

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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Application ID: 64507312019161718  
Application Status: In Progress - DHCD  
Program Name: Virginia Telecommunications Initiative 2020  
Organization Name: Prince George County  
Organization Address: 6602 Courts Drive  
Prince George, VA 23875-2503  
Profile Manager Name: Jeffrey Stoke  
Profile Manager Phone: (804) 722-8612  
Profile Manager Email: jstoke@princegeorgeva.org

Project Name: Prince George County Ruralband project 2020  
Project Contact Name: Jeffrey Stoke  
Project Contact Phone: (804) 722-8612  
Project Contact Email: jstoke@princegeorgecountyva.gov  
Project Location: 6602 Courts Drive  
Prince George, VA 23875-2503  
Project Service Area: Prince George County, Surry County, Sussex County

Total Requested Amount: \$560,000.00

Required Annual Audit Status: No Current Audits Found

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$560,000.00	\$560,000.00	\$1,120,000.00
Construction	\$560,000.00	\$560,000.00	\$1,120,000.00
Total:	\$560,000.00	\$560,000.00	\$1,120,000.00

## Budget Narrative:

Construct fiber to the home (FTTH) at 315 locations in Burrowsville (90) and Carson (225) in Prince George County, VA. 50% from State VATI grant and 50% from Prince George County (cash).

## 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:

The two areas selected in Prince George County are Burrowsville and Carson. The Burrowsville/Spring Grove area average download speed is 7.34 mbps. This is 87.8% slower than the average in Virginia and 505.4% slower than the national average. The Carson area average download speed is 3.12 mbps. This is 94.8% slower than the average in Virginia and 1,324.4% slower than the national average. (source: broadbandnow.com) The two areas were selected due to their poor coverage and speed for internet services.

Attachment 1 will be submitted by Prince George Electric Cooperative (PGE) separately requesting the FOIA-exempt designation.

### 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:

The number one complaint to Prince George County government from citizens is lack of internet to the home/business. Over 60% of all businesses registered in Prince George County are home-based businesses. Prince George County released an invitation to bid for wireless ISP's to enter our community on County-owned towers, zero (0) responses were received. Verizon FiOS has refused to expand to Prince George County. Comcast

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Prince George County

Prince George County Ruralband project 2020

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for 10 years has refused to expand coverage of coaxial cable to provide both television and internet to residents. It would be nice if internet coverage was available, but state and federal coverage maps are grossly inaccurate and overstate actual coverage. The maps are so bad that the US Congress in May 2019 introduced the Broadband Data Improvement Act of 2019 introduced by US Senators Shelley Moore Capito (R-W.Va.), Brian Schatz (D-Hawi'i) Jerry Moran (R-Kansas) and Jon Tester (D-Montana) to correctly identify broadband coverage in map form. All internet providers Prince George County has spoken to refuse to share coverage maps. The lack of transparency inhibits the ability to provide service to truly needy internet areas.

Attachment 2 from Virginia Broadband mapping

Attachment 3 CAF Funding Areas in Prince George County, VA

### 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:

The two areas selected in Prince George County are Burrowsville and Carson. The Burrowsville/Spring Grove area average download speed is 7.34 mbps. This is 87.8% slower than the average in Virginia and 505.4% slower than the national average. The Carson area average download speed is 3.12 mbps. This is 94.8% slower than the average in Virginia and 1,324.4% slower than the national average. (source: broadbandnow.com) The two areas were selected due to their poor coverage and speed for internet services.

Attachment 4 - Broadbandnow.com document (weblink) showing Burrowsville and Carson internet deficiencies.

### 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:

PGEC Enterprises, LLC dba Ruralband to provide 315 residential fiber to the home connections in Burrowsville and Carson. These are homes that are not currently served by broadband internet.

### 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:

The project will pass by the Burrowsville Community Center, Burrowsville Fire Department, Martin's Brandon Church, Carson Public Library, The Bank of Southside Virginia, Carson Fire Department and 315 residential locations. Fourteen small businesses are along the proposed fiber route.

### 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:

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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The current take rate projection is 35%. Marketing outreach includes: direct mail campaign, community meetings, outreach through the Ruralband sales department advertising and marketing through social media and traditional media.

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 - this is a fiber to the home project.

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:

50 Mbps \$74/per month: Up to 50 Mbps download / 50 Mbps upload  
100 Mbps \$99/per month: Up to 100 Mbps download / 100 Mbps upload  
1 Gbps \$179/per month: Up to 1 Gbps download / 1 Gbps upload  
All on a new fiber network.

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:

Advantages - Experts at the FTTH Council say fiber-to-the-home connections are the only technology with enough bandwidth to handle projected consumer demands during the next decade reliably and cost effectively. The technology is already, affordable, as businesses around the world are demonstrating by getting into the business as they speculate on consumer demand.

Fiber has a virtually unlimited bandwidth coupled with a long reach, making it "future safe," or a standard medium that will be in place for a long time to come [source: ICT Regulation Toolkit].

The greatly enhanced bandwidth, however, costs about the same as current technologies. According to the FTTH Council, cable companies spent about \$84 billion to wire households a decade ago, but it costs even less in today's dollars to wire those houses with FTTH technology.

FTTH will be able to handle even the futuristic Internet uses some experts see coming. Technologies such as 3D holographic high definition television and games will someday be everyday items in households around the world. FTTH will be able to handle the estimated 30-gigabyte-per-second needs of such equipment. Current technologies can't come close.

Attachment 5 - PGEC provided

10. Project Readiness

What is the current state of project development (e.g. planning, preliminary engineering, identifying

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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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:

Phase I (over 517 fiber-to-the-home connections) has been completed.

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:

\$560,000 Prince George County cash via taxable bond issuance, no restriction from IDA to PGEC Enterprises, LLC dba Ruralband (Total proposed project is \$1,120,000.)

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:

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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Some details of the agreement

Parties to the agreement:

COUNTY OF PRINCE GEORGE, VIRGINIA

PGEC ENTERPRISES, LLC dba RURALBAND

INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF PRINCE GEORGE

Request for grant:

Prince George Electric Cooperative (PGEC) has established a Fiber-To-The-Home (FTTH) pilot project on West Quaker Road and Prince George Drive to test the business model for providing residential/commercial broadband service. The next step would be extending the service in phases throughout the County. The fiber subsidiary created by PGEC, PGEC Enterprises, LLC, is undercapitalized in order to build FTTH connections in the rural community due to the distances between homes/businesses. PGEC Enterprises, LLC is requesting a grant from the Authority to help cover the overhead costs for this project.

Grant path:

The Prince George County Board of Supervisors would allocate \$560,000 from taxable bond proceeds to the Prince George County Industrial Development Authority. The Authority would establish a Broadband Expansion Grant in the amount of \$560,000 and enter into a contract with the County and PGECE to award the funds.

Term of agreement: one (1) year - 2020.

Connections:

Phase I will include 315 new subscriber connections from execution of agreement. Pilot project homes do not count towards 500 goal. PGECE may continue connections beyond 315 at any time. Customers shall be within 1,000 feet of a VDOT road.

Speed:

At a minimum, 25 Mbps download and 3 Mbps upload. PGECE shall ensure that there is no degrading of broadband service to customers during the term of this Agreement. System will use fiber optic cable. There will be no limit on data usage.

Clawback:

PGECE will return to the Authority \$3,555/connection for each connection not completed, under the 315 subscription target, after four years.

Broadband plan:

Within sixty (60) days of the execution of this agreement, PGECE shall provide to the Authority a broadband installation plan for installation of the Fiber Backbone, in substantial conformity with the proposed map. The broadband installation plan shall include, but not be limited to, the locations where PGECE proposes to install broadband infrastructure, the types of materials proposed to be used, and the capacity and lifespan of the materials.

Reporting:

PGECE shall provide documentation to the County and the Authority verifying new subscribers to broadband service with a minimum of one-year subscriptions each.

Sale of PGECE:

In the event of a sale or assignment of PGEC Enterprises, LLC to any person, firm or corporation prior to PGECE's fulfillment of its obligations under the terms of this agreement, such sale or assignment shall be made expressly subject to all terms of this agreement.

Community Service Commitments:

PGECE will construct and make available fiber optic cable connections to all public structures and facilities owned or operated by the County that are within one thousand (1,000) feet of Fiber Backbone including, but not limited to schools, libraries, parks and recreation facilities, fire stations, and wireless communications towers. Internet service charges for these facilities shall be at the commercial rate.

13. Identify key individuals, including name and title, who will be responsible for the management of the project.

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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Provide a concise description of their role and responsibilities for the project. Present this information in table format.

Answer:

Casey Logan, CEO, Prince George Electric Cooperative - Will coordinate the implementation and construction of the fiber to the home system.

Robert Hall, CFO, Prince George Electric Cooperative - Will handle the financial portion of the project.

Jeffrey Stoke, Deputy County Administrator, Prince George County - Will transfer the County matching funds from the County to the IDA to Ruralband.

## 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:

PGEC Robert Hall

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:

a. Requesting \$560,000 from the State / Total project cost is \$1,120,000. (Prince George County providing 50% cash match at \$560,000)

b. 315 fiber to the home (business) connections

c. Up to 1 Gbps upload and 1 Gbps download

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:

Phase I of this FTTH broadband project was completed two years ahead of schedule. Over 500 connections to homes, businesses and community buildings within Prince George County. Not only is this method wildly successful, but the team has not changed and it's getting better and faster at the construction and implementation. Our goal is 100% connections of FTTH by 2025 in PGEC electric territory in our County.

# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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## 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:

We are actually connecting rural homes with fiber where Comcast, Verizon and others refuse to do so.

## 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:

## Attachments:

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

ExistingBroadbandmapPG829201940032.docx

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

PGECCAFmaps2019829201951726.pdf

Documentation that proposed project area is unserved based on VATI criteria

BroadbandnowcomBurrowsville829201941111.pdf



# Application to DHCD Submitted through CAMS

Prince George County

Prince George County Ruralband project 2020

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## Project Management Plan

PrinceGeorgeCountyVATITimeline830201985326.xlsx

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

FINALsignbroadbandagreementJune162017829201944058.pdf

## Letters of Support

PGECBroadbandinthebeginningJune2018Media829201952116.docx

## Funding Sources Table

VATIFundingSourcesTablePG830201990347.docx

## Derivation of Cost (Project Budget)

PrinceGeorgeCountyinvestmentcostandbudget829201952208.docx

## Copy of Public Notice

VATIPUBLICCOMMENTNOTICE2019PrinceGeorgeCounty89201925304.docx

## Optional

BroadbandnowcomCarson830201990444.pdf

## Optional

GrantResumeLogan829201931744.docx

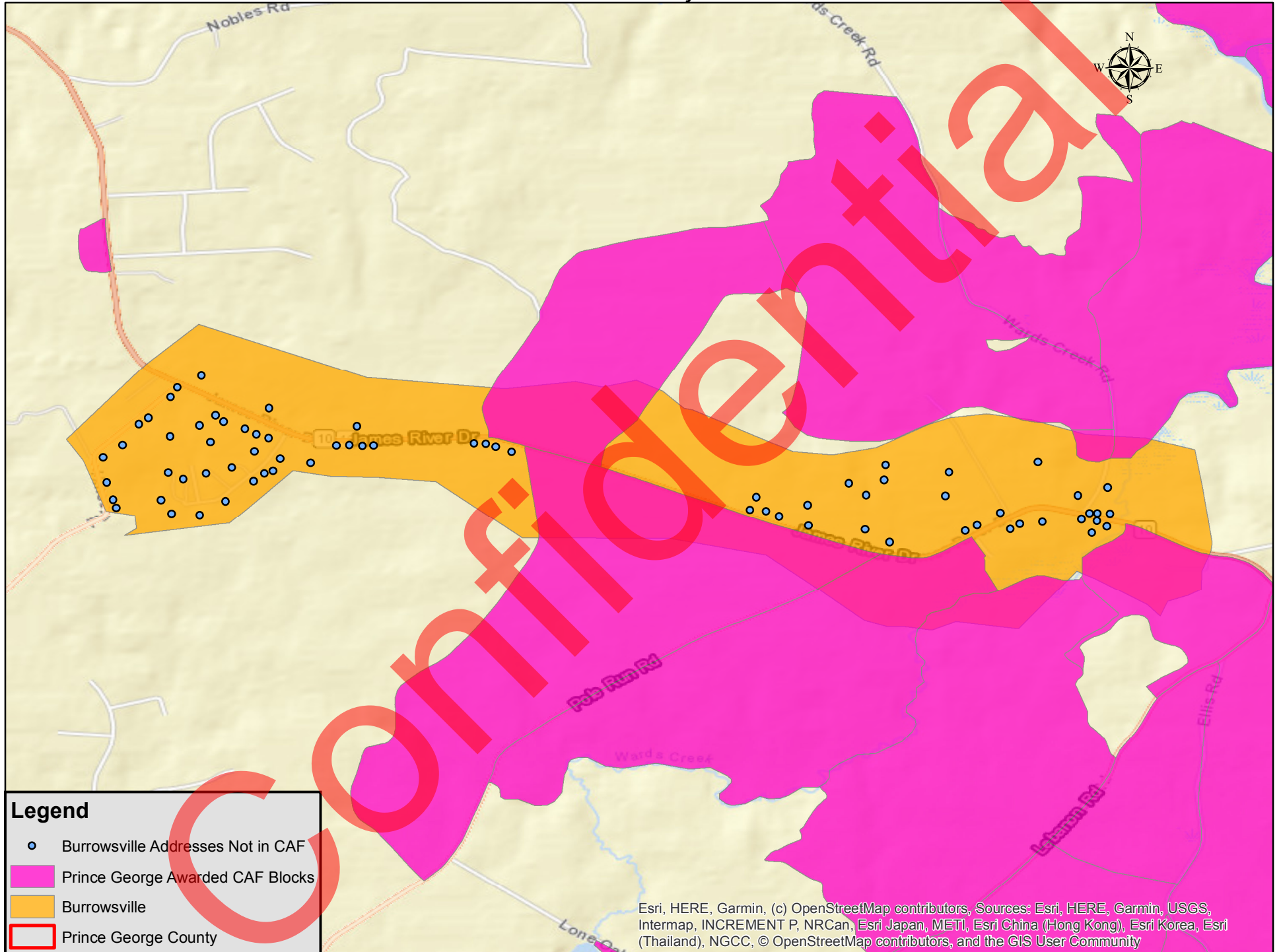
## Optional

GrantResumeHall829201931753.docx

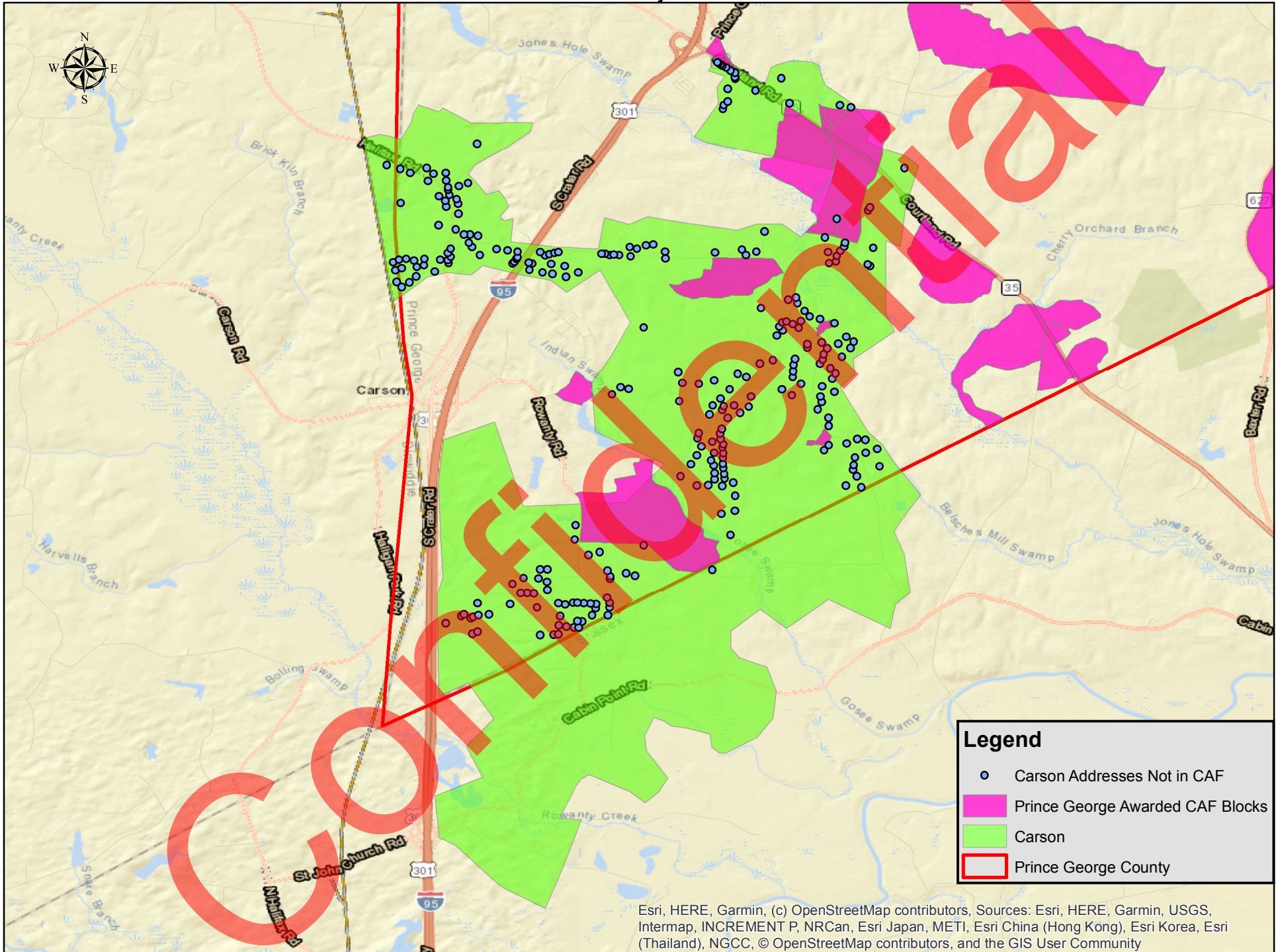
## Notes:

Prince George County, Virginia takes objection to the fact that Verizon and Comcast do not have to share their information with us. But, in order to go into rural Virginia with state grant funding, where the major telecommunication providers do not serve, our project is expected to publicly display our information and mapping. This leads to an unbalanced competitive environment where creative solutions to actually serve rural citizens are threatened by large corporate interests.

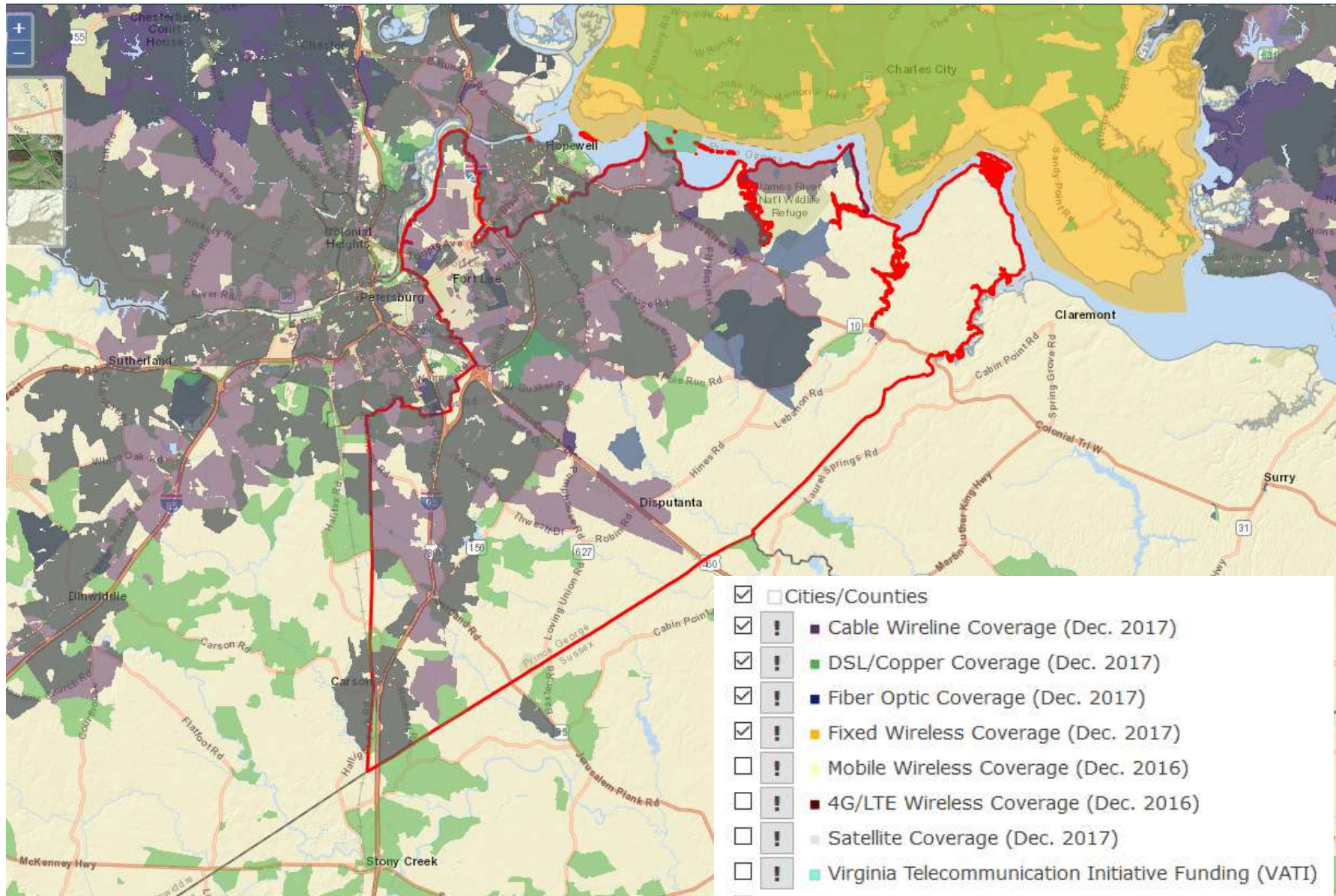
# Burrowsville Project Area



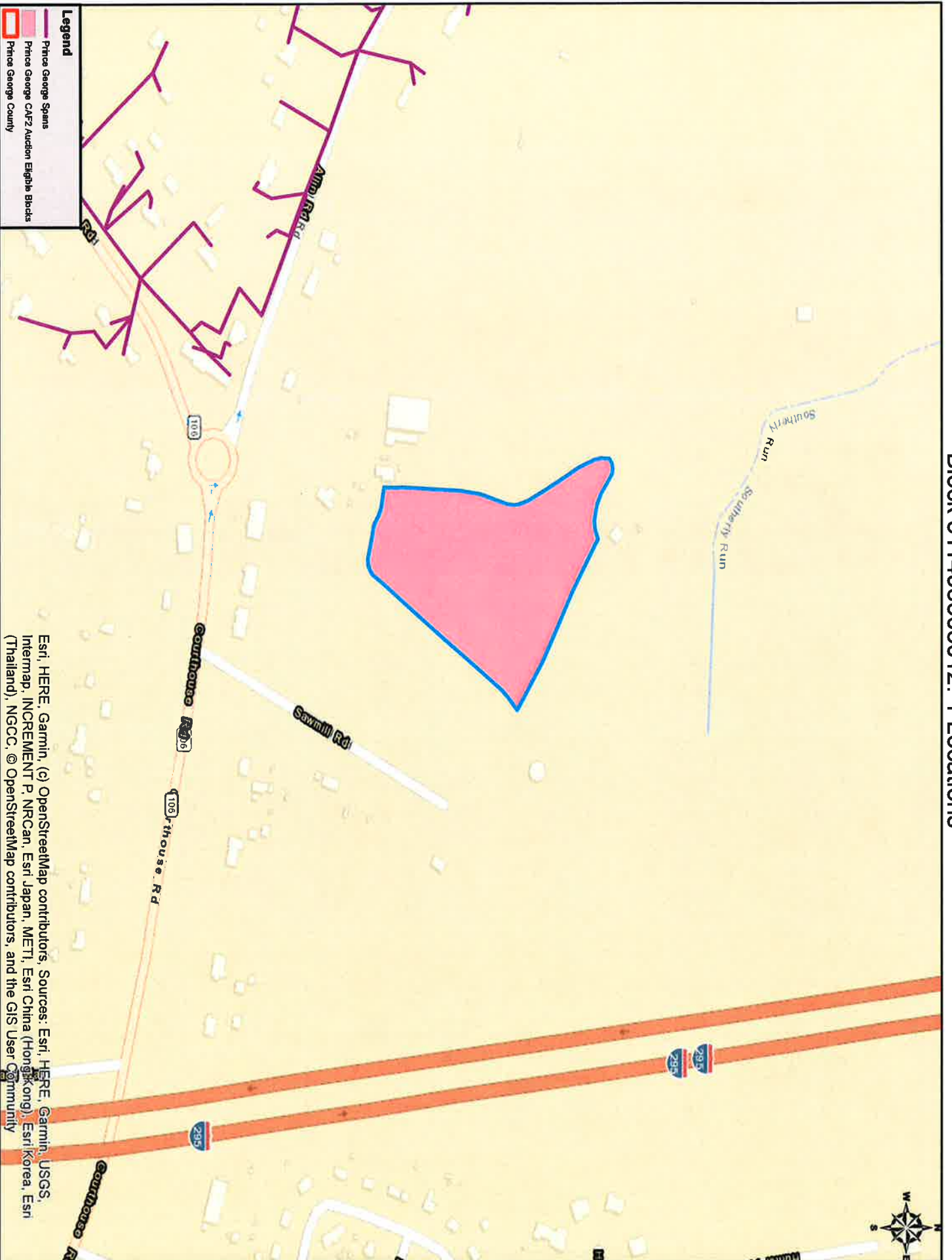
# Carson Project Area



# Virginia Broadband Availability Map and Integrated Broadband Planning and Analysis Toolbox

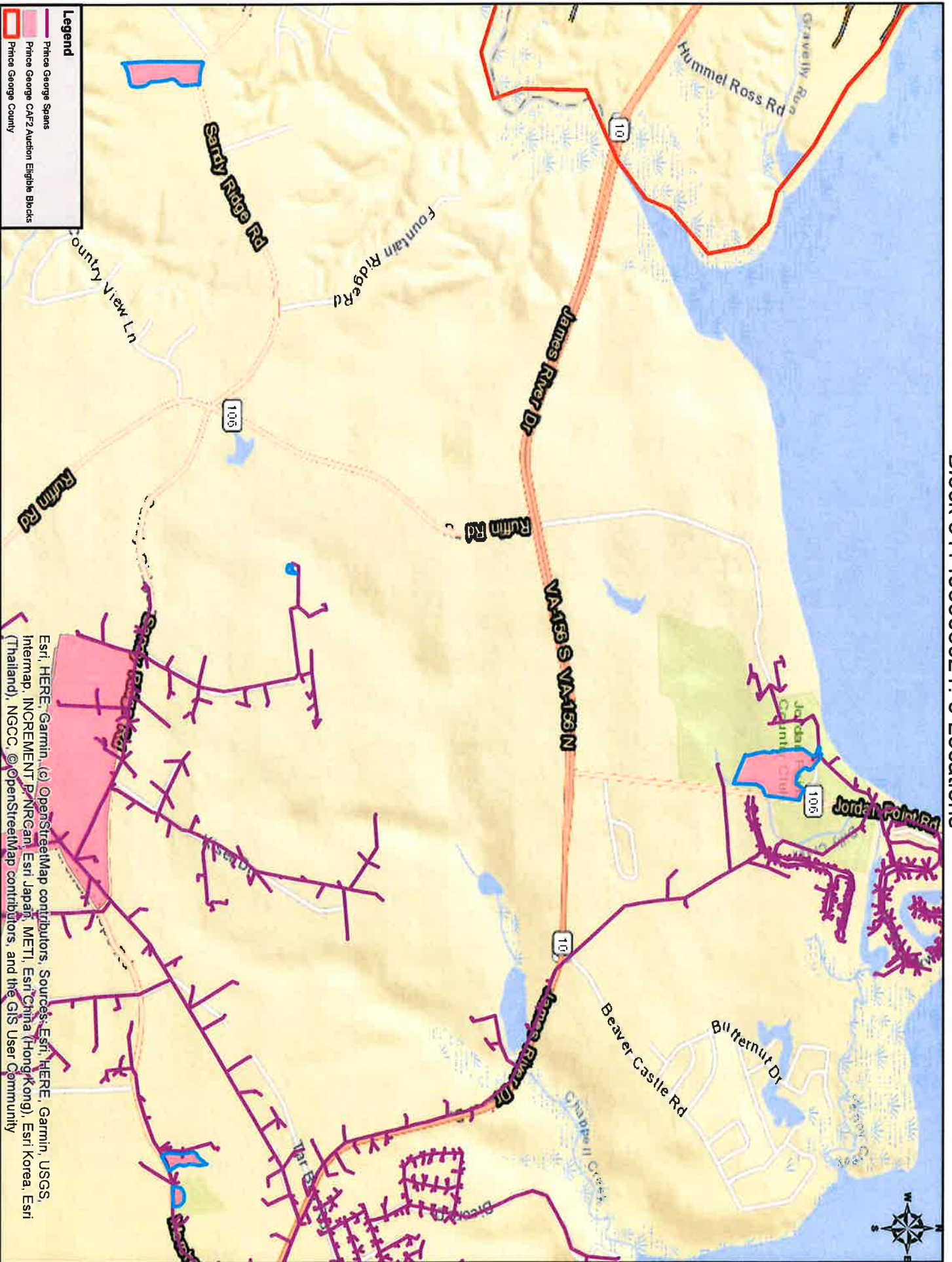


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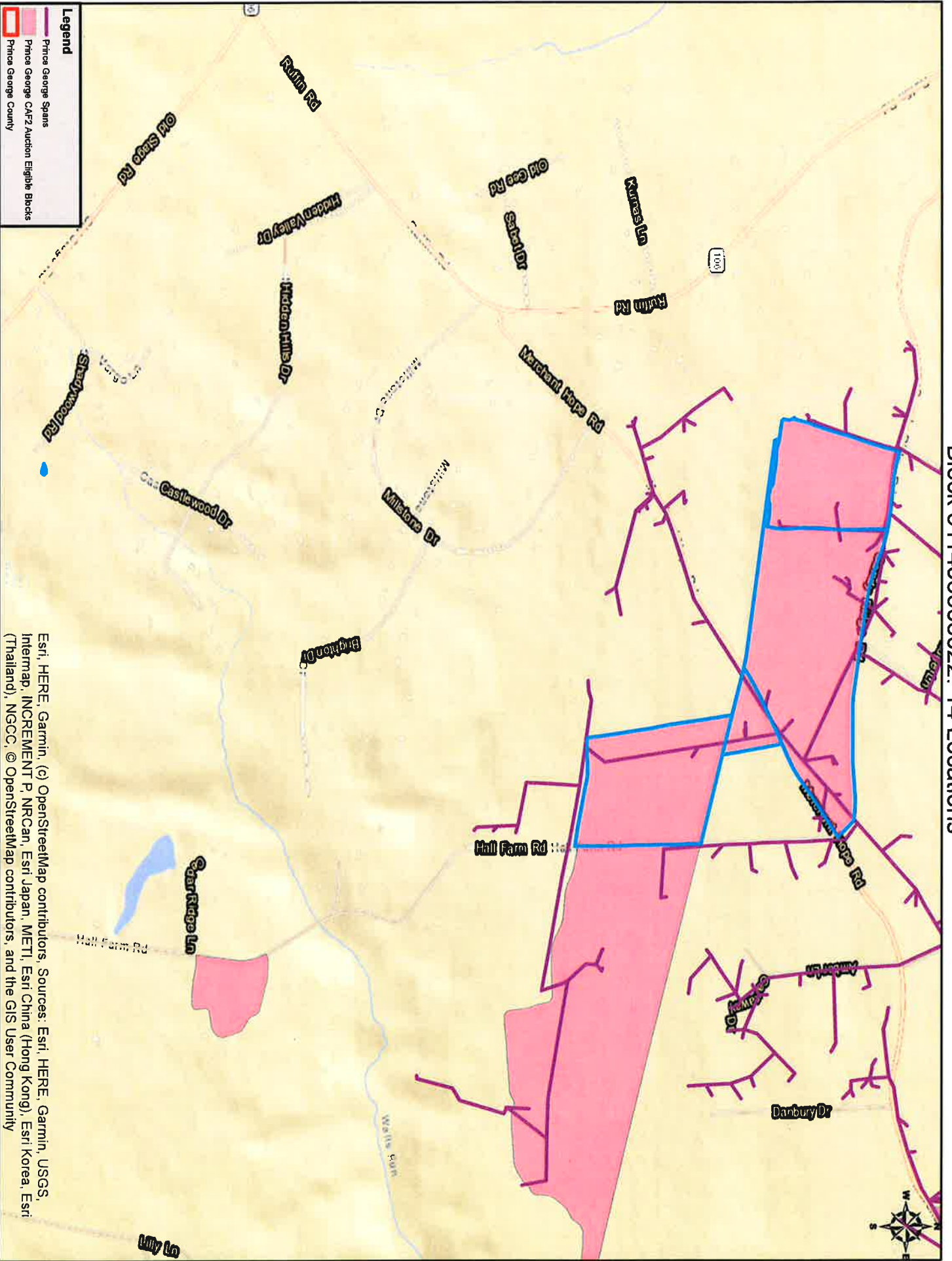
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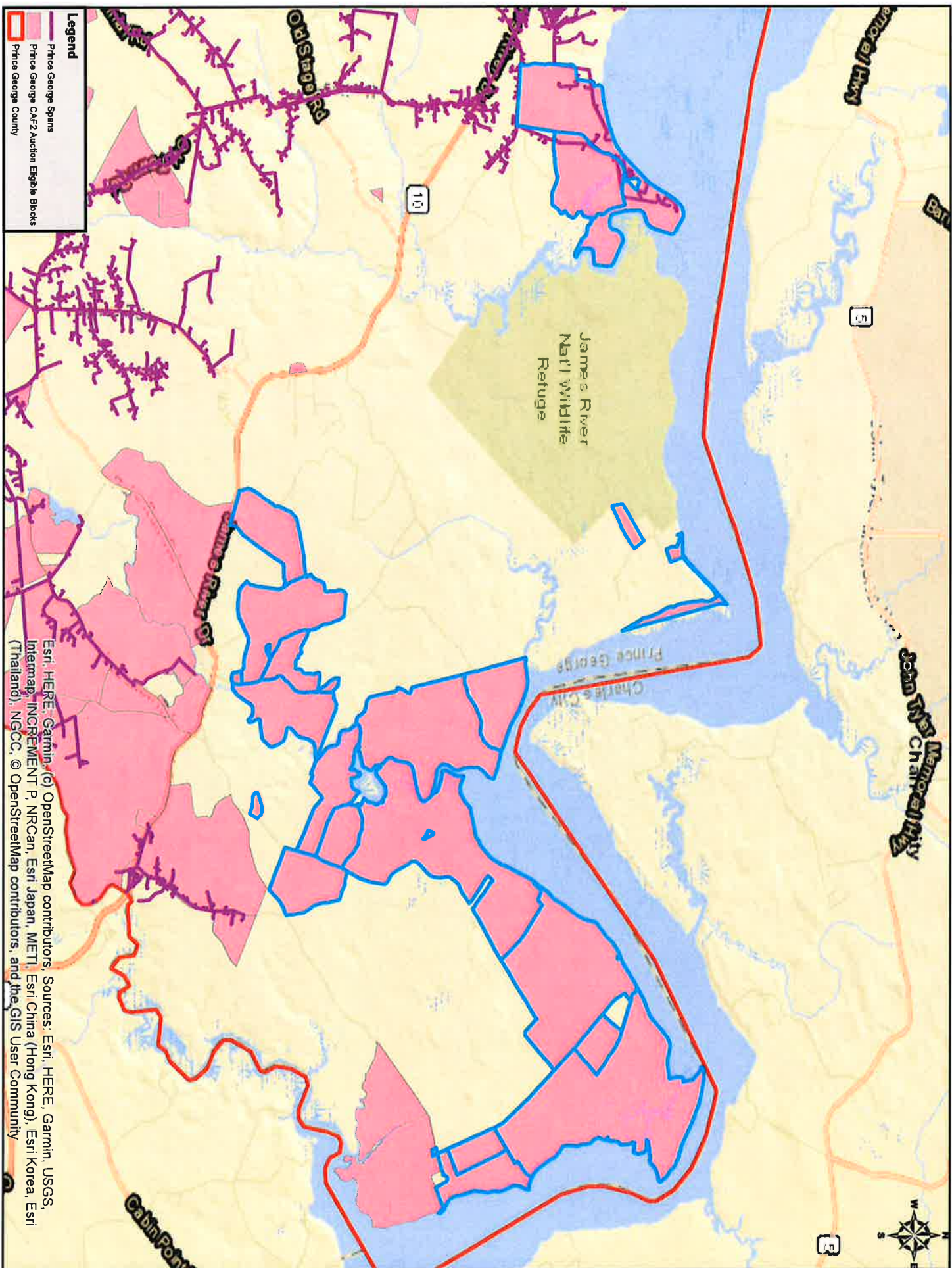
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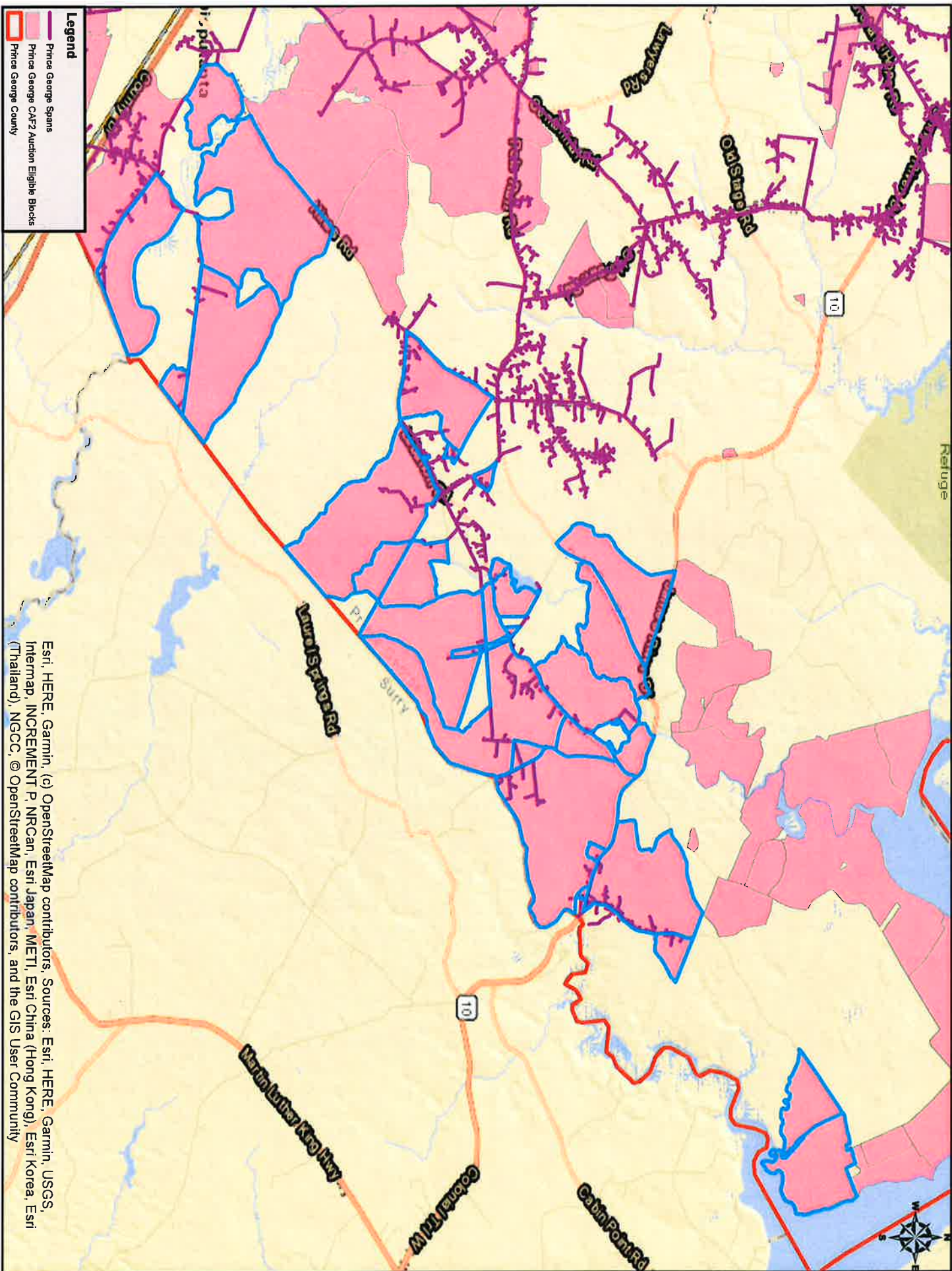
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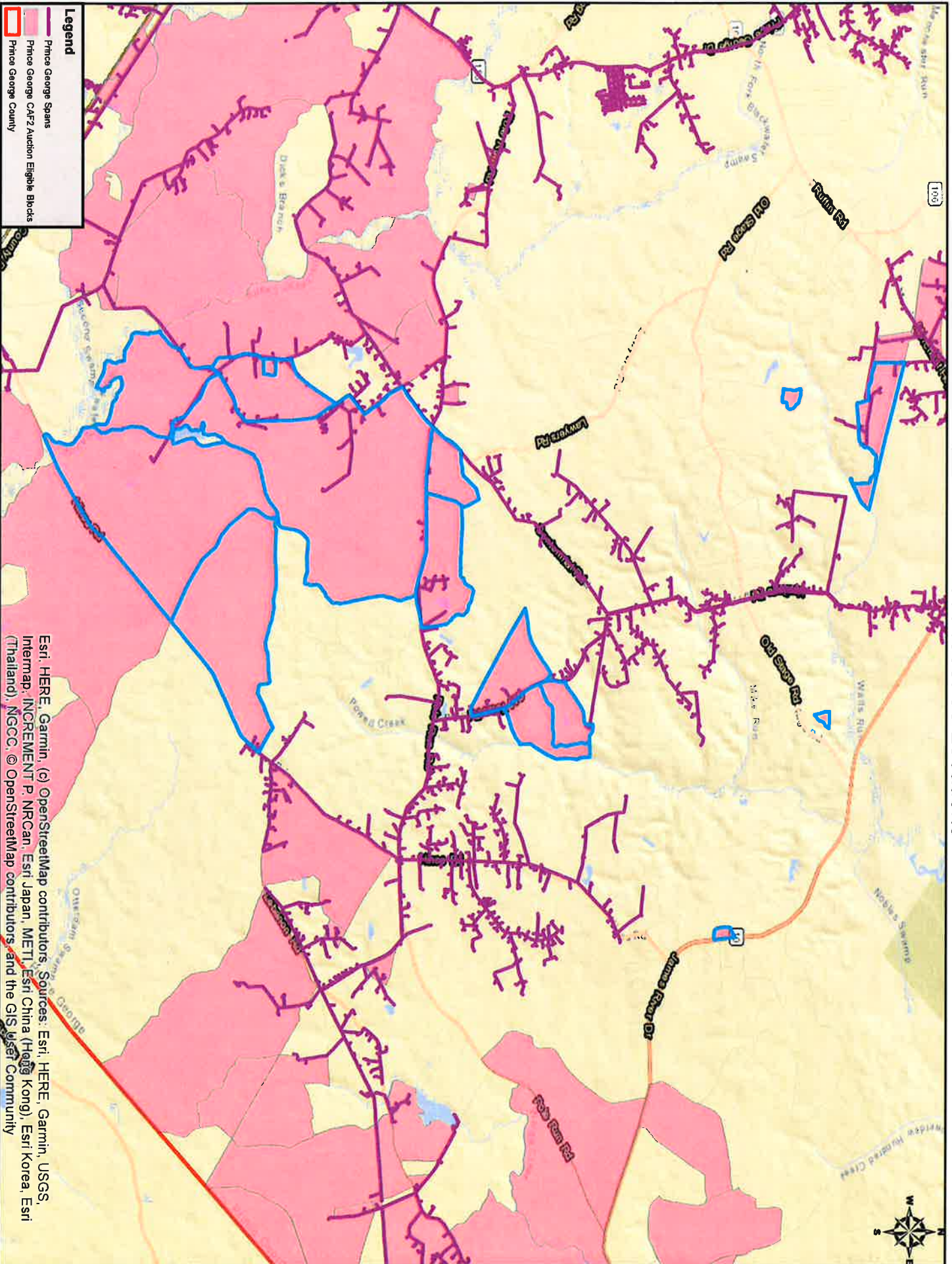




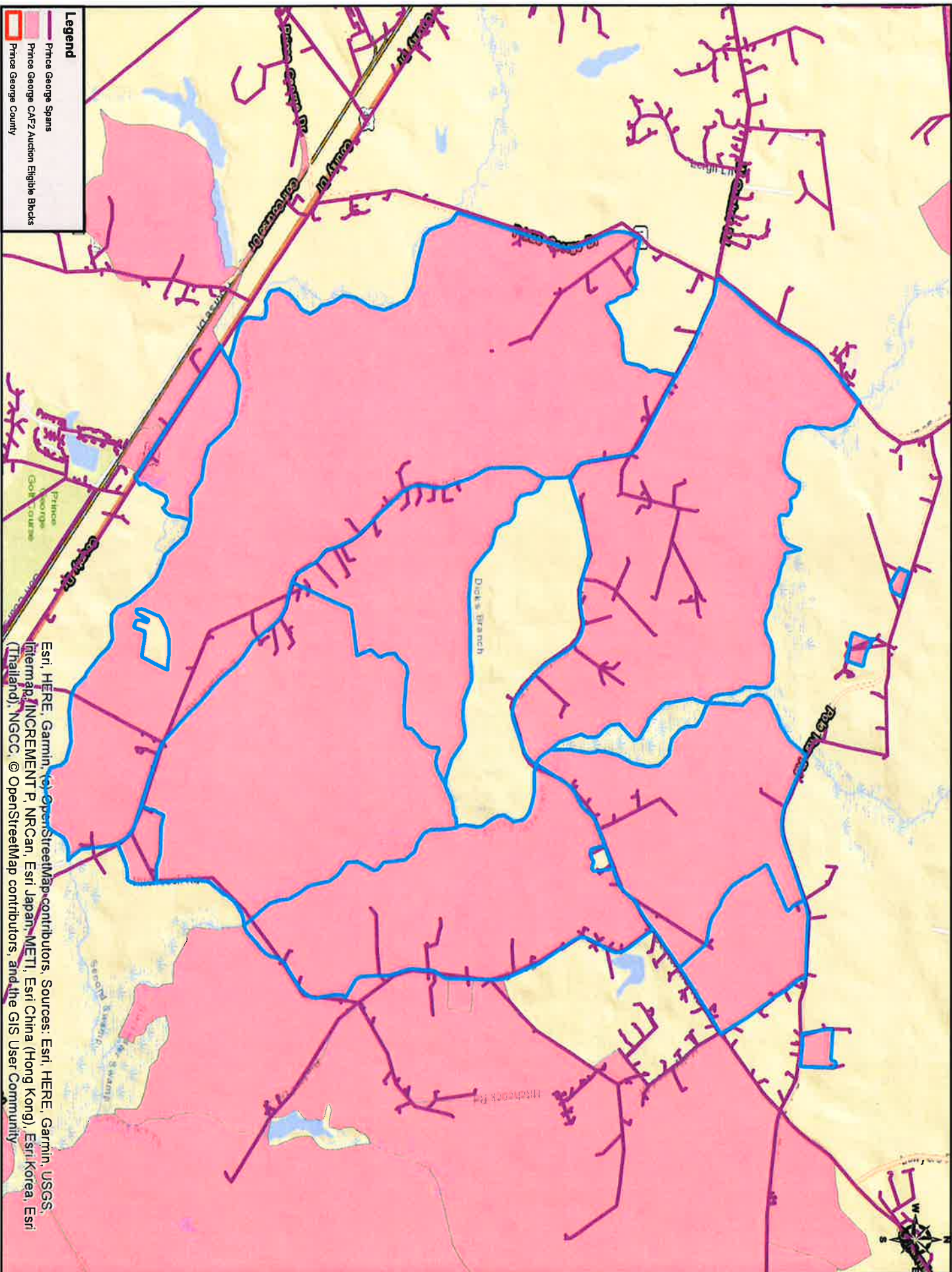
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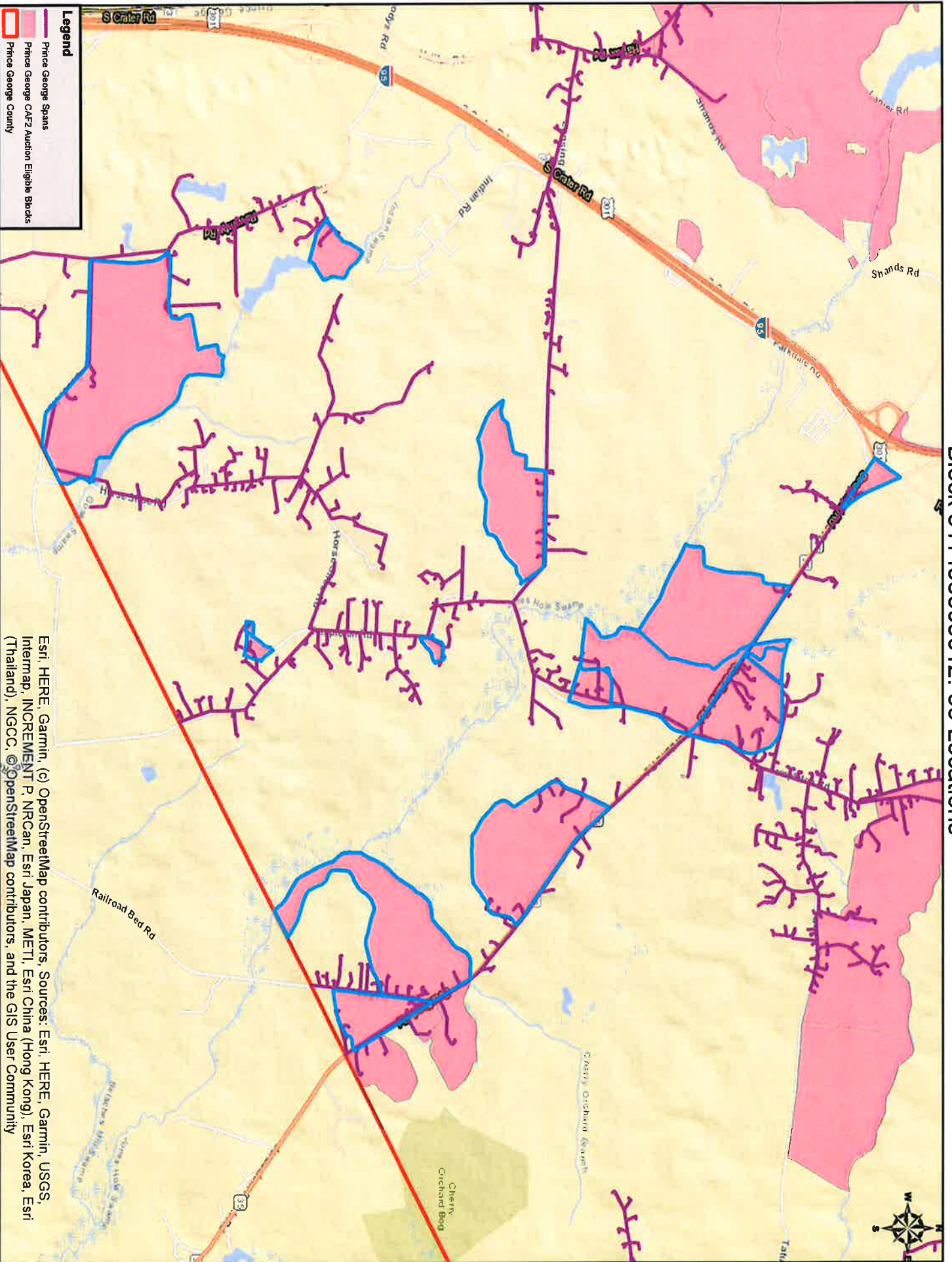


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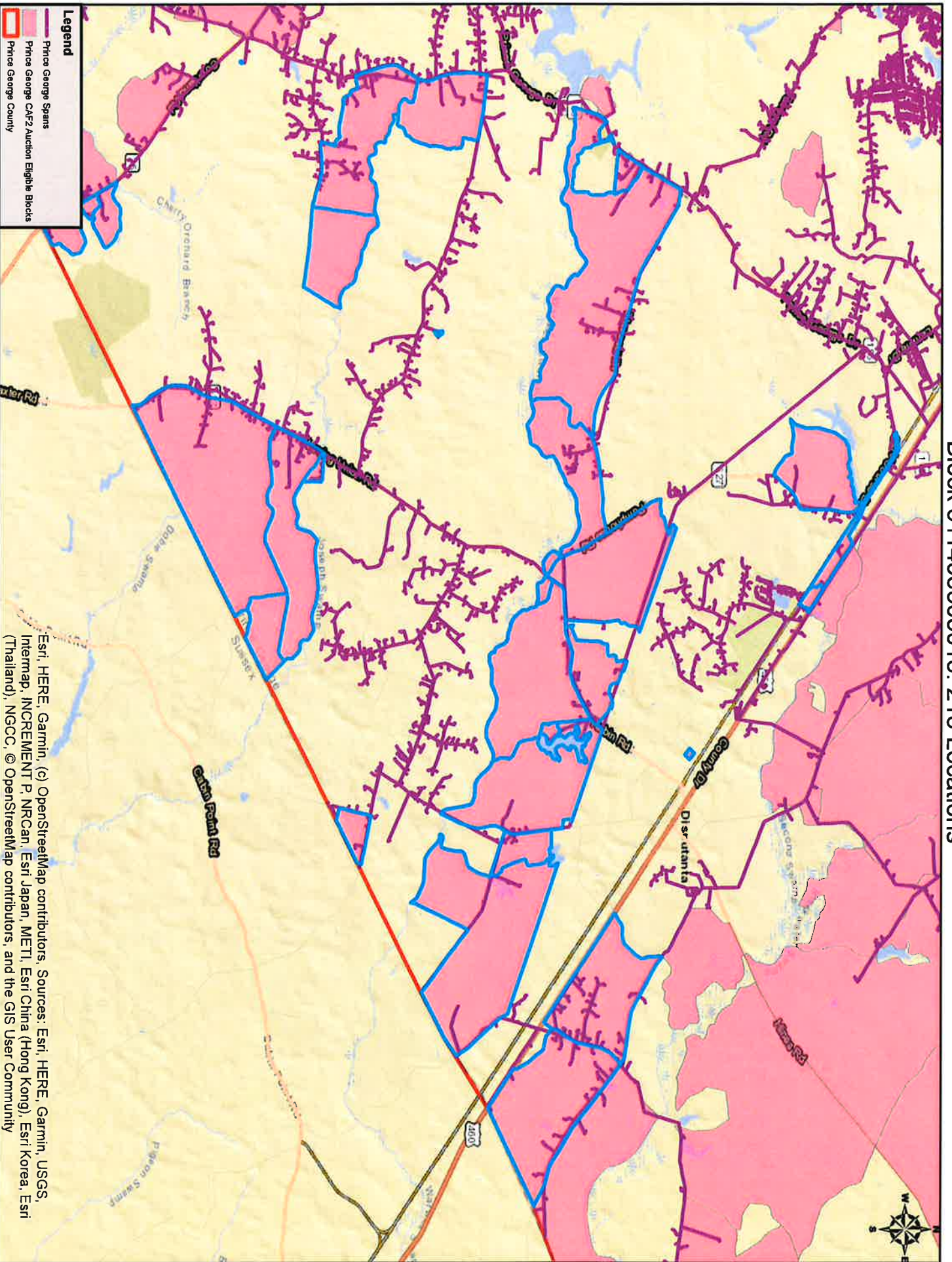
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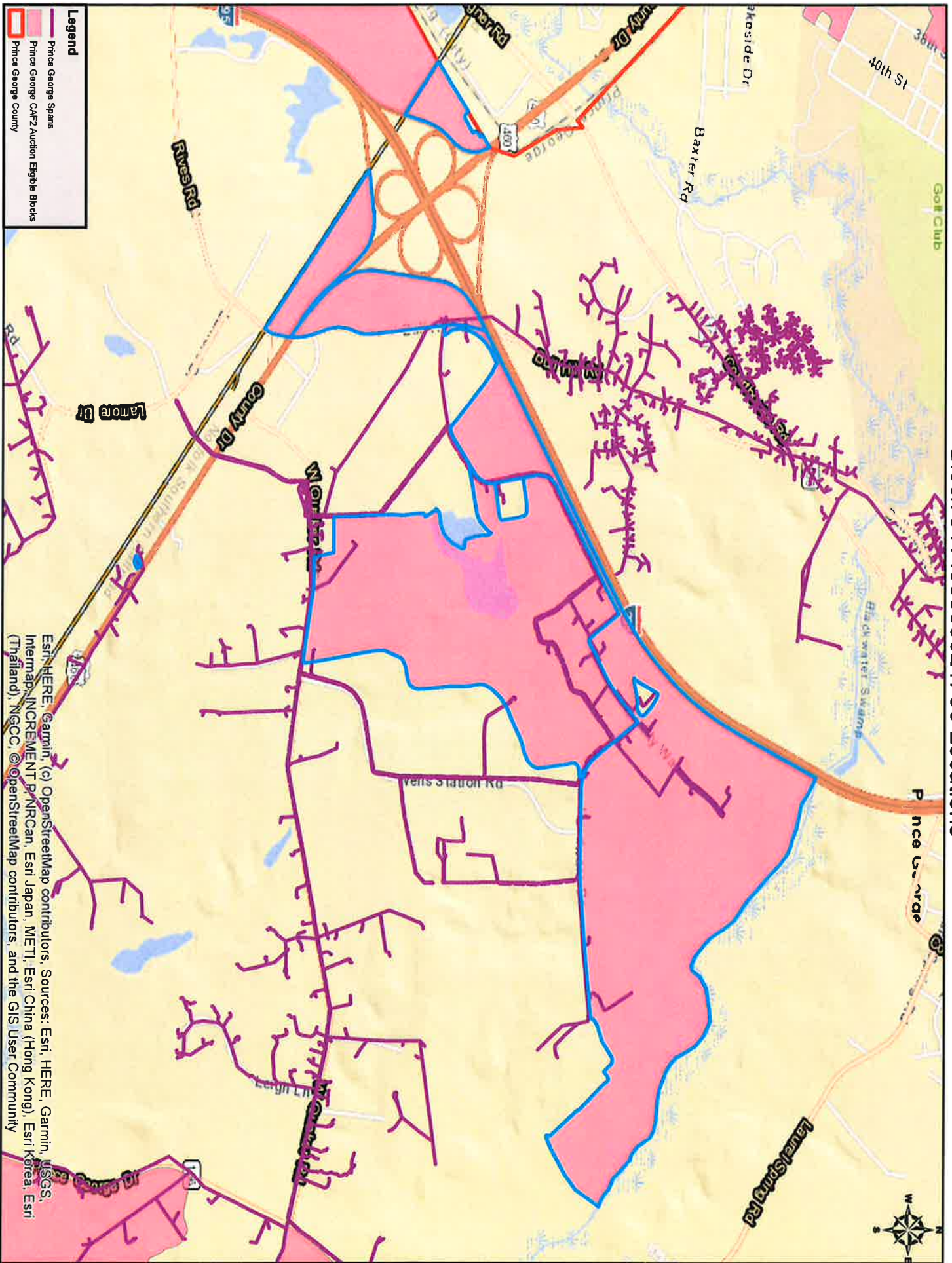
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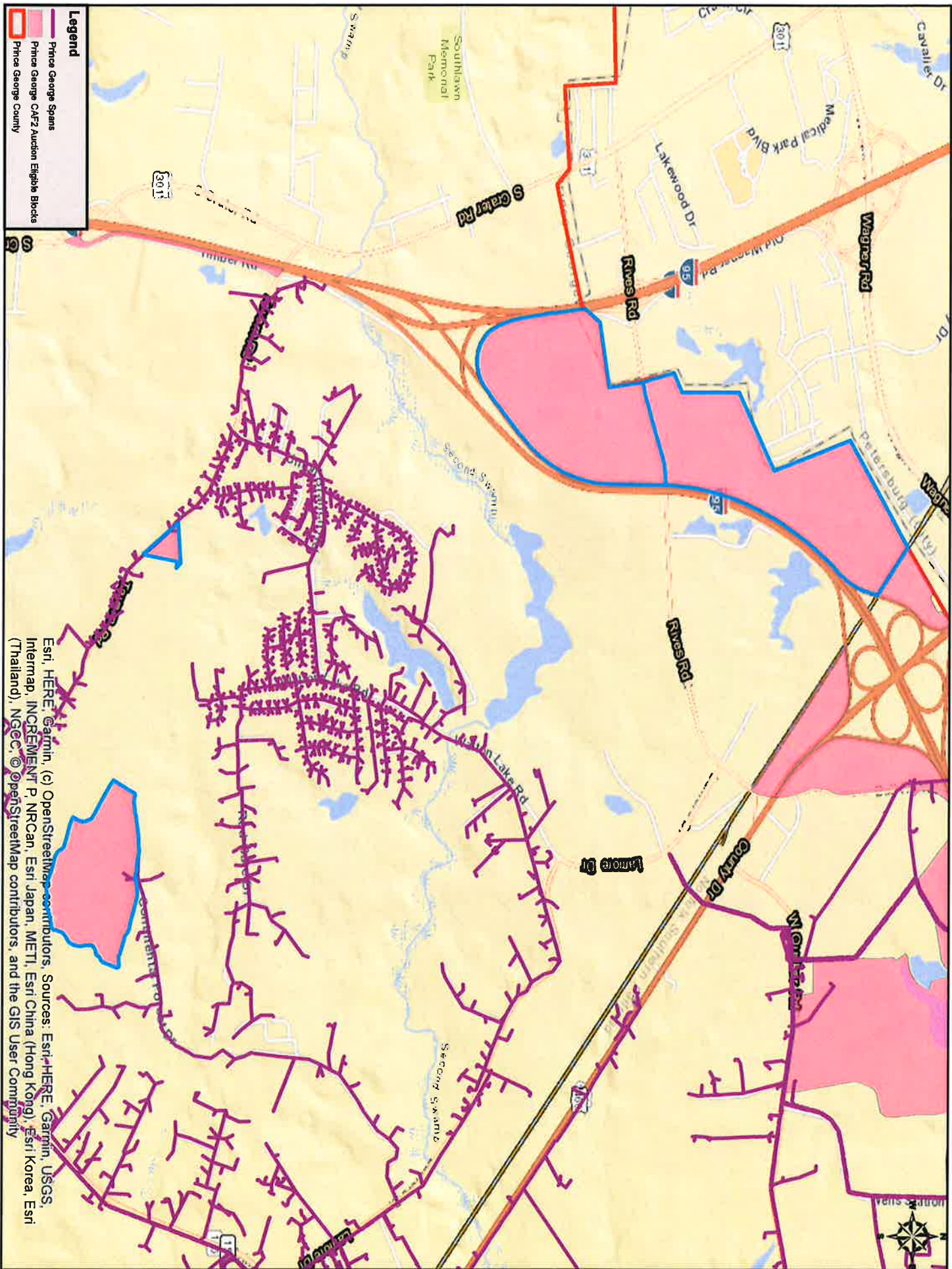


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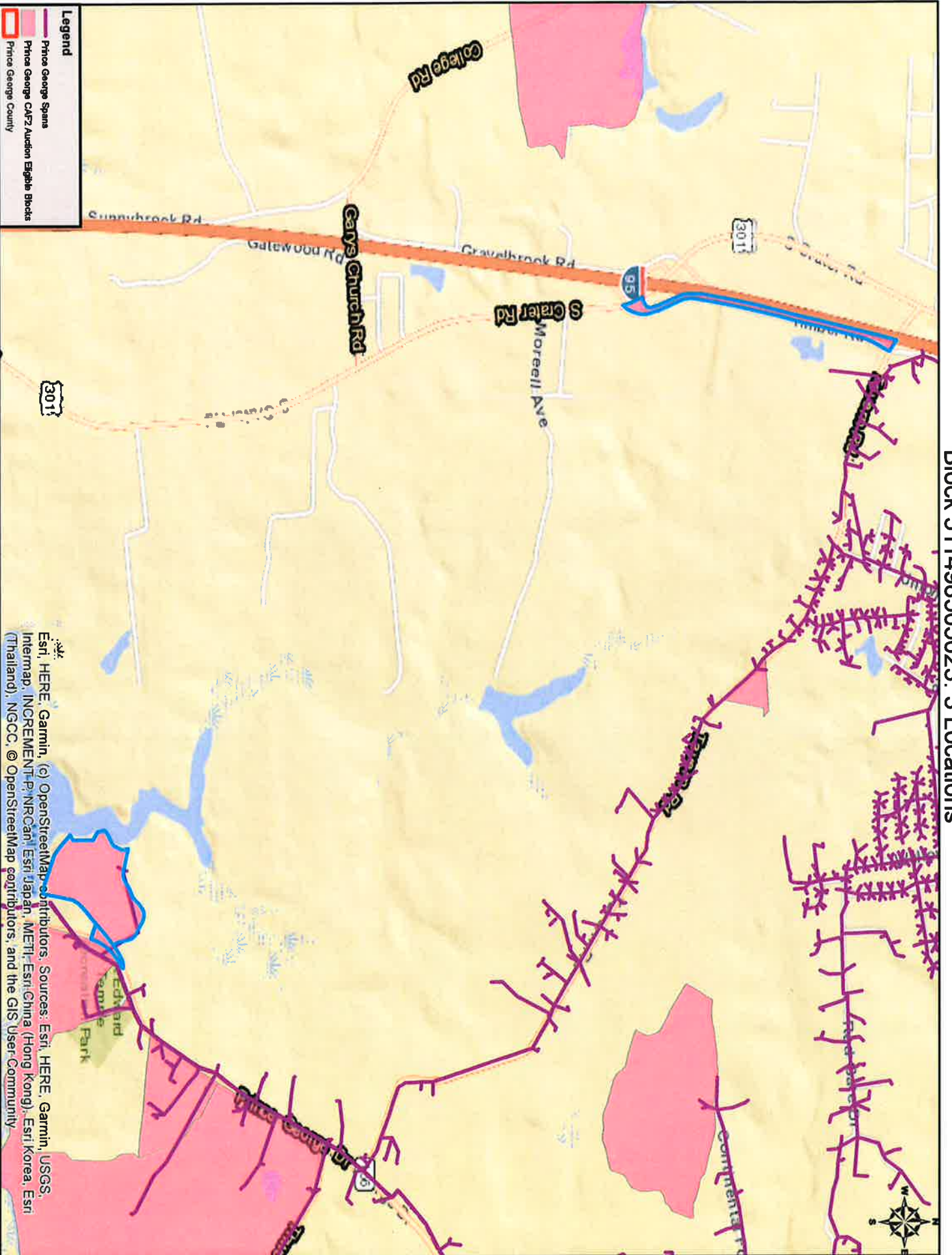


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# INTERNET SERVICE PROVIDERS IN SPRING GROVE, VIRGINIA

Only showing providers serving 23881



Residential

## Residential Internet Providers in Spring Grove

VERIZON HIGH SPEED INTERNET



✓ VERIFIED DATA

(855) 584-5279

[Check Availability »](#)

Verizon High Speed Internet uses a DSL network in Spring Grove.

Verizon High Speed Internet's coverage footprint offers unlimited streaming.

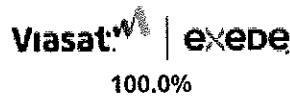
Verizon High Speed Internet service starts at \$34.99.

### BROADBANDNOW DATA SOURCES

BroadbandNow coverage data is created by performing validation on top of FCC reporting and NTIA datasets. We pull coverage updates directly from providers so that we can show you the most accurate local broadband availability search results. Our data team manually pulls plan and pricing data from provider websites. Speed data is either based on provider filings, plan details, or verified public speedtests via Measurement Labs. For more information on BroadbandNow internet access data, see our [data page](#).

## SATELLITE INTERNET PROVIDERS

VIASAT



✓ VERIFIED DATA

(855) 804-9003

[Check Availability »](#)

Prices for Viasat plans range from \$50-100.

Viasat is a satellite internet service provider.

Viasat speed tests rank .73% above average.

HUGHESNET

**HughesNet.**

100.0%

✓ VERIFIED DATA

(877) 696-3529

[Check Availability »](#)

Monthly costs for HughesNet packages range from \$59.99-149.99/month.

HughesNet is a satellite internet company.

## INTERNET ACCESS IN SPRING GROVE, VIRGINIA

The average download speed in Spring Grove is 7.34 Mbps. This is 87.8% slower than the average in Virginia and 505.4% slower than the national average.

There are 7 internet providers in Spring Grove with 3 of those offering residential service.

Spring Grove is the 678th most connected city in Virginia behind Disputanta, Charles City, Surry, Waverly, and Wakefield.

100% of Spring Grove residents are still severely limited in wired broadband choices.

The average internet download speed in Virginia is 60.24 mbps.

There are 194 internet providers in all of Virginia.

In Surry County, approximately 7,000 people do not have access to 25mbps wired broadband.

Virginia is the 26th most connected state in the U.S.

Almost 91% of consumers in Virginia have access to a wired connection with true broadband speeds faster than 25mbps.

**100.0% OF CONSUMERS IN SPRING GROVE**

**2,000 People**

Only have access to 1 or fewer wired internet providers available at their address.

This data is calculated from FCC datasets which providers are legally required to supply twice a year. We further validate this data for accuracy.

[Competition Map](#)

[Download Speeds](#)

## INTERNET PROVIDER COMPETITION MAP FOR SPRING GROVE

### SUMMARY OF INTERNET PROVIDERS IN SPRING GROVE

Provider	Type	Coverage	Speed
RESIDENTIAL Verizon High Speed Internet	DSL	2.7%+	1.5 Mbps
RESIDENTIAL Viasat Internet (formerly Exede)	Satellite	100%	30 Mbps
RESIDENTIAL HughesNet	Satellite	100%	25 Mbps
BUSINESS Verizon High Speed Internet	DSL	100%	1.5 Mbps

Spring Grove, VA has a total of 7 provider networks: 1 DSL provider, 4 mobile broadband providers, 2 satellite providers

[Home](#) > [Virginia](#) > [Spring Grove](#)

Last Updated on 8/13/2019.

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# INTERNET PROVIDERS IN CARSON, VIRGINIA


Only showing providers serving 23830 🌐



Residential ▾

## Residential Internet Providers in Carson

VERIZON HIGH SPEED INTERNET



71.8%

✓ VERIFIED DATA

(855) 584-5279


[Check Availability »](#)

Prices for Verizon High Speed Internet plans run from \$34.99–54.99.

71.83% of Carson locals have access to Verizon High Speed Internet internet. ▾

Internet services from Verizon High Speed Internet in Carson do not limit data use.

XFINITY



34.3%

✓ VERIFIED DATA

(855) 815-0737

[Check Availability](#)

Plans from Xfinity in Carson do not include data allowances.

Xfinity prices range from \$44.99–74.99. ▾

Only 34.27% of the area has Xfinity service.

### 🔍 BROADBANDNOW DATA SOURCES

BroadbandNow coverage data is created by performing validation on top of FCC reporting and NTIA datasets. We pull coverage updates directly from providers so that we can show you the most accurate local broadband availability search results. Our data team manually pulls plan and pricing data from provider websites. Speed data is either based on provider filings, plan details, or verified public speedtests via Measurement Labs. For more information on BroadbandNow internet access data, see our [data page](#).

## SATELLITE INTERNET PROVIDERS

VIASAT



100.0%

✓ VERIFIED DATA

 (855) 804-9003

[Check Availability »](#)

Viasat uses satellite technology to provide broadband service.

Viasat packages start at \$50.

HUGHESNET



100.0%

✓ VERIFIED DATA

 (877) 696-3529

[Check Availability »](#)

HughesNet uses satellites to provide home broadband services.

HughesNet service starts at \$59.99/month.

## INTERNET ACCESS IN CARSON, VIRGINIA

The average download speed in Carson is 3.12 Mbps. This is 94.8% slower than the average in Virginia and 1324.4% slower than the national average.

There are 8 internet providers in Carson with 4 of those offering residential service.

Carson is the 563rd most connected city in Virginia ahead of Stony Creek, but behind Disputanta, Petersburg, Virginia State University, and Dinwiddie.

89.5% of Virginians have access to 100mbps or faster broadband.

Approximately 4,000 people in Prince George County don't have access to any wired internet.

Almost 91% of consumers in Virginia have access to a wired connection with true broadband speeds faster than 25mbps.

There are 5 companies offering business internet services in Carson.

**65.7% OF  
CONSUMERS IN  
CARSON**

**900 People**

Only have access to 1 or fewer wired internet providers available at their address.

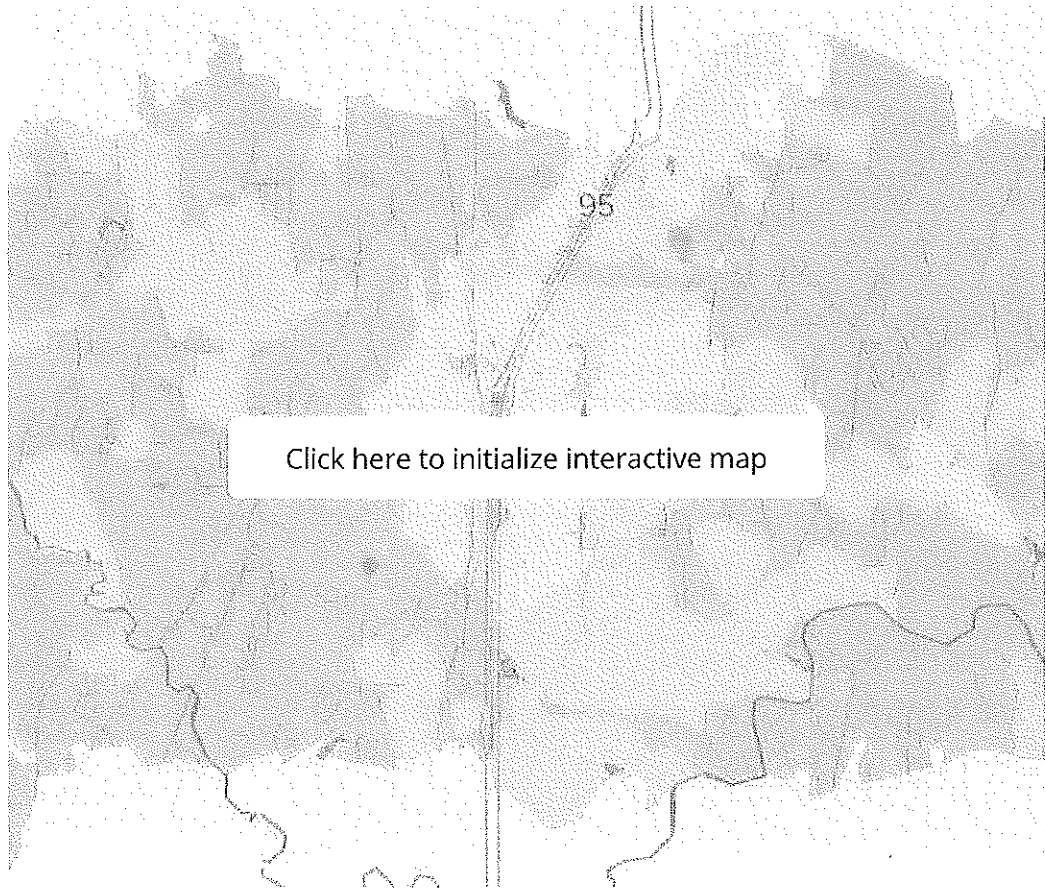
This data is calculated from FCC datasets which providers are legally required to supply twice a year. We further validate this data for accuracy.

Fiber optic internet is available to just 4% of Prince George County residents.

The average internet download speed in Virginia is 60.24 mbps.

Competition Map      Download Speeds      ...

### INTERNET PROVIDER COMPETITION MAP FOR CARSON



### SUMMARY OF INTERNET PROVIDERS IN CARSON

Provider	Type	Coverage	Speed
----------	------	----------	-------

Provider	Type	Coverage	Speed
RESIDENTIAL Verizon High Speed Internet	DSL	71.8%+	15 Mbps
RESIDENTIAL XFINITY from Comcast	Cable	34.3%+	987 Mbps
RESIDENTIAL Viasat Internet (formerly Exede)	Satellite	100%	30 Mbps
RESIDENTIAL HughesNet	Satellite	100%	25 Mbps
BUSINESS Verizon High Speed Internet	DSL	100%	15 Mbps
BUSINESS Comcast Business	Cable	35.8%+	987 Mbps
BUSINESS Verizon Business	Copper	7.4%+	3.0 Mbps

Carson, VA has a total of 8 provider networks: 1 cable provider, 1 copper provider, 1 DSL provider, 3 mobile broadband providers, 2 satellite providers

[Home](#) > [Virginia](#) > [Carson](#)

Last Updated on 8/13/2019.

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2020	Engineering	Make Ready Construction	Fiber Construction
January			
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

Prince George County VATI Project Schedule

INDUSTRIAL DEVELOPMENT AUTHORITY  
OF THE COUNTY OF PRINCE GEORGE  
FIBER TO THE HOME  
BROADBAND EXPANSION GRANT

**PERFORMANCE AGREEMENT**

This **PERFORMANCE AGREEMENT** made and entered this 16<sup>th</sup> day of June, 2017, by and among **THE COUNTY OF PRINCE GEORGE, VIRGINIA** (the “County”) a political subdivision of the Commonwealth of Virginia, **PGEC ENTERPRISES, LLC** (“PGECE”) a Virginia limited liability company authorized to transact business in the Commonwealth of Virginia, and the **INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF PRINCE GEORGE, VIRGINIA** (the “Authority”), a political subdivision of the Commonwealth of Virginia,

**WITNESSETH:**

WHEREAS sixty-one percent of all businesses in Prince George County are home-based businesses; and

WHEREAS the extension of broadband provides enhanced educational opportunities and furthers workforce development which supports economic development in Prince George County; and

WHEREAS the availability of secure, reliable, competitive and sustainable infrastructure is essential to meet future broadband needs; and

WHEREAS small and medium size business enterprises with greater high-speed internet use grow faster than those with less high-speed internet use; and

WHEREAS the internet is a powerful catalyst for job creation; and

WHEREAS the internet drives economic modernization; and

WHEREAS the County and Authority wish to make funds available for the purpose of inducing PGECE to expand access through “Fiber To The Home” broadband at an accelerated pace, after making a significant Capital Investment through a Fiber To The Home Broadband Expansion Grant (“Grant”); and

WHEREAS the County is willing to provide funds to the Authority with the expectation that the Authority will provide the funds to PGECE, provided that PGECE has agreed to meet certain performance targets relating to construction of infrastructure, and expanding access to, Fiber To The Home broadband; and

WHEREAS the County, the Authority and PGECE desire to set forth their understanding and agreement as to the payout of the Grant, the use of the proceeds of the Grant, the obligations

of PGECE regarding Capital Investment and the potential for recapture or “claw back” upon default; and

WHEREAS, it is anticipated that the construction, equipping, operation and installation of Phase I of the Fiber To The Home broadband project will require a capital expenditure of One Million Dollars (\$1,000,000.00) by PGECE; and

WHEREAS the stimulation of additional tax revenue to the County and economic activity in the County to be generated by the Capital Investment constitutes a valid public purpose for the expenditure of public funds and is the primary purpose of the Grant by the Authority:

NOW, THEREFORE in consideration of the foregoing, the mutual benefits, promises and undertakings of the parties to this Agreement, and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the parties covenant and agree as follows:

### **Section 1 - Definitions**

For the purposes of this Agreement, the following terms shall have the following definitions:

“**Broadband**” – a minimum broadband speed of twenty-five (25) Mbps down and three (3) Mbps up as defined by the FCC.

“**Broadband Availability**” - the availability of the connection necessary to access Fiber To The Home broadband for structures that are within one thousand feet of a VDOT road where an existing PG Electric pole or other access point is located.

“**Consistent**” - ability of service to maintain promised speeds at periods of peak use.

“**Capital Investment**” - a capital expenditure by or on behalf of PGECE for the installation of a Fiber Backbone and Fiber To The Home broadband infrastructure.

“**Event of Force Majeure**” – any circumstances beyond a party’s reasonable control, including acts of God, flood, fire, earthquake or explosion, war, terrorism, invasion, riot or other civil unrest, embargoes or blockades in effect on or after the date of this Agreement, national or regional emergency, strikes, labor stoppages, shortages or slowdowns or other industrial disturbances, passage of law or any action taken by a governmental or public authority, including but not limited to imposing an embargo, export or import restriction, quota or other restriction or prohibition or any complete or partial government shutdown, or national or regional shortage of adequate power, telecommunications or transportation.

“**Fiber Backbone**” - the principal data routes between large, strategically interconnected computer networks and core routers on the Internet.

“**Fiber To The Home**” – installation of fiber optic wire from a central point directly to a structure to provide high-speed internet access.

“**Phase I**” - the successful completion of the necessary infrastructure in order to result in five hundred (500) connections to structures located within one thousand feet of a roadway.

“**Reliable**” - ability to maintain service in the case of storms or system breakdowns consistent with industry standards for a rural fiber optic network.

“**Roadway**” – a road that is part of the Virginia Department of Transportation (VDOT) secondary system, which is immediately adjacent to a fiber network access point owned by Prince George Electric Cooperative.

## **Section 2 - Broadband Installation Plan.**

Within sixty (60) days of the execution of this Agreement, PGECE shall provide to the Authority a broadband installation plan for installation of the Fiber Backbone, in substantial conformity with the attached map, entitled “Potential PGEC Fiber Optic Lines and Broadband Customers,” dated April 21, 2017. The broadband installation plan shall include, but not be limited to, the locations where PGECE proposes to install broadband infrastructure, the types of materials proposed to be used, and the capacity and lifespan of the materials.

## **Section 3 – Broadband Subscriptions**

As of July 1, 2021 PGECE shall have installed and made available consistent and reliable broadband service to a minimum number of five hundred (500) new subscriber structures after the effective date of the Agreement.

PGECE shall provide reasonable documentation to the County and the Authority annually, beginning July 1, 2018 and continuing through July 1, 2021, verifying new subscribers to broadband service with a minimum of one-year subscriptions each.

After the effective date of this Agreement, in the event that PGECE has not provided broadband service to a minimum of five hundred (500) new subscribers on or before July 1, 2021, PGECE shall be in default under the terms of this Agreement as defined in Section 8 – Default herein.

## **Section 4 - No Degrading of Service**

PGECE shall ensure that there is no degrading of broadband service, as defined in this Agreement, to customers during the term of this Agreement.

## **Section 5 - Continuation of Service/New Customers**

PGECE agrees that as long as a reasonable demand exists for broadband service, PGECE will continue to provide broadband service to existing and new subscribers, who reside within one thousand (1,000) feet of a roadway as defined herein.

### **Section 6 - Disbursement of Grant**

(a) Notwithstanding anything in this Agreement to the contrary, the Authority will not have any obligation to disburse any portion of the Grant under this Agreement until and unless this Agreement is approved by the County's Board of Supervisors and the Authority has received such funds from the County.

(b) Subject to the delivery of the Grant by the County to the Authority, within thirty (30) days of its receipt of the Grant funds, the Authority will disburse the Grant funds to PGECE on condition that PGECE has complied with Section 2 of this Agreement.

### **Section 7 - Community Service Commitments**

Upon request, PGECE, at its expense, will construct and make available within a reasonable timeframe, fiber optic cable connections to all public structures and facilities owned or operated by the County that are within one thousand (1,000) feet of Fiber Backbone including, but not limited to schools, libraries, parks and recreation facilities, fire stations, and wireless communications towers. Internet service charges for these facilities shall be at the commercial rate. In addition, upon request, PGECE will construct and make available to the County's Central Wellness Center, the Prince George Emergency Crew Building, the Burrowsville Volunteer Fire Department and the Burrowsville Community Center internet service at the residential internet service rate during the term of this Agreement. At such time as PGECE has satisfied in full all of the requirements of it under the terms of this Agreement, the rate for internet service to the County's Central Wellness Center, the Prince George Emergency Crew building, the Burrowsville Volunteer Fire Department and the Burrowsville Community Center shall be at the PGECE commercial internet rate.

### **Section 8 - Default**

After the effective date of this Agreement, if PGECE fails to make available consistent and reliable broadband service to five hundred (500) new subscribers by July 1, 2021 as set forth in Section 3 – Broadband Subscriptions of this Agreement, then PGECE shall be in default and shall refund to the Authority Two Thousand Dollars (\$2,000.00) for each subscriber not provided consistent and reliable broadband service below the required five hundred (500) new subscribers.

### **Section 9 - Event of Force Majeure**

PGECE shall not be considered in Default under Section 8 – Default, of this Agreement if prevented from meeting the new subscription requirements of this Agreement by July 1, 2021 on account of an Event of Force Majeure as defined herein. If such occurs, PGECE shall be allowed a reasonable extension of time from the date of the occurrence of such Event, to allow PGECE to meet the required subscription objective.

### **Section 10 – Sale or Assignment of PGECE**

In the event of a sale or assignment of PGEC Enterprises, LLC to any person, firm or corporation prior to PGECE's fulfillment of its obligations under the terms of this Agreement, such sale or assignment shall be made expressly subject to all terms of this Agreement.

### **Section 11 - Discharge by PGECE of Contract Obligations**

All parties hereto understand and agree that as of the date PGECE has installed and made available, consistent and reliable broadband service to a minimum of five hundred (500) new subscriber structures, after the effective date of this Agreement and has provided reasonable documentation to the County and to the Authority verifying same, PGECE shall have satisfied in full all of the requirements of it under the terms of this Agreement and shall be discharged from any further obligations to the County and to the Authority hereunder.

### **Section 12 - Miscellaneous**

(a) *Entire Agreement; Amendments.* This Agreement constitutes the entire agreement among the parties and may not be amended or modified, except in writing, signed by each of the parties hereto. Other than this Agreement, PGECE shall not be required to enter into any additional agreements or submit any additional application letters in order to receive the Grant.

(b) *Governing Law; Venue.* This Agreement is made, and is intended to be performed, in the Commonwealth of Virginia and shall be construed and enforced by the laws of the Commonwealth of Virginia without regard to its conflict of laws provisions.

(c) *Counterparts.* This Agreement may be executed in one or more counterparts, each of which shall be an original, and all of which together shall be one and the same instrument.

(d) *Severability.* If any provision of this Agreement is determined to be unenforceable, invalid or illegal, then the enforceability, validity and legality of the remaining provisions will not in any way be affected or impaired, and such provision will be deemed to be restated to reflect the original intentions of the parties as nearly as possible in accordance with applicable law.

### **Section 13 - Notices**

Any notices required or permitted under this Agreement shall be given in writing, and shall be deemed to be received upon receipt or refusal after mailing of the same in the United States Mail by certified mail, postage fully pre-paid or by overnight courier (refusal shall mean return of certified mail or overnight courier package not accepted by the addressee):

if to PGECE, to:  
Micheal E. Malandro, Manager  
PGEC Enterprises, LLC  
7103 General Mahone Hwy  
Waverly, Virginia 23890

with copy to:  
F. Lewis Wyche, Jr., Esquire  
F. Lewis Wyche, Jr., P.C.  
6405 Courthouse Road  
Post Office Box 160  
Prince George, Virginia 23875

and:  
C. J. Berkeley Horne, Esquire  
LeClair Ryan  
919 East Main Street, 24<sup>th</sup> Floor  
Richmond, Virginia 23219

if to the County, to:  
Percy C. Ashcraft, County Administrator  
County of Prince George  
6602 Courts Drive, 3<sup>rd</sup> Floor  
Post Office Box 68  
Prince George, Virginia 23875-0068

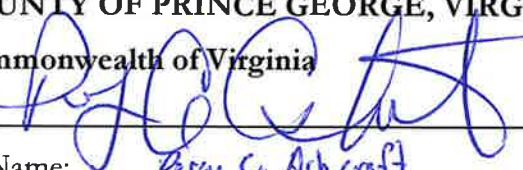
with copy to:  
Steven L. Micas, Esquire  
Prince George County Attorney  
6602 Courts Drive, 3<sup>rd</sup> Floor  
Post Office Box 68  
Prince George, Virginia 23875-0068

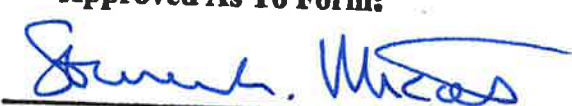
if to the Authority, to:  
Jeff Stoke, Assistant Secretary  
Industrial Development Authority of the  
County of Prince George, Virginia  
6602 Courts Drive, 3<sup>rd</sup> Floor  
Post Office Box 68  
Prince George, Virginia 23875-0068

with copy to:  
David L. Richardson, Esquire  
McGuire Woods LLP  
Gateway Plaza  
800 East Canal Street  
Richmond, Virginia 23219-3916


**IN WITNESS WHEREOF**, the parties hereto have executed this Performance Agreement as of the date first written above.

**COUNTY OF PRINCE GEORGE, VIRGINIA**, a political subdivision of the  
Commonwealth of Virginia

By   
Name: Percy C. Ashcraft  
Title: County Administrator  
Date: May 31, 2017

**Approved As To Form:**  
  
County Attorney

**PGEC ENTERPRISES, LLC**, a Virginia limited liability company

By   
Name: M. E. Malandro  
Title: Manager  
Date: 6/1/17

**INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF PRINCE  
GEORGE, VIRGINIA, a political subdivision of the Commonwealth of Virginia**

By 





Name: J. Peter Clements

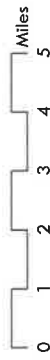
Title: Chairman

Date: 6/16/17



# Potential PGEC Fiber Optic Lines and Broadband Customers

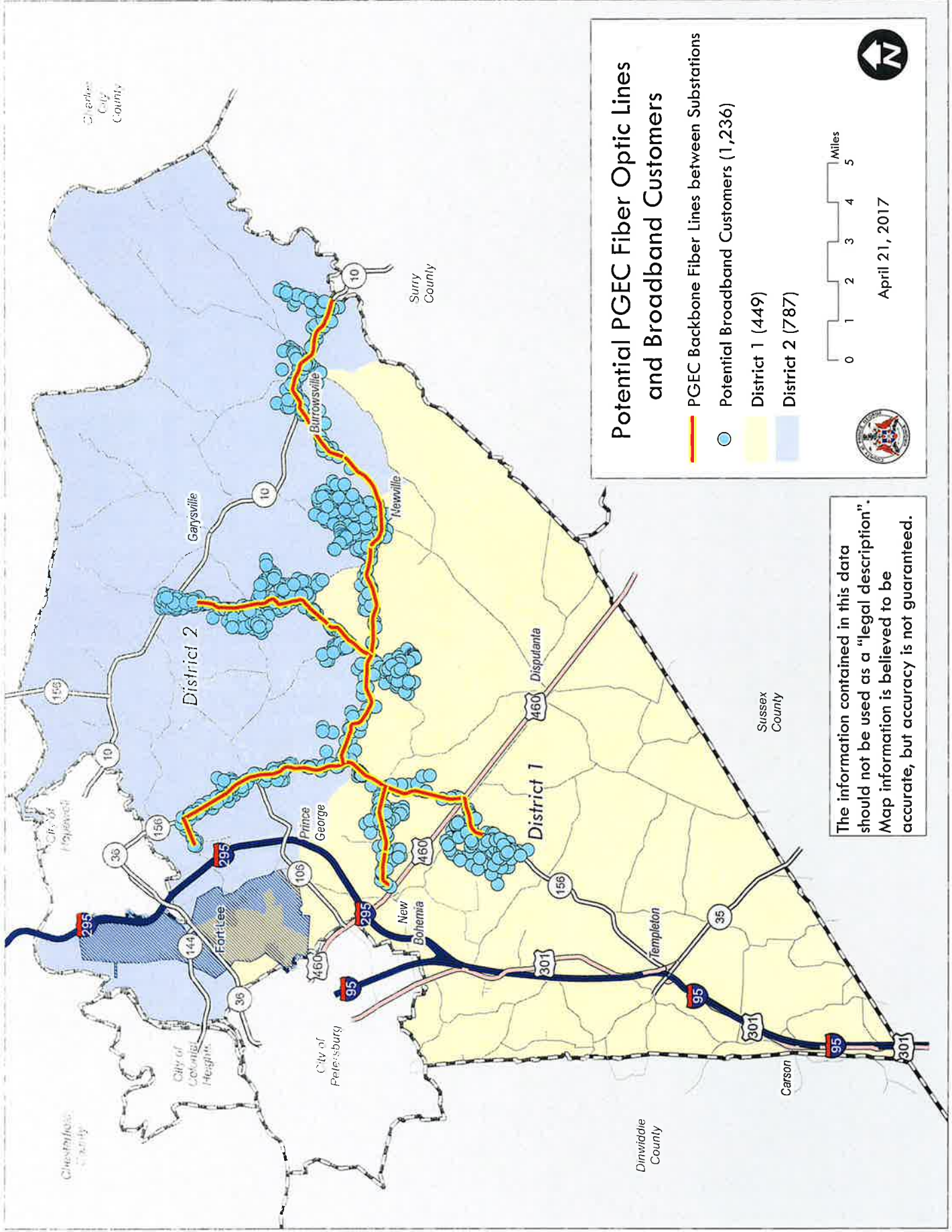
-  PGEC Backbone Fiber Lines between Substations
-  Potential Broadband Customers (1,236)
-  District 1 (449)
-  District 2 (787)



April 21, 2017



The information contained in this data should not be used as a "legal description". Map information is believed to be accurate, but accuracy is not guaranteed.



PRINCE GEORGE – One year ago last week, Prince George County, the county’s industrial development board, and Prince George Electric Cooperative all joined forces in a unique private-public partnership with the goal of bringing more residents and businesses online with reliable, fiber-based broadband internet service.

- **RELATED: Three-party deal sees PG Electric Coop. getting \$1 million for broadband expansion**

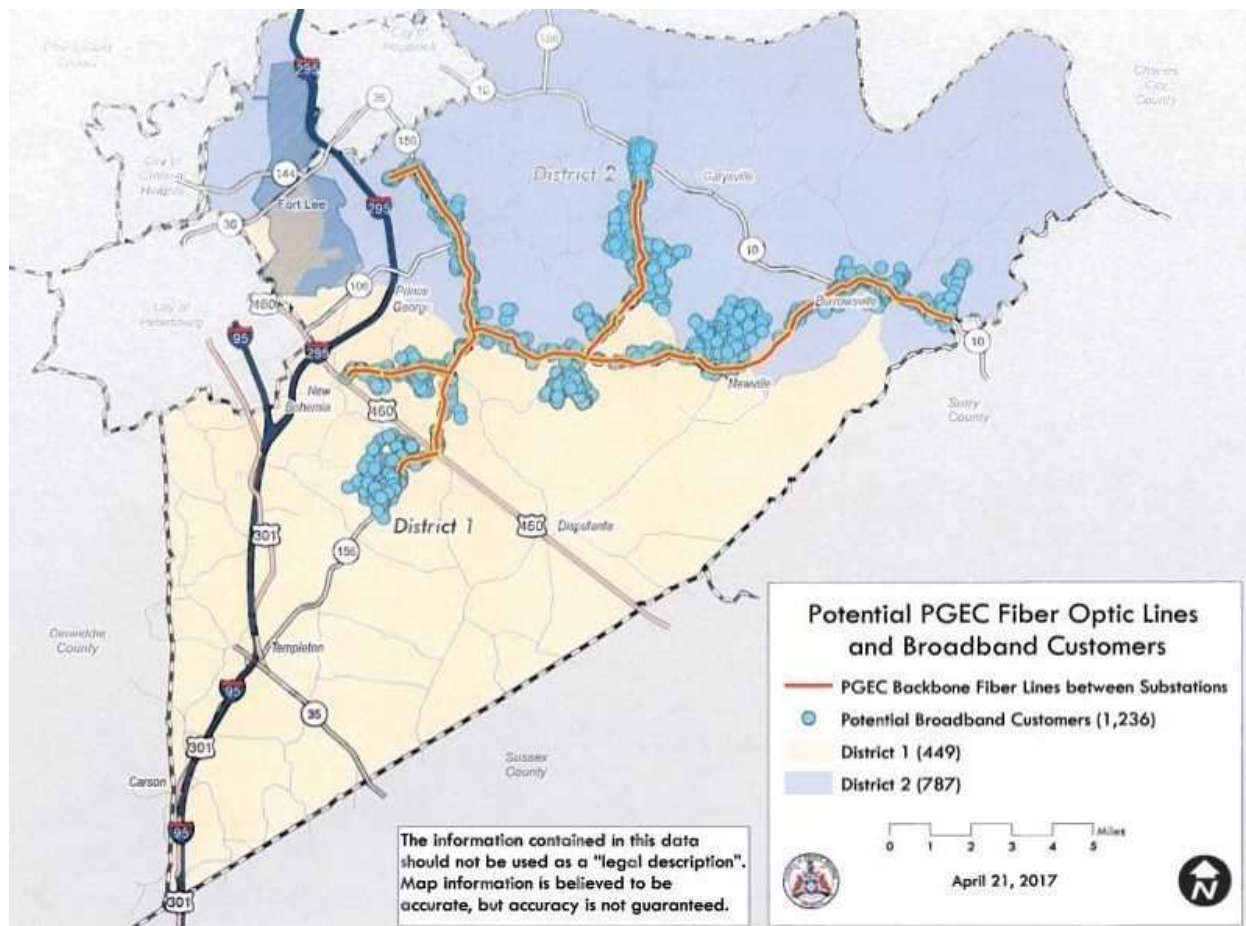
During the Prince George Board of Supervisors’ regular meeting in June, county leaders were briefed by officials with PGEC Enterprises, the subsidiary overseeing the electric cooperative’s broadband internet division, who gave a progress report on how the rollout of their fiber-to-the-home project is going, noting they remain ahead of schedule in regards to the number of new customers brought online through the project.

Speaking on behalf of the cooperative was PGEC Vice President of Engineering Casey Logan and during his remarks, he explained that since the county and the cooperative entered into their agreement one year ago, they have interconnected 131 members of their fiber network, providing them with high-speed internet services.

Those 131 customers do not include the roughly 50 other customers who were connected to PGEC’s fiber-optic network in 2016 as part of the pilot project along West Quaker Road between U.S. Route 460 and State Route 156. When combined, PGEC Enterprises is the internet service provider to over 180 members, both residential and business.

Logan went on to say they still have around 100 currently outstanding applications by residents and businesses who want to be connected with PGEC and receive internet services from the cooperative, noting those applicants should be online by the end of the summer, putting the estimated total new connections at over 230 only 15 months into their four-year agreement with Prince George County.

In 2017, the Prince George County Board of Supervisors voted to transfer \$1 million from the county’s annual spring borrowing that was earmarked for broadband expansion to the county’s industrial development board following a compelling pitch by PGEC President Mike Malandro that year, where, following the successful implementation of the cooperative’s pilot program where over half of those homes in the area took the service and remain customers currently, they would expand this service to other parts of the county as the cooperative built out their fiber-optic network as part of their efforts to create a “smart grid” to link their electric substations.



*The bright red/yellow line being shown along Route 156 and several other routes of Prince George represents PGEC’s backbone fiber connection being installed to link the cooperative’s substations. That backbone will serve as a branching-off point for their fiber-to-the-home broadband internet service for residents and businesses.(Prince George County)*

From that backbone, connections would be branched off to reach neighborhoods and those people meeting the requirements of connection, namely being “within 1,000 feet of a roadway,” would be eligible to receive service from PGEC Enterprises, which provides speeds of 25 Mbps down and 3 Mbps up to customers at a cost of \$82 per month, including a leased router.

Despite being asked if the county could do a phased approach of \$500,000 in 2017 and the remainder the following fiscal year, officials with the company stressed that being provided the entire \$1 million would help in gathering materials needed for the project and ensure proper rollout and implementation.

In June, the Prince George IDA agreed to provide the \$1 million in funding to PGEC Enterprises in the form of a grant and all three parties, PGEC Enterprise, Prince George County, and the IDA entered in a contract together which stipulates PGEC Enterprises has to have “installed and made available consistent and reliable broadband service” to a minimum of 500 new subscribers by the end of their agreement term, July 1, 2021. Those customers part of the West Quaker Road pilot project do not count toward that 500-customer benchmark.

If PGEC Enterprises is unable to reach that minimum benchmark by the end of the contract, they would be considered “in default” of their contract and a clawback clause would be triggered, requiring PGEC Enterprises to pay \$2,000 for every connection not completed by July 1, 2021.

The contract calls for PGEC Enterprises to construct and make fiber optic cable connections available to all public structures owned and operated by the county that is within 1,000 feet of a VDOT road, including schools, libraries, fire stations, and wireless communication towers, among others.

PGEC Enterprises will also provide internet service to the Central Wellness Center, Prince George Emergency Crew building, the Burrowsville Fire Department and the town’s community center for the residential rate of \$82 per month with a leased router during the term of the agreement. When that period ends, the rate would convert to the commercial rate.

Finally, if the cooperative were to reach their 500-customer threshold prior to July 1, 2021, the agreement between the three entities would end. Twelve months into their contract, PGEC has brought on nearly over a quarter of the customers required to complete their contract with the county, according to cooperative officials, who appear to be on pace to approach the halfway point of connections by the end of this summer.

During Logan’s remarks, he revealed that the cooperative has identified South Prince George as the next stop for fiber internet rollout as part of their Phase 2 expansion. According to Logan, they have already received 90 applications for connection from those living and working in those areas. He added that the cooperative is also looking to bring in contractors to help get their fiber-optic backbone implemented at a faster pace as they prepare to move toward South Prince George.



*Prince George Electric's unique project has garnered the attention of local and national leaders, including Congressman Donald McEachin, who sat down with PGEC in 2017 to discuss the project when it was still in its conceptual stage following its successful pilot project. (Michael Campbell)*

Addressing a concern brought up by Vice-Chair Donald Hunter regarding the possibility of the Burrowsville Community Center losing their internet service from another provider, Logan said he has been in contact with people at the center and, while PGEC Enterprises' crews are working roughly four miles away from the center, there "may be some opportunities" to get there and provide service to not only the center but the fire department building as well.

Last week's project update also served as a chance to highlight the praise the partnership has received from other localities and organizations. According to Prince George Deputy County Administrator Jeff Stoke, the county won a Virginia Economic Developers Association award earlier this year and the county is expected to be honored by the National Association of Telecommunications Officers and Advisors and the National Association of Counties for this project later this year.

As stated one year ago and in recent communications with the media, officials with Prince George Electric Cooperative remain confident they will reach their 500-customer threshold well within the timetable detailed in their contract, but they also remain committed to continuing to expand service across and beyond Prince George County in the future.

- **RELATED: Prince George Electric eyes Surry County for potential broadband expansion**

To that end, officials with PGEC Enterprises said last week they remain in communications with neighboring Surry County following the cooperative's pitch to supervisors in that county earlier this spring, requesting \$1 million to provide internet services to potential customers in Surry as they continue to wait for service to come online from SCS Broadband, who had reported they would be online and able to provide service to customers as early as last fall, but that service has yet to be provided, even though their website last month reported they were "actively deploying internet services from the first tower located in Surry West Business Park," adding they have plans to "[expand] to a second tower during the first half of 2018 to add coverage area in Surry County."

In addition, earlier this year, PGEC Enterprises was granted over \$1 million to help expand internet service into Sussex County.

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**Related**

VATI FUNDING SOURCES TABLE

Please fill in the chart below with a description of the project funding source (local, federal, state, private, other), the amount from that source, the percentage of total project funding that source represents, and a description of the current status of the funds (pending, secured, etc.).

Source	Amount	%	Status
REQUESTED VATI	\$ 560,000	50%	Pending
Prince George Co.	\$ 560,000	50%	PENDING BOARD APPROVAL
	\$		
	\$		
	\$		
	\$		
	\$		
<b>TOTAL</b>	<b>\$ 1,120,000</b>	<b>100 %</b>	

PGEC Enterprises, LLC Funding and Cost Estimates Description

**The estimated cost is \$1.12 million dollars to expand broadband fiber-to-the-home across the area with costs contributed to each service are as follows:**

Investment Costs for Broadband fiber-to-the-Home Prince George County

<b>Distribution Facilities</b>	<b>Fiber Services</b>	<b>End Use Equipment</b>	<b>Total</b>
627,200	425,600	67,200	1.12 m (1,120,000)

315 residential units in Carson (225) and Burrowsville (90)

1.2 M / 315 = 3555.00 per unit

Distribution facilities 56%, Fiber Services 38%, End Use Equipment 6%

(RETAIN FOR YOUR RECORDS)  
Form 477 Filing Summary

FRN: 0026799551 | Data as of: Jun 30, 2018 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Aug 27, 2018 17:33:24

**Filer Identification**

Section	Question	Response
<b>Filer Information</b>	Company Name	PGEC Enterprises, LLC
	Holding Company Name	Prince George Electric Cooperative
	SAC ID	
	499 ID	
<b>Data Contact Information</b>	Data Contact Name	Casey Logan
	Data Contact Phone Number	(804) 834-2424 ext: 1003
	Data Contact E-mail	clogan@pgec.coop
<b>Emergency Operations Contact Information</b>	Emergency Operations Name	Casey Logan
	Emergency Operations Phone Number	(804) 834-2424 ext: 1003
	Emergency Operations E-mail	clogan@pgec.coop
<b>Certifying Official Contact Information</b>	Certifying Official Name	Casey Logan
	Certifying Official Phone Number	(804) 834-2424 ext: 1003
	Certifying Official E-mail	clogan@pgec.coop

Confidential

**Data Submitted**

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FCCForm477_June2018.txt	Aug 27, 2018 17:28:48	152
Fixed Broadband Subscription	Interactive data entry		1

**Fixed Broadband Deployment**

**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
Virginia	PGECEnterprises	Optical Carrier/Fiber to the End User	152
<b>Total</b>			<b>152</b>

**Fixed Broadband Subscription**

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total



State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	1	240	0	240
<b>Total</b>		<b>1</b>	<b>240</b>	<b>0</b>	<b>240</b>

**Fixed Broadband Subscriptions by Bandwidths and End-user Type**

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
30.000	30.000	240	0	240
<b>Total</b>		<b>240</b>	<b>0</b>	<b>240</b>

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	30.000	30.000	240	0	240
<b>Total</b>			<b>240</b>	<b>0</b>	<b>240</b>

Confidential

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Form 477 Filing Summary

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**Filer Identification**

Section	Question	Response
<b>Filer Information</b>	Provider Name	PGEC Enterprises, LLC
	Holding Company Name	Prince George Electric Cooperative
	SAC ID	
	499 ID	
<b>Data Contact Information</b>	Data Contact Name	Casey Logan
	Data Contact Phone Number	(804) 834-2424 ext: 1003
	Data Contact E-mail	clogan@pgec.coop
<b>Emergency Operations Contact Information</b>	Emergency Operations Name	Casey Logan
	Emergency Operations Phone Number	(804) 834-2424 ext: 1003
	Emergency Operations E-mail	clogan@pgec.coop
<b>Certifying Official Contact Information</b>	Certifying Official Name	Casey Logan
	Certifying Official Phone Number	(804) 834-2424 ext: 1003
	Certifying Official E-mail	clogan@pgec.coop

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**Data Submitted**

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	PGEC_fbdd_2018Q4_030419.csv	Mar 5, 2019 13:33:58	182
Fixed Broadband Subscription	PGEC_fbsd_2018Q4_030419.csv	Mar 5, 2019 12:17:14	3

**Fixed Broadband Deployment**

**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
Virginia	Prince George Electric Coop	Optical Carrier/Fiber to the End User	182
<b>Total</b>			<b>182</b>

**Fixed Broadband Subscription**

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	3	328	0	328
<b>Total</b>		<b>3</b>	<b>328</b>	<b>0</b>	<b>328</b>

**Fixed Broadband Subscriptions by Bandwidths and End-user Type**

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
30.000	30.000	328	0	328
<b>Total</b>		<b>328</b>	<b>0</b>	<b>328</b>

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	30.000	30.000	328	0	328
<b>Total</b>			<b>328</b>	<b>0</b>	<b>328</b>

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## **PUBLIC COMMENT NOTICE**

The County of Prince George intends to file a grant application with the Virginia Department of Housing and Community Development (VHCD) under its 2020 Virginia Telecommunications Initiative Program (VATI). In accordance with the VATI Program Guidelines, the County of Prince George is requesting public comments as to its submission of a grant. The County entered into an agreement with PGEC Enterprises dba Ruralband for the first phase of an innovative fiber-to-the-home partnership that had never been attempted in the Commonwealth of Virginia. The proposed phase two grant will be on behalf of Prince George County and its private partner, PGEC Enterprises dba Ruralband. Prince George County is encouraging the partnership of all municipal governments within the Prince George Electric Cooperative electric service area.

Prince George County consists of 282 square miles, over 50% of the area is unserved or underserved by broadband as identified in the Center for Innovative Technology's 2016 survey. The purpose of the public-private partnership of Prince George County and PGEC Enterprises dba Ruralband, along with other local municipal partners, is to achieve the goal of having 100% of the Prince George Electric Cooperative service area in the county served by fiber-to-the-home. Additionally, PGEC Enterprises dba Ruralband will install fiber lines and will own and maintain the fiber system for the County. PGEC Enterprises dba Ruralband will provide internet service and handle all maintenance and billing. PGEC Enterprises dba Ruralband proposes, at a minimum, to offer three levels of broadband speeds: 50 mbps/50 mbps upload, 100 mbps/100 mbps upload, and up to 1 Gbps/1 Gbps upload.

In order to provide a record to the Virginia Department of Housing and Community Development, comments should be addressed to Jeffrey D. Stoke, Deputy County Administrator for Prince George County. The preferred methods of comment would be by email to [jstoke@princegeorgecountyva.gov](mailto:jstoke@princegeorgecountyva.gov) or by letter sent to Jeffrey D. Stoke, 6602 Courts Drive, Prince George, VA 23875. Comment will also be received by telephone (804) 722-8612. Public comment will be open from Monday, August 5, 2019 to Friday, August 30, 2019. A complete list of all of the comments will be sent to VA DHCD.

VA DHCD will post electronic copies of all submitted applications to the agency website after the deadline for application submissions has passed and before project approval. Any private sector service provider wishing to request that VA DHCD deem a proposed project area as ineligible for VATI must submit a challenge with the information required in this section no later than 5:00 p.m. on October 9, 2019. VA DHCD will have 30 business days to validate a challenge.

# Electric Utility Career Resume

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## Cary “Casey” J Logan Jr, P.E.

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Waverly, VA 23890

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Email: [clogan@pgcec.coop](mailto:clogan@pgcec.coop)

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### Career History:

**PGEC Enterprises LLC, Waverly, Virginia;**

**President – April 2019 – Present**

**VP of Operations – December 2016 – March 2019**

**Prince George Electric Cooperative, Waverly, Virginia;**

**President and CEO – April 2019 – Present**

**VP of Engineering – July 2015 – March 2019**

**South Carolina Electric and Gas, Engineer: Columbia, SC 2006 – 2015**

**Square D, Engineer: Columbia, SC 2003 – 2006**

**Nan-YA Plastics, Engineer: Lake City, SC 2002 – 2003**

### Professional Affiliations:

**Professional Engineer - licensed in the state of South Carolina and Virginia**

### Education:

**Master of Business Administration Engineering - 2008**  
University of South Carolina; Columbia, SC

**Bachelor of Science Electrical Engineering - 2002**  
University of South Carolina; Columbia, SC

# Electric Utility Career Resume

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**Robert H. Hall**

PO Box 168  
Waverly, VA 23890

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Email: [rhall@pgec.coop](mailto:rhall@pgec.coop)

Fax: (804) 834-3544  
Office: (804) 834-2424x 1016

## **Career History:**

**PGEC Enterprises LLC, Vice President:** Waverly, Virginia; December 2016 to Present.

**Prince George Electric Cooperative,** Waverly, Virginia; May 2007 to Present.

**VP and CFO** – November 2014 – Present

**Manager of Corporate Services** – May 2007 – November 2014

**Dominion Energy:** April 1998-May 2007

**Manager of Accounting** - Dominion Retail, Inc. – September 2001 – May 2007

**Financial Analyst** – Virginia Power, Inc. – April 2000 – September 2001

**Accountant** – Virginia Power, Inc. – April 1999 – April 2000

## **Professional Accomplishments**

**Passed Virginia CPA Exam May 1999**

## **Education:**

**Bachelor of Science Business Administration - Accounting 1992**  
Longwood University – Farmville, Virginia