

Application to DHCD Submitted through CAMS

IDA of Russell County

Russell County - Purcell/Crossroads Broadband Initiative

Application ID: 64508282019192803
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2020
Organization Name: IDA of Russell County
Organization Address: P. O. Box 2378
Lebanon, VA 24266
Profile Manager Name: Ernest McFaddin
Profile Manager Phone: (276) 971-0690
Profile Manager Email: ernie@russellcountyida.org

Project Name: Russell County - Purcell/Crossroads Broadband Initiative
Project Contact Name: Ernest McFaddin
Project Contact Phone: (276) 971-0690
Project Contact Email: ernie@russellcountyida.org
Project Location: Purcell & Crossroads Drive
Lebanon, Virginia, VA 24266-3652
Project Service Area: Russell County, Lebanon Town

Total Requested Amount: \$1,028,213.00
Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$1,028,213.00	\$1,955,680.00	\$2,983,893.00
Construction	\$764,433.00	\$1,438,000.00	\$2,202,433.00
Other: Electronic Equipment	\$38,850.00	\$54,000.00	\$92,850.00
Other: Easements and Licensing	\$0.00	\$15,000.00	\$15,000.00
Other: Customer Premises Equipment	\$69,930.00	\$108,000.00	\$177,930.00
Other: Electronics Cabinets	\$25,000.00	\$45,000.00	\$70,000.00
Other: Bandwidth Costs	\$0.00	\$40,680.00	\$40,680.00
Other: Engineering	\$130,000.00	\$255,000.00	\$385,000.00
Total:	\$1,028,213.00	\$1,955,680.00	\$2,983,893.00

Budget Narrative:

Construction estimate includes main line, drops and AEP make ready. The estimate for electronics and customer premises equipment are based on quotes from Calix. Russell County IDA will provide easements and licensing. Bandwidth costs are based on current cost for upstream bandwidth. Engineering cost estimates are based on experience with previous projects similar to what is proposed.

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:

This particular project area was selected as a joint effort between the Russell County IDA and iGo Technology, Inc..

The IDA and local governmental officials continue to have residences call from this particular area asking if and when broadband services may come to their area.

iGo can add greatly to this area as they have had several residences and businesses call requesting broadband services over the past several years. iGo does have wireless broadband service in a nearby area; however, there is no effective way to reach this community as they are in a secluded area blocked by some rather large rolling hills and lots of thick trees. Given the location, LTE cell phone service is really spotty as well.

We have provided a map of the area currently under construction funded by a recently awarded 2019 Tobacco

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Commission Grant located in: "Optional Attachments" - "Attachment 1 –Project Area Map".

We have also provided a second map for the additional portion to be funded by DHCD showing specific boundaries with road names etc. This map is located in: "Map(s) of project area, including proposed infrastructure" - "Attachment 16 –Project Area Map (TRRC-Match)".

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 Russell County IDA along with iGo has a vast knowledge of this particular unserved area. iGo has information for this area from potential customers calling requesting services over the past several years.

We have provided a map from the FCC showing existing providers along with offered speeds. The accompanying map is called "Attachment 2" – "Existing Provider Map". This is located in: "Map(s) or schematic of existing broadband providers".

We have also included the CAF II funded area map as well to depict that we are not intruding on that area. Due to the nature of the CAF II areas we are relatively close to them; however, we do not cross into their areas to serve customers and have even determined the AEP and Verizon pole lines are not in CAF areas as well. We do; however, cross them for backbone only to our upstream provider for this project. The iGo area is outlined in Yellow on the attached CAF map and is called: "Attachment 3" – "Documentation on CAF Funding Area". This map is located in: "Documentation that proposed project area is not designated for Connect America Funding (CAF)".

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 proposed area is unserved and has a high demand. We have provided a map that shows the proposed area and that we have no overlap with another provider offering services. The provided map is located in: "Documentation that proposed project area is unserved based on VATI criteria" - "Attachment 4 – Documentation Unserved Area VATI Criteria".

dishNET & ViaSat are satellite providers that have data caps and do not offer the low latency required for real-time applications. Our fiber-rich network will provide unlimited access (no caps) and ultra low latency. You will also see that our fixed wireless services show for the proposed area; however, we do not reach to that location and the

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shown speeds are far below the 10/1 minimum.

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:

The entire project (including the proposed DHCD addition) passes 709 households and businesses and community facilities located in Russell County. We identified households within the project area to be served utilizing the Russell County GIS mapping system and querying by households - going door-to-door to gain interest. We are comfortable with using 60% take rate based on our door-to-door polling and the fact the area is "totally" unserved. We feel these are firm numbers given the GIS system use and knowledge obtained by the Russell County IDA in the proposed addition.

iGo also maintains an "Interest List" at all times to detect trends and determine new areas to deploy broadband services in Russell County. This listing for the proposed grant area can be found in: "Attachments" - "Attachment 17 - Interest Listings for Dept. of Housing Grant (Crossroads-Purcell)".

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:

This entire project service area is very rural with approximately five businesses. The community anchor institutions include: Old Cleveland Elementary/Community Center, Cleveland Life Saving Crew and several churches.

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:

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

iGo also maintains an "Interest List" at all times to detect trends and determine new areas to deploy broadband services in Russell County. This listing for the proposed grant area can be found in: "Attachments" - "Attachment 17 - Interest Listings for Dept. of Housing Grant (Crossroads-Purcell)".

iGo is currently working with a local TV station out of Bristol, VA/TN (WCYB-TV5) to establish an ad campaign. iGo will highlight this grant area with TV advertising once construction begins and beyond that time into the future.

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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:

This section is not applicable to our application since we are only doing a FTTP 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:

The network architecture used for this offering will be (FTTP) Fiber to the Premise. The electronic equipment to be used will be Calix for the head end and customer CPE as well. The CPE equipment will be 1GB capable with dedicated bandwidth. The network connectivity for infrastructure equipment will be 10GB capable and will be a GPON based network. See attached map in: "Attachments" - "Attachment 18 - iGo DHCD Network Architecture".

Dedicated Bandwidth Offerings:

25 Mbps Down X 3 Mbps Up - \$89.95

50 Mbps Down X 5 Mbps Up - \$119.95

75 Mbps Down X 5 Mbps Up - \$149.95

100Mbps Down X 10Mbps Up - \$179.95

All service packages include NO DATA CAPS offer.

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:

Description of Proposed Network

1. The proposed Service Area is shown in Attachment 1 – Project Area Map2. It includes an estimated 13 miles of main line fiber construction.

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2. The proposed network will use a GPON FTTP topology. Broadband services will be offered to each location in the project area.
3. The Project Area will be provided service using Calix GPON FTTP and 10 Gbps fiber ring to supply adequate bandwidth and redundancy. Two electronics cabinets will be added to an existing Calix 10Gbps ERPS ring.
4. The Project Area includes an estimated 705 locations and the projected penetration rate is 60%. The system will be designed with a 10km plant, meaning there will be electronics within 10km of each housing unit.
5. The existing ISP interconnection has adequate capacity to accommodate the addition of the Project Area. iGo will offer broadband service with a non-congested network. When internet traffic reaches 75% of capacity, upstream bandwidth is increased.

Description of Design Parameters

1. The proposed FTTP system is designed with fiber constructed from each subscriber to an OLT. The system is designed with a 10km fiber loop. The system will be constructed with ribbon fiber to reduce construction cost and reduce recover time in the event of a fiber cut.
2. From a historic perspective, an oversubscription ratio of 4:1 is anticipated. iGo will monitor bandwidth usage and add upstream bandwidth when bandwidth consumption reaches 75% of upstream capacity. This approach ensures a non-blocking, non-congested network.
3. Calix standard FTTP optics have >28dB dynamic range. The proposed FTTP project will be designed with 10km local loops. Problems with link budgets are not anticipated.
4. The electronics will be on a 10Gbps ring using Calix failover protocol. ERPS will provide 50ms failover in the event of a fiber cut. The ring design ensures that a single optic failure will not cause a network outage. Initially the ring will be collapsed with future phases including geographic diversity.

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

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locality.

Answer:

The matching portion (2019 Last Mile Tobacco Commission Grant) is currently in the beginning (engineering) stage and slated to be complete within the next three years. The proposed additional DHCD service area is in planning stage and would proceed upon a grant award. We have planned the DHCD portion to be completed within an 18 month window primarily due to iGo experience performing these projects. We feel the need to extend our project from 12 to 18 months due to the time it takes to work with AEP and Verizon for pole make ready. This is one of the largest impacts we have and we have very little control over this.

Our area of Southwest Virginia has rather harsh winters at times and the rugged terrain alone is generally a challenge with pole infrastructure and right-of-way. Poles are located in some cases on the sides and tops of mountains. These are cases where AEP or Verizon has not cut the right-of-way in years which makes that process more time consuming than a right-of-way that would follow a highway or road. During those harsh winters, AEP and Verizon line workers get called to snow storm duty which takes precedence over make ready projects thereby hampering schedules like ours.

Project Management Plan can be found in: "Attachments" - "Project Management Plan" - "Attachment 6 - Timeline-Project Management Plan".

Formal Agreement between Russell County IDA and iGo Technology, Inc. located in: "Documentation of relationship between applicant and co-applicant" - "Attachment 7 – Relationship between ApplicantCo-Applicant".

Support Letter from Delegate William Morefield located in: "Letters of Support " - "Attachment 8 - Letters of Support".

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:

See "Attachments" - "Optional" - "Attachment 9 - iGo Documentation of Match Funding". This is evidence from the Tobacco Commission website that shows where Russell County IDA and iGo Technology was awarded \$1,900,000 for last mile broadband in June of 2019.

Russell County IDA has a letter inserted under "Attachments" - "Documentation of in-kind contributions" - "Russell County IDA (in-kind)" indicating their contribution and commitment to this project totaling \$15,000 in value.

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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:

Russell County IDA has a letter inserted under "Attachments" - "Documentation of in-kind contributions" - "Russell County IDA (in-kind)" indicating their contribution and commitment to this project totaling \$15,000 in value.

Formal Agreement between Russell County IDA and iGo Technology, Inc. located in: "Documentation of relationship between applicant and co-applicant" - "Attachment 7 – Relationship between ApplicantCo-Applicant".

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.

Answer:

NAME	TITLE	ROLE
<i>Ernie McFaddin</i>	<i>Chairman, Russell County IDA</i>	<i>Grant Applicant / Coordinator</i>
Coordinate activities between Russell County IDA, iGo, and DHCD. Responsible for overseeing Russell County IDA matching contributions for the grant.		
<i>Steve VanDyke</i> <i>w/Russell County IDA.</i>	<i>President, iGo Technology, Inc.</i>	<i>iGo Overall Grant Management & Liaison</i>
Maintain schedules, perform make-ready applications and coordinate with AEP & Verizon for pole attachments. Coordinate engineering tasks with Metts Engineering. Maintain network system post installation.		

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

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

14. Project Budget and Cost Appropriateness

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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:

An itemization of our construction and equipment costs etc. can be found within the budget tab and in: "Attachments" - "Attachment 11 - Derivation of Costs".

Also, another breakdown can be found at: "Attachments" - "Funding Sources Table" - "VATIFundingSourcesTable924201893323392201942425".

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:

i - State Share of Total Project Costs: \$1,028,213

ii - The entire project includes 709 passings. The state cost per passing is \$1,450. (The entire project includes: 2019 Russell County/iGo Tobacco commission grant, Russell County IDA's In-Kind, and the DHCD proposed contribution).

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

25 Mbps Down X 3 Mbps Up - \$89.95

50 Mbps Down X 5 Mbps Up - \$119.95

75 Mbps Down X 5 Mbps Up - \$149.95

100Mbps Down X 10Mbps Up - \$179.95

All service packages include NO DATA CAPS.

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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:

The applicant (Russell County IDA) has had experience coincidentally with the co-applicant (iGo) managing and deploying (2) prior grants. The first was a Rural Utilities Services grant to deploy wireless broadband to an unserved portion of Russell County back in 2005. The 2005 RUS grant was a great success in getting broadband to over (100) homes within the service area. The second grant (Tobacco Commission Last Mile Grant 2019) is currently in the engineering phase and is expected to pass 450 homes and businesses in the TRRC serving area.

iGo is currently managing (2) awarded USDA Community Connect Grants for 2016 and 2017. Work on these grants are progressing simultaneously and both are on schedule for completion. The USDA 2016 grant should be complete by the end of 2019. These grants are FTTP and extremely similar to this grant application in layout. These Community Connect Grants are covering portions of Buchanan and Russell Counties.

Lastly, Russell County IDA and iGo is managing this year's newly awarded 2019 Tobacco Commission Last Mile Grant which is the match for this grant application. The TRRC portion passes 450 structures thus continuing our progress toward overall broadband coverage for Russell County.

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:

This grant application does fit into the "overall" broadband plan for southwest Virginia and Russell County. The Russell County IDA has very recently began to compile a local group of individuals to work in an effort to determine future areas where broadband is most needed in Russell County and to have an overall plan going forward. Until now, there has been so many unserved areas that it was not hard to define an area each year; however, now with the CAFII funded areas, projects we've completed (RCIDA & iGo), and other providers that are in the area, planning needs to be more strategic.

The Russell County IDA & iGo Technology, Inc. have always consulted the FCC & USDA broadband maps when planning projects as to not cross over other providers or projects. There have been so many "unserved" areas there is no need to crossover into competition as there is plenty out there for all entities to pursue. Bringing all this to light, we feel with our due diligence and processes we've historically used in Russell County, we have definitely filled (and continue to fill) the broadband void within our county; thus, taking care of our part in the overall broadband plan for southwest Virginia.

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

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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

Attachment1ProjectAreaMap932019114542.pdf

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

Attachment2ExistingProviderMap830201942039.pdf

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

Attachment3DocumentationonCAFFundingArea830201942057.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteria830201945034.pdf

Project Management Plan

Attachment6TimelineProjectManagementPlan932019105237.pdf

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

Attachment7RelationshipbetweenApplicantCoApplicant932019105958.pdf

Letters of Support

Attachment8LettersofSupport92201950947.pdf

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

RussellCountyIDAIInKind830201975715.pdf

Funding Sources Table

Attachment10FundingSourcesTable92201951732.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts92201942407.pdf

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

Attachment12OutsidePlantandElectronicscostfromsimilarproject93201925832.pdf

Supporting documentation for costs estimates

Attachment13SupportingDocumentationforCostEstimates93201925849.pdf

Two most recent Form 477 submitted to FCC

Attachment14TwomostrecentForm477submittedtotheFCCCorequivalent932019115213.pdf

Copy of Public Notice

Attachment15CopyofPublicNotice932019115233.pdf

Optional

Attachment16ProjectAreaMapTRRCMatch932019114752.pdf

Optional

Attachment17InterestListingsforDeptofHousingGrantCrossroadsPurcell932019115434.pdf

Optional

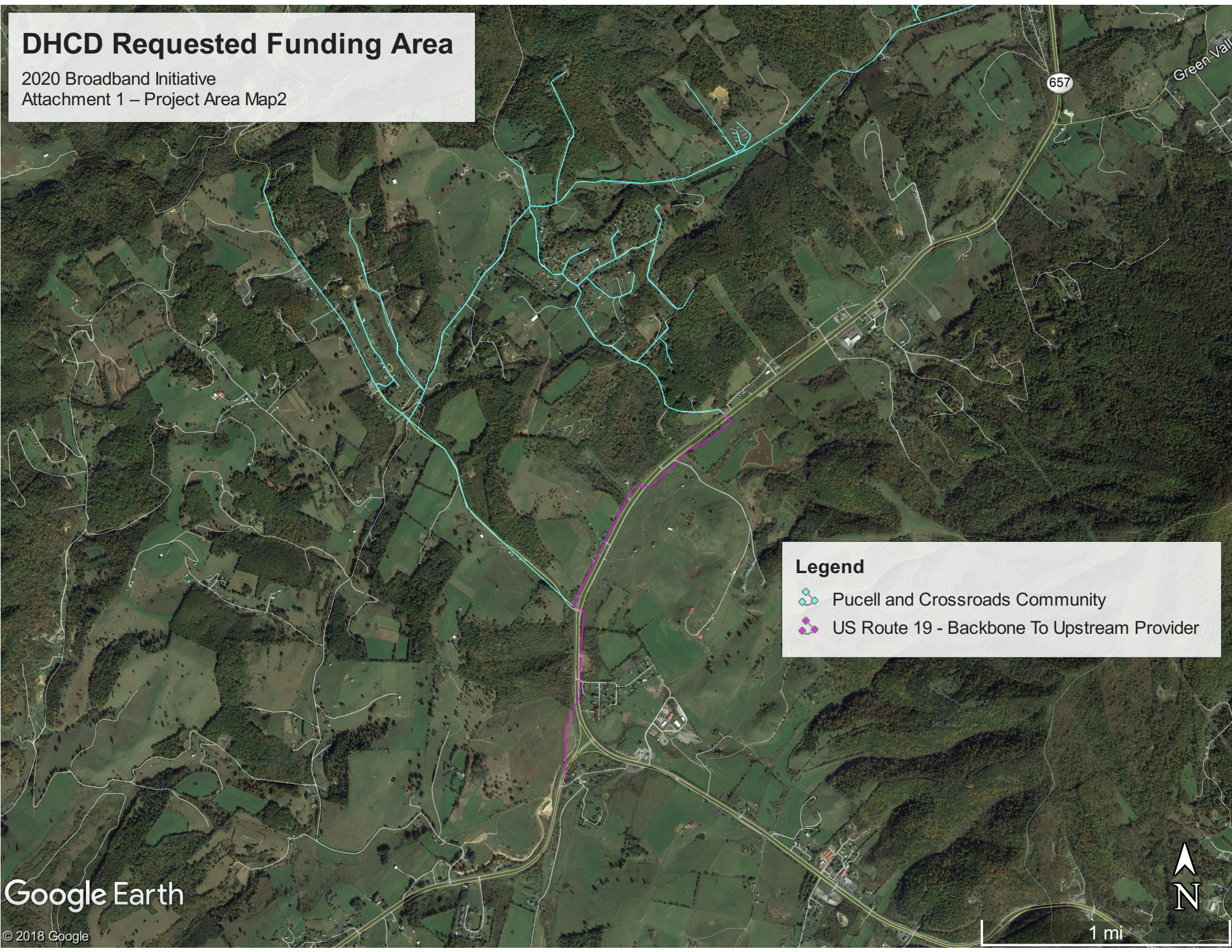
Attachment18iGoDHCDNetworkArchitecture932019115659.pdf

Optional



Attachment9iGoDocumentationofMatchFunding830201980219.pdf

DHCD Requested Funding Area

2020 Broadband Initiative
Attachment 1 – Project Area Map2



Legend

-  Pucell and Crossroads Community
-  US Route 19 - Backbone To Upstream Provider

Google Earth

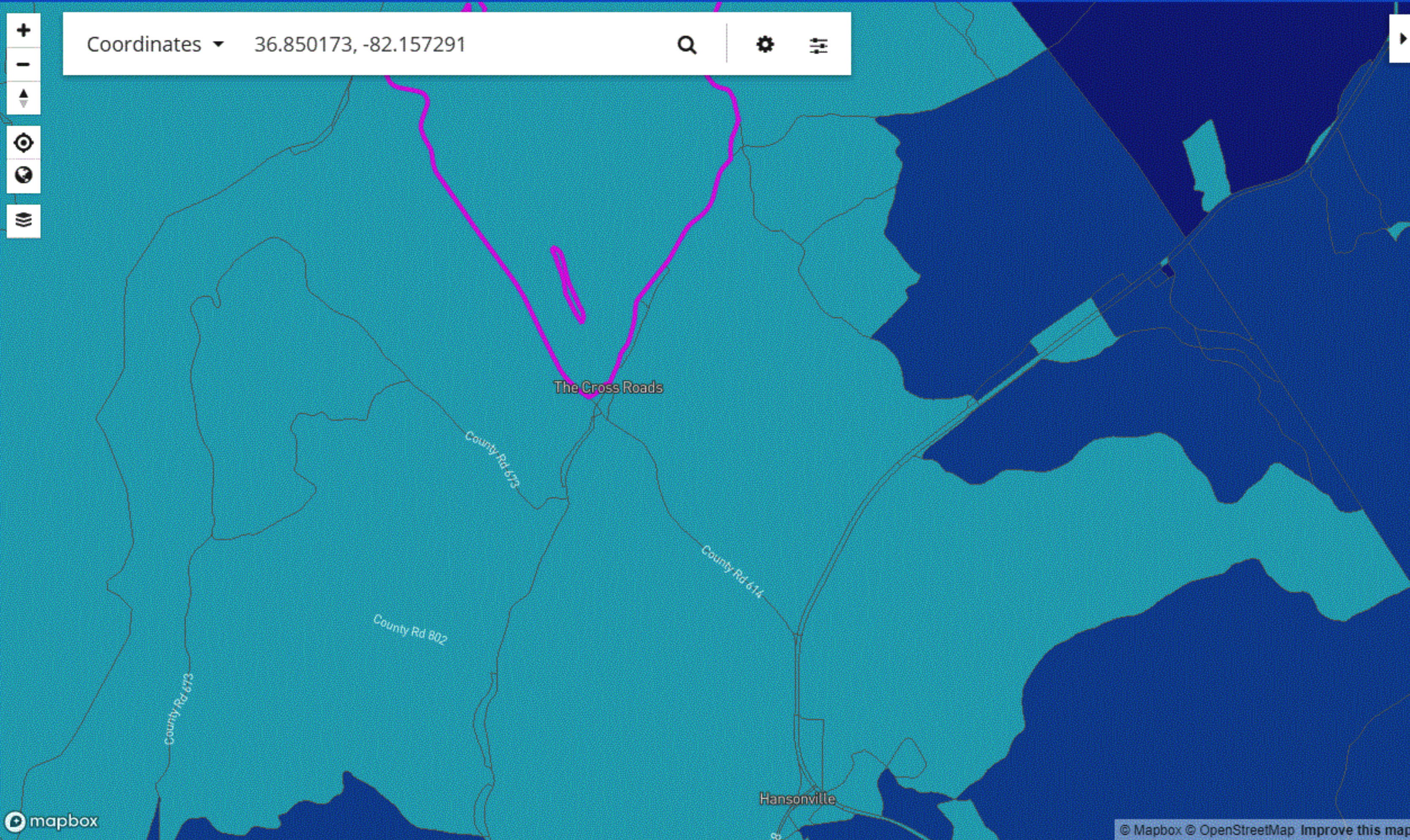
© 2018 Google



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Coordinates ▾ 36.850173, -82.157291

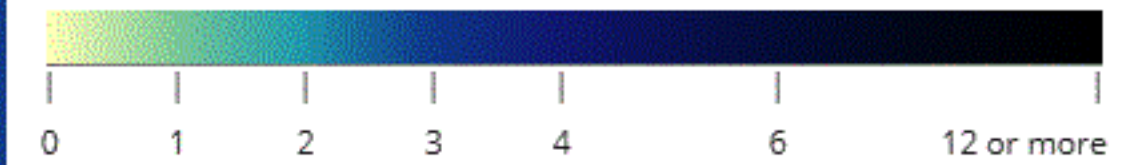


All Providers Reporting Service



Census block ID: 511670304013019

Number of Fixed Residential Broadband Providers



Broadband



Technology ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other

Speed ≥ 25/3 Mbps

Date Dec. 2017 (latest public release)

Provider	Tech	Down (Mbps)	Up (Mbps)
ViaSat, Inc.	Satellite	30	3
dishNET Holding, LLC	Satellite	25	3
iGo Technology, Inc.	Fixed Wireless	5	0.512
VSAT Systems, LLC	Satellite	2	1.3

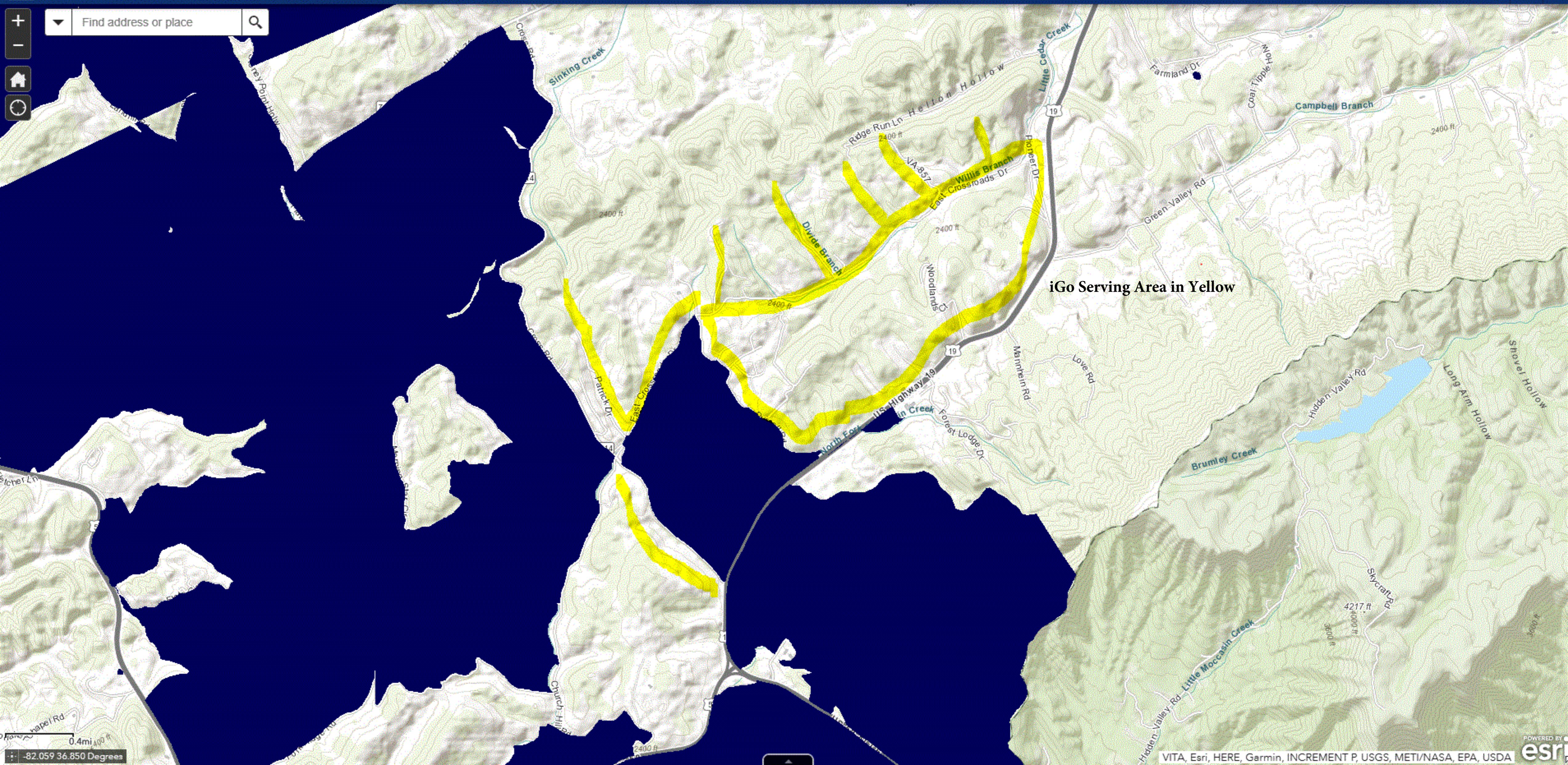
Find address or place

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Home

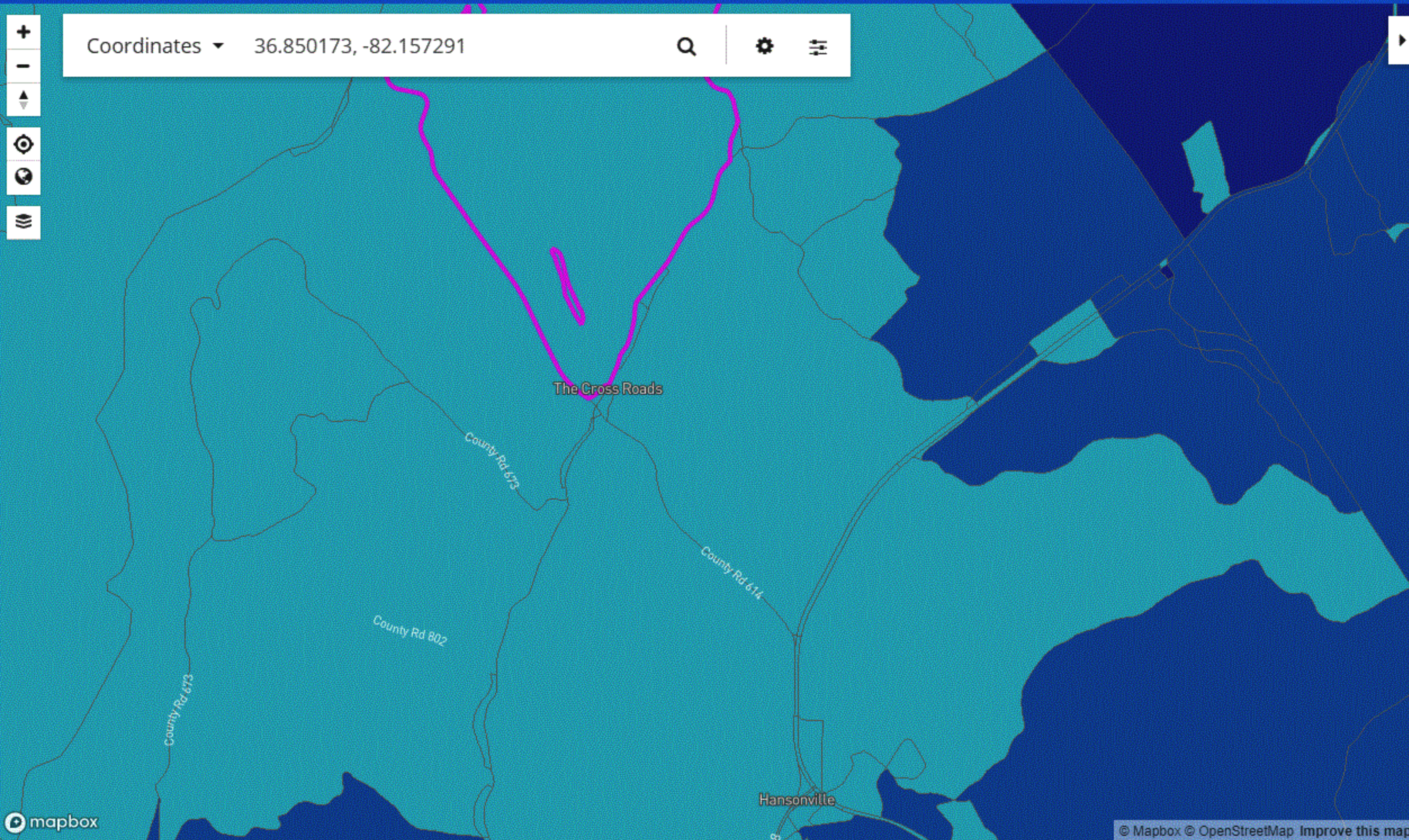
Refresh



iGo Serving Area in Yellow



Coordinates ▾ 36.850173, -82.157291



All Providers Reporting Service



Census block ID: 511670304013019

Number of Fixed Residential Broadband Providers



Broadband



Technology ADSL, Cable, Fiber, Fixed Wireless, Satellite, Other

Speed ≥ 25/3 Mbps

Date Dec. 2017 (latest public release)

Provider	Tech	Down (Mbps)	Up (Mbps)
ViaSat, Inc.	Satellite	30	3
dishNET Holding, LLC	Satellite	25	3
iGo Technology, Inc.	Fixed Wireless	5	0.512
VSAT Systems, LLC	Satellite	2	1.3

Russell County - Crossroads/Purcell Broadband Initiative Project Management Plan

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

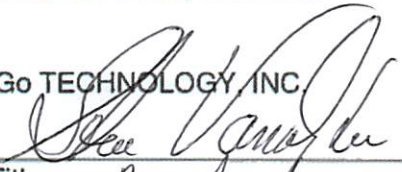
6. This Agreement shall be construed according to the laws of the Commonwealth of Virginia with the venue for any interpretation, enforcement or adjudication in connection with this Agreement being had in Circuit Court of Russell County, Virginia.

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

Witness the following signatures and seals:

INDUSTRIAL DEVELOPMENT AUTHORITY
OF RUSSELL COUNTY, VIRGINIA

By 
Ernie McFaddin, Chairman

iGo TECHNOLOGY, INC.
By 
Title President

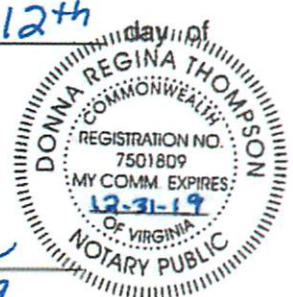
STATE OF VIRGINIA,

COUNTY OF Russell, to-wit:

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

My commission expires: 12-31-2019.

Donna Regina Thompson
Notary Public 7501809



STATE OF VIRGINIA,

COUNTY OF Buchanan, to-wit:

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

My commission expires: May 31, 2022.

Jennifer O. Potter
Notary Public





COMMONWEALTH OF VIRGINIA

HOUSE OF DELEGATES
RICHMOND

JAMES W. (WILL) MOREFIELD

POST OFFICE BOX 828
NORTH TAZEWELL, VIRGINIA 24630

THIRD DISTRICT

COMMITTEE ASSIGNMENTS:

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

August 30, 2019

Virginia Department of Housing and Community Development

Attn: Director Eric Johnson

600 East Main Street Suite 300
Richmond, VA 23219

Dear Director Johnson:

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

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

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

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

Sincerely,

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



Research & Development/Last Mile Broadband

Last Mile Broadband Program

In 2017 the R&D Committee approved the use of up to \$10 million as a multi-year commitment to assist in constructing “last-mile” broadband telecommunications infrastructure in unserved areas of the Region. In March 2018, the Committee made awards totaling more than \$11 million as grant incentives to localities and qualified experienced private sector broadband providers working in partnership, to assist with up to 50% of construction costs. Those nine projects, listed in the link below, will serve more than 31,500 homes, businesses and anchor institutions.

The Committee has now committed up to \$5 million to be available in a second round of project grant and loan funding. **Full proposals** were due **March 21, 2019**, and will be acted on at the June 2019 Commission meetings.

[FY19 Last Mile Broadband Staff Summaries and Recommendations 5-31-19](#)

[FY19 Last Mile Awards 6/6/19](#)

If you would like to review any of the pending applications, please contact our Grants Director Tim Pfohl at TPfohl@revitalizeva.org

Related Information

[STRATEGIC PLAN »](#)

[ANNUAL REPORT »](#)

[PRE-APPLICATION »](#)

[FUNDING POLICIES »](#)

[SBIR FY 18 GUIDELINES »](#)

[R&D GRANT AGREEMENT »](#)

[BROADBAND PROGRAM GUIDELINES »](#)

FY19 Last Mile Broadband

Awards

June 6, 2019

Req #	Organization	Project Title	Award
Southwest Region Requests			
3535	Carroll County IDA	The Wired Road/Carroll County Last Mile Neighborhood Pole Project	\$200,000
3531	Cumberland Plateau Company	Cleveland Broadband Expansion Project	\$544,137
3522	IDA of Dickenson County	Honey Camp Last Mile Broadband	\$65,000
3530	Grayson County	Connect Grayson	\$325,000
3527	The IDA of Russell County	North Central Russell / South Buchanan Counties Broadband Expansion Project	\$1,900,000
3519	Scott County Telephone Cooperative	Weber City Broadband Fiber-to-the-Home Initiative	\$1,500,000
3525	Tazewell County IDA	Tazewell County Wireless Service Authority Broadband Expansion - Phase III	\$150,000
<i>Sub-total - 7 Southwest Requests/7 Recommendations</i>			\$4,684,137
Southern Region Requests			
3532	Appomattox County	Pamplin Area Fiber Broadband Project	\$600,000
3521	Bedford, County of	Bedford County Broadband Project	\$670,500
3524	Campbell County	Campbell County 2019 Last Mile Broadband Southeast Project	\$156,313
3529	Franklin County	Franklin County Broadband Authority Fiber Extension Project	\$650,000
3534	Halifax County	Halifax County Broadband Initiative- Phase 2	\$334,396
3547	Lunenburg County	Lunenburg County and Kinex Telecom Fiber Project	\$439,069
3533	Pittsylvania County	Pittsylvania County - Mecklenburg Electric Cooperative Backbone Fiber Extension	\$375,549
<i>Sub-total - 9 Southern Requests/7 Recommendations</i>			\$3,225,827

Grand Total (16 requests/14 Recommendations)

\$7,909,964

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	\$ 1,028,213.00	34%	Pending
2019 Tobacco Commission Grant (Includes \$15,000 from Russell County IDA – Noted in Derivation of Cost Spreadsheet)	\$ 1,955,680.00	66%	SECURED
	\$		
	\$		
	\$		
	\$		
	\$		
TOTAL	\$2,983,893.00	100 %	

Russell County - Purcell Broadband Initiative
Derivation of Cost (Project Budget)
9/2/2019

	Project Total	VATI (Grant Request)	Non-VATI (Match)	Source of Estimate
Outside Plant Construction	\$2,202,433	\$ 764,433	\$ 1,438,000	Nichols Construction and AEP
Electronic Equipment	\$ 92,850	\$ 38,850	\$ 54,000	Calix
Easements and Licensing	\$ 15,000		\$ 15,000	Russell County IDA
Customer Premises Equipment	\$ 177,930	\$ 69,930	\$ 108,000	Calix
Electronics Cabinets	\$ 45,000		\$ 45,000	Power and Telephone Supply
Bandwidth Costs	\$ 65,680	\$ 25,000	\$ 40,680	Actual Costs
Engineering	\$ 385,000	\$ 130,000	\$ 255,000	W. Metts Engineering
	\$2,983,893	\$ 1,028,213	\$ 1,955,680	

66% Percent of Match

* All units are estimates for the purpose of contracting. Contractor to be paid based on checked field quantities.

11/1/2018

UNIT	DESCRIPTION	ESTIMATED QUANTITY	LABOR UNIT PRICE	EXTENDED LABOR PRICE	MATERIAL UNIT PRICE	MATERIAL EXTENDED PRICE	TOTAL
35-4	35' POLE CLASS 4	7	\$550.00	\$3,850.00		\$0.00	\$3,850.00
BM80	1" RISER GUARD	218	\$33.50	\$7,303.00		\$0.00	\$7,303.00
BM83	BURIED DROP RISER GUARD	113	\$27.60	\$3,118.80		\$0.00	\$3,118.80
CO12R 10M	AE 10M 12 FIBER OPTIC RIBBON CA	14227	\$1.66	\$23,616.82	\$0.09	\$1,280.43	\$24,897.25
CO12R(E)	AE 12 FIBER OPTIC RIBBON CA (E)	310	\$1.26	\$390.60	\$0.09	\$27.90	\$418.50
CO12RLOOP	LOOP	3506	\$1.00	\$3,506.00		\$0.00	\$3,506.00
CO144R (E)	AE 144 FIBER OPTIC RIBBON CA	282	\$1.26	\$355.32	\$0.09	\$25.38	\$380.70
CO144R 10M	AE 10M 144 FIBER OPTIC RIBBON CA	16027	\$1.66	\$26,604.82	\$0.09	\$1,442.43	\$28,047.25
CO144RLOOP	LOOP	2718	\$1.00	\$2,718.00		\$0.00	\$2,718.00
CO216R 10M	AE 10M 216 FIBER OPTIC RIBBON CA	11203	\$1.66	\$18,596.98	\$0.09	\$1,008.27	\$19,605.25
CO216RLOOP	LOOP	2218	\$1.00	\$2,218.00		\$0.00	\$2,218.00
CO24R 10M	AE 10M 24 FIBER OPTIC RIBBON CA	10639	\$1.66	\$17,660.74	\$0.09	\$957.51	\$18,618.25
CO24RLOOP	LOOP	1852	\$1.00	\$1,852.00		\$0.00	\$1,852.00
CO288R E	AE 288 FIBER OPTIC RIBBON CA	638	\$1.26	\$803.88	\$0.09	\$57.42	\$861.30
CO288R 10M	AE 10M 288 FIBER OPTIC RIBBON CA	5353	\$1.66	\$8,885.98	\$0.09	\$481.77	\$9,367.75
CO288RLOOP	LOOP	1506	\$1.00	\$1,506.00		\$0.00	\$1,506.00
CO48R 10M	AE 10M 48 FIBER OPTIC RIBBON CA	21541	\$1.66	\$35,758.06	\$0.09	\$1,938.69	\$37,696.75
CO48RLOOP	LOOP	3744	\$1.00	\$3,744.00		\$0.00	\$3,744.00
CO96R (E)	AE 96 FIBER OPTIC RIBBON CA (E)	264	\$1.26	\$332.64	\$0.09	\$23.76	\$356.40
CO96R 10M	AE 10M 96 FIBER OPTIC RIBBON CA	21171	\$1.66	\$35,143.86	\$0.09	\$1,905.39	\$37,049.25
CO96RLOOP	LOOP	3944	\$1.00	\$3,944.00		\$0.00	\$3,944.00
HACO-6X17	PLP FIBER CLOSURE 6X17 (HANG)	89	\$280.00	\$24,920.00		\$0.00	\$24,920.00
HACO-6X22	PLP FIBER CLOSURE (HANG)	60	\$300.00	\$18,000.00		\$0.00	\$18,000.00
HACO-9.5X28	PLP FIBER CLOSURE 9.5X28 (HANG)	35	\$320.00	\$11,200.00		\$0.00	\$11,200.00
PE1-3	DOWN GUY 10M	337	\$48.00	\$16,176.00		\$0.00	\$16,176.00
PE2-3	OVERHEAD GUY 10M	3	\$58.80	\$176.40		\$0.00	\$176.40
PF1-5	10M ROD AND ANCHOR	260	\$325.00	\$84,500.00		\$0.00	\$84,500.00
PF5-3(30")	30" Rock Anchor	25	\$225.00	\$5,625.00		\$0.00	\$5,625.00
PF5-3(53")	53" Rock Anchor	25	\$245.00	\$6,125.00		\$0.00	\$6,125.00
PF5-3(84")	84" Rock Anchor	25	\$295.00	\$7,375.00		\$0.00	\$7,375.00
PM88(1/2)	SNOW SHOE (Butt Style Closures)	189	\$150.00	\$28,350.00		\$0.00	\$28,350.00
PM11	RISER GUARD	337	\$22.00	\$7,414.00		\$0.00	\$7,414.00
PM2A	Grounding Assembly	101	\$18.00	\$1,818.00		\$0.00	\$1,818.00
PM2	Ground Rod	101	\$42.00	\$4,242.00		\$0.00	\$4,242.00
SEAF2	AERIAL 2 FIBER DROP	34740	\$1.45	\$50,373.00		\$0.00	\$50,373.00
SEAF2-10M	STRANDED AERIAL 2 FIBER DROP	2128	\$1.56	\$3,319.68	\$0.09	\$191.52	\$3,511.20
SEAF2-6M	STRANDED AERIAL 2 FIBER DROP	7165	\$1.46	\$10,460.90	\$0.09	\$644.85	\$11,105.75
SEAF2-E	LASHED 2 FIBER AERIAL DROP	6704	\$0.90	\$6,033.60	\$0.09	\$603.36	\$6,636.96
SEAF2LOOP	2 FIBER DROP LOOP	17920	\$0.60	\$10,752.00		\$0.00	\$10,752.00
SEBF2	BURIED 2 FIBER DROP	6007	\$2.25	\$13,515.75		\$0.00	\$13,515.75
SEBF2(AER)	BURIED FIBER PLACED AERIALLY	15037	\$1.10	\$16,540.70		\$0.00	\$16,540.70
SEBF2(AER) LOOP	BURIED FIBER PLACED AERIALLY LOOP	8150	\$0.60	\$4,890.00		\$0.00	\$4,890.00
SEBF2-10M	STRANDED BURIED 2 FIBER DROP	100	\$1.56	\$156.00	\$0.09	\$9.00	\$165.00
SEBF2-6M	STRANDED BURIED 2 FIBER DROP	2670	\$1.46	\$3,898.20	\$0.09	\$240.30	\$4,138.50
SEBF2-E	LASHED BURIED 2 FIBER DROP	2802	\$0.90	\$2,521.80		\$0.00	\$2,521.80
SEAF-CLT	Aerial Drop Cleating	4096	\$0.75	\$3,072.00		\$0.00	\$3,072.00
SEBF-CLT	Buried Drop Cleating	1856	\$0.75	\$1,392.00		\$0.00	\$1,392.00
SEAF-HSE	Aerial Drop House Loop	4096	\$0.84	\$3,440.64		\$0.00	\$3,440.64
SEBF-HSE	Buried Drop House Loop	1856	\$0.84	\$1,559.04		\$0.00	\$1,559.04
WC-1	Cable Rearrangement	75	\$95.00	\$7,125.00		\$0.00	\$7,125.00
W-Sag	Re-Sag of Span	10	\$72.00	\$720.00		\$0.00	\$720.00
W-Closure	Closure Rearrangement	10	\$400.00	\$4,000.00		\$0.00	\$4,000.00
W-PE1-3	Guy Rearrangement	25	\$60.00	\$1,500.00		\$0.00	\$1,500.00
W-PF1-5	Anchor Rearrangement	5	\$175.00	\$875.00		\$0.00	\$875.00
W-SEA		5	\$54.00	\$270.00		\$0.00	\$270.00
W-Delash		500	\$0.85	\$425.00		\$0.00	\$425.00
W-Relash		500	\$1.05	\$525.00		\$0.00	\$525.00
XX-A30-5	Pole Removal	2	\$180.00	\$360.00		\$0.00	\$360.00
XX-PE1-3	Guy Removal	5	\$28.00	\$140.00		\$0.00	\$140.00
XX-PF1-5	Anchor Removal	5	\$54.00	\$270.00		\$0.00	\$270.00
XX-CO-XX		100	\$1.00	\$100.00		\$0.00	\$100.00
R3-1		10000	\$1.66	\$16,600.00		\$0.00	\$16,600.00
R1-5		7500	\$2.10	\$15,750.00		\$0.00	\$15,750.00
TOTAL				\$565,966.21		\$10,837.98	\$609,254.19

Note: Minor Materials Include:
 Lashing Wire
 Lashing Wire Nuts
 Pole Line Hardware
 Strapping and Supports

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO CLear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	700GE ONT				
100-05161	716GE ONT, 2 POTS, 4 GE -CE	BVM9L10ARG	\$236.00	5	\$1,180.00
	800 SG				
000-00866	844E-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -AM Type A Power Adapter		\$109.00	5	\$545.00
100-04017	844GE-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -UPS Power Interface	BVMCE10ARC	\$217.71	273	\$59,434.83
100-05030	804Mesh Dual WiFi, -AM Type A power adapter		\$84.00	25	\$2,100.00
	E7				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$796.00	9	\$7,164.00
100-01949	E7-2 GE-24 card (24xGE CSFP, 2x10GE SFP+)	BVL3AH9FTD	\$3,600.00	17	\$61,200.00
	OIM 10GE Transport				
100-01424	Direct Attach SFP/SFP+ copper cable, 0.5 m, 30AWG, I-Temp	BVPQAE5UAA	\$93.75	17	\$1,593.75
100-01793	Direct Attach SFP/SFP+ copper cable, 1 m, 30AWG, I-Temp	BVPQAE4UAA	\$60.00	3	\$180.00
	OIM AE				
100-01792	2x 1GE BIDI CSFP, Dual BIDI Downstream transceiver, Single Mode, 20Km, Tx1490nm, LC, I-Temp	BVL3AL3FAA	\$150.00	203	\$30,450.00
	ONT				
100-01578	SFU ONT Enclosure with Splice Tray		\$29.00	5	\$145.00
100-03826	UPS SFU CYBP27U Indoor 12V 7.2AH 24W - 2-prong Type A Floating		\$40.00	5	\$200.00
100-03894	Indoor UPS Power Cord, 7 pin UPS to 8 pin ONT Male, 3M Black		\$9.00	273	\$2,457.00
100-04068	Indoor UPS, Wall Mount or Desktop, 12V 7.2AH 36W, Black - AM Type B Grounded		\$46.00	273	\$12,558.00
	Services				
110-01317	Essential Support Entitlement <500		\$5,995.00	1	\$5,995.00
Equipment Total					\$185,202.58

Spares Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	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
100-01949	E7-2 GE-24 card (24xGE CSFP, 2x10GE SFP+)	BVL3AH9FTD	\$3,600.00	1	\$3,600.00

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Spares Total		\$4,396.00
Extended Warranty		\$12,157.68
Annuity Services Total		\$12,157.68
Grand Total		\$201,756.26

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

000-00866 package consists of the following:

100-04015	844E-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -Power Adapter Interface	1
100-04036	Power Adapter CPA5 12V 2.5Amp - AM Type A	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.

Unless specifically listed above, the order total shown does not reflect any charges related to shipping, taxes, insurance, customs duties or tariffs, which are the customer's sole responsibility. Unless specifically listed above, the actual freight charges incurred and related taxes will be added to your order at the time of shipping and will be reflected on your invoice. Equipment purchases are subject to our standard terms and conditions of sale, a copy of which can be found at the <https://www.calix.com/pages/terms-of-sale.html>, or (if applicable) the terms and conditions of a previously executed written sales agreement between us.

Calix Warranty Summary

With the exception of Premises Products (e.g. Optical Network Terminal equipment), Calix warrants its Products for five (5) years from the date of shipment. The warranty for Premises Products is one (1) year from date of shipment. Certain 3rd party products are not warranted by Calix. For these items we "pass-through" the manufacturer's warranty. For the complete Calix warranty policy please visit the Customer Service Page inside your Calix Customer Center and look for the RMA and Warranty information module. For a list of the 3rd party equipment and applicable warranties, please contact your Calix account manager.

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.

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Send Purchase Orders to Calix Order Management:

Email: om@calix.com

Fax: 707-283-3771

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

Calix Network Configuration & Quotation

Customer Name:	SCOTT COUNTY TELEPHONE COOP (VA)	Quote Reference Number:	596407B - 2
Project Name:	iGO Clear activeE	Quote Type:	Prem
Quote Description:	iGO Clear activeE	Date Created:	November 16, 2018
Author Name:	Mark Roskelley	Date Modified:	November 20, 2018
Contact Name:	Matthew Hill	Quote Expiration:	December 16, 2018

Extended Warranty Summary				
Calix Part #	Part Description	Price	Qty	Extended Price
110-01162	Extended Warranty - Upfront - 5 years for 100-01949	\$274.80	18	\$4,946.40
110-01164	Extended Warranty - Upfront - 5 years for 100-01449	\$100.20	10	\$1,002.00
110-01165	Extended Warranty - Upfront - 4 years for 100-04015	\$20.16	5	\$100.80
110-01165	Extended Warranty - Upfront - 4 years for 100-04017	\$20.16	273	\$5,503.68
110-01165	Extended Warranty - Upfront - 4 years for 100-05030	\$20.16	25	\$504.00
110-01165	Extended Warranty - Upfront - 4 years for 100-05161	\$20.16	5	\$100.80
Extended Warranty Total				\$12,157.68

Notes

1. The Extended Warranty purchase is available at the time of hardware purchase, prior to warranty expiration or after warranty expiration. these prices reflect purchase at the time of hardware purchase. Please contact your Calix account manager for pricing for other purchase times.
2. Extended Warranty can be purchased in single or multi-year increments up to a maximum of 10 years for infrastructure equipment (line cards) and up to 5 years for premises equipment.

Calix Network Configuration & Quotation

Customer Name:	iGo Technology	Quote Reference Number:	608053A - 1
Project Name:	Calix Support Cloud - VA - 500 subs	Quote Type:	Cloud
Quote Description:	Calix Support Cloud - VA - 500 subs	Date Created:	November 16, 2018
Author Name:	Tom Orlich	Date Modified:	November 16, 2018
Contact Name:		Quote Expiration:	December 16, 2018

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
Services					
110-01209	Support Cloud DME - Implementation Service		\$249.58	12	\$2,994.96
Equipment Total					\$2,994.96

Subscription Summary				
Calix Part #	Part Description	Quantity	Price	Extended Price
Calix Support Cloud				
130-00410- Year1	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
130-00410- Year2	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
130-00410- Year3	Calix Support Cloud - Device Management Edition	500	\$8.36	\$4,180.00
Subscription Total				\$12,540.00
Grand Total				\$15,534.96

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.

Unless specifically listed above, the order total shown does not reflect any charges related to shipping, taxes, insurance, customs duties or tariffs, which are the customer's sole responsibility. Unless specifically listed above, the actual freight charges incurred and related taxes will be added to your order at the time of shipping and will be reflected on your invoice. Equipment purchases are subject to our standard terms and conditions of sale, a copy of which can be found at the <https://www.calix.com/pages/terms-of-sale.html>, or (if applicable) the terms and conditions of a previously executed written sales agreement between us.

Calix Warranty Summary

With the exception of Premises Products (e.g. Optical Network Terminal equipment), Calix warrants its Products for five (5) years from the date of shipment. The warranty for Premises Products is one (1) year from date of shipment. Certain 3rd party products are not warranted by Calix. For these items we "pass-through" the manufacturer's warranty. For the complete Calix warranty policy please visit the Customer Service Page inside your Calix Customer Center and look for the RMA and Warranty information module. For a list of the 3rd party equipment and applicable warranties, please contact your Calix account manager.

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.

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

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

Cost Estimates

Electronic Equipment and CPE – the proposed project is a fiber-to-the-home (FTTH) project using passive optical design with fiber home run design. The distribution fiber is fed from electronics cabinets and splitter cabinets. The cost estimate is based on actual costs of Calix E7-2 chassis, optics and ONTS. The CPE estimate includes in home wiring.

Outside Plant (OSP) – The OSP construction estimate was generated using road footages, aerial construction techniques and unit pricing from a recent OSP bid. The bid was between Nichols Construction, Ervin Construction and Appalachian Utilities. The OSP estimate includes “Make Ready” costs from AEP for pole attachments.

Easements and Licensing – Russell County IDA in-kind contribution.

Engineering – W. Metts Engineering has engineered over 4000 miles of FTTP construction in the past 15 years passing over 20,000 homes. The estimated cost of engineering includes staking, drawings, contract preparation, inspection service and as built drawings. The estimate is based on the anticipate level of effort needed to accomplish these activities.



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0018713800 Data as of: Dec 31, 2018 Operations: Non-ILEC Submission Status: Revised - Submitted Last Updated: Jul 11, 2019 15:22:36

Filer Identification

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

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	12-31-18 (Revised)Form 477 Fixed Broadband Deployment2.csv	Jul 11, 2019 15:05:43	10375
Fixed Broadband Subscription	12-31-18 Form 477 Fixed Broadband Subscription data.csv	Jul 11, 2019 09:35:42	19
Fixed Voice Subscription	12-31-18 Form 477 Fixed Voice Subscription.csv	Jul 11, 2019 09:35:42	7

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	iGo Technology, Inc.	Terrestrial Fixed Wireless	10375
Total			10375

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

State	Technology	Census Tracts	Subscriptions
-------	------------	---------------	---------------

Fixed Broadband Subscription

State	Technology	Consumer	Business / Govt	Total	
Virginia	Terrestrial Fixed Wireless	19	517	0	517
Total		19	517	0	517

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
20.000	2.000	517	0	517
Total		517	0	517

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Terrestrial Fixed Wireless	20.000	2.000	517	0	517
Total			517	0	517

Fixed Voice Subscription

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

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

Fixed Voice Subscription (iVoIP)

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

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

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

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



(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0018713800 Data as of: Jun 30, 2019 Operations: Non-ILEC Submission Status: Revised - Submitted Last Updated: Aug 19, 2019 21:23:24

Filer Identification

Section	Question	Response
Filer Information	Company Name	iGo Technology Inc
	Holding Company Name	iGo Technology, Inc.
	SAC ID	
	499 ID	831942
Data Contact Information	Data Contact Name	Terri Firestein
	Data Contact Phone Number	(301) 788-6889
	Data Contact E-mail	tfireccg@myactv.net
Emergency Operations Contact Information	Emergency Operations Name	Steven E. Vandyke
	Emergency Operations Phone Number	(276) 935-8307
	Emergency Operations E-mail	steve@igotechnology.com
Certifying Official Contact Information	Certifying Official Name	Steven E. Vandyke
	Certifying Official Phone Number	(276) 935-8307 ext: 86889
	Certifying Official E-mail	steve@igotechnology.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	063019_FBD_iGo.txt	Aug 19, 2019 21:19:20	11572
Fixed Broadband Subscription	063019_FBS_iGo.txt	Aug 19, 2019 21:22:00	21
Fixed Voice Subscription	063019_FVS_Fiber.txt	Aug 19, 2019 21:15:00	5

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	iGoTechnologyInc	Optical Carrier/Fiber to the End User	1197
		Terrestrial Fixed Wireless	10375
Total			11572

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

Fixed Broadband Subscription

State	Technology	Census Tracts	Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	2	67	0	67
	Terrestrial Fixed Wireless	19	542	0	542
Total		21	609	0	609

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
20.000	2.000	542	0	542
100.000	10.000	67	0	67
Total		609	0	609

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	100.000	10.000	67	0	67
Terrestrial Fixed Wireless	20.000	2.000	542	0	542
Total			609	0	609

Fixed Voice Subscription

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

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	6	5
Total	0	0	6	5

Fixed Voice Subscription (iVoIP)

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

State	Total	Consumer	Business / Govt
Virginia	0	0	0
Total	0	0	0

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

State	Total	by End-user Type			by Bundle		by Last-mile Medium			
		Consumer	Business / Government		Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Virginia	6	5	1		6	0	6	0	0	0
Total	6	5	1		6	0	6	0	0	0



IDA
Russell County, VA

August 6, 2019

Department of Housing and Community Development
600 East Main Street, Suite 1100
Richmond, Virginia 23219

RE: 2020 Virginia Telecommunication Initiative Grant **** Public Notice ****

Russell County would like to announce it's intent to partner with iGo Technology, Inc. in effort to provide FTTP (fiber to the premises) broadband services to the areas of Purcell Drive and East Crossroads in Lebanon, Virginia. This is an unserved area of Southwest Russell County where we have had many requests for broadband services over the past several years.

The fiber optic network would bring gigabyte capabilities to the homes within the footprint as this areas being unserved definitely qualifies for having speeds less than 10/1 and has an attractive population for FTTP services.

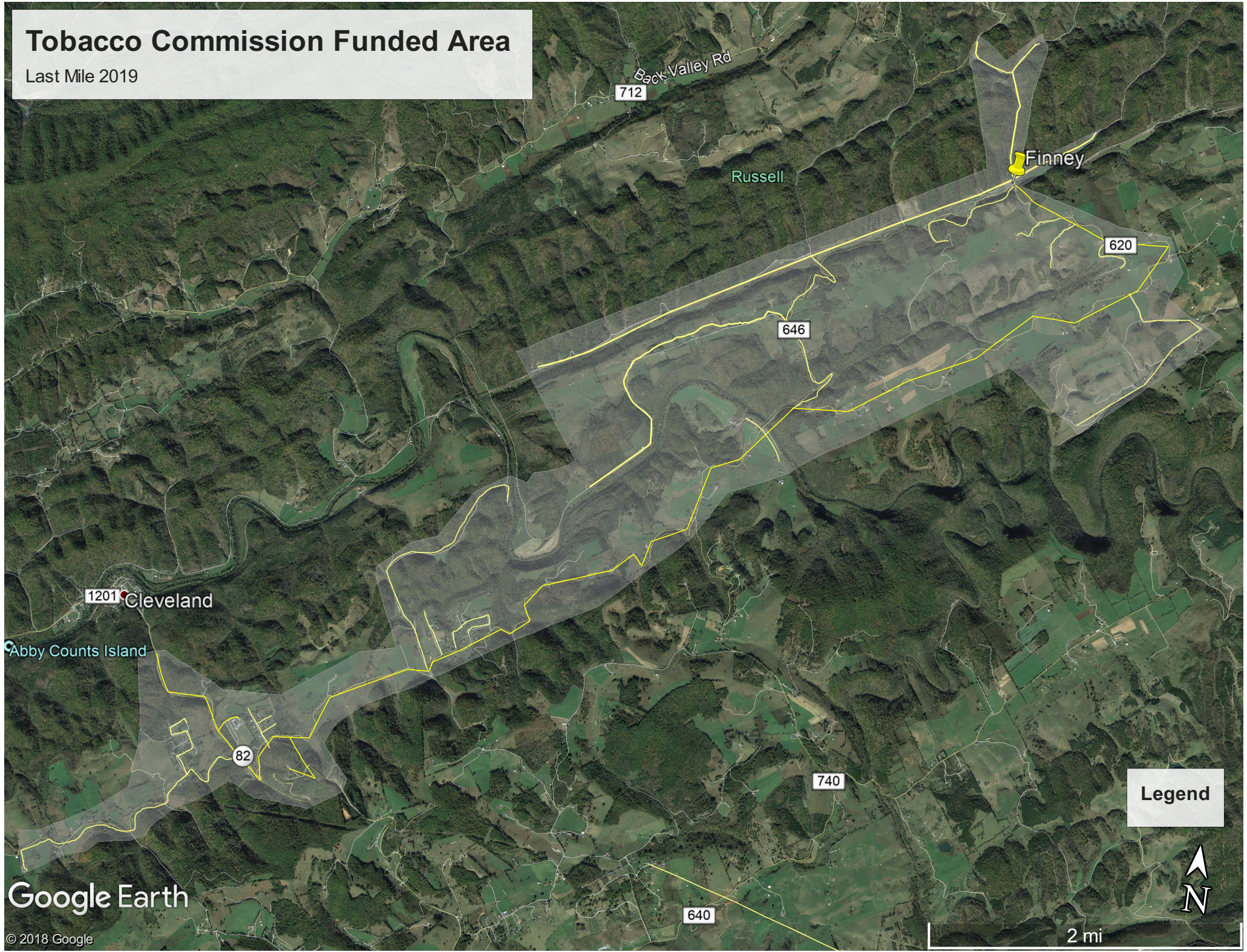
Thank you for the opportunity to apply for a grant with DHCD.

Sincerely,

Ernest McFaddin
Chairman

Tobacco Commission Funded Area

Last Mile 2019



Google Earth

© 2018 Google

Legend



2 mi

*iGo Technology, Inc.
Interest Listing*

Status by Service Area Query

Date	Coverage Area	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
11/11/2015	CrossRoads - Purcell			Steffey	123 Rosehill	Lebanon	Virginia	24266		
2/12/2016	CrossRoads - Purcell		Amy	Clark	156 CrossRidge Road	Lebanon	Virginia			
11/9/2015	CrossRoads - Purcell		Barbara	Collins	73 Crossridge Road	Lebanon	Virginia	24266		
1/19/2017	CrossRoads - Purcell		Brenda	Helbert	1175 Crossroads	Lebanon	VA	24266	(276)202-4464	
9/28/2016	CrossRoads - Purcell		Cari	Talbert	714 Purcell Road	Lebanon	Virginia	24266		
11/9/2015	CrossRoads - Purcell		Carl	Blankenship	198 Linda Street	Lebanon	Virginia	24266		
12/10/2015	CrossRoads - Purcell		Christine	Hampton	73 Crossridge Road	Lebanon	Virginia	24266		276-794-7592
1/28/2016	CrossRoads - Purcell		Cynthia	Lambert	148 Shady Lane	Lebanon	Virginia	24266		
11/13/2015	CrossRoads - Purcell		David	Holmes	139 Linda Street	Lebanon	Virginia	24266		
2/2/2016	CrossRoads - Purcell		David	Rutherford	3558 Crossroads	Lebanon	Virginia	24266		
11/12/2015	CrossRoads - Purcell		Debbie	Hamm	412 E. Crossroads Drive	Lebanon	Virginia	24266		276-794-7246
11/3/2015	CrossRoads - Purcell		Dennis	Rhae	14 Linda Street	Lebanon	Virginia	24266		276-794-9741
9/28/2016	CrossRoads - Purcell		James	Fleenor	1677 East Crossroads	Lebanon	Virginia	24266		
11/11/2015	CrossRoads - Purcell		Joe	Hughes	588 East Cross Road Dr.	Lebanon	Virginia	24266		276-794-2511

Status by Service Area Query

Date	Coverage Area	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
9/28/2016	CrossRoads - Purcell		John	Griffith	93 Altimont Drive	Lebanon	Virginia	24266		
11/17/2015	CrossRoads - Purcell		Joseph	Brown	801 Purcell Road	Lebanon	Virginia	24266		
4/30/2018	CrossRoads - Purcell		Josh	Honaker	1271 Purcell Road	Lebanon	VA	24266		276-498-6054
11/12/2015	CrossRoads - Purcell		Kathy	Lampkins	1000 E. Crossroad Drive	Lebanon	Virginia	24266		276-701-2108
4/4/2017	CrossRoads - Purcell		Kayla	Chaney	98 Altamont Drive	Lebanon	VA	24266		276-971-3837
9/29/2016	CrossRoads - Purcell		Lillian	Ray	558 Purcell Road	Lebanon	Virginia	24266		
11/10/2015	CrossRoads - Purcell		Marcella	Warner	994 Prucell Road	Lebanon	Virginia	24266		276-794-7975
12/10/2015	CrossRoads - Purcell		Matthew	Salyer	1125 Cros Roads	Lebanon	Virginia	24266		276-210-1929
2/1/2016	CrossRoads - Purcell		Michael	Horn	102 Altimont Drive	Lebanon	Virginia	24266		
9/7/2016	CrossRoads - Purcell		Michael	Owens	332 Purcell Road	Lebanon	Virginia	24266		
6/21/2019	CrossRoads - Purcell		Michael	Salyer	2566 East Cross Roads	Lebanon	VA	24266	276-608-5673	
11/4/2015	CrossRoads - Purcell		Michael	Owens	332 Purcell Dr.	Lebanon	Virginia			276-794-1050
11/12/2015	CrossRoads - Purcell		Nicki	Musick	615 E. Crossroads Drive	Lebanon	Virginia	24266		276-701-7779
1/25/2017	CrossRoads - Purcell		Pam	Meade	2208 Church Hill Road	Lebanon	VA	24266		276-791-7693

Status by Service Area Query

Date	Coverage Area	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
11/5/2015	CrossRoads - Purcell		Patricia	Robinson	115 Linda Street	Lebanon	Virginia	24266		
3/1/2017	CrossRoads - Purcell		Pauline	Turner	2014 Pioneer Drive	Lebanon	VA	24266		276-639-0024
6/7/2016	CrossRoads - Purcell		Ramona	Wilson	226 Forrest Brook Road	Lebanon	Virginia	24266		
11/11/2015	CrossRoads - Purcell		Randy	Vandyke	995 Purcell Road	Lebanon	Virginia	24266		
11/11/2015	CrossRoads - Purcell		Rhonda	Hopson	1038 Purcell Road	Lebanon	Virginia	24266		
5/10/2018	CrossRoads - Purcell		Richard	Conner	447 Old Postal Road	Lebanon	VA	24266	276-608-3235	
11/10/2015	CrossRoads - Purcell		Robert	Boothe	41 Shady Lane	Lebanon	Virginia	24266		
5/2/2018	CrossRoads - Purcell		Ruby	Fogleman	84 Altamont Drive	Lebanon	VA	24266		
1/27/2017	CrossRoads - Purcell		Russell	Campbell	366 East Crossroads Drive	Lebanon	VA	24266		
1/13/2017	CrossRoads - Purcell		Ryan	Evans	120 Crossroads Place	Lebanon	VA	24266		843-412-1442
11/11/2015	CrossRoads - Purcell		Savannah	McGlothlin	12 Shady Lane	Lebanon	Virginia	24266		
12/15/2015	CrossRoads - Purcell		Sharon	O'Quinn	1415 Crossroad	Lebanon	Virginia	24266		276-608-2545
3/11/2016	CrossRoads - Purcell		Sherry	Kiser	2865 East Crossroads Drive	Lebanon	Virginia	24266		276-210-1861
9/15/2016	CrossRoads - Purcell		Stephen	Smith	336 Purcell Road	Lebanon	Virginia	24266		

Status by Service Area Query

Date	Coverage Area	Company Name	First Name	Last Name	Address	City	State	Zip	Cell phone	Home Phone
11/9/2015	CrossRoads - Purcell		Tammy	Kirby	1136 Purcell Road	Lebanon	Virginia	24266		276-794-7285
11/12/2015	CrossRoads - Purcell		Teresa	Edwards	1162 Purcell Road	Lebanon	Virginia	24266		276-971-4970
11/9/2015	CrossRoads - Purcell		Todd	Musick	184 Linda Street	Lebanon	Virginia	24266		
11/12/2015	CrossRoads - Purcell		Tommy	Steffey	292 E. Crossroads Drive	Lebanon	Virginia	24266		
10/16/2018	CrossRoads - Purcell		Veronica	Hall	954 Crossroads	Lebanon,	Virginia	24266		276-337-8966
11/11/2015	CrossRoads - Purcell		William	Dunford	94 Crossridge Road	Lebanon	Virginia	24266		276-345-1729

iGo Technology, Inc. – Interest Listing**Page 1**

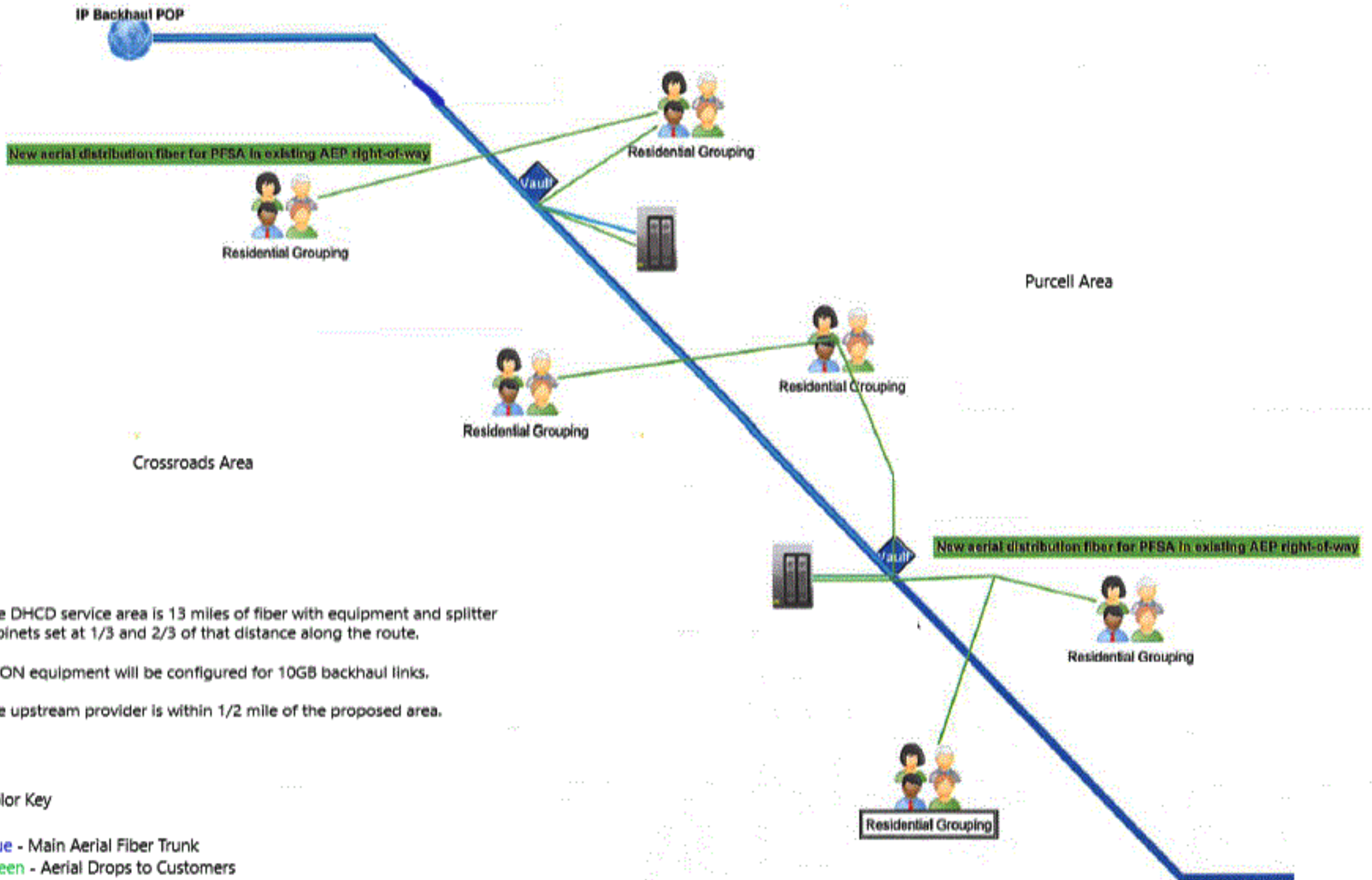
Name	Address	Home Phone	Cell Phone
Brandon Lampkin	181 Forrest Brook Road, Lebanon, Va.24266	276-608-0370	
Connie Musick	611 East Crossroads Drive, Lebanon, Va. 24266	276-794-7216	
Betty Meade	527 East Cross Roads Drive, Lebanon, Va. 24266	276-971-1821	
Carl Johnson	1242 Purcell Road, Lebanon, Va. 24266	276-794-7472	
Josh Miller	1837 East Crossroads Drive, Lebanon, Va. 24266	276-794-7217	276-880-4494
Amy Carpenter	138 East Crossroads Drive, Lebanon, Va. 24266	276-971-6043	276-596-6058
Jennifer Woodlief	485 Willis Branch Road, Lebanon, Va. 24266	276-206-7837	
Linda Thurston	1139 Purcell Road, Lebanon, Va. 24266	276-385-5196	
Jill Osborne	96 Crossroads Place, Lebanon, Va. 24266	276-210-5952	
Tara Dale	184 Linda Street, Lebanon, Va. 24266	276-971-6534	
Emil Hund	12 Shade Lane, Lebanon, Va. 24266	276-979-6082	
Chad Lampkin	1413 Purcell Road, Lebanon, Va. 24266	276-701-4000	
Danny Belcher, Sr.	88 Shady Lane, Lebanon, Va. 24266	276-971-2133	
Charles Curtis	134 Shady Lane, Lebanon, Va. 24266	276-254-1970	
Robert Herndon	36 Crossridge Road, Lebanon, Va. 24266	276-701-4384	
Elizabeth Bowman Ray	112 Crossridge Road, Lebanon, Va. 24266	276-794-1214	
David Britten	134 Willis Branch, Lebanon, VA 24266	276-329-5671	
Johnathan Lowe	25 Rose Hill Drive, Lebanon, Va. 24266	276-701-2585	
Landon McGlothlin	111 Forest Brook Road, Lebanon, Va. 24266	276-701-2146	
Lorne McGlothlin	1623 East Crossroads Drive, Lebanon, Va. 24266	276-608-4696	
Shawn Townsend	79 Sunset Drive, Lebanon, Va. 24266	276-608-9687	
Jennifer Gauldin	61 Rose Hill Drive, Lebanon, Va. 24266		
Russell Vicars	517 Purcell Road, Lebanon, Va. 24266	276-794-1654	
Jennifer Duty	110 Enis Circle, Lebanon, Va. 24266	276-698-9113	
Randy Ratliff	186 Love Road, Lebanon, Va. 24266	276-701-4350	

Tracy Garrett
Anthony Edwards

686 Forrest Lodge Drive, Lebanon, Va. 24266
1162 Purcell Drive, Lebanon, Va. 24266

276-971-4970

iGo Technology, Inc DHCD Network Architecture



The DHCD service area is 13 miles of fiber with equipment and splitter cabinets set at 1/3 and 2/3 of that distance along the route.

GPON equipment will be configured for 10GB backhaul links.

The upstream provider is within 1/2 mile of the proposed area.



IDA
Russell County, VA

August 30, 2019

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

RE: Russell County – Crossroads/Purcell Broadband Initiative

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

Obtaining Easements: 2 people collecting for estimated 6 to 8 weeks - \$3,000.00
Right-of-Way Clearing for power poles within the grant areas - \$12,000.00
Total - \$15,000.00

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

Warmest Regards,

Ernest McFaddin
Chairman