments marked with an asterisk (*) have an associated template. **Upload only the attachments indicated for your application type.**

▼ Telecommunications [Templates]

1. Derivation of Costs*
2. Documentation of Supporting Cost Estimates
3. Funding Sources Table*
4. Documentation of Match Funding
5. Prior Expended Match Form (if applicable)*
6. Passings Form*
7. Propagation Map Wireless Project (if applicable)
8. Timeline/Project Management Plan
9. MOU/MOA between Applicant/Co-Applicant
10. CSV of Directly Affected Project Passings

► AEU: Make Ready Work [Templates]
► AEU: Mandated Relocation [Templates]
► AEU: Storm Damage Restoration [Templates]

Project Information Project Budget Narrative Information **Attachments** Additional Information

According to the program requirement, you must submit/upload following required documents:

Derivation of Costs Form
(Click [HERE](#) for template)
Browse... No file selected.

Funding Sources Table
(Click [HERE](#) for template)
Browse... No file selected.

Prior Expended Match Form, if applicable
(Click [HERE](#) for template)
Browse... No file selected.

Documentation of Match Funding
Browse... No file selected.

Project Timeline
Browse... No file selected.

(Optional) - Attachment
Browse... No file selected.

(Optional) - Attachment
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(Optional) - Attachment

When naming an attachment file, make sure to name it according to instructions in program guidelines or narrative questions.

THANK YOU



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