

Application to DHCD Submitted through CAMS

Augusta County

Augusta County VATI 2020

Application ID: 64508202019081401
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2020
Organization Name: Augusta County
Organization Address: 18 Government Center Lane
Verona, VA 24482
Profile Manager Name: Jennifer Whetzel
Profile Manager Phone: (540) 245-5610
Profile Manager Email: jwhetzel@co.augusta.va.us

Project Name: Augusta County VATI 2020
Project Contact Name: Jennifer Whetzel
Project Contact Phone: (540) 245-5610
Project Contact Email: jwhetzel@co.augusta.va.us
Project Location: 18 Government Center Lane
Verona, VA 24482-0590

Project Service Area: Augusta County

Total Requested Amount: \$722,746.00

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$722,746.00	\$389,172.00	\$1,111,918.00
Construction	\$722,746.00	\$389,172.00	\$1,111,918.00
Total:	\$722,746.00	\$389,172.00	\$1,111,918.00

Budget Narrative:

Augusta County is submitting one application to the Department of Housing and Community Development that includes three Fiber-to-the-Premises (FTTP) projects within the County. The Project Budget tab includes the total for all three projects. The three projects noted in the application are detailed as follows: Deerfield Valley North Fiber Project -- Construction \$393,294; DHCD Request \$255,641; Other Funding \$137,653; Total \$393,294 Deerfield Valley South Fiber Project -- Construction \$407,177; DHCD Request \$264,665; Other Funding \$142,512; Total \$407,177 Middlebrook Fiber Project -- Construction \$311,447; DHCD Request \$202,440; Other Funding \$109,007; Total \$311,447 Total Application - 3 Fiber Projects -- Construction \$1,111,918; DHCD Request \$722,746; Other Funding \$389,172; Total \$1,111,918

Questions and Responses:

1. Project Area

Explain 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:

Augusta County, established in 1738, is located in the Shenandoah Valley and is the second-largest county in Virginia (967 square miles). Surrounded by the Blue Ridge and Alleghany mountain ranges and the Middle, South, North, and Calf Pasture Rivers, Augusta County is home to nearly 75,000 people. It boasts a diverse business and manufacturing base, a rich agricultural history, and a strong educational system benefitting from 12 area colleges and universities (two in the county area). The County footprint includes the Cities of Staunton and Waynesboro and contains small pockets that are dense in population. However, 62% percent of the land in the County is zoned as agricultural, such as Deerfield and Middlebrook, and 35% is classified as public lands (national forest and wetlands).

The rural nature of the County lends to challenges in providing high-speed internet services to the citizens of these areas, including topography of mountains and rolling hills with limestone and karst rock and lack of return on investment for providers to build out due to distance between homes and businesses. Although aware of these challenges, the expectations of citizens continues to grow in regards to the ability to receive high-speed internet. Here are some examples of comments from the 2019 internet survey:

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“Our internet service in this part of the county is extremely unreliable! It’s difficult for home businesses but more importantly, for students. The majority of assignments require internet access and 50% of the time, our service is slow and makes an hour long assignment take much, much longer. It puts students in this area at a big disadvantage compared to students in other areas of the county.” -- Deerfield citizen

“We have contacted every local company and no one will provide service where we live without charging an astronomical amount. We live 5 miles from interstate 81, it seems ridiculous that there isn't internet service here.” -- County resident

Augusta County is submitting one application to the Department of Housing and Community Development that includes three Fiber-to-the-Premises (FTTP) projects within the County. MGW Networks is the provider partner for the application. Projects were determined by the provider, who also vetted projects proposed by the County through the Request for Information prepared by the County’s appointed Broadband Committee. The three projects noted in the application are in rural areas of Augusta County.

- Deerfield Valley North Fiber Project: Project area runs from Route 250 at West Augusta Road, south on West Augusta Road to Deerfield Valley Road, includes Starey Draft and Jonas Draft Lane; south on Deerfield Valley Road, including spurs of Methodist Church Lane, Clay Hill Church Lane, Hodges Draft Lane, Tim’s Draft Lane, Graham Mill Lane, Hummingbird Lane, and Knotty Pine Lane, ending after 2862 Deerfield Valley Road. MGW has a point-of-presence (POP) in the Deerfield area which currently provides internet and phone services over a copper system. The proposed project includes approximately 9.5 miles of fiber.
- Deerfield Valley South Fiber Project: Project area begins after 2862 Deerfield Valley Road and runs south on Deerfield Valley Road through the village of Deerfield to the Bath County line, including spurs of Claybourne Lane, Still House Lane and Phillips Lane; along Marble Valley Road through the village of Deerfield, including village streets of Burgandine Lane, Stagg Avenue, Railroad Avenue, Craig Street and Spring Street; and spurs of Rocky Spring Lane, ending at the Bath County line. MGW has a point-of-presence (POP) in the Deerfield area which currently provides internet and phone services over a copper system. The proposed project includes approximately of 8.5 miles of fiber.
- Middlebrook Fiber Project: Project area begins at Middlebrook Road (Route 252) and Sugar Loaf Road, running south on Middlebrook Road to Cherry Grove Road in the village of Middlebrook, including portions of Sugar Loaf Road, Mill Lane, Ferguson Lane, Bowman Springs Road, Bittersweet Lane and Stone Branch Road. MGW has a point-of-presence (POP) at the northern end of the project area near Arbor Hill. The proposed project includes approximately 8 miles of fiber.
- Total for Application: The 3 proposed projects include approximately 26 miles of fiber.

2.

Describe your outreach efforts to identify existing providers in the selected project area. Provide a detailed explanation of how this information was compiled and the source(s). Provide a map and list of all existing providers (fixed and wireless) and speeds offered within the project area. Label Map: Attachment 2 – Existing Provider Map; label documentation: Attachment 3 – Documentation on CAF Funding Area.

Answer:

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The County performed the following outreach efforts to identify existing providers in the selected project areas. A description of the outreach is below, with a table summarizing the results.

- 2019 Internet Survey-In May 2019, the Broadband Committee promoted a County-wide internet survey that included questions about existing providers and a speed test.
- School Survey-The Augusta County Schools conducted a survey of 11,000 students during school registration in July 2019.
- Door to Door Survey-Utilizing maps prepared by MGW Networks, on August 22, 2019, County staff conducted a door to door survey in the project areas, including leaving flyers at homes and community anchors.
- FCC Data-FCC data was analyzed for providers reporting over 10/1 in the project areas.

Outreach	Deerfield Valley North Fiber Project	Deerfield Valley South Fiber Project	Middlebrook Fiber Project	Total Application
2019 Internet Survey	3 responses, 1 MGW, 1 Verizon	6 responses, 5 MGW	8 responses, 1 MGW, 2 Verizon, 1 High Speed Link	17 responses, 7 MGW, 3 Verizon
School Survey	9 responses, 9 MGW	5 responses, 3 MGW, 2 no internet	6 responses, 6 no internet	20 responses, 12 MGW, 8 no internet
Door to Door Survey	1 response, 1 Verizon	2 responses, 2 MGW	2 responses, 1 Verizon, 1 no internet	5 responses, 2 Verizon, 2 MGW, 1 no internet
FCC Data	High Speed Link reporting over 10/1	High Speed Link reporting over 10/1	High Speed Link reporting over 10/1	1 of 42 responses reported using High Speed Link

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 percent service overlap within the project area. Describe any anticipated service overlap with current providers within the project area. Provide specific information as to how you determined the percentage overlap. Label Attachment: Attachment 4 – Documentation Unserved Area VATI Criteria.

Answer:

FCC Data was compiled for the project areas as a basis for vetting providers over 10/1. Discounting satellite providers due to topography, High Speed Link (HSL) is the only provider reporting speeds over the threshold. Per the FCC maps, HSL is providing service to a significant portion of the County footprint. In vetting the providers in the project areas, only one survey response out of 42 responses noted that they were utilizing HSL. The table in question 2 summarizes the outreach efforts. Due to the fact that the projects are fiber-to-the-premises, the footprint is narrowed to responses along the fiber application. Seventy-five percent of survey responses noted dissatisfaction with their current internet service.

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4. Provide the number of residential serviceable units in the project area(s). Describe the eligible premises that will be served by the proposed project and the basis for these projections.

Answer:

Deerfield North Project Area:

There are 175 serviceable units in the Deerfield North project area. Of those 175 serviceable units, 77 are active MGW Networks' DSL customers which are unable to receive internet service > 10/1 and are considered unserved, and 24 are active customers with phone service only. Some of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas- including some remote cabins/camps (total of 195 911 addresses/structures in the project area). All active DSL customers (77) will be upgraded to FTTH and all the phone service only customers (24) and other serviceable units (approximately 28) will have FTTH available to them.

After subtracting the commercial businesses and community anchor institutions from Question #5 (5), the total number of residential-only serviceable units in this project area is 170.

Deerfield South Project Area:

There are 209 serviceable units in the Deerfield South project area. Of those 209 serviceable units, 78 are active MGW Networks' DSL customers which are unable to receive internet service > 10/1 and are considered unserved, and 29 are active customers with phone service only. Some of the phone service only customers are too far from the nearest network node to achieve even DSL. There are a few more 911 addresses than serviceable units in the project areas- including some remote cabins/camps (total of 232 911 addresses/structures in the project area). All active DSL customers (78) will be upgraded to FTTH and all the phone service only customers (29) and other serviceable units (approximately 44) will have FTTH available to them.

After subtracting the commercial businesses and community anchor institutions from Question #5 (17), the total number of residential-only serviceable units in this project area is 192.

Middlebrook Project Area:

There are 110 serviceable units in the Middlebrook project area. MGW has received 62 service inquiries in this project area (see attachment 1, page 4). There have been such a high number of requests in this area because it is directly adjacent (to the south) to the last-mile FTTH deployment that was part of a VATI 2017 project. Due to such, we are forecasting this project to have an excellent take rate of over 75%.

After subtracting the commercial businesses and community anchor institutions from Question #5 (11), the total number of residential-only serviceable units in this project area is 99.

Total for Application: There are a total of 494 serviceable units in the 3 project areas.

5. Indicate the numbers of businesses and community anchor institutions the proposed project will pass in the project area. Also indicate the number of home-based businesses. Provide specific information.

Answer:

Commercial businesses and community anchor institutions were identified during site visits, county-wide and project area surveys, County GIS mapping and current MGW Networks' account information. Due to the rural nature of the Deerfield and Middlebrook areas, there are also many farming operations of various scale in the project area. Fiber would allow additional services to farmers for monitoring their land, crops/animals, or to

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provide distributed wi-fi service to barns or other locations on the farm. There is minimal to no cellular service in Deerfield project areas, so wi-fi calling will provide an option in case of emergencies. These additional services are considered an outreach component to help customers leverage their FTTP connection to support the needs of their farms and businesses.

Deerfield North Project Area:

We estimate there to be 5 businesses, community anchor institutions, and home-based businesses in the project area, including 2 farms, 2 churches, and at least 1 home-based business (per survey). Children in the area attend Churchville Elementary, Beverley Manor Elementary and Buffalo Gap High School, all within the Augusta County Schools system.

Deerfield South Project Area:

We estimate there to be 17 businesses, community anchor institutions, and home-based businesses in the project area including the Deerfield Volunteer Fire Department. Augusta County Library, a National Park Service facility, Deerfield Community Center, Deerfield Grocery, a Post Office, Cool Springs Farm, Shinaberry Turkey Farm, a rifle range, 3 churches, and according to project area surveys- 1 confirmed home-based business, 2 that telework, and 2 additional farms. Children in the area attend Churchville Elementary, Beverley Manor Elementary and Buffalo Gap High School, all within the Augusta County Schools system.

Middlebrook Project Area:

We estimate there to be 11 businesses, community anchor institutions, and home-based businesses in the project area including Middlebrook Fire Department, a Library, Post Office, Middlebrook Family Medicine, Middlebrook General Store, 2 churches, and per a project area survey- 2 farms and 2 residents that work from home. Children in the area attend Riverheads Elementary, Beverley Manor Elementary and Riverheads High School, all within the Augusta County Schools system.

Total for Application: We estimated there to be 33 businesses, community anchor institutions and home-based businesses in the 3 project areas.

The ability to conduct work from home is important to citizens as noted in the following comments from the 2019 Internet Survey:

“We have no access to high-speed internet. The data provided above for our download and upload speeds is using the limited mobile hotspot on our cell phones. We have 2 children in school using devices and I currently take online classes for Augusta Co Public School's apprenticeship program. My husband is a business owner and must drive into town to his main office if he needs to perform work duties. On our road there are at numerous business owners, managers of companies, and children in school that are really missing out on internet access. Few are able to utilize satellite internet but the majority of us cannot.....” -- County Resident

“MGW DSL service is equivalent to dial up speed!!! Please help us!! Bring us better internet...help our children keep up with the other children with real internet service! Let my husband who is captain of the fire Dept be able to receive his emergency calls.....” -- Deerfield Resident

Letters of support from three community anchors are included in Attachment 18. In summary, Augusta Health, the only hospital in Augusta County, notes the need for reliable broadband in rural areas County-wide so that they can

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focus on assisting patients with tele-medicine solutions. Fire and Rescue notes the need for improved services at the Volunteer Departments in Deerfield and Middlebrook so firefighters are able to successfully complete required reporting for ambulance billing services. And finally, the Augusta County Library requires high-speed internet to provide computer services to patrons for everyday tasks in the Deerfield and Middlebrook Book Stations.

6. Understanding that projected take rates are an estimate, provide the anticipated take rate for the proposed service within one year of project completion and describe the basis for the estimate. Also detail all actions (e.g. marketing activities, outreach plan) to be implemented to reach the identified potential serviceable units within the project area.

Answer:

The anticipated take rate for the Deerfield Valley North Fiber Project & Deerfield Valley South Fiber Project areas was calculated by first adding 100% of the current DSL <10/1 customers which will receive a FTTH connection, a projection that at least 50% of the phone-only customers will receive a FTTH connection, and a projection that at least 30% of the serviceable units that are not current DSL or phone-only customers will receive a FTTH connection. That number was then divided by the serviceable units identified in the project area to establish a projected take rate.

The anticipated take rate for the Middlebrook Fiber Project area was calculated by first identifying the number of service inquiries that MGW has had in that project area (62). Then 50% of the serviceable units in the project area for which an inquiry was not received was added. The sum of those numbers was then divided by the total number of serviceable units in the project area to establish a projected take rate. MGW has had a high number of requests in this area because it is directly adjacent (to the south) to the project area that received last-mile FTTH connections as part of a VATI 2017 project. While constructing that last-mile infrastructure, many of the residents along Middlebrook Road stopped and talked (or called into MGW's call center) inquiring about a fiber connection and the possibility of a phase II project. The County has also received numerous inquiries about expanded service in the Middlebrook area due to the exposure of the initial project.

Our methodology behind these projections provides an accurate minimum take rate for the project areas while avoiding overestimating. However, when considering additional connections that will take place within 1-year of project completion, we project the actual take rate to be even higher. The table below shows the calculated take rate for each project and the average take rate for all 3 projects.

PROJECT AREA	PROJECTED TAKE RATE
Deerfield Valley North Fiber Project	66.8%
Deerfield Valley South Fiber Project	72.2%
Middlebrook Fiber Project	78.2%

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Average for All 3 Projects	72.4%
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7. 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-None of the proposed projects include a wireless component.

8. Provide the proposed download and upload speeds for the project area. 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. 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:

MGW Networks shall deploy a gigabit-level last-mile network architecture which allows for the delivery of voice and data services across the broadband access platform. MGW will utilize redundant Ethernet uplinks from the proposed FTIP electronics to its existing softswitch to facilitate voice services. The fiber optic cable infrastructure will be designed in a manner that allows MGW to utilize various technologies such as Active Ethernet, Gigabit Passive Optical Network (GPON), or other next-generation technologies. Redundant connections ensure highly reliable broadband data communications services, and MGW will utilize its existing and new data network routers, Internet uplinks, and internet service provider (ISP) services as needed.

All the subscribers who receive a FTTH connection will have internet service offerings available with packages starting at 25 Mbps and on up to 1 Gbps (1 Gig). Each customer's service (bandwidth) will be queued as appropriate based upon the package they choose.

The table below lists the speed packages that will be available to the customers in the project area that receive a FTTH connection:

FIBER INTERNET PACKAGES	RESIDENTIAL	BUSINESS-CLASS
25 Mbps X 5 Mbps	\$54/mo	\$64/mo
50 Mbps X 10 Mbps	\$64/mo	\$74/mo
100 Mbps X 20 Mbps	\$74/mo	\$84/mo

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200 Mbps X 40 Mbps	\$104/mo	\$114/mo
1 Gbps x 50 Mbps	\$204/mo	\$399/mo

9. 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. Label Map: Attachment 5 – Propagation Map Wireless Project

Answer:

MGW Networks has an existing point-of-presence (POP) in each of the 3 project areas that will facilitate the delivery of broadband to end users. MGW utilizes the Calix platform at each POP, node, and even the end user’s customer premise equipment (CPE). Consistency between these components provides reliability, flexibility, and scalability. It also lets MGW proactively respond to any network issues before they become service effecting. Calix is the leading global provider of the cloud and software platforms, systems and services required to deliver the unified access network and smart premises of tomorrow. The existing and proposed network components for each project area are described below:

Deerfield Valley North Fiber Project Area:

MGW has an existing point-of-presence (POP) and a remote node located within this project area, both having access to middle-mile fiber. An existing fiber node is in place at this POP to facilitate the delivery of broadband to end-users along Deerfield Valley Road- locations between the POP and the remote node. The network components to be installed at the POP include 2 Small Form-factor Pluggable (SFP) transceivers and a fiber-to-the-premises (FTTP) patch panel. For the existing remote location, a new fiber node will be established as part of the project to provide broadband to end-users near the remote and on West Augusta Road. The scope of work for the remote includes the installation of a new fiber node which includes a Calix E7, GPON card, 2 Small Form-factor Pluggable (SFP) transceivers, and a FTTH patch panel. The CPE to be utilized for the individual FTTH connections is a Calix Gigacenter and there are 175 serviceable units in the scope of this project. Each of these components will be added by the proposed project.

Deerfield Valley South Project Area:

MGW has an existing POP located within the project area that is connected to middle-mile fiber. Currently this connection is used to support the overall fiber network and the transport of bandwidth between other POPs and nodes on the network. This infrastructure will be leveraged during the construction of the last-mile infrastructure and to make broadband available to the end-users in the project area. Utilizing and leveraging network components described in the Deerfield North section above, only a Small Form-factor Pluggable (SFP) transceiver and a FTTP patch panel will be required at the POP, and there are 209 serviceable units in this project area.

Middlebrook Project Area:

MGW has an existing POP that will facilitate the delivery of broadband to end-users in the project area. This POP was established as part of a VATI 2017 project and as a result, minimal network components will need to be added as a part of this project. All that is needed is a single Small Form-factor Pluggable (SFP) transceiver and a FTTP patch panel to accommodate the 110 serviceable units in the project area.

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An infographic depicting the network architecture described above is included as an attachment and labeled as Attachment 16 - Fiber Network Architecture.

10. Project Readiness

What is the current state of project development (e.g. planning, preliminary engineering, identifying easements/permits, final design, etc.)? Prepare a detailed project timeline or construction schedule which identifies specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Provide any Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) (drafts are allowable), letters of support, etc. The timeline should include all activities being completed within 12 months of contract execution with DHCD. Label Attachments: Attachment 6 – Timeline/Project Management Plan; Attachment 7 – Relationship between Applicant/Co-Applicant; Attachment 8 – Letters of Support;

- 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, co-applicant, and any additional partners.
- iii. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Answer:

MGW Networks is a telecom utility and performs the majority of their engineering, permitting, and landowner negotiations in-house, as well as, main cable and drop cable construction. Upon the Governor's announcement of an award, MGW would immediately send out letters to the addresses in the project area(s) informing them of the project and to sign-up for a free FTTP (fiber-to-the-premises) installation. At the same time, Land Use Permit (LUP) applications will be submitted to Virginia Department of Transportation (VDOT) for the last-mile portion of the project. Land use permit regulations set forth the rules that individuals, localities, and other entities must follow in order to conduct activities such as installation of utilities, on Virginia's highway systems that are under VDOT jurisdiction. Roads in the County fall under the Virginia highway system. The County Community Development Office does not need to issue any permits related to the fiber installation projects. Minimal work would be required prior to the start of construction, as the projects are considered to be shovel-ready:

- Deerfield Valley North Fiber Project Final Design Phase
- Deerfield Valley South Fiber Project Final Design Phase
- Middlebrook Fiber Project Preliminary Engineering

The Deerfield Valley Fiber Projects are within MGW Networks' incumbent local carrier exchange (ILEC) service territory and therefore would require less easement and permitting than the Middlebrook Fiber Project.

MGW Networks has been selected through competitive procurement processes for broadband projects in the past, including projects that were administered through a Public Private Partnership. Drafts of the Memorandum of Understanding between the Company and County and Contribution Agreement between the County and Economic

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Development Authority are included in Attachment 7. The documents detail the expectations of each party. The documents will be executed upon award of the 2020 VATI Grant.

11. 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 percent of total project cost). The Funding Sources Table must be completed. Label Attachments: Attachment 9 - Documentation of Match Funding; Attachment 10 – Funding Sources Table;
- i. For each element of matching funds in the description, indicate the type of match (e.g. 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:

The County and MGW Networks are proposing to provide a combined local match of 35% for all three project areas. The entirety of this 35% match shall be in cash and documentation of this financial commitment from both the County and MGW Networks is included in the required attachments. The Funding Sources Table includes a table for each of the three project areas:

- Deerfield Valley North Fiber Project VATI \$255,641 Local \$137,653
- Deerfield Valley South Fiber Project VATI \$264,665 Local \$142,512
- Middlebrook Fiber Project VATI \$202,440 Local \$109,006

- Total for Application VATI \$722,746 Local \$389,172

12. 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, easements, and other issues that may hinder or delay timely construction and increase cost. Provide detail if this project includes additional partners such as municipal providers, middle-mile providers, or investor-owned utilities

Answer:

MGW Networks' has offered projects that require little County involvement for permitting, as the Virginia Department of Transportation will review and issue the Land Use Permit. The County is willing to assist with unforeseen expenditures related to engineering or construction complications, up to \$4,000 per project. The County will be the lead on preparing grant requests through CAMS, based on invoices provided by MGW.

13. Identify key individuals, including name and title, who will be responsible for the management of the project. Provide a concise description of their role and responsibilities for the project. Present this information in table format.

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Key Individuals Assigned to Project(s)		
Name	Title	Responsibilities
Craig Smith	President, MGW Networks	Oversee startup and ensure project success
Robert Huff	Director of Strategic Planning, MGW Networks	Project management; point of contact for partners; submit monthly reports and draw requests.
Tony McCune	Network Engineer, MGW Networks	Coordinate permitting; design network architecture and fiber splicing; oversee work of contract
Sheri Smith	Regulatory & Compliance Officer, MGW Networks	Contract administration and project invoicing
Casey Wilcher	Construction Supervisors, MGW Networks	Manages day-to-day activities of fiber installation
Timothy Fitzgerald	County Administrator, Augusta County	Obtain proper Board of Supervisors approvals; signatory on MOU
Jennifer Whetzel	Deputy County Administrator, Augusta County	Draft, submit grant application; Grant management if awarded
Susie Miller	Educator, Broadband Sub-Committee	Provide input for and review grant applications
Amy Thornton	Consultant/Grant Writer, Broadband Sub-Committee	
Mark Journell	Industry Management, Broadband Committee	
Misty Cook	Finance Director, Augusta County	Monitor grant compliance as required for annual financial audit
Jackie Zetwick	IT Director, Augusta County	Assist with gathering information for application including oversight of GIS mapping; project monitoring for County interests
Richard Homes	Treasurer, Augusta County	Banking responsibilities related to grant draw and project payments

14. 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. Label Attachment: Attachment 11 – Derivation of Costs; Attachment 12 - Documentation of Supporting Costs; Attachment 13 – Supporting Documentation of Cost Estimates.

Answer:

The budget for the proposed project(s) is encompassed into a single line item in CAMS for construction. Attachment 11, Derivation of Costs, includes an itemization of equipment and construction costs for each of the project areas as totaled here:

- Deerfield Valley North Fiber Project \$393,294
- Deerfield Valley South Fiber Project \$407,177

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- Middlebrook Fiber Project\$311,447
- Total for Application-3 Fiber Projects\$1,111,918

A detailed budget is included as Attachment 12 - Documentation of Supporting Costs. The budget includes itemized cost estimates for Construction, Fiber Splicing & Network Components and is broken down by each of the project areas. MGW Networks employs linemen, operators, fiber splicers, fiber technician, and a variety of professional network staff and will be providing the majority of the construction services. Contractors may be utilized for aerial cable installations in challenging terrain (Nichols Construction), at major splice points (Andrews Communications), and for traffic control (Flagging Force). MGW Networks has the equipment necessary to complete all phases of construction including several sizes of equipment for plowing in fiber cable, horizontal directional drill (bore machine), line/bucket trucks, rocks saws, excavators, and fiber splicers. The topography and rurality of Augusta County results in higher construction costs when compared to other parts of the state- especially as it relates to buried fiber cable. With MGW’s proven track record of successfully implementing broadband projects and installing telecommunications infrastructure in this region of the Commonwealth, and their ability to keep the majority of the construction in-house, the total project cost is significantly less than if we had to utilize contractors for any or all phases. MGW is also able to perform the engineering & permitting tasks in-house, which normally would be 10-15% of the total project cost.

The budget, like the scope, have been kept very simple in order to maximize the amount of fiber (broadband) deployment during the 1-year contract period. All estimates are based upon network equipment utilized on MGW Networks’ fiber network and standard construction rates. Unless otherwise instruction by DHCD, all remittances will identify and pull from the funding sources in the same proportions described in the matching funds section- 65% VATI/17.5% County/17.5% Provider.

15. 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. Please provide the following three pieces of information:
- a. Total State funding requested / Total Project cost
 - b. Number of serviceable units
 - c. Highest residential speed available

Answer:

Cost Benefit Index Factors	Deerfield Valley North Fiber Project	Deerfield Valley South Fiber Project	Middlebrook Fiber Project	Total Application-3 Projects
Total State Funding Requested	\$255,641	\$264,665	\$202,440	\$722,746
Number of Serviceable Units	175	209	110	494

Application to DHCD Submitted through CAMS

Augusta County

Augusta County VATI 2020

Highest Residential Speed Available	1 Gbps	1 Gbps	1 Gbps	1 Gbps
-------------------------------------	--------	--------	--------	--------

16. A brief description of applicant and co-applicant's history or experience with managing grants and constructing broadband communication facilities in the Commonwealth of Virginia and elsewhere.

Answer:

Local governments depend on grant funding for staffing and capital needs. The Augusta County general fund received \$13.6 and \$12.8 million in state and federal awards in fiscal years (FY) 2018 and 2019, respectively. Submission of grant applications and grant reporting are managed by several layers of County staff, such as the County Department that manages the project or purchase and the Finance Director. General government grants received included Watershed Rehabilitation, Violence Against Women, Staffing for Adequate Fire and Emergency Response (SAFER), Homeland Security, Emergency Management and Performance Grant, State Domestic Preparedness Equipment Support Program and Highway Planning and Construction. The County was successful in receiving a 2016 Virginia Telecommunications Planning Initiative Grant (VATPI) and 2017 Virginia Telecommunications Initiative (VATI), so staff has experience working with the Virginia Department of Housing and Community Development and CAMS.

MGW Networks, a subsidiary of MGW Communications, has been installing buried and aerial cable for over 50 years and has the tools and personnel needed to perform the network construction and installation of network components. Tony McCune is the senior Network Engineer at MGW and has been designing and installing telecommunications networks for over 30 years. Robert Huff, Strategic Planning Director, has a background in grant, project, and construction management and successfully completed a VATI 2017 project on time and within budget. The scope of that project included several miles of middle-mile fiber to support last-mile FTTH deployment, establishing a new fiber node to deliver broadband to the end-users, and the construction of a 195' tower used to provide FW service in a large coverage area. Mr. Huff also has experience working with Augusta County, attends the county's broadband committee meetings, and is in direct communication with staff regarding broadband updates for recently completed and upcoming projects.

17. Commonwealth Priorities

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. Please describe if the project fits into a larger locality or regional universal broadband plan.

Answer:

In 2016, Augusta County completed a Community Broadband Telecommunications Strategic Plan (Plan) through the award a Virginia Telecommunications Planning Initiative Grant. The Plan outlined "Last Mile Connectivity Solutions" for County management to consider (see Attachment 17 for excerpt). Option No. 3, Network Extension Funding Public Private Partnership, has thus far been pursued through the application for Virginia Telecommunications Initiatives Grants offered by the Virginia Department of Housing and Community Development in 2017-2020.

In October 2018, the Augusta County Board of Supervisors appointed a Broadband Committee made up of County citizens to assist in facilitating the solutions from the 2016 Plan:

- J.R. Lawhorne, Software Developer, Riverheads District

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- Mark Journell, Industry Management, Beverly Manor District
- Larry Powell, Chairman New Hope Telephone Coop, Middle River District
- Amy Thornton, Consultant/Grant Writer, North River District
- David Henderson, Financial Planner, Pastures District
- Evan McHaffa, Banker, South River District
- Austin Craig, Industry Attendant , Wayne District

The Committee also recruited additional residents for sub-committees to develop partnerships, increase awareness, improve marking and provide technical assistance.

The Committee established by-laws that included the following purpose: Section 1. Advise the Board of Supervisors on the County's broadband initiatives, specifically to identify, promote, facilitate and accelerate improvements to broadband infrastructure in Augusta County; Section 2. Collect and maintain comprehensive information on the state of broadband in households, businesses, schools and public gathering areas in Augusta County; Section 3. The Broadband Committee shall analyze internal data to identify areas negatively impacted by lack of availability and quality of broadband services in Augusta County to identify areas for improvement; Section 4. The Broadband Committee shall report to stakeholders on the current status and improvements to broadband services in Augusta County; and Section 5. The Broadband Committee shall facilitate and accelerate improvements by identifying and pursuing public and private funding opportunities to improve infrastructure through partnerships with private broadband providers through the most efficient process possible.

The Committee is developing a program to further the efforts of Network Extension Funding Public Private Partnerships per the Plan. The program will be open year round, require public private partnerships with area providers and be locally funded. Projects can be submitted by citizens, home owners associations or providers, and vetted based on criteria such as financial margin needed to build out the project, speed provided, cost share, and project readiness. The County will ensure that proper procurement requirements are followed. It is anticipated the new program will roll out early in 2020.

The County also had a Wireless Facilities Telecommunications Analysis for Wireless Voice and Broadband Services in 2012. The plan identified 21 tower sites to further development and the County has assisted in getting two completed: Deerfield (public safety narrowbanding project) and Arbor Hill (VATI 2017 project). See Attachment 17 for excerpt from Analysis.

Augusta County is a member of the Central Shenandoah Planning District Commission which is a designated Economic Development District (EDD) under a program administered by the U.S. Department of Commerce's Economic Development Administration. As an EDD, the CSPDC prepares a Comprehensive Economic Development Strategy (CEDS) through an intensive planning process. The 2018 CEDS establishes regional economic development goals to guide the region in achieving its vision. One vision of the plan is to address critical infrastructure updates and anticipate future community needs to improve the Central Shenandoah Region's competitiveness to attract and retain business (Vision II). The first goal under this vision is to expand and improve the Region's technology and telecommunications systems. Specific objectives are (1) Develop stronger, reliable broadband coverage through innovative partnerships between localities and telecommunications companies, specifically focusing on rural areas; (2) Expand and advance cell service availability throughout the region to attract businesses and residents; and (3) Utilize state and federal broadband funds to implement telecommunication projects.

Application to DHCD Submitted through CAMS

Augusta County

Augusta County VATI 2020

18. Additional Information

Any other equitable factor that the applicant desires to include. Applicants are limited to four additional attachments. Label Additional Attachments as:

- a. Attachment 14 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 15 – Copy of Public Notice
- c. Attachment 16 – XXXXXXXX
- d. Attachment 17 – XXXXXXXX
- e. Attachment 18 – XXXXXXXX
- f. Attachment 19 – XXXXXXXX

Answer:

N/A

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap922019122730.pdf

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

Attachment2ProviderMaps93201935555.pdf

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

Attachment3CAFMap922019114719.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4UnservedArea93201935905.pdf

Project Management Plan

Attachment6ProjectManagementPlan922019114001.pdf

Application to DHCD Submitted through CAMS

Augusta County

Augusta County VATI 2020

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

Attachment7AgreementsMOU2020Contribution922019115649.pdf

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

Attachment9MatchFunding93201924833.pdf

Funding Sources Table

Attachment10FundingSourcesTable93201924304.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCostsWorksheet93201933204.pdf

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

Attachment12DocumentationofSupportingCosts93201924945.pdf

Supporting documentation for costs estimates

Attachment13SupportingDocumentationofCostEstimates93201924953.pdf

Two most recent Form 477 submitted to FCC

Attachment14TwomostrecentForm477submittedtotheFCCCoreivalent922019114231.pdf

Copy of Public Notice

Attachment15PublicNotice93201930459.pdf

Optional

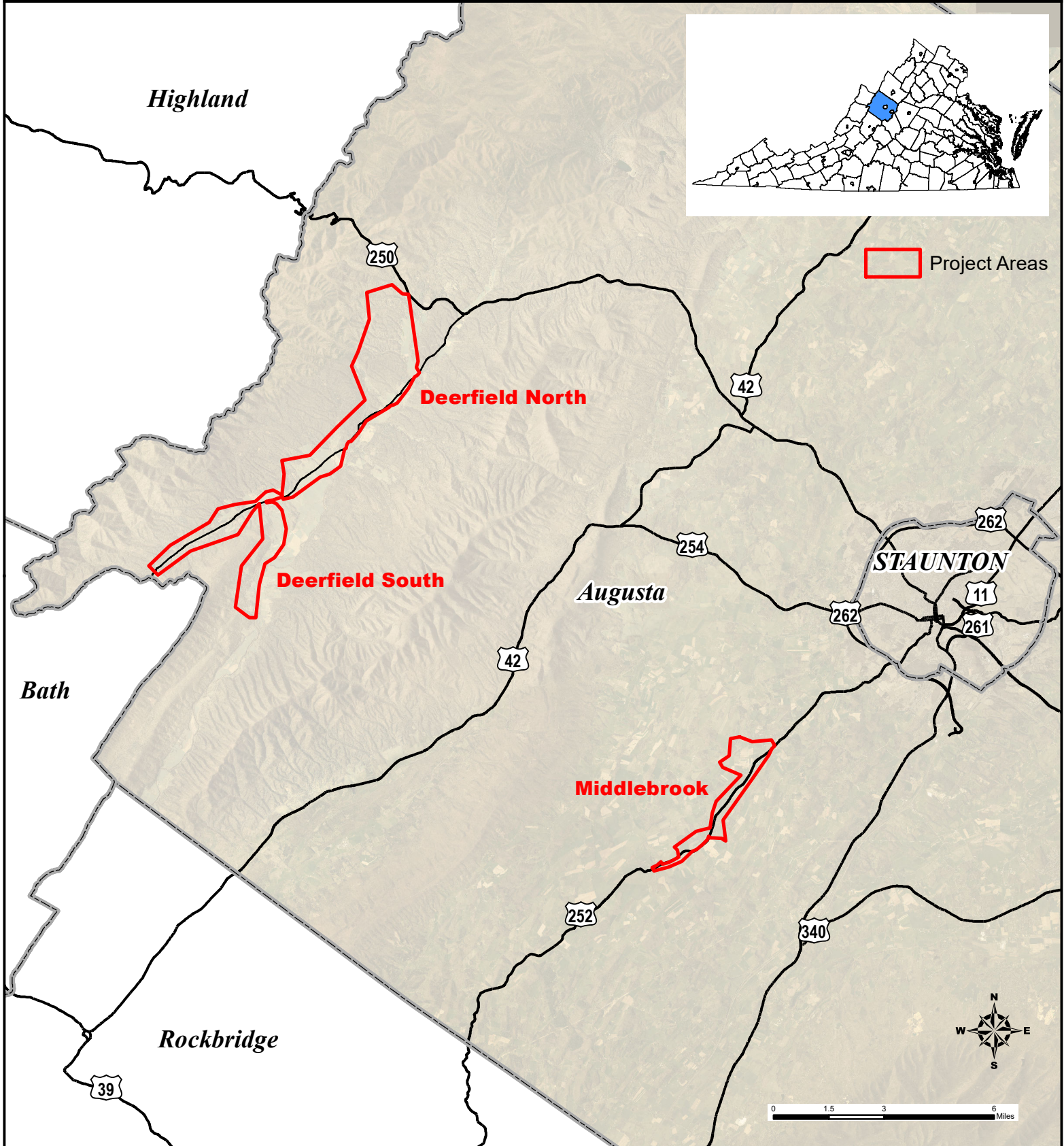
Attachment16FiberNetworkArchitecture922019114649.pdf

Optional

Attachment17CommonwealthPriorities92201913454.pdf






Augusta County 2020 VATI Project

PROJECT AREAS MAP



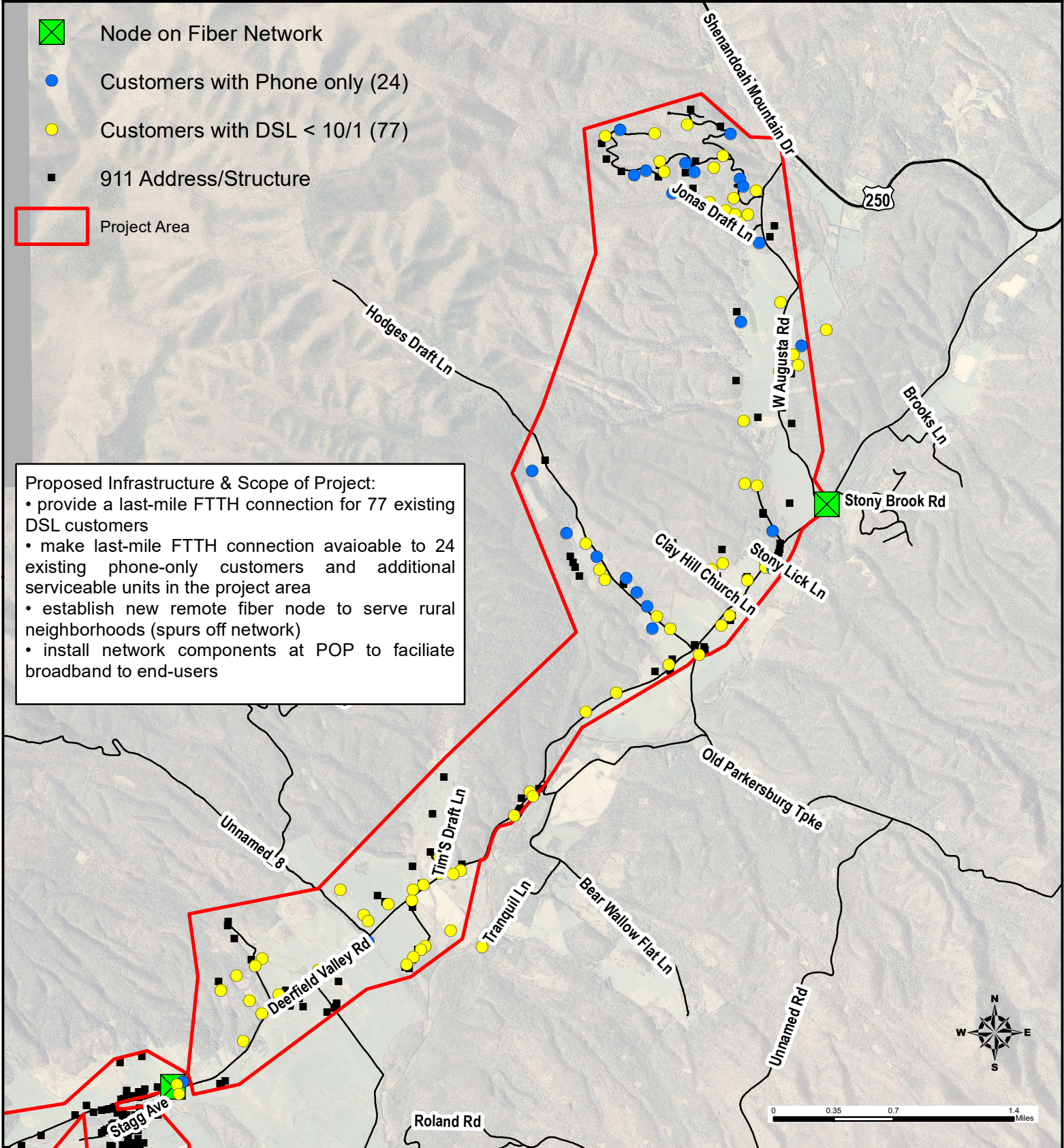
Augusta County 2020 VATI Project

PROJECT AREA MAP: DEERFIELD NORTH

-  Node on Fiber Network
-  Customers with Phone only (24)
-  Customers with DSL < 10/1 (77)
-  911 Address/Structure
-  Project Area

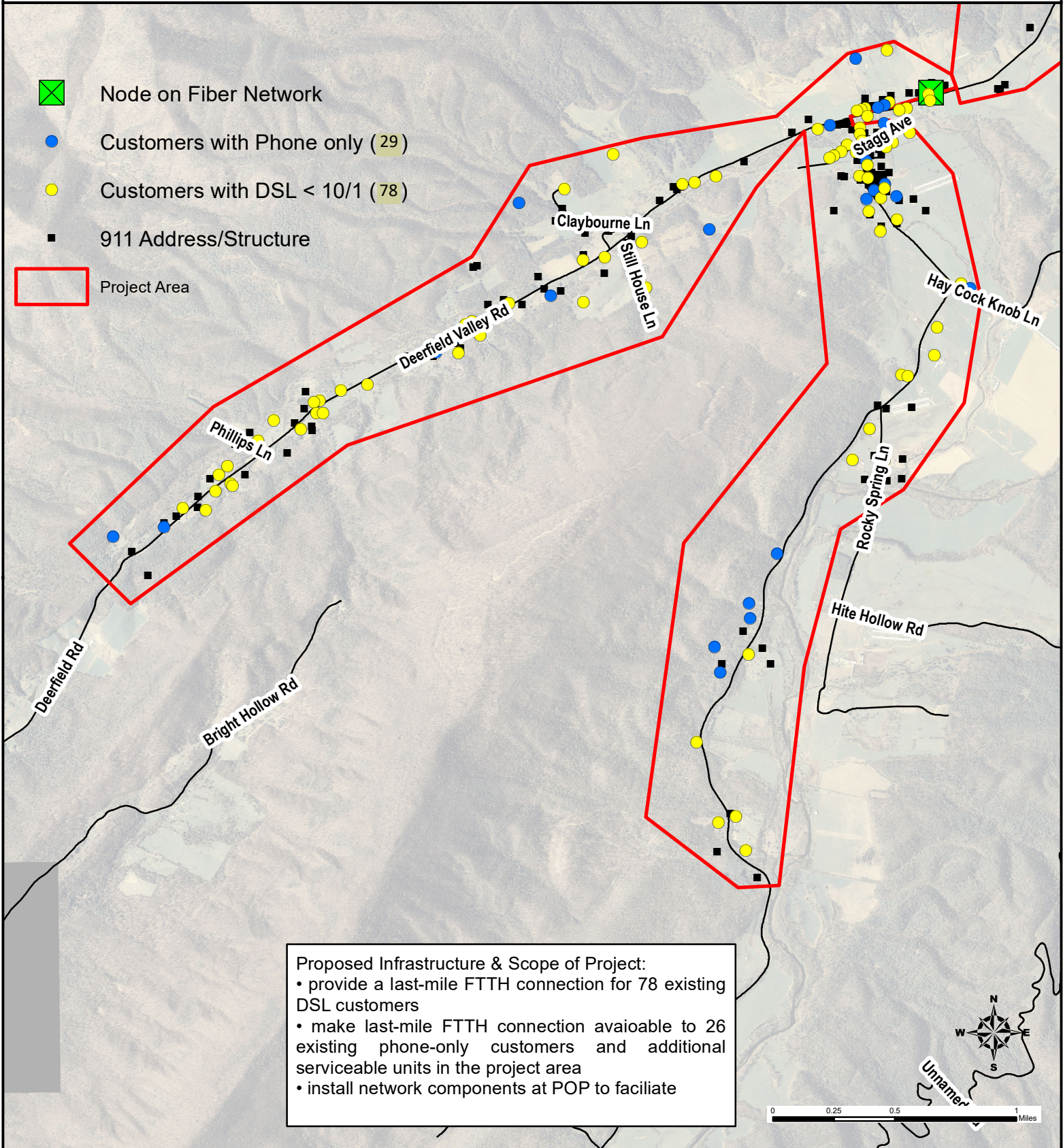
Proposed Infrastructure & Scope of Project:

- provide a last-mile FTTH connection for 77 existing DSL customers
- make last-mile FTTH connection available to 24 existing phone-only customers and additional serviceable units in the project area
- establish new remote fiber node to serve rural neighborhoods (spurs off network)
- install network components at POP to facilitate broadband to end-users



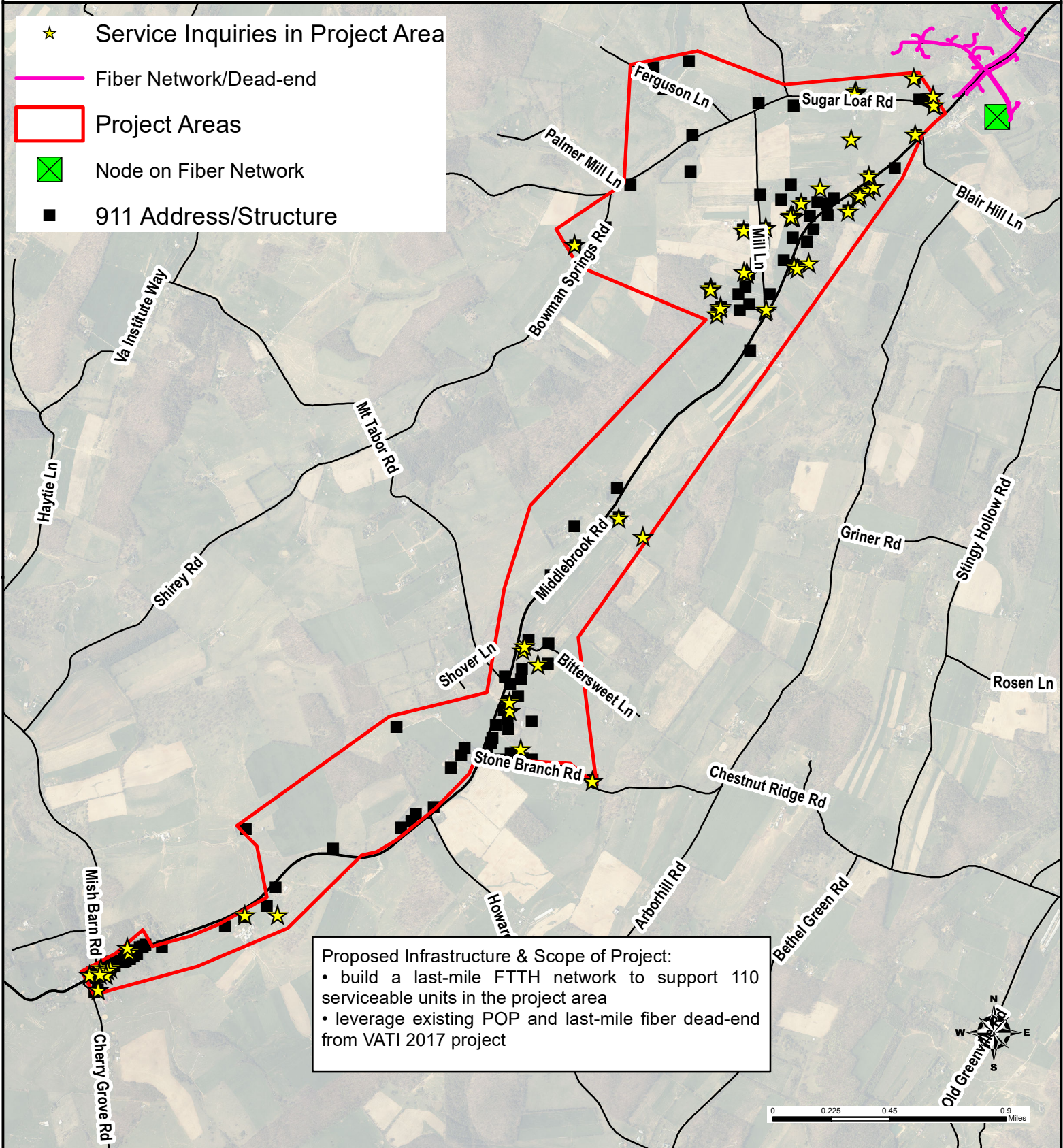
Augusta County 2020 VATI Project

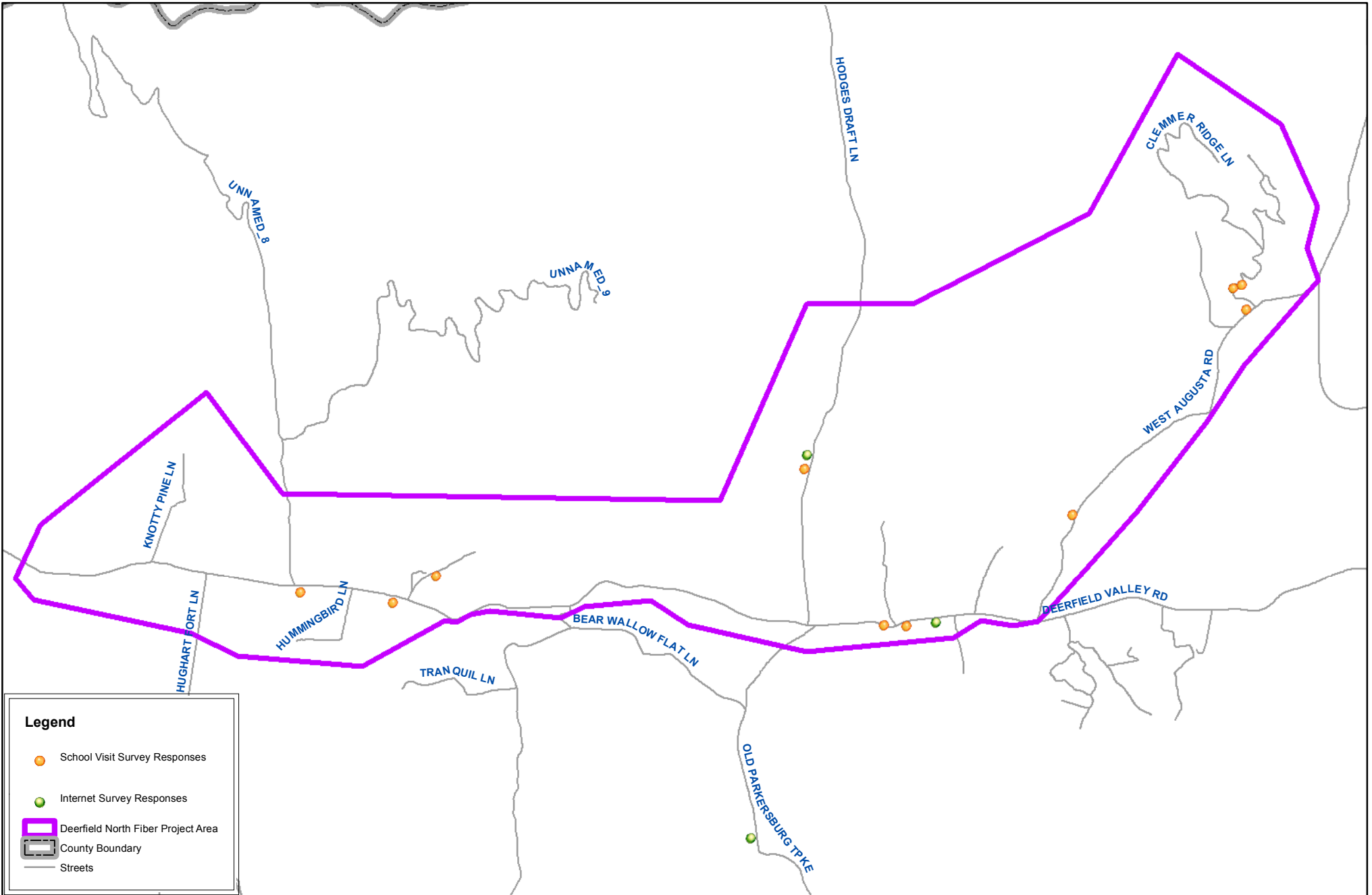
PROJECT AREA MAP: DEERFIELD SOUTH



Augusta County 2020 VATI Project

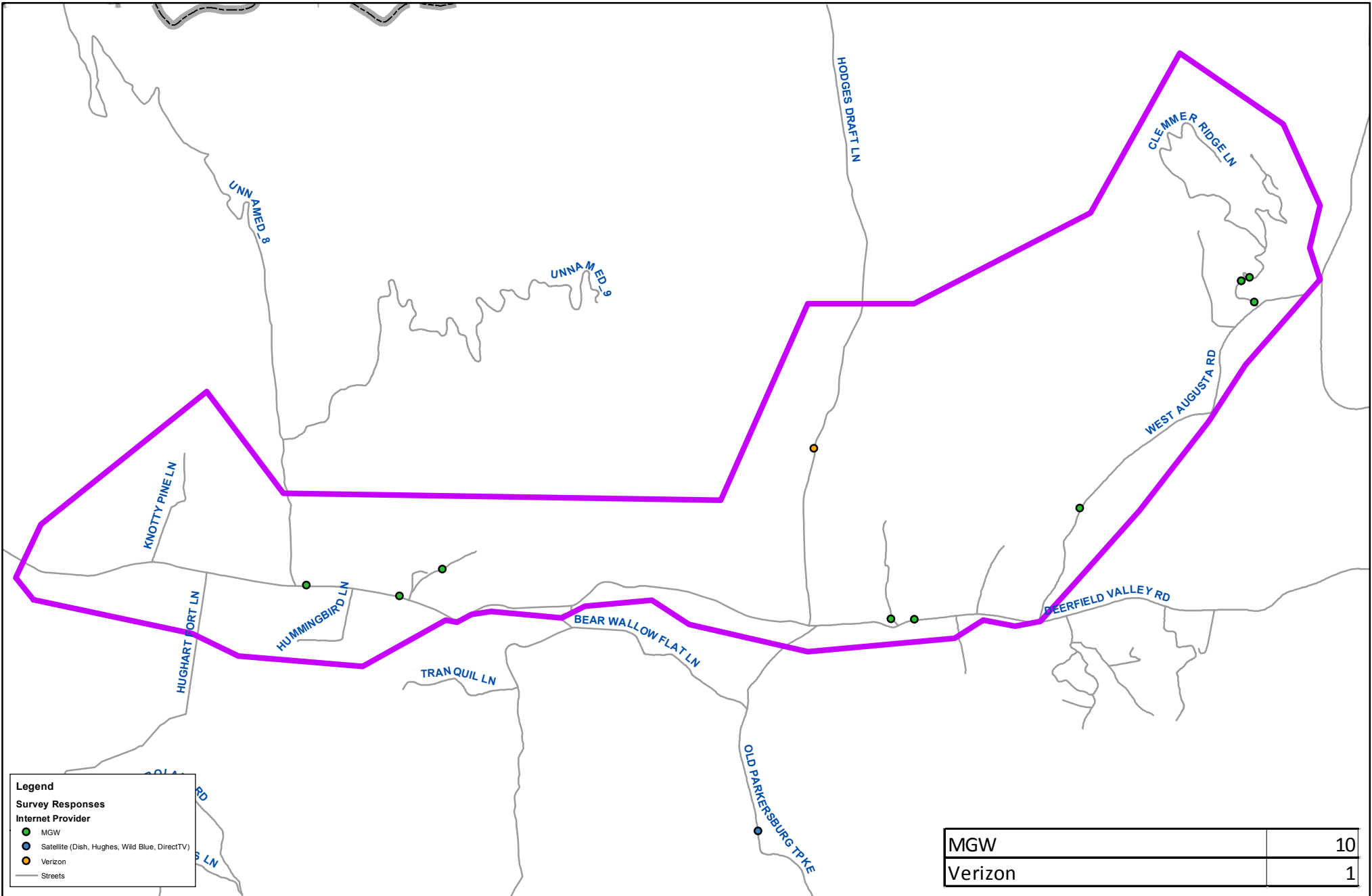
PROJECT AREA MAP: MIDDLEBROOK





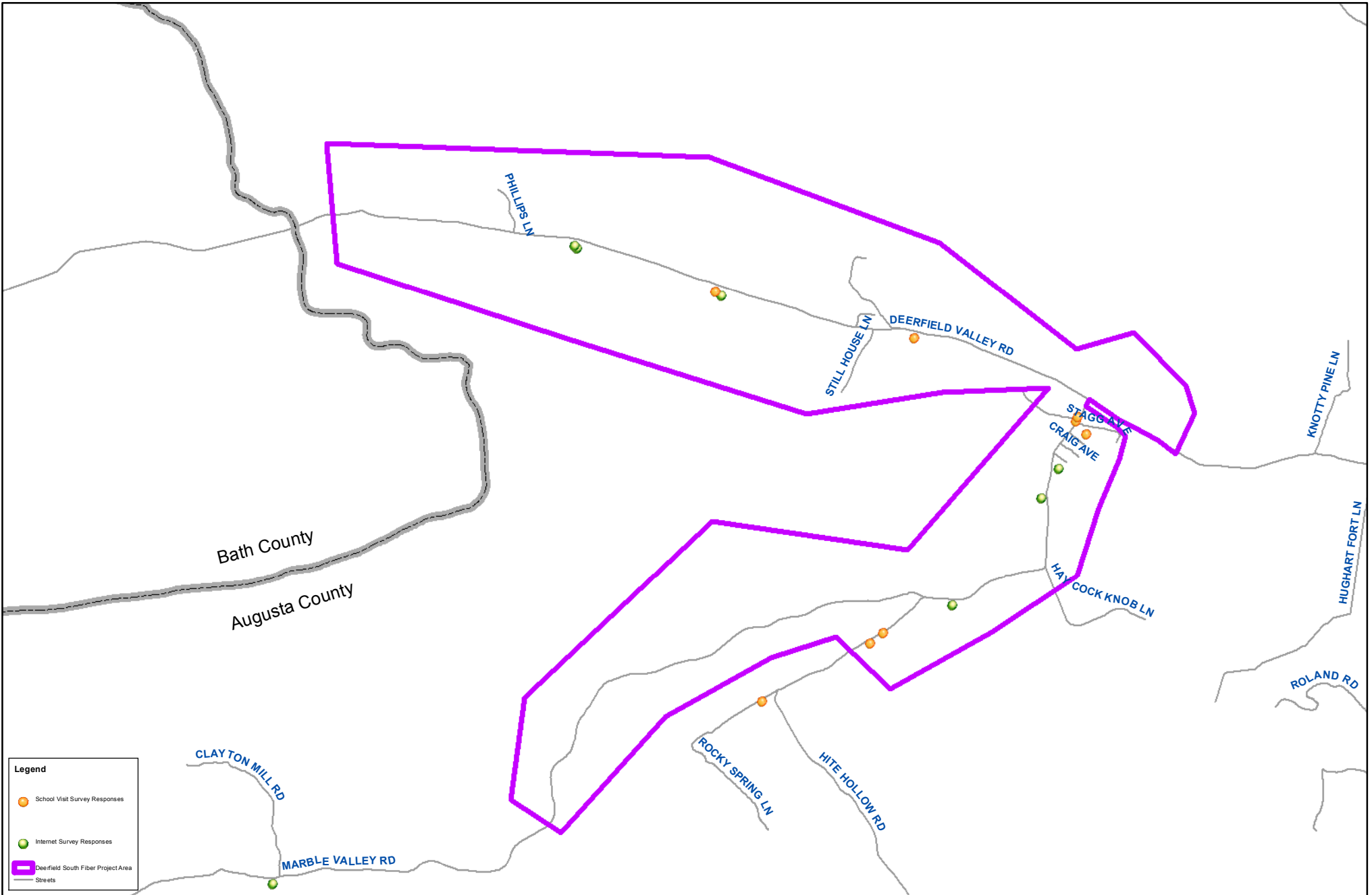
Deerfield North Fiber Project Area
Survey Responses





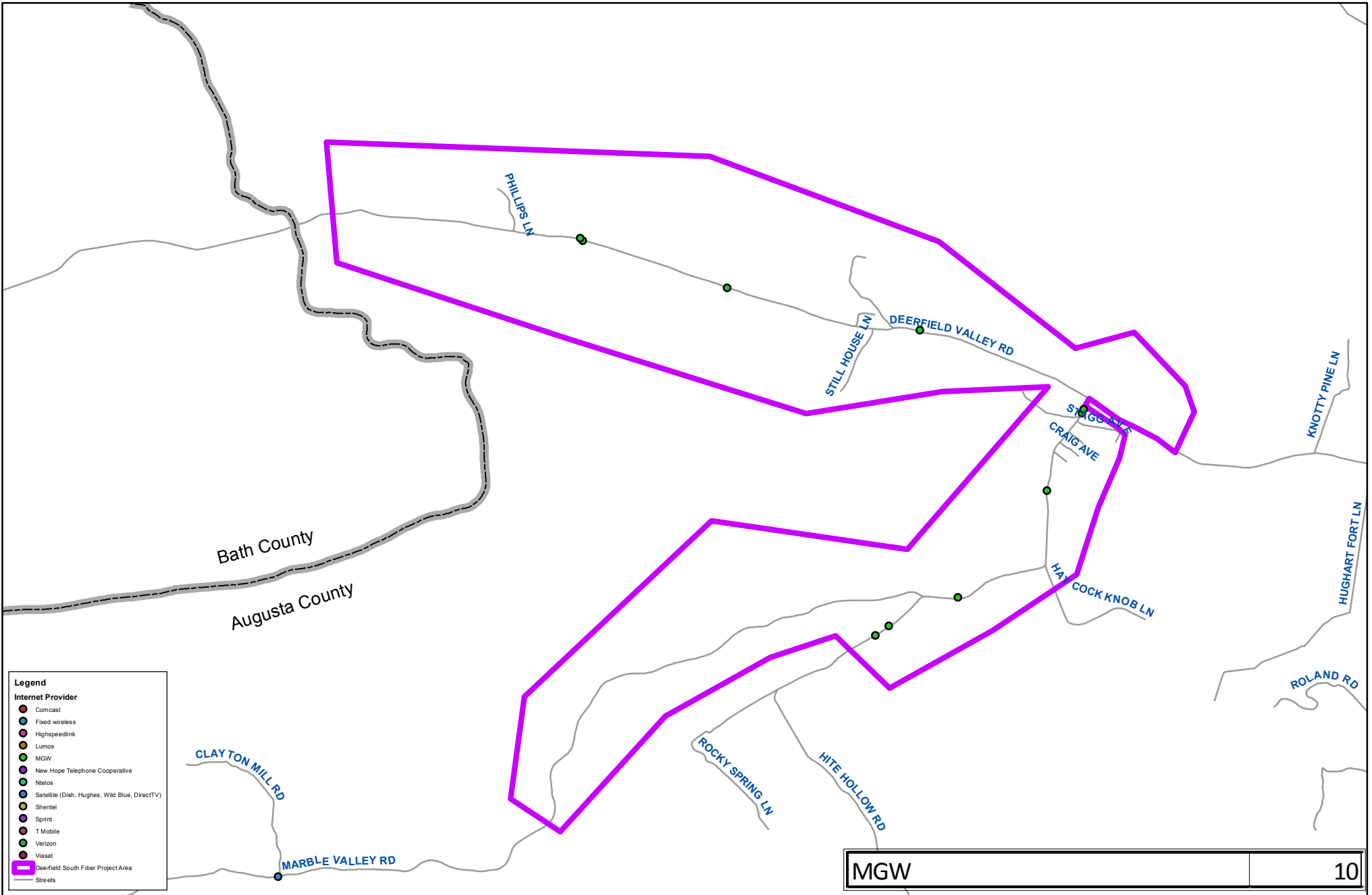
Deerfield North Fiber Project Area
Survey Response - Internet Service Provider





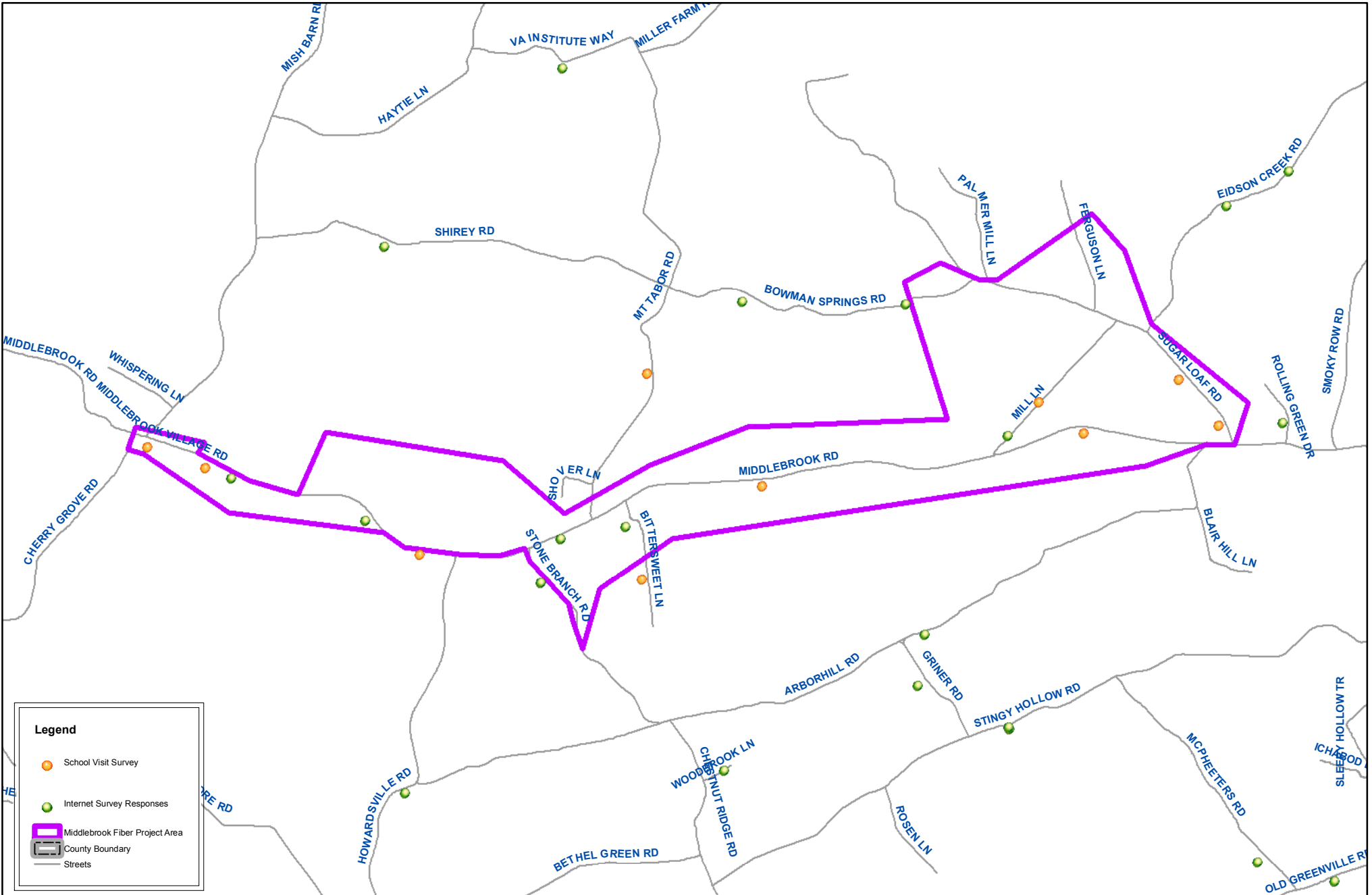
Deerfield South Fiber Project Area
Survey Responses





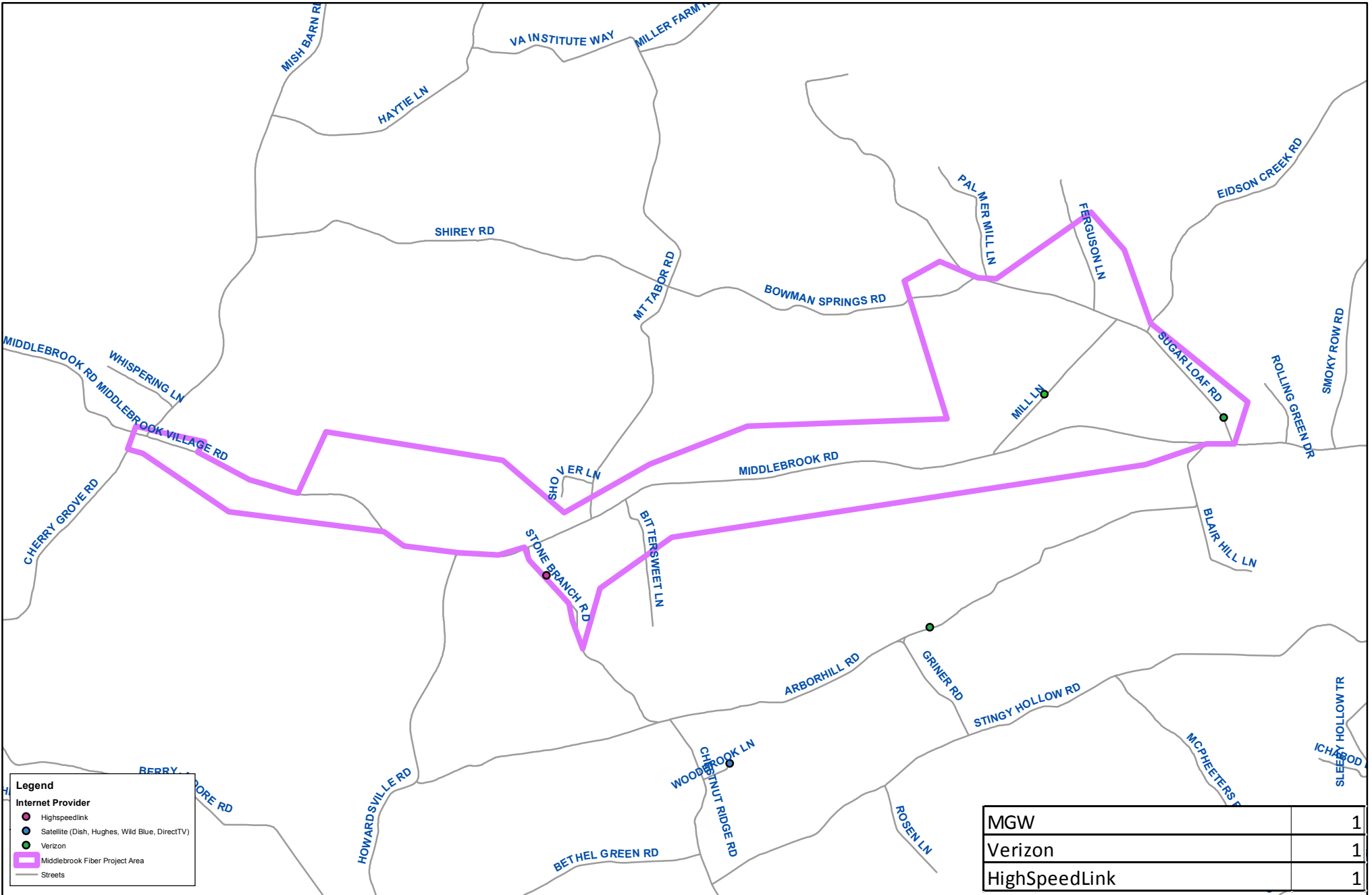
Deerfield South Fiber Project Area Survey Responses - Internet Service Provider





Middlebrook Fiber Project Area
Survey Responses





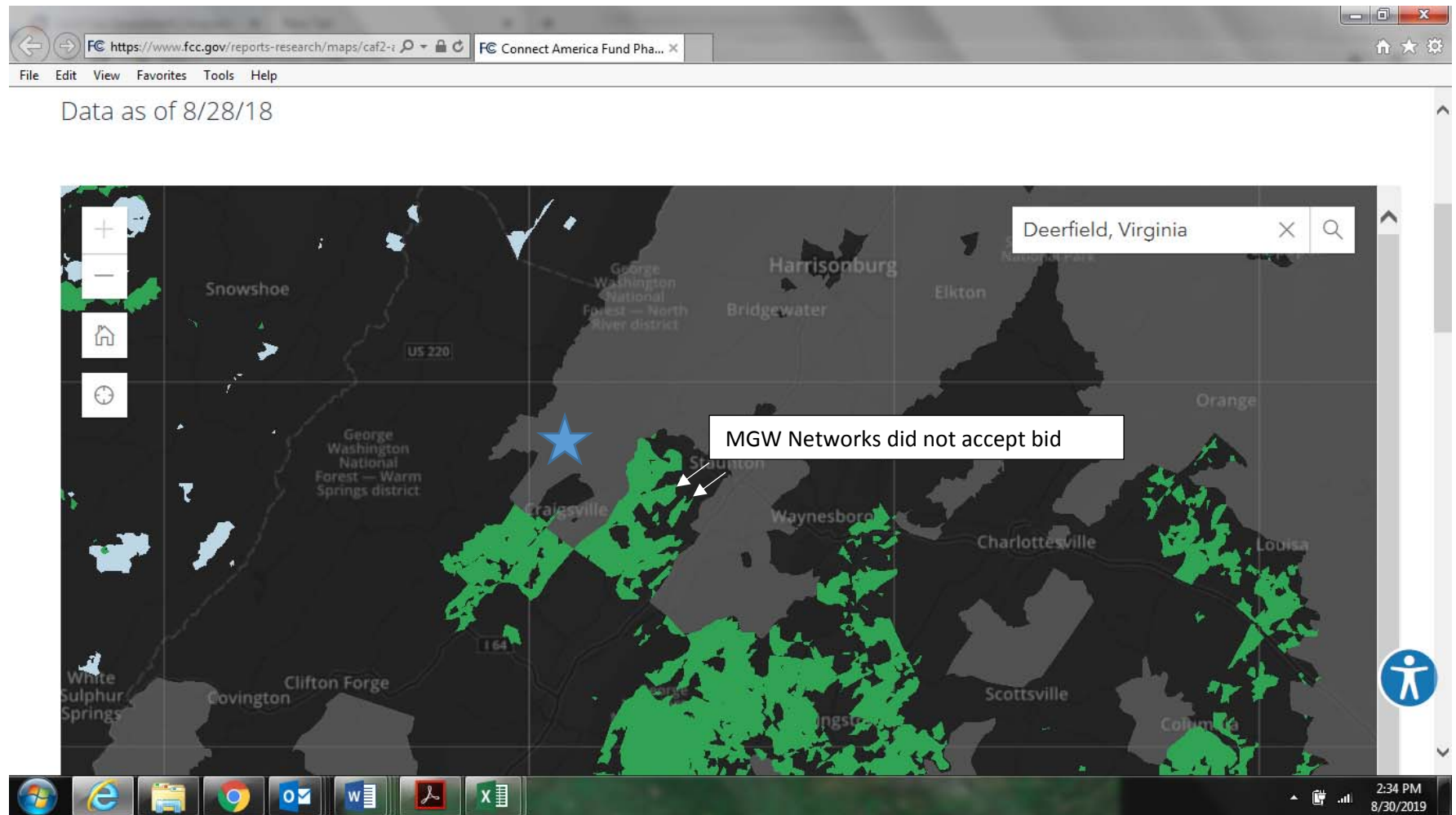
Middlebrook Fiber Project Area Survey Response - Service Provider

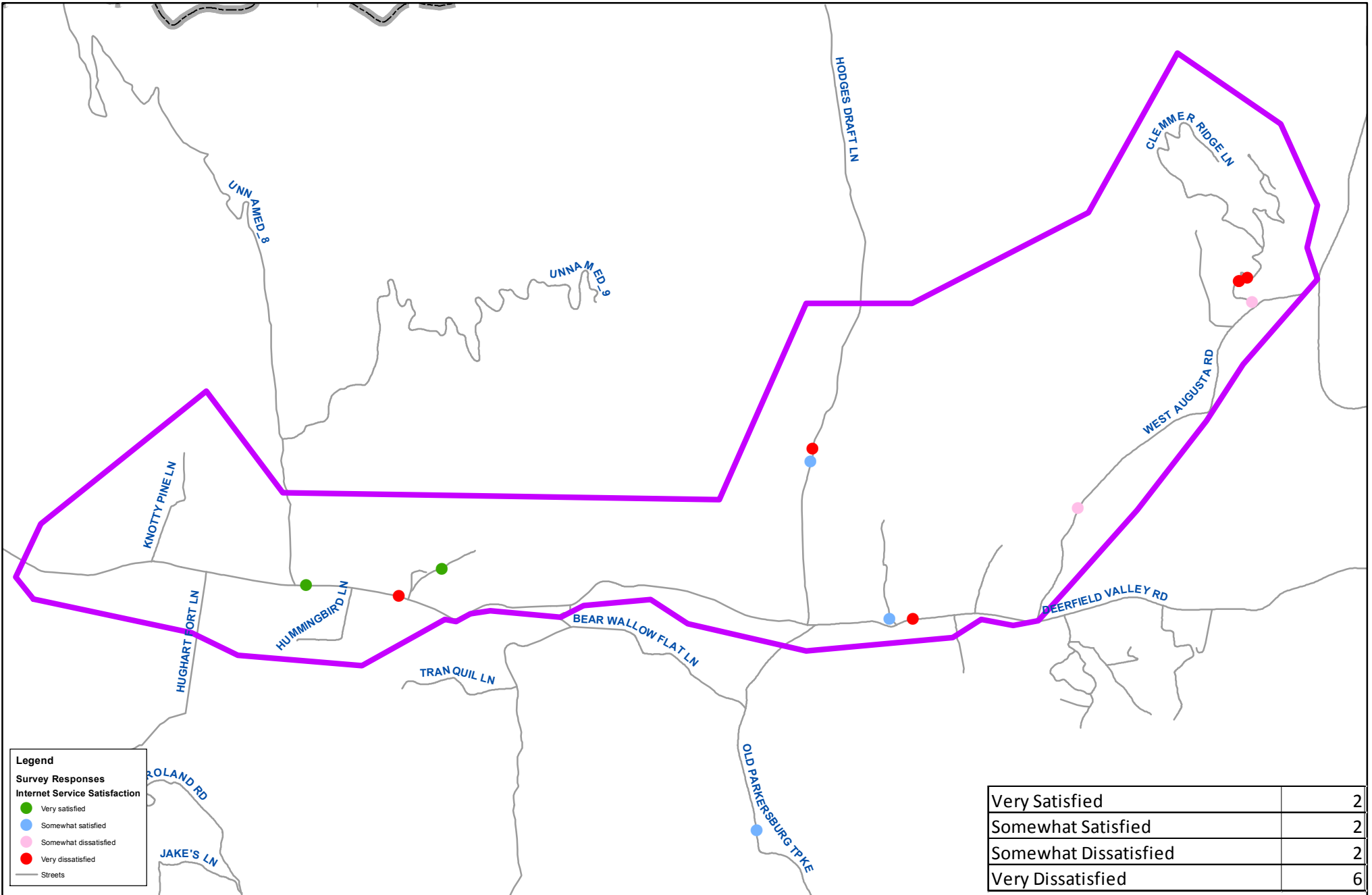


Attachment 3 – CAF Funding

Note: The CAF II Funding Map has not been updated to reflect that MGW Networks did not accept the 2 Block Groups that are showing as a part of the Middlebook Fiber Project area. Source: <https://www.fcc.gov/reports-research/maps/caf2-auction903-results/>

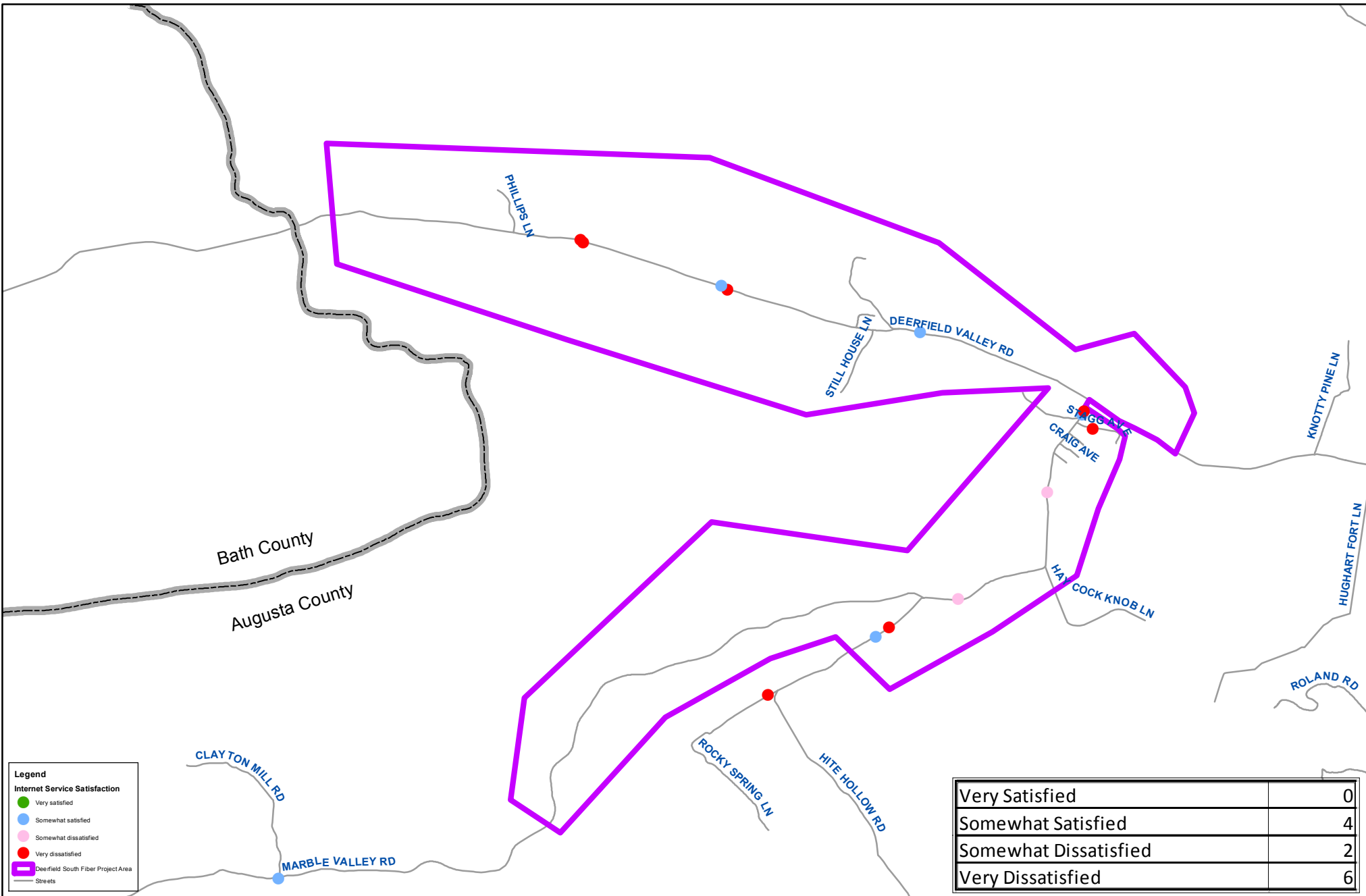
★ Deerfield Valley North and South Fiber Project area – not part of CAF II Funding





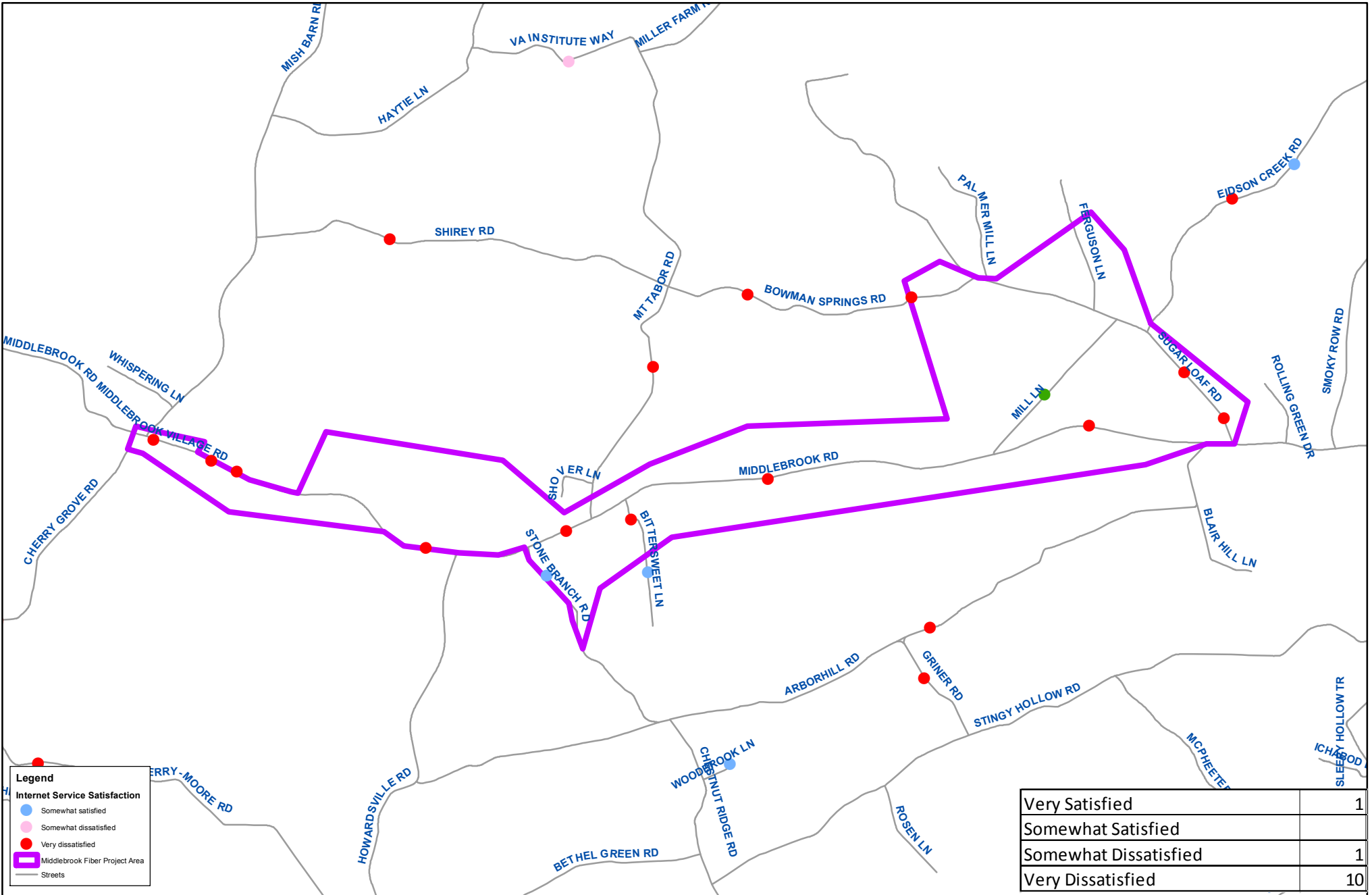
Deerfield North Fiber Project Area Survey Response - Internet Service Satisfaction





Deerfield South Fiber Project Area Survey Responses - Satisfaction with Service





Middlebrook Fiber Project Area
Survey Response - Satisfaction with Service



Memorandum of Understanding

This agreement is made on _____, _____ between **MGW Networks**, 27 North Central Avenue, Staunton, Virginia 24401 (“Company”), and the **County of Augusta**, Virginia, Attn: County Administrator’s Office, 18 Government Center Lane, P.O. Box 590, Verona, Virginia 24482 (“County”).

RECITALS:

- A. Whereas, the Department of Housing and Community Development (DHCD) is implementing the Virginia Telecommunications Initiative (VATI) grant program; and
- B. Whereas, the primary objective of the VATI is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved or underserved by any broadband provider; and
- C. Whereas, applications must be submitted by a unit of government (Towns, Cities, Counties, EDA/IDA, Broadband/Wireless Authorities, Planning District Commissions, School Divisions, etc.) with a private sector provider(s) as a co-applicant; and
- D. Whereas, the County has completed a Broadband Telecommunications Strategic Plan and issued a Request for Information seeking Internet Service Providers to partner with the County to submit an application for the 2020 VATI grant program; and
- E. Whereas, MGW Networks submitted a proposal for broadband deployment solutions in the County; and
- F. Whereas, the County and MGW Networks will partner for a grant application for the 2020 VATI grant program for the Deerfield Valley North Fiber Project, Deerfield Valley South Fiber Project and Middlebrook Fiber Project.

NOW, therefore, the parties agree that they will uphold the following responsibilities:

THE COUNTY:

1. The County will manage the VATI grant requirements with DHCD, including, but not limited to progress reports and monthly funding draws; and
2. The County will provide assistance with GIS mapping and permitting requirements throughout the project; and
3. The County will assist with educating the public about the project and services to be available in their areas.

THE COMPANY:

4. The Company will provide the County required information for the management of the VATI grant, including, but not limited to progress reports and monthly invoices; and
5. The Company will provide the required documents to the County for zoning and permit applications, if required; and
6. The Company will design, engineer, construct and implement broadband services as designated in the VATI application by the December 2020 construction deadline, and
7. The Company will guarantee that the standard bandwidth offerings for the projects will be 25 Mbps download and 3 Mbps upload; and

8. The Company will lease or own the assets associated with the projects.

This agreement will terminate when DHCD notifies the County that all grant requirements have been satisfied.

Witness the following authorized signatures on behalf of the parties:

Date

By: _____
R. Craig Smith
President, MGW Networks

Date

By: _____
Timothy K. Fitzgerald
County Administrator

DRAFT

CONTRIBUTION AGREEMENT

THIS CONTRIBUTION AGREEMENT (“Agreement”) is entered into as of the ____ day of _____, 2019, by and between the **COUNTY OF AUGUSTA, VIRGINIA**, a political subdivision of the Commonwealth of Virginia (the “County”) and the **ECONOMIC DEVELOPMENT AUTHORITY OF AUGUSTA COUNTY, VIRGINIA**, a political subdivision of the Commonwealth of Virginia (the “Authority”).

R E C I T A L S:

- A. The County is authorized pursuant to § 15.2-953 of the Code of Virginia, 1950, as amended, to make gifts, donations and appropriations of money to economic development authorities for the purposes of promoting economic development.
- B. The Department of Housing and Community Development (DHCD) implemented the Virginia Telecommunications Initiative (VATI) grant program, noting that rural communications is essential to infrastructure for modern community and economic development.
- C. The County was awarded the grant for a project(s) in the Deerfield and/or Middlebrook area.
- D. The County hereby acknowledges and agrees that the expansion of broadband services would foster and promote the economic development of the County and the Commonwealth of Virginia.
- E. The County hereby agrees to contribute a total of \$194,583 to the Authority.
- F. The Authority hereby agrees that it is the Authority’s responsibility to pay the \$194,583 to MGW Networks.
- G. The disbursement of the Contribution Amount is necessary if the Company is to proceed with completing the grant project(s).

NOW, THEREFORE, in consideration of the foregoing and of the mutual covenants and agreements herein contained, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the County and the Authority do hereby agree as follows:

1. **Recitals.** The recitations set forth in the foregoing recitals are material to this Agreement and are hereby incorporated into and made a part of this Agreement as though they were fully set forth in this Section 1 and constitute the representations and understandings of the County and the Authority according to the tenor and import thereof.
2. **County Commitments.** The County is committed to disburse to the Authority the Contribution Amount as and when appropriated by the County, for the Company’s explicit

benefit.

3. **Authority Obligations.** In accordance with this Agreement, the Authority shall disburse to MGW Networks the Contribution Amount, as and when received from the County.

4. **Notices.** Any notice, request, demand, instruction or other document required or permitted by the provisions of this Agreement to be given or served hereunder or under any document or instrument executed pursuant hereto shall be in writing and (i) sent by certified mail, return receipt requested, (ii) personally delivered, or (iii) sent by a recognized overnight courier service to the Authority, the County and/or the Company, at the following addresses, or at such other addresses as the Authority, the County or the Company, by notice, may designate:

If to the County: County of Augusta, Virginia
Administrative Office
18 Government Center Lane
P. O. Box 590
Verona, Virginia 24482
Fax: (540) 245-5621
Attn: County Administrator

with a copy to: Office of the County Attorney
18 Government Center Lane
P. O. Box 590
Verona, Virginia 24482
Fax: (540) 245-5621
Attn: County Attorney

If to the Authority: Economic Development Authority
of Augusta County, Virginia
18 Government Center Lane
P. O. Box 590
Verona, Virginia 24482
Attn: Chairman

6. **Amendment.** This Agreement may be amended only by the mutual written consent of the Authority and the County, with written acknowledgement of such amendment by the Company.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first above written and, by so executing, each of the Authority and the County warrants that it possesses full right and authority to enter into this Agreement and to perform its obligations hereunder.

COUNTY OF AUGUSTA, VIRGINIA, a political
subdivision of the Commonwealth of Virginia

By: _____
Gerald Garber, Chairman
Augusta County Board of Supervisors

ATTEST:

Clerk of the Board

**ECONOMIC DEVELOPMENT AUTHORITY
OF AUGUSTA COUNTY, VIRGINIA**, a political
subdivision of the Commonwealth of Virginia

By: _____
B. Randolph Roller, Chairman

ATTEST:

Secretary of the Authority

COUNTY OF AUGUSTA, VA.

BOARD OF SUPERVISORS

MARSHALL W. PATTIE
North River

GERALD W. GARBER
Middle River

PAM CARTER
Pastures

G. L. "BUTCH" WELLS
Beverley Manor

WENDELL L. COLEMAN
Wayne

MICHAEL L. SHULL
Riverheads

CAROLYN S. BRAGG
South River



TIMOTHY K. FITZGERALD – COUNTY ADMINISTRATOR

AUGUSTA COUNTY GOVERNMENT CENTER

P.O. BOX 590, VERONA, VA 24482-0590

(540) 245-5610 FAX (540) 245-5621

coadmin@co.augusta.va.us

19-073

MEMORANDUM

TO: Jennifer Whetzel, Deputy County Administrator
FROM: Timothy Fitzgerald, County Administrator *TKF*
DATE: Augusta 28, 2019
SUBJECT: Broadband Grant

The Augusta County Board of Supervisors, at its Wednesday, August 28, 2019 meeting approved submitting the VATI 2020 Grant application for the three projects with a 17.5% local match. Total funds designated for the project(s) is \$194,583.

Funding Source: 70-80000-8145 (Economic Development) \$194,583.00

TKF/am

cc: Misty Cook, Finance Director



August 30, 2019

LETTER OF FINANCIAL COMMITMENT

Ms. Jennifer M. Whetzel
Deputy County Administrator
County of Augusta
Verona, Virginia 2482

RE: Augusta County 2020 VATI Project

Dear Ms. Whetzel,

MGW Networks is very pleased to be selected as Augusta County's partnering ISP in an application to the Virginia Telecommunications Initiative (VATI)- for projects that will construct last-mile fiber infrastructure and provide broadband to many residents, farms, and businesses in the proposed project areas. As you and the other staff and elected officials know from our numerous meetings, MGW Networks is committed to improving broadband availability in Augusta County.

The intent of this letter is to affirm our financial commitment of no less than \$195,000 to be used as matching funds for the last-mile FTTH projects in the Deerfield and Middlebrook areas of the county. MGW has these funds available as cash to purchase the materials included with the project and to pay our employees who will be working on the project.

We applaud Augusta County for your attentiveness to the telecommunications needs throughout your communities and your local investment will undoubtedly assist with the provision of broadband services in these high-cost, unserved areas.

Feel free to contact me with any questions you may have at (540) 448-1336 or by sending an email to craig.smith@mgwnetworks.com

Sincerely,

A handwritten signature in blue ink that reads "R. Craig Smith". The signature is fluid and cursive, with the first letters of each name being capitalized.

R. Craig Smith, President

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.).

Augusta County VATI 2010

Deerfield Valley North Fiber Project

Source	Amount	%	Status
REQUESTED VATI	\$ 255,641	65	Pending
AUGUSTA COUNTY	\$ 68,826	17.5	SECURED
MGW NETWORKS	\$ 68,826	17.5	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 393,294	100 %	

Deerfield Valley South Fiber Project

Source	Amount	%	Status
REQUESTED VATI	\$ 264,665	65	Pending
AUGUSTA COUNTY	\$ 71,256	17.5	SECURED
MGW NETWORKS	\$ 71,256	17.5	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 407,177	100 %	

Middlebrook Fiber Project

Source	Amount	%	Status
REQUESTED VATI	\$202,440	65	Pending
AUGUSTA COUNTY	\$ 54,503	17.5	SECURED
MGW NETWORKS	\$ 54,503	17.5	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 311,447	100 %	

Total for Application:

Source	Amount	%	Status
REQUESTED VATI	\$722,746	65	Pending
AUGUSTA COUNTY	\$ 194,586	17.5	SECURED
MGW NETWORKS	\$ 194,586	17.5	SECURED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 1,111,918	100 %	

Note: \$1 differences due to rounding.

CDBG Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Construction - Deerfield Valley North Fiber Project					
Last-mile fiber installation (includes materials and labor - 50,160 linear feet x \$4.05/ foot)	\$ 203,148	\$ 132,046	\$ 71,102	MGW Netowrks	9/2/2019
Road crossings/bores (12 x \$3,500/unit)	\$ 42,000	\$ 27,300	\$ 14,700	MGW Netowrks	9/2/2019
Handholes/pull-boxes (28 x \$315.65/unit)	\$ 8,838	\$ 5,745	\$ 3,093	VEC Supply	7/26/2019
Service pedestals (87 x \$237.93/unit)	\$ 20,700	\$ 13,455	\$ 7,245	Power & Tel	7/17/2019
Fiber Splicing-Deerfield Valley North Fiber Project					
Fiber splice closures (87 x \$311.15/unit)	\$ 27,070	\$ 17,596	\$ 9,475	Power & Tel	8/9/2019
Fiber splice trays (87 x \$20.51/unit)	\$ 1,784	\$ 1,160	\$ 625	Power & Tel	8/8/2019
Fiber splicer (437 x \$52.00/unit)	\$ 22,724	\$ 14,771	\$ 7,953	MGW Netowrks	9/2/2019
Network Components (Fiber Nodes to CPE-Deerfield Valley North Fiber Project)					
Calix E7 (1 x \$796.00/unit)	\$ 796	\$ 517	\$ 279	Calix	8/23/2019
GPON cards (1 x \$10,795.50/unit)	\$ 10,796	\$ 7,017	\$ 3,778	Calix	8/23/2019
SFP plug (4 x \$1,083.25/unit)	\$ 4,333	\$ 2,816	\$ 1,517	Calix	8/23/2019
CO splitter (1 x \$1,215.00/unit)	\$ 1,215	\$ 790	\$ 425	Power & Tel	7/23/2019
Fiber patch panel (2 x \$2,042.00/unit)	\$ 4,084	\$ 2,655	\$ 1,429	Power & Tel	5/23/2019
CPE (Calix gigacenter) (175 x \$261.75)	\$ 45,806	\$ 29,774	\$ 16,032	Calix	8/23/2019
Total	\$ 393,294	\$ 255,641	\$ 137,653		

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Construction - Deerfield Valley South Fiber Project					
Last-mile fiber installation (includes materials and labor - (44,880 linear feet x \$4.05/ foot)	\$ 181,764	\$ 118,147	\$ 63,617	MGW Netowrks	9/2/2019
Road crossings/bores (18 x \$3,500/unit)	\$ 63,000	\$ 40,950	\$ 22,050	MGW Netowrks	9/2/2019
Handholes/pull-boxes (36 x \$315.65/unit)	\$ 11,363	\$ 7,386	\$ 3,977	VEC Supply	7/26/2019
Service pedestals (15 x \$237.93/unit)	\$ 27,362	\$ 17,785	\$ 9,577	Power & Tel	7/17/2019
Fiber Splicing-Deerfield Valley South Fiber Project					
Fiber splice closures (115 x \$311.15/unit)	\$ 35,782	\$ 23,258	\$ 12,524	Power & Tel	8/9/2019
Fiber splice trays (115 x \$20.51/unit)	\$ 2,359	\$ 1,533	\$ 826	Power & Tel	8/8/2019
Fiber splicer (533 x \$52.00/unit)	\$ 27,716	\$ 18,015	\$ 9,701	MGW Netowrks	9/2/2019
Network Components (POP to CPE)-Deerfield Valley South Fiber Project					
SFP plug (1 x \$1,083.25/unit)	\$ 1,083	\$ 704	\$ 379	Calix	8/23/2019
Fiber patch panel (1 x \$2,042.00/unit)	\$ 2,042	\$ 1,327	\$ 715	Power & Tel	5/23/2019
CPE (Calix gigacenter) (209 x \$261.75)	\$ 54,706	\$ 35,559	\$ 19,147	Calix	8/23/2019
Total	\$ 407,177	\$ 264,665	\$ 142,512		

Product	Total	VATI	Non-VATI	Source of Estimate	Date
Construction - Middlebrook Fiber Project					
Last-mile fiber installation (includes materials and labor - (42,240 linear feet x \$4.05/ foot)	\$ 171,072	\$ 111,197	\$ 59,875	MGW Netowrks	9/2/2019
Road crossings/bores (11 x \$3,500/unit)	\$ 38,500	\$ 25,025	\$ 13,475	MGW Netowrks	9/2/2019
Handholes/pull-boxes (18 x \$315.65/unit)	\$ 5,682	\$ 3,693	\$ 1,989	VEC Supply	7/26/2019
Service pedestals (85 x \$237.93/unit)	\$ 20,224	\$ 13,146	\$ 7,078	Power & Tel	7/17/2019
Fiber Splicing-Middlebrook Fiber Project					
Fiber splice closures (85 x \$311.15/unit)	\$ 26,448	\$ 17,191	\$ 9,257	Power & Tel	8/9/2019
Fiber splice trays (85 x \$20.51/unit)	\$ 1,743	\$ 1,133	\$ 610	Power & Tel	8/8/2019
Fiber splicer (305 x \$52.00/unit)	\$ 15,860	\$ 10,309	\$ 5,551	MGW Netowrks	9/2/2019
Network Components (POP to CPE)- Middlebrook Fiber Project					
SFP plug (1 x \$1,083.25/unit)	\$ 1,083	\$ 704	\$ 379	Calix	8/23/2019
Fiber patch panel (1 x \$2,042.00/unit)	\$ 2,042	\$ 1,327	\$ 715	Power & Tel	5/23/2019
CPE (Calix gigacenter) (110 x \$261.75)	\$ 28,793	\$ 18,715	\$ 10,077	Calix	8/23/2019
Total	\$ 311,447	\$ 202,440	\$ 109,006		

Product	Total	VATI	Non-VATI	Source of Estimate	Date
<u>Construction - Application Summary</u>					
Approximately 137,300' LF of last-mile fiber network @ \$4.05/LF - Installation & Materials	\$ 793,653	\$ 515,874	\$ 277,779	MGW Networks	8/28/2019
FTTH Splicing & Splice Closures for 494 Serviceable Units	\$ 161,486	\$ 104,966	\$ 56,520	MGW Networks	8/28/2019
Network Components (POP to CPE) - Installation & Materials	\$ 156,779	\$ 101,906	\$ 54,873	MGW Networks	8/28/2019
<i>totals</i>	\$ 1,111,918	\$ 722,747	\$ 389,171		

Augusta County 2020 VATI Project

CONSTRUCTION BUDGET

Deerfield North Project Area

	Quantity	Cost per Unit	Total Cost	Source
<i>CONSTRUCTION</i>				
Last-mile Installation (includes materials & labor) in Linear Feet	50,160	\$4.05	\$203,148.00	MGW Networks
Road Crossings/Bores	12	\$3,500.00	\$42,000.00	MGW Networks
Handholes/Pull-boxes	28	\$315.65	\$8,838.20	VEC Supply
Service Pedestals	87	\$237.93	\$20,699.91	Power & Tel
<i>subtotal</i>			\$274,686.11	
<i>FIBER SPLICING</i>				
Fiber Splice Closures	87	\$311.15	\$27,070.05	Power & Tel
Fiber Splice Trays	87	\$20.51	\$1,784.37	Power & Tel
Fiber Splicer	437	\$52.00	\$22,724.00	MGW Networks
<i>subtotal</i>			\$51,578.42	
<i>NETWORK COMPONENTS (FIBER NODES to CPE)</i>				
Calix E7	1	\$796.00	\$796.00	Calix
GPON Cards	1	\$10,795.50	\$10,795.50	Calix
SFP Plug	4	\$1,083.25	\$4,333.00	Calix
CO Splitter	1	\$1,215.00	\$1,215.00	Power & Tel
Fiber Patch Panel	2	\$2,042.00	\$4,084.00	Power & Tel
CPE (Calix Gigacenter)	175	\$261.75	\$45,806.25	Calix
<i>subtotal</i>			\$67,029.75	
TOTAL PROJECT COST			\$393,294.28	

Deerfield South Project Area

	Quantity	Cost per Unit	Total Cost	Source
<i>CONSTRUCTION</i>				
Last-mile Installation (includes materials & labor) in Linear Feet	44,880	\$4.05	\$181,764.00	MGW Networks
Road Crossings/Bores	18	\$3,500.00	\$63,000.00	MGW Networks
Handholes/Pull-boxes	36	\$315.65	\$11,363.40	VEC Supply
Service Pedestals	115	\$237.93	\$27,361.95	Power & Tel
<i>subtotal</i>			\$283,489.35	
<i>FIBER SPLICING</i>				
Fiber Splice Closures	115	\$311.15	\$35,782.25	Power & Tel
Fiber Splice Trays	115	\$20.51	\$2,358.65	Power & Tel
Fiber Splicer	533	\$52.00	\$27,716.00	MGW Networks
<i>subtotal</i>			\$65,856.90	

<i>NETWORK COMPONENTS (POP to CPE)</i>				
SFP Plug	1	\$1,083.25	\$1,083.25	Calix
Fiber Patch Panel	1	\$2,042.00	\$2,042.00	Power & Tel
CPE (Calix Gigacenter)	209	\$261.75	\$54,705.75	Calix
<i>subtotal</i>			\$57,831.00	
TOTAL PROJECT COST			\$407,177.25	
Middlebrook Project Area				
	Quantity	Cost per Unit	Total Cost	Source
<i>CONSTRUCTION</i>				
Last-mile Installation (includes materials & labor) in Linear Feet	42,240	\$4.05	\$171,072.00	MGW Networks
Road Crossings/Bores	11	\$3,500.00	\$38,500.00	MGW Networks
Handholes/Pull-boxes	18	\$315.65	\$5,681.70	VEC Supply
Service Pedestals	85	\$237.93	\$20,224.05	Power & Tel
<i>subtotal</i>			\$235,477.75	
<i>FIBER SPLICING</i>				
Fiber Splice Closures	85	\$311.15	\$26,447.75	Power & Tel
Fiber Splice Trays	85	\$20.51	\$1,743.35	Power & Tel
Fiber Splicer	305	\$52.00	\$15,860.00	MGW Networks
<i>subtotal</i>			\$44,051.10	
<i>NETWORK COMPONENTS (POP to CPE)</i>				
SFP Plug	1	\$1,083.25	\$1,083.25	Calix
Fiber Patch Panel	1	\$2,042.00	\$2,042.00	Power & Tel
CPE (Calix Gigacenter)	110	\$261.75	\$28,792.50	Calix
<i>subtotal</i>			\$31,917.75	
TOTAL PROJECT COST			\$311,446.60	
TOTAL CONSTRUCTION COSTS (ALL 3 PROJECT AREAS)				
			\$1,111,918.13	

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Calix Part #	Part Description	Funding	Equipment CLEI	Price	Qty	Extended Price
	800 SG					
100-04011	844G-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface		BVMCH00ARE	\$261.75	1	\$261.75
	E7					
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit			\$796.00	1	\$796.00
100-03656	E7-2 GPON-4 r2 line card (4x GPON OIM, 8x GE SFP, 2x 10GE XFP, 2x 10GE SFP+)		BVL3AW5FTA	\$10,795.50	2	\$21,591.00
	OIM GPON					
100-04200	GPON SFP OIM, Class B+, 1490/1310nm Single Fiber Transceiver, I-Temp (RT), C-Series		BVL3A6UFAA	\$1,083.25	2	\$2,166.50
Funding Equipment Total						\$24,815.25
Funding Grand Total						\$24,815.25

Package Details:

000-00372 package consists of the following:

100-01449	E7-2 Shelf, 1RU, 2 Slots, with 1 Blank Card	1
100-01830	E7-2 Field Install Kit for CO & RT (19" and 23" mounting brackets, power and ground cables, etc)	1
100-03590	E7-2 Fan Tray Assembly 2 - FTA2	1

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	800 SG				
100-04011	844G-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface	BVMCH00ARE	\$261.75	1	\$261.75
	E7				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$796.00	1	\$796.00
100-03656	E7-2 GPON-4 r2 line card (4x GPON OIM, 8x GE SFP, 2x 10GE XFP, 2x 10GE SFP+)	BVL3AW5FTA	\$10,795.50	2	\$21,591.00
	OIM GPON				
100-04200	GPON SFP OIM, Class B+,1490/1310nm Single Fiber Transceiver, I-Temp (RT), C-Series	BVL3A6UFAA	\$1,083.25	2	\$2,166.50
Equipment Total					\$24,815.25
Grand Total					\$24,815.25

Package Details:

000-00372 package consists of the following:

100-01449	E7-2 Shelf, 1RU, 2 Slots, with 1 Blank Card	1
100-01830	E7-2 Field Install Kit for CO & RT (19" and 23" mounting brackets, power and ground cables, etc)	1
100-03590	E7-2 Fan Tray Assembly 2 - FTA2	1

Notes & Optional Equipment and Services

All prices are being quoted in US \$ (Dollars).

Due to rounding, some totals may not correspond with the sum of the separate figures.

Calix Warranty - See Purchase Agreement.

Important Ordering Instructions:

Please include the Calix quote number (found in the upper right hand corner) on your PO. You may also provide an internal PO number to be used with your order. Orders received without an internal PO number will use the Calix quote number by default.

Include contact information (Name, Email & Tel) for the person who will receive the order acknowledgements and shipping notifications as well as the required billing and shipping addresses for your order.

Send Purchase Orders to Calix Order Management:

Email: om@calix.com

Calix Network Configuration & Quotation

Customer Name:	MGW TELEPHONE	Quote Reference Number:	621892A - 1
Project Name:	Cart: 2019-104732	Quote Type:	Equipment
Quote Description:	Quote1566576586285	Date Created:	August 23, 2019
Author Name:	Ryan Smith	Date Modified:	August 23, 2019
Contact Name:		Quote Expiration:	September 22, 2019

Fax: 707-283-3771

You may check the status of your order at any time on our website. (www.calix.com, click Login)



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00519

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 23 May 2019

Ship to : MGW Networks

23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Clearfield PANEL 144 PORT TB SCAPC SKU : GGBB144C1FAZZ 19&23 MNTG PTCH/SPL FXMP PANEL, LOOSE TUBE PATCH AND SPLICE, 6 INCH /12 CASS. CAP. CHASSIS , ALMOND, 4.77 INCH RODS, 144 PORTS LOADED INTO 12 SINGLEMODE SC/APC CLEARVIEW BLUE CASSETTE(S). FRONT AND REAR PROTECTION. SLACK BASKET INCLUDED	2423200	2.00 1	2,042.00	4,084.00

Sub Total 4,084.00

Total \$4,084.00



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00563T

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 17 Jul 2019

Ref# : W/O 190301

Ship to : MGW Networks

328 Chapel Road
 Churchville, Va 24421

#	Item & Description	GL Code	Qty	Rate	Amount
1	CHARLES INDUSTRIES ITEM moq of 3 at this price Part # CMPH-75SN/CL CMPH-7500, 2-PIECE BASE, 2 LADDER BARS, CABLE BRACKET W /BOND PLATE W/GROUND LUG, NON-FLAME RETARDANT, CTL LABEL Fiber Pedestal SKU : Special.Charles	2423200	4.00 1	237.93	951.72
2	Fiber 96 LT DCM SJ SA GE FREE SMF 28 E + SKU : FEDH1A1J12CE096E3	2423	20,000.00 1	0.534	10,680.00
3	Fiber 144 LT SJ SA DCM GEL FREE SMF28E+ SKU : FEDH1A1J12CE144E3	2423	20,000.00 1	0.7655	15,310.00
				Sub Total	26,941.72
				Total	\$26,941.72



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00575

Vendor Address

VEC Supply
 1155 5th Street SW Extd
 Charlottesville
 22902 VA
 U.S.A

Date : 26 Jul 2019

Ref# : Mountain Grove

Ship to : MGW Networks
 23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	VAULT 24X36X18 TIER 15 BLANK COVER SKU : MBG STK 243618PC T15 1190101	2423200	6.00 1	315.65	1,893.90
2	VAULT HDPE 17X30X18 GREEN WITH LID NO LOGO HEX BOLTS SKU : MAC 1730-18P2PB2 1190101	2423200	8.00 1	173.00	1,384.00
				Sub Total	3,277.90
				Total	\$3,277.90



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00582T

Vendor Address

Power & Telephone

2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 08 Aug 2019

Ship to : MGW Networks

23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Coyote Tray Lite Grip SPL 24 CT STD SKU : 80809958	6423200	15.00 1	20.51	307.65
				Sub Total	307.65
				Total	\$307.65



MGW Networks_Lingo Networks
 Staunton Virginia 24401
 U.S.A

Purchase Order

PO-00585T

Vendor Address
Power & Telephone
 2673 Yale Avenue
 Memphis
 38112 TN
 U.S.A

Date : 09 Aug 2019

Ship to : MGW Networks
 23 N Central Avenue
 Staunton, Va 24401

#	Item & Description	GL Code	Qty	Rate	Amount
1	Coyote Dome Closure 9 1/2" x 19" Dome SKU : COYD919B000	6423200	15.00 1	311.15	4,667.25
				Sub Total	4,667.25
				Total	\$4,667.25



Power & Telephone
2673 Yale Ave.
Memphis, TN 38112

QUOTE

UPC Vndr	Ack Date	Order #
000001	07/23/19	6743854-00
PO #		Page #
RYAN		1

Ship To: MG-W TELEPHONE COMPANY
BOX 105
WILLIAMSVILLE, VA 24487

Contact: Donna Whitaker
(901)866-3171
donna.whitaker@ptsupply.com

Cust #: 20546
Bill To: MG-W TELEPHONE COMPANY
23 N CENTRAL AVE
STAUNTON, VA 24401

Reference	Currency	USD
Instructions	Sales Rep In	DSW
Ship Point	Terms	Net 30 Days
Power & Telephone Supply Co.	Via	Ship Date
Requested Ship Date	WHS ROUTING	
07/24/19	Freight In / Out	N/N

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	*** MUST SCAN MAC ADDRESSES AND SERIAL NUMBERS *** ***'Only ship UPSS for small pkg. or ODFL for LTL, no CENF***					
1	GJBB024F1FBZZ PANEL FXDS 24 SM LCUPC FXMP PANEL, LOOSE TUBE PATCH AND SPLICE, 1.75 INCH/2 CASS. CAP. CHASSIS , ALMOND, 4.77 INCH RODS, 24 PORTS LOADED INTO 2 SINGLEMODE LC/UPC CLEARVIEW BLUE CASSETTE(S). FRONT AND REAR PROTECTION. REAR COVER INCLUDED	1	EA	534.00	EA	534.00
2	SPECIAL.CLEARFIELD CLEARFIELD ITEMS MGP-PES-EAZ-ZZZ RACK MOUNT SPLITTER ASSEMBLY, 19/23 INCH, (1X) 1X64 PLANAR SPLITTER, TERMINATED WITH LC/UPC CONNECTORS, LC/UPC ADAPTER INPUT(S) AND OUTPUTS	1	EA	1,215.00	EA	1,215.00

2	Lines Total	Qty Shipped Total	2	Total	1,749.00
				Taxes	92.70
				Invoice Total	1,841.70

QUOTE

Customer Copy

Page 1 of 1

Buyer is responsible for evaluating and ordering product for intended use. Custom product is non-cancellable and non-returnable. Other products may not be returnable. Return policy for your order may be verified by your account manager. Buyer has fifteen (15) days from receipt to notify Seller of error, defect or damage. Otherwise, shipment is deemed acceptable. Payment Terms are stated on order. Exceptions must be mutually agreed to in writing in advance of order acceptance by Seller. Full Terms are available at www.ptsupply.com/terms-and-conditions.

Nichols Construction LLC
PO Box 1179
Vansant, VA 24656



Contractor Rate Sheet

MGW01A	Place Pole 25-35 Ft.	\$ 250.00
MGW01B	Remove Place Pole 25-35 Ft.	\$ 100.00
MGW02A	Place Pole 40-50 Ft.	\$ 380.00
MGW01B	Remove Place Pole 40-50 Ft.	\$ 125.00
MGW03A	Joint Use Pole (Adder)	\$ 550.00
MGW04A	Straighten Pole	\$ 250.00
MGW05A	Hand Dig Hole (Pole/Anchor) (Adder)	\$ 125.00
MGW06A	Hand Set Pole (Adder) No Access	\$ 650.00
MGW07A	Place Push Brach Pole	\$ 375.00
MGW07B	Remove Push Brace	\$ 125.00
MGW10A	Place Anchor	\$ 165.00
MGW10B	Remove Anchor	\$ 45.00
MGW11A	Rock Removal (Pole/Anchor) Per Hole (Adder)	\$ 450.00
MGW12A	Place Cable Extension Arm	\$ 85.00
MGW2B	Remove Place Cable Extension Arm	\$ 50.00
MGW13A	Add Tag Pole	\$ 5.50
MGW20A	Place Strand up to 10M (5/16)	\$ 0.65
MGW20B	Remove Place Strand up to 10M (5/16)	\$ 0.35
MGW21A	Place Fiber Optic Cable (All Sizes)	\$ 0.95
MGW21B	Remove Place Fiber Optic Cable (All Sizes)	\$ 0.40
MGW25A	OverLash Fiber Optic Cable	\$ 0.95
MGW28A	Tree Trimming 5' Radius	\$ 2.60
MGW30A	Place Down Guy	\$ 25.00
MGW30B	Remove Place Down Guy	\$ 15.00
MGW32B	DeLash/ReLash Cable	\$ 1.05
MGW34A	Bond Existing Cables	\$ 8.50
MGW35A	Transfer Attachment	\$ 90.00
MGW35B	Transfer Drop	\$ 48.00
MGW36A	Resag Aerial Cable	\$ 125.00
MGW37A	Place Riser Guards	\$ 84.00
MGW37B	Remove Place Riser Guards	\$ 38.00
MGW38A	Place Snowshoes	\$ 130.00
MGW38B	Remove Snowshoes	\$ 85.00
MGW40A	Plow Fiber/ID 1.25	\$ 3.75
MGW41A	Plow Additional Cable	\$ 1.10
MGW42A	Place Fiber in Open Trench (No Other Work)	\$ 1.25
MGW43A	Hand Dig Fiber/Drop (Non Mechanical)	\$ 11.25
MGW44A	Place Buried Fiber Drop (Plow)	\$ 1.65
MGW45A	Trench Fiber/ID 1.25 @ 36" Depth	\$ 3.25
MGW46A	Backhoe Fiber/ID 1.25 @ 36" Depth	\$ 5.25
MGW50A	Directional Bore 1.25 ID	\$ 14.50
MGW51A	Directional Bore 2 ID	\$ 15.00
MGW52A	Directional Bore 4 ID	\$ 16.00
MGW55A	Place Hand Hole (Small)	\$ 285.00
MGW55B	Remove Place Hand Hole (Small)	\$ 185.00
MGW56A	Place Hand Hole (Large)	\$ 350.00
MGW56B	Remove Place Hand Hole (Large)	\$ 225.00
MGW57A	Mini-X with Ram Hammer	\$ 14.00
MGW58A	Rock Saw @ 30" Depth	\$ 18.50
MGW59A	Directional Bore Up to 4" Semi-Rock (Pre-Approved)	\$ 26.00
MGW59B	Directional Bore up to 4" Solid Rock (Pre-Approved) (Air Hammer or AT)	\$ 88.00

MGW60A	Place Closure / Fiber Organizer / Prep Cables	\$ 325.00
MGW60B	Remove Place Closure / Fiber Organizer	\$ 225.00
MGW61A	Place Fiber Distribution Panel / Prep Cables	\$ 325.00
MGW61B	Remove Place Fiber Distribution Panel	\$ 225.00
MGW62A	Fusion Splicer Fiber 1-24	\$ 52.00
MGW62B	Fusion Splicer Fiber 25-48	\$ 42.00
MGW62C	Fusion Splicer Fiber 49-96	\$ 32.00
MGW62D	Fusion Splicer Fiber 97-144	\$ 25.00
MGW63A	Ring Cut Slack Loop	\$ 225.00
MGW64A	Maintenance Window Fiber Cut-(10 PM-6:00AM)	\$ 1,350.00
MGW70A	Place Fiber in Conduit	\$ 1.50
MGW70B	Remove Fiber from Conduit	\$ 0.75
MGW71A	Place ID 1.25 in Existing Conduit	\$ 1.70
MGW71B	Remove ID 1.25 in Existing Conduit	\$ 0.85
MGW72A	Place Fiber Drop in Existing Conduit	\$ 1.25
MGW72B	Remove Fiber Drop in Existing Conduit	\$ 0.75
MGW73A	Rod Duct and Place Mule Tape	\$ 1.50
MGW74A	Place Pull Line	\$ 1.25
MGW75A	Manhole Setup	\$ 425.00
MGW76A	Core Drill up to 4" Diameter 12" Thickness	\$ 400.00
MGW85A	Placing Foreman	\$ 45.00
MGW85B	Placing Foreman (OT)	\$ 67.50
MGW86A	Linemen	\$ 38.00
MGW86B	Linemen (OT)	\$ 57.00
MGW87A	Equipment Operator	\$ 35.00
MGW87B	Equipment Operator (OT)	\$ 52.50
MGW88A	Laborer/Groundman	\$ 32.00
MGW88B	Laborer/Groundman (OT)	\$ 48.00
MGW90A	Fiber Splicer	\$ 52.00
MGW90B	Fiber Splicer (OT)	\$ 78.00
MGW91A	Pickup Truck	\$ 16.00
MGW92A	Crew Cab Service Truck	\$ 22.00
MGW93A	Service Bucket Truck	\$ 29.00
MGW94A	Line Truck	\$ 35.00
MGW95A	Cable Placer	\$ 38.00
MGW96A	Dump Truck	\$ 31.00
MGW97A	Air Compressor	\$ 15.00
MGW98A	Wood Chipper	\$ 15.00
MGW99A	Fiber Splicing Trailer	\$ 28.00
MGW100A	Flashing Arrow Board	\$ 16.00
MGW101A	Mini-Excavator w/Hammer	\$ 35.00
MGW102A	Directional Boe Crew (JT20 Dirt includes 2 Men)	\$ 155.00
MGW200A	Materials Furnished (15% plus Sales Tax / Shipping)	
MGW201A	Lump Sum Bid	

Nichols Approval _____

Date _____

MGW Approval _____

Date _____

R. Craig Smith
10-3-18



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0019225366

Data as of: Dec 31, 2018

Operations: Non-ILEC

Submission Status: Original - Submitted

Last Updated: Mar 8, 2019 08:55:59

Filer Identification

Section	Question	Response
Filer Information	Provider Name	MGW Networks, L.L.C.
	Holding Company Name	MGW Communications, Inc.
	SAC ID	
	499 ID	828775
Data Contact Information	Data Contact Name	Sheri Smith
	Data Contact Phone Number	(540) 712-0000 ext: 300
	Data Contact E-mail	sheri.smith@mgwnetworks.com
Emergency Operations Contact Information	Emergency Operations Name	R. Craig Smith
	Emergency Operations Phone Number	(540) 712-0000 ext: 301
	Emergency Operations E-mail	craig.smith@mgwnetworks.com
Certifying Official Contact Information	Certifying Official Name	Sheri Smith
	Certifying Official Phone Number	(540) 712-0000 ext: 300
	Certifying Official E-mail	sheri.smith@mgwnetworks.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	477_MGWNetworksLingoDeployment_20181231.csv	Mar 8, 2019 07:52:54	6895
Fixed Broadband Subscription	477 Broadband Subscription MGWNETWORKSLINGO_12_30_18.csv	Mar 6, 2019 21:29:58	254
Fixed Voice Subscription	477 Voice telephone subscription MGWNETWORKSLINGO_123118.csv	Mar 6, 2019 22:46:53	20

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Lingo Networks	Optical Carrier/Fiber to the End User	58
		Terrestrial Fixed Wireless	5615
	MGW Networks	Optical Carrier/Fiber to the End User	73

State	DBA Name	Technology	Blocks
		Terrestrial Fixed Wireless	1149
Total			6895

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Asymmetric xDSL	1	0	1	1
	Cable Modem	1	1	0	1
	Optical Carrier/Fiber to the End User	93	198	68	266
	Terrestrial Fixed Wireless	159	925	43	968
Total		254	1124	112	1236

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
1.500	0.500	2	0	2
1.500	0.512	126	5	131
1.500	1.500	0	1	1
3.000	0.512	112	3	115
3.000	0.768	8	2	10
3.000	1.000	6	6	12
3.000	1.500	1	0	1
5.000	1.000	18	5	23
6.000	0.768	571	7	578
6.000	1.000	19	13	32
9.000	0.768	14	2	16
9.000	1.000	10	4	14
10.000	1.000	55	3	58
10.000	2.000	0	1	1
10.000	10.000	0	7	7
15.000	2.000	9	4	13
15.000	3.000	29	5	34
20.000	20.000	1	0	1
25.000	1.500	14	1	15
25.000	2.000	4	0	4

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
25.000	3.000	4	0	4
25.000	5.000	70	5	75
25.000	25.000	0	1	1
30.000	30.000	0	1	1
50.000	10.000	26	9	35
50.000	50.000	1	5	6
75.000	15.000	0	2	2
100.000	15.000	0	1	1
100.000	20.000	17	6	23
100.000	25.000	0	1	1
100.000	100.000	2	4	6
150.000	25.000	1	0	1
150.000	40.000	0	1	1
150.000	150.000	0	1	1
200.000	40.000	1	1	2
200.000	200.000	0	1	1
250.000	50.000	0	1	1
250.000	250.000	0	2	2
400.000	400.000	1	0	1
500.000	500.000	1	1	2
1000.000	1000.000	1	0	1
Total		1124	112	1236

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Asymmetric xDSL	10.000	2.000	0	1	1
Cable Modem	50.000	10.000	1	0	1
Optical Carrier/Fiber to the End User	1.500	0.512	2	0	2
	1.500	1.500	0	1	1
	3.000	1.000	2	1	3
	3.000	1.500	1	0	1
	5.000	1.000	18	5	23
	10.000	1.000	4	3	7
	10.000	10.000	0	7	7

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	15.000	2.000	9	4	13
	15.000	3.000	29	5	34
	20.000	20.000	1	0	1
	25.000	1.500	4	0	4
	25.000	2.000	4	0	4
	25.000	3.000	4	0	4
	25.000	5.000	70	5	75
	25.000	25.000	0	1	1
	50.000	10.000	25	9	34
	50.000	50.000	1	5	6
	75.000	15.000	0	2	2
	100.000	15.000	0	1	1
	100.000	20.000	17	6	23
	100.000	25.000	0	1	1
	100.000	100.000	2	4	6
	150.000	25.000	1	0	1
	150.000	40.000	0	1	1
	150.000	150.000	0	1	1
	200.000	40.000	1	1	2
	200.000	200.000	0	1	1
	250.000	50.000	0	1	1
	250.000	250.000	0	2	2
	400.000	400.000	1	0	1
	500.000	500.000	1	1	2
	1000.000	1000.000	1	0	1
Terrestrial Fixed Wireless	1.500	0.500	2	0	2
	1.500	0.512	124	5	129
	3.000	0.512	112	3	115
	3.000	0.768	8	2	10
	3.000	1.000	4	5	9
	6.000	0.768	571	7	578
	6.000	1.000	19	13	32
	9.000	0.768	14	2	16

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	9.000	1.000	10	4	14
	10.000	1.000	51	0	51
	25.000	1.500	10	1	11
	30.000	30.000	0	1	1
Total			1124	112	1236

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
Vermont	0	0	5	0
Virginia	0	0	224	115
Total	0	0	229	115

Fixed Voice Subscription (iVoIP)

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

State	Total	Consumer	Business / Govt
Vermont	5	0	5
Virginia	3	0	3
Total	8	0	8

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
Vermont	0	0	0	0	0	0	0	0	0
Virginia	221	115	106	166	55	220	0	1	0
Total	221	115	106	166	55	220	0	1	0



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0019225366

Data as of: Jun 30, 2018

Operations: Non-ILEC

Submission Status: Original - Submitted

Last Updated: Sep 3, 2018 10:37:51

Filer Identification

Section	Question	Response
Filer Information	Provider Name	MGW Networks, L.L.C.
	Holding Company Name	MGW Communications, Inc.
	SAC ID	
	499 ID	828775
Data Contact Information	Data Contact Name	Sheri H Smith
	Data Contact Phone Number	(540) 925-5235
	Data Contact E-mail	sheri.smith@mgwnetworks.com
Emergency Operations Contact Information	Emergency Operations Name	R. Craig Smith
	Emergency Operations Phone Number	(540) 925-2258
	Emergency Operations E-mail	craig.smith@mgwnetworks.com
Certifying Official Contact Information	Certifying Official Name	Sheri H. Smith
	Certifying Official Phone Number	(540) 925-5235
	Certifying Official E-mail	sheri.smith@mgwnetworks.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	477_MGWNetworksLingoDeployment_20180630.csv	Aug 30, 2018 12:43:48	6884
Fixed Broadband Subscription	477_NETWORKSLINGOBroadband Subscription_6_30_2018F.csv	Aug 28, 2018 22:55:44	238
Fixed Voice Subscription	477_NetworksLingoVoiceTelephoneSubscription_6_30_2018.csv	Aug 28, 2018 21:49:21	16

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Lingo Networks	Optical Carrier/Fiber to the End User	58
		Terrestrial Fixed Wireless	5615
	MGW Networks	Optical Carrier/Fiber to the End User	62

State	DBA Name	Technology	Blocks
		Terrestrial Fixed Wireless	1149
Total			6884

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Asymmetric xDSL	1	0	1	1
	Cable Modem	1	1	0	1
	Optical Carrier/Fiber to the End User	80	134	65	199
	Terrestrial Fixed Wireless	156	955	46	1001
Total		238	1090	112	1202

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
1.500	0.500	1	0	1
1.500	0.512	145	6	151
1.500	1.500	0	1	1
1.500	25.000	1	0	1
3.000	0.512	122	3	125
3.000	0.768	10	3	13
3.000	1.000	6	8	14
3.000	1.500	1	0	1
5.000	1.000	22	5	27
6.000	0.768	593	7	600
6.000	1.000	19	11	30
9.000	0.768	13	2	15
9.000	1.000	11	4	15
9.000	2.000	2	0	2
10.000	1.000	31	4	35
10.000	2.000	0	1	1
10.000	10.000	0	8	8
15.000	2.000	13	6	19
15.000	3.000	31	5	36
15.000	15.000	0	2	2

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
25.000	1.500	7	1	8
25.000	2.000	1	0	1
25.000	3.000	5	0	5
25.000	5.000	25	5	30
25.000	10.000	4	1	5
25.000	25.000	0	3	3
30.000	30.000	0	1	1
50.000	10.000	16	8	24
50.000	50.000	1	4	5
65.000	15.000	0	1	1
100.000	15.000	0	1	1
100.000	20.000	4	3	7
100.000	25.000	1	1	2
100.000	100.000	2	3	5
150.000	40.000	0	1	1
150.000	150.000	0	1	1
200.000	40.000	0	1	1
200.000	200.000	0	1	1
400.000	400.000	1	0	1
500.000	500.000	1	0	1
1000.000	1000.000	1	0	1
Total		1090	112	1202

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Asymmetric xDSL	10.000	2.000	0	1	1
Cable Modem	50.000	10.000	1	0	1
Optical Carrier/Fiber to the End User	1.500	0.512	2	0	2
	1.500	1.500	0	1	1
	3.000	1.000	2	1	3
	3.000	1.500	1	0	1
	5.000	1.000	22	5	27
	10.000	1.000	2	3	5
	10.000	10.000	0	8	8

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	15.000	2.000	13	6	19
	15.000	3.000	31	5	36
	15.000	15.000	0	2	2
	25.000	2.000	1	0	1
	25.000	3.000	5	0	5
	25.000	5.000	25	5	30
	25.000	10.000	4	1	5
	25.000	25.000	0	3	3
	50.000	10.000	15	8	23
	50.000	50.000	1	4	5
	65.000	15.000	0	1	1
	100.000	15.000	0	1	1
	100.000	20.000	4	3	7
	100.000	25.000	1	1	2
	100.000	100.000	2	3	5
	150.000	40.000	0	1	1
	150.000	150.000	0	1	1
	200.000	40.000	0	1	1
	200.000	200.000	0	1	1
	400.000	400.000	1	0	1
	500.000	500.000	1	0	1
	1000.000	1000.000	1	0	1
Terrestrial Fixed Wireless	1.500	0.500	1	0	1
	1.500	0.512	143	6	149
	1.500	25.000	1	0	1
	3.000	0.512	122	3	125
	3.000	0.768	10	3	13
	3.000	1.000	4	7	11
	6.000	0.768	593	7	600
	6.000	1.000	19	11	30
	9.000	0.768	13	2	15
	9.000	1.000	11	4	15
	9.000	2.000	2	0	2

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	10.000	1.000	29	1	30
	25.000	1.500	7	1	8
	30.000	30.000	0	1	1
Total			1090	112	1202

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
Vermont	0	0	5	0
Virginia	0	0	187	82
Total	0	0	192	82

Fixed Voice Subscription (iVoIP)

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

State	Total	Consumer	Business / Govt
Vermont	5	0	5
Virginia	8	0	8
Total	13	0	13

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
Vermont	0	0	0	0	0	0	0	0	0
Virginia	179	82	97	179	0	178	0	1	0
Total	179	82	97	179	0	178	0	1	0

Augusta County VATI 2020

Public Notice Index:

- 1-2 VATI Public Notice
- 3 County Public Notice (website)
- 4 Flyers-Outreach
- 5 RFI Advertisement
- 6-13 Portion of RFI
- 14-19 Board of Supervisor Meeting Agenda and portion of presentation

PUBLIC NOTICE-2020 VATI GRANT

The County of Augusta is soliciting public comment before pursuing an application for the 2020 Virginia Telecommunications Initiative (VATI) Grant implemented by the Virginia Department of Housing and Community Development. The goal of the VATI grant is to create strong, competitive communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. The County received a proposal to partner for projects in the areas of Deerfield, Middlebrook and/or Morris Mill.

Opportunities for public comment are as follows:

Board of Supervisors regular meetings: August 14, 2019 and August 28, 2019

Broadband Committee meeting: August 22, 2019

All meetings begin at 7 pm and are held at the Government Center at 18 Government Center Lane, Verona, VA 24482. Written comments can be submitted to Information Technology at P.O. Box 590, Verona, VA 24482. If you have questions regarding the public comment, please call 540-245-5062.

POSTED AUGUST 5, 2019

Suffolk, City	August 2, 2019
Surry County	August 2, 2019
Brunswick County	August 2, 2019
Franklin County	August 2, 2019
Albemarle Broadband Authority	August 2, 2019
Frederick County	August 5, 2019
Augusta County	August 5, 2019
Bath County - BARC	August 5, 2019
Bath County - MGW	August 5, 2019
Botetourt County	August 5, 2019
City of Chesapeake	August 1, 2019
Cumberland Plateau PDC - Buchanan	August 6, 2019
Cumberland Plateau PDC - Dickerson	August 6, 2019
Culpeper County - DOT COM	August 6, 2019
Grayson County	August 6, 2019
Greene County	August 6, 2019
Halifax County	August 5, 2019
Hanover County	August 6, 2019
King George County	August 6, 2019
LENOWISCO PDC	August 6, 2019
Louisa County	August 6, 2019
Mecklenburg County	August 5, 2019
Montgomery County	August 6, 2019

All County News

Public Notice- 2020 VATI Grant

Post Date: 08/19/2019 2:39 PM

PUBLIC NOTICE-2020 VATI GRANT

The County of Augusta is soliciting public comment before pursuing an application for the 2020 Virginia Telecommunications Initiative (VATI) Grant implemented by the Virginia Department of Housing and Community Development. The goal of the VATI grant is to create strong, competitive communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. The County received a proposal to partner for projects in the areas of Deerfield, Middlebrook and/or Morris Mill.

Opportunities for public comment are as follows:

Board of Supervisors regular meeting: August 28, 2019

Broadband Committee meeting: August 22, 2019

All meetings begin at 7 pm and are held at the Government Center at 18 Government Center Lane, Verona, VA 24482. Written comments can be submitted to Information Technology at P.O. Box 590, Verona, VA 24482. If you have questions regarding the public comment, please call 540-245-5062.

POSTED AUGUST 5, 2019

[Return to full list >>](#)

**Augusta County is AGAIN
applying for the Virginia**

Telecommunications

Initiative 2020 grant, we

NEED and WANT to hear

from YOU!

Contact our IT Director via email at

jzetwick@co.augusta.va.us or call 540-245-5062.



The County of Augusta is accepting proposals until Monday, August 5, 2019 at 2:00 p.m. for one or more Internet Service Providers (ISPs) to partner with the County to submit one or more applications for the 2020 Virginia Telecommunications Initiative (VATI) Grant opportunity. For complete proposal information please visit our website at www.co.augusta.va.us or contact Jennifer Whetzel, Deputy County Administrator at (540) 245-5610 or jwhetzel@co.augusta.va.us.

**REQUEST FOR INFORMATION
COUNTY OF AUGUSTA, VIRGINIA
Virginia Telecommunications Initiative (VATI) Grant Opportunity
RFI# 12010-20-1**

Purpose:

The County of Augusta (County) is seeking one or more Internet Service Providers (ISPs) to partner with us to submit one or more applications for the 2020 Virginia Telecommunications Initiative (VATI) Grant opportunity. The County faces several challenges in assisting citizens with access or improvement to internet services, including:

- land area of 967 square miles, mostly rural in nature; and
- lack of detailed knowledge of the provider networks available throughout the County; and
- proving unserved criteria for grant due to number of providers in area; and
- the need for middle-mile services to provide last-mile services.

Public private partnerships with a provider can assist in overcoming these barriers.

Timeline:

Responses to this RFI are **due by 2:00 p.m. on Monday, August 5, 2019**. One (1) original and one (1) copy will be required. Responses and all communications regarding this RFI should be submitted to:

Jackie Zetwick, IT Director
County of Augusta
18 Government Center Lane
PO Box 590
Verona, Virginia 24482

The Augusta Internet Initiative Committee will review responses and assess the ability to submit a grant application. ISPs should be aware that they will be involved in the grant writing process; fielding questions and providing data as needed by the County to ensure a complete application.

Requested Information:

Through this RFI; eligible ISPs are encouraged to submit one or more VATI Broadband Project Proposals which could be included in Augusta County's application(s) for VATI funding. Each project proposal must contain information identified in the sections noted in Attachment A. Some questions note that the County can assist with gathering data. To submit a grant, the County and provider will adhere to the requirements of the 2020 VATI Program Guidelines and Criteria, which is included as Attachment C.

As a guide, the County has attempted to identify project areas as shown in Attachment B. Maps and provider information are included in Attachment B for each area with hopes that it will assist in answering questions in the RFI. The County will partner with the provider to further vet data for the grant application, once a project has been proposed. A provider may submit a proposal

for all or a portion of the identified project area.

Please note that providers may submit a proposal for other areas of the County not identified in Attachment B.

Background:

The Department of Housing and Community Development will award up to \$19 million in funding to eligible applicants to provide last-mile services to unserved areas of the State. The funds shall be used for providing financial assistance to supplement construction costs by private sector broadband service providers to extend service to areas that presently are defined as unserved per grant guidelines. The private sector broadband service provider (ISP) must have a 477 form filed with the FCC. Applicants must be in good standing in performance of any and all existing Commonwealth of Virginia contracts, and compliance with all federal, state and local laws. **The project must be shovel ready in order to comply with the construction deadline of December 2020 and provide minimum speeds of 25 Mbps/3 Mbps.**

Desired Outcome:

The desired outcome is a partnership with one or more ISPs to effectively submit applications for VATI funding. The County reserves the option to partner with more than one ISP in this VATI effort.

Questions:

Questions with regard to this RFI can be sent to the attention of:

Jennifer Whetzel, Deputy County Administrator
Email: jwhetzel@co.augusta.va.us
Phone: 540-245-5610

Disclaimer:

Please be advised that this is a request for information only. This RFI does not constitute a request for proposal or a promise to issue an RFP in the future. This RFI is issued for the purposes of submittal of an application and potential approval of a VATI grant. This RFI and any responses to this RFI will be used in accordance with the 2020 VATI Program Guidelines and Criteria.

This RFI is neither a request nor a commitment by the County of Augusta, Virginia (the "County") to contract for any supply or service whatsoever. Furthermore, the County is not at this time seeking proposals and will not accept unsolicited proposals. Parties responding are advised that the County will not pay for any information or administrative costs incurred in response to this RFI; all costs associated with responding to this RFI will be solely at the interested party's expense.

ATTACHMENT A

(For a complete list of requirements, please review the Virginia Telecommunications Initiative (VATI) Grant 2020 Program Guidelines included in Attachment C.)

Required Information

Project Area

1. 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).

Project Need/Description

1. 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 (i.e. marketing) to be implemented to reach the identified potential customers within the project area. VATI reviewers will consider a grade up to 10 points for this information.
2. A statement whether the proposed project is targeting the “last mile,” “middle mile,” or “backbone” portion of the broadband infrastructure.
3. For wireless projects only: Please explain the ownership of the proposed wireless infrastructure. Will the wireless ISP own or lease the radio mast, tower, or other raised structure onto which the wireless infrastructure will be installed?
4. 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. VATI reviewers will consider a grade up to 25 points for this information.
5. 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.

Project Readiness

1. Describe the current state of project development (i.e. planning, preliminary engineering, final design, etc.)?
2. 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 (or no later than December 2020). VATI reviewers will consider a grade up to 25 points for this information.
3. Recommend the matching funds the ISP will offer to invest in the proposed project, with a similar match from the County. VATI funding cannot exceed 80% of total project cost. VATI reviewers will consider a grade up to 15 points for this information.
4. 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.

Project Budget and Cost Appropriateness

1. 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. VATI reviewers will consider a grade up to 10 points for this information.
2. A description of ISP's history or experience with managing grants and constructing broadband communications facilities in the Commonwealth of Virginia and elsewhere.

Commonwealth Priorities

1. Note if the project fits into a larger locality or regional universal broadband plan. VATI reviewers will consider a grade up to 15 points for this information.

Additional Information

1. Any other equitable factor that the ISP desires to include.

Optional Information

(County will assist with information based on proposed project area.)

Project Area

1. Within the proposed project area, provide a map and list of all existing providers (fixed and wireless), estimate of customers serviced by these providers and speeds of service provided. Provide a detailed explanation of how this information was compiled and the source(s). Attachment B includes provider data for the projects identified by the County. The County will assist with further vetting the customers serviced by a provider once projects are proposed.

Project Need/Description

1. Provide documentation that demonstrates 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. Attachment B includes provider and speed data for the projects identified by the County. The County will assist with further vetting the customers serviced by a provider once projects are proposed. VATI reviewers will consider a grade up to 15 points for this information.
2. In terms of number of residential serviceable units, describe population within the project area that will be served by the proposed project. Describe the basis for these projections. Attachment B notes the number of residential units within the project area, however, the County will assist with identifying the actual amount in an area that is proposed by a provider. VATI reviewers will consider a grade up to 35 points for this information.
3. Indicate the numbers of businesses and community anchor institutions the proposed project will pass in the project area. The County can assist with this information once a project area is proposed. VATI reviewers will consider a grade up to 15 points for this information.

Project Readiness

1. The County as applicant will assist the ISP as co-applicant with a description of the public-private partnership involved in the project. VATI reviewers will consider a grade up to 10 points for this information.

Project Budget and Cost Appropriateness

1. A cost benefit index will be calculated based on the state's share of the project, cost per unit passed and internet speed. See page 13 of Attachment C for details. VATI reviewers will consider a grade up to 30 points for this information.

Additional Information

1. The County has an open internet survey of which responses can be summarized for any proposed project area for inclusion in the grant application.
2. The County and local school system are surveying school households to gather information for the grant application.

ATTACHMENT B

The following information details efforts by the County to identify four areas in need of improved internet services. The information will also assist in writing a grant application.

Identified Areas

- Area 1 – Fort Defiance Area (west of Rt. 11 in northern part of County)
- Area 2 – Morris Mill Road Area (west of City of Staunton)
- Area 3 – Spottswood Area (south central portion of County)
- Area 4 – Barrenridge Area (north of Fishersville)

Maps

- Survey data noting Location category (page 8)
- Survey data noting No internet at location (page 9)
- Survey data noting Satisfaction of current service (page 10)
- Survey data noting Type of internet service (page 11)
- County map noting four project areas (page 12)
- Project Area maps that identify (pages 13-16):
 - Residential points within the project area.
 - Survey responses noting: no internet service, dissatisfaction with service and business points. Business includes home based business, agricultural operations, and individuals that work from home.
 - Census blocks.

Provider and Speed Data (pages 17-51)

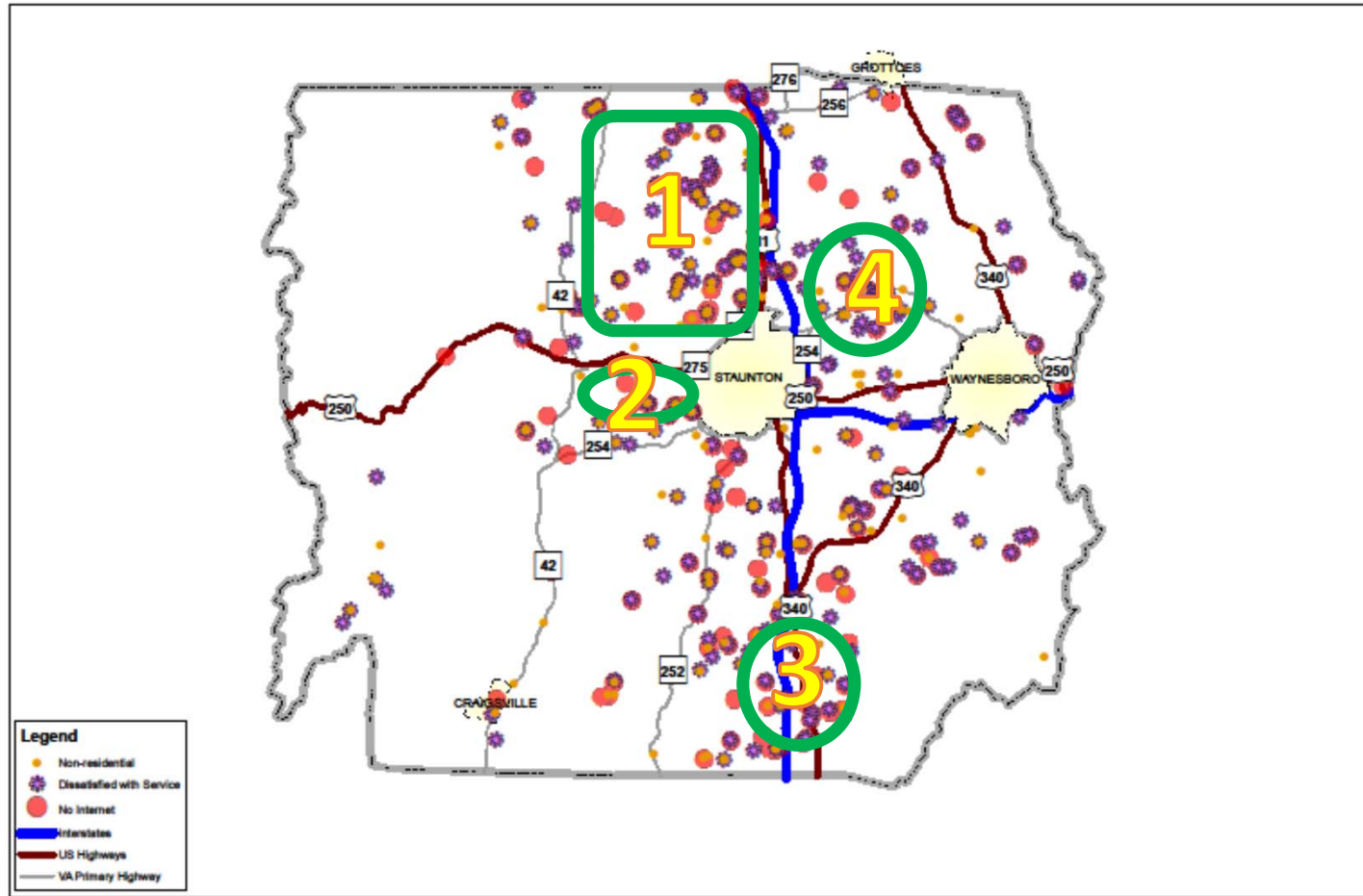
The County has attempted to identify providers and speed within each project area through the use of Federal Communications Commission (FCC) data. As providers know the detail of where their service begins and ends, they can select a project based on their network. The County's data will be useful in preparing the grant application. The County will assist with further vetting what customers are serviced by what provider once projects are proposed. Please reference the attached spreadsheets for a list of providers within each area and the speeds that they report to the FCC.

Residential Units

The grant application is interested in the number of residential units passed. Tentatively, the number of units per project area are:

- Area 1 – Fort Defiance Area 3,029
- Area 2 – Morris Mill Road Area 708
- Area 3 – Spottswood Area 871
- Area 4 – Barrenridge Area 479

The County will assist with identifying the actual amount of residential units in an area that is proposed by a provider.



June 11, 2019 Broadband Survey
Non-Residential, Dissatisfied, and No Internet responses.



A G E N D A

Votes

REGULAR MEETING OF THE AUGUSTA COUNTY BOARD OF SUPERVISORS

WEDNESDAY, AUGUST 28, 2019, at 7:00 p.m.

Board Meeting Room, Government Center, Verona, VA

ITEM NO.	DESCRIPTION
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7:00 P.M. PLEDGE OF ALLEGIANCE

INVOCATION - Public participation is optional; those who wish to join the Board of Supervisors in prayer are asked to remain standing after the Pledge.

PUBLIC HEARING:

8-11 MARTIN AND LINDA LIGHTSEY REZONING

Table 1A-6
Deny 7-0

Consider a request to rezone from General Agriculture to Rural Residential approximately 21.23 acres (TMP 046-5B (portion) and 045-98A) owned by Martin F. or Linda C. Lightsey located on the west side of Spring Hill Road (Rt. 613), approximately 0.4 miles north of the intersection of Berry Farm Road (Rt. 626) and Spring Hill Road (Rt. 613) in Staunton in the Pastures District. The Planning Commission recommends denial.

(END OF PUBLIC HEARINGS)

8-12 MATTERS TO BE PRESENTED BY THE PUBLIC

11 speakers

8-13 BRIDGEWATER RETIREMENT NEEDS ASSESSMENT

Presentation by Rodney Alderfer.

8-14 VACo ACHIEVEMENT AWARD

Trails @ Mill Place

Presentation by Chris McDonald, VACo Director of Government Relations.

8-15 VALLEY COMMUNITY SERVICES BOARD PERFORMANCE CONTRACT

6-0-1
abstain
ms

Consider the Valley Community Services Board FY2019-20 Performance Agreement Contract renewal.

8-16 INFRASTRUCTURE ACCOUNT STATUS

7-0

Consider Additions/Deletions to Infrastructure and Recreation Capital Accounts

8-17 BROADBAND GRANT

7-0

Consider the VATI 2020 grant application and local match.

\$194,583

17.5% match for VATI 2020
for 3 projects in application

8-18

WAIVERS

8-19

MATTERS TO BE PRESENTED BY THE BOARD

8-20

MATTERS TO BE PRESENTED BY STAFF

8-21

CLOSED SESSION

7-0 Propane canon 15.2-918 Ord Cmt review

7-0 North River Infrastructure
Road improvements 1/2 = \$22,000
80000-8013 North River School

7-0 Manufactured Home - Ord Cmt review

B+C Appts:

Jeff Newton, Blue Ridge Criminal Justice Bd.

Broadband Grant (VATI 2020)

August 26, 2019

Timeline

- August 5 – Proposals Due
- August 6 – DHCD Public notice due
- September 3 – Application due
- October 9 – Challenge process deadline
- November 11 – Applicant response to challenge deadline
- December 2019 – Governor’s announcement of awards
- December 2020 – Construction deadline

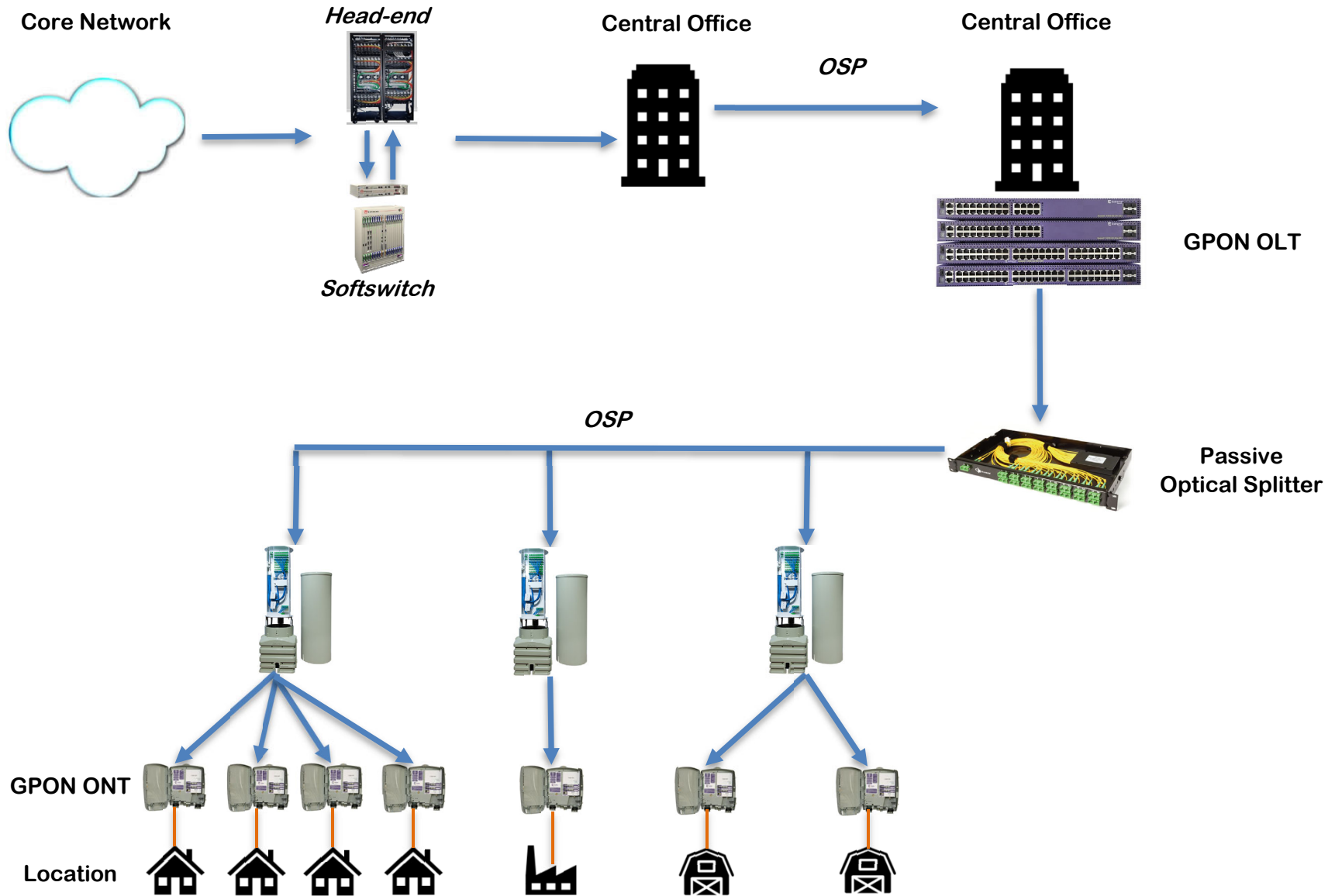
Committee/Sub-Committee outcomes

- Information Management & Analysis (Henderson/Lawhorne) June 14
 - Potential project areas
- Operations (Journell/Miller/Thornton) June 25, Aug 20
 - Narrowed strategy in potential project areas – Non-residential, dissatisfied, or no internet
 - Ideas for grant narrative

Proposal

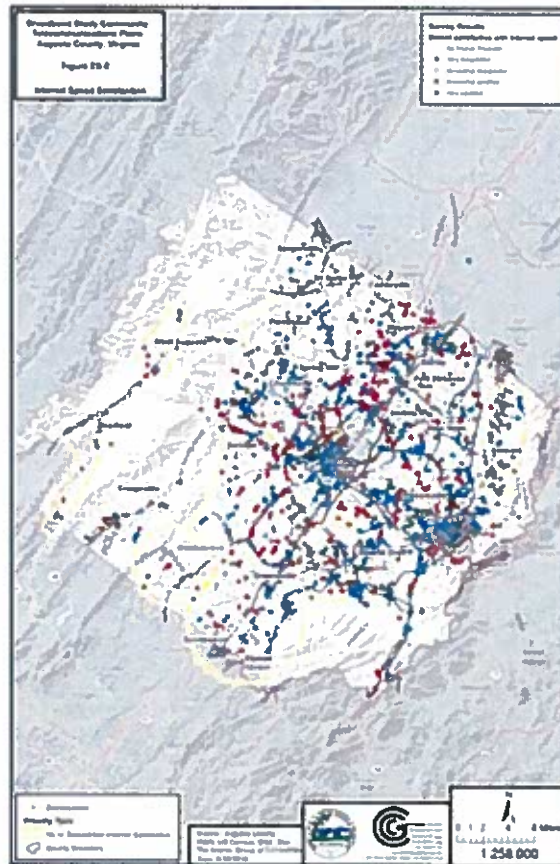
- MGW Networks
- 4 potential project areas:
 - Deerfield South (195 properties passed, \$379,525 budget)
 - Deerfield North (233 properties passed, \$416,565 budget)
 - Middlebrook (120 properties passed, \$315,815 budget)
 - Area 2 of RFI, Morris Mill Area
- Vetted projects against grading criteria, proceed with Deerfield South, North and Middlebrook
- Visit Deerfield area to vet other providers present
- Local Match - see pdf spreadsheet BOS consider August 28

Fiber Network Architecture





County of Augusta, VA Community Broadband Telecommunications Strategic Plan September 30, 2016



**Submitted by the Augusta County Internet Initiative Project Management Team
Assisted by:**



The Telecommunications Division of



In Association with



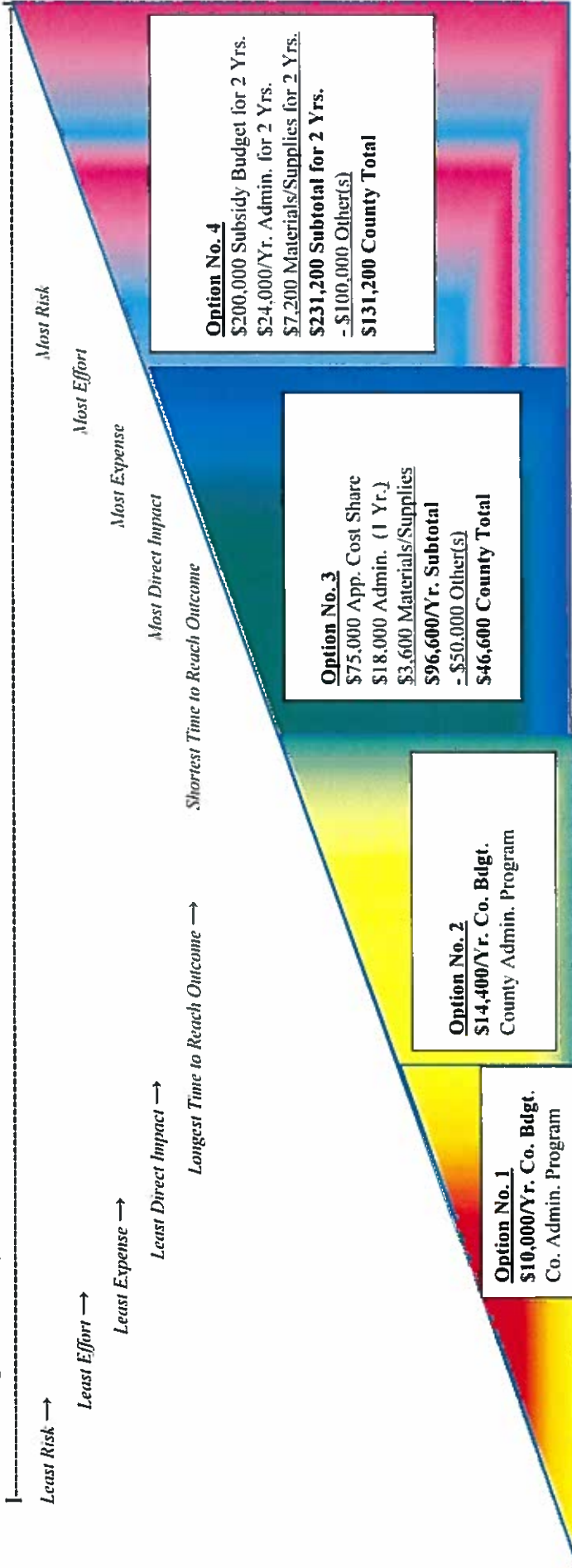
Dewberry

Consulting Gateway Corporation

"Your Portal for Engineering, Consulting, IT and Management Services"



ES3.5b Augusta County, VA Menu of Solution Options



Market Existing and Potential Sites	Augusta Internet Initiative CAP	Network Extension Funding PPP	CPE/Last Mile Cost Subsidy
<i>Marketing Sites & Other Assets</i>	<i>Communication Assistance Program</i>	<i>Get Middle/Last Mile Where Not Existing</i>	<i>Assisting Connecting Customers</i>
<i>Promote/Seek Interest from Service Providers</i>	<i>Linison Between Customer & Provider</i>	<i>DSL/DSL4, Wireless, Fiber Extension</i>	<i>Cost Subsidy for Eligible Applicants</i>
1. Hire Consultant for Assistance/Negotiations	1. Take & Investigate Service Claims	1. Aggregate Demand	2. Discuss Funding w/VA, ARC, etc.
2. Develop Marketing Portfolio of Assets	3. Work w/Provider on Solution	2. Encourage to Extend Middle/Last Mile	2. Establish Eligibility Criteria
3 Hire tower broker-solicit interest from Providers	1. Work with Customer on Contract	3. Define Scope & Return on Investment	3. Verify Creditability of Cost
4. Determine what role if any County would play	5. Assess Price Fairness	4. Cost Share Funding Applications	4. Determine Provider Share
5. Prepare RFP to incorporate provisions	2. Recommend Eligibility for Other Solutions	5. Plan for Future Technology	5. Determine Customer Share
6. Solicit/Award RFP	3. Secure Commitments from all Parties	6. Evaluate Formal vs. Informal PPP	6. Design Refunding Formula
7. Administer Arrangement	8. Provide Assistance with Other Solutions	7. Ensure Commitment for Muni \$	7. Administer Program
Project Management Team	County/Proj. Mgmt. Team	Co./Proj. Mgmt. Team	Co./Proj. Mgmt. Team



Augusta County, Virginia

Wireless Facilities Telecommunications Analysis For Wireless Voice and Broadband Services

Prepared by



6260 Pine Slash Road

Mechanicsville, Virginia 23116

August 6, 2012

Potential Communications Tower Development Areas

Table #2

PCTDA	Name	Latitude	Longitude	AGL.
1	West Augusta	38-16-34.5	79-18-22	195'
2	Marble Valley	38-7-55.0	79-25-32.5	195'
3	Summerdean	38-4-29.0	79-15-24.2	195'
4	Middlebrook	38-3-2.8	79-12-52	195'
5	Deerfield	38-8-3.9	79-25-26.2	285'
6	Stokesville	38-21-6	79-8-52	195'
7	Todd Lake Rec.	38-21-53.2	79-12-25.7	195'
8	Camp May Flather	38-21-57.1	79-9-51.8	195'
9	Stribling Springs	38-18-26.3	79-10-31.2	195'
10	Parnassus	38-17-39.4	79-07-5.1	195'
11	Moscow	38-19-12.5	79-5-33.7	195'
12	Spring Hill	38-15-27	79-2-56.8	195'
13	Roman Road	38-16-58.1	79-00-52.9	195'
14	Centerville	38-20-22.1	79-00-9.3	195'
15	Arbor Hill	38-6-11.5	79-9-29.4	195'
16	Sherando	37-56-34.8	78-57-48.1	195'
17	Crimora	38-10-22.7	78-50-50.5	195'
18	New Hope	38-11-57.3	78-54-11.3	195'
19	Steeles Tavern	37-55-34.7	79-11-53.7	195'
20	Stoney Creek	37-59-11.8	79-6-57.4	195'
21	Rivermont /Lake Road	38-0-27.8	79-1-38.4	195'

Any proposal to construct a new tower in one of the twenty-one (21) PCTDAs is not exempted from being processed through the normal County Zoning review process. The purpose of this review is to ensure conformance with applicable ordinances and standards. The basic steps and information required in order to process an application for new tower construction is described below.