

Application to DHCD Submitted through CAMS

Spotsylvania County

Spotsylvania County and Data Stream Mobile Technologies, Inc. for the Belmont Area

Application ID: 64509032019131120

Application Status: Pending

Program Name: Virginia Telecommunications Initiative 2020

Organization Name: Spotsylvania County

Organization Address: PO Box 215
Spotsylvania, VA 22553

Profile Manager Name: Annette D'alessandro

Profile Manager Phone: (540) 507-7595

Profile Manager Email: adalessandro@spotsylvania.va.us

Project Name: Spotsylvania County and Data Stream Mobile Technologies, Inc. for the Belmont Area

Project Contact Name: Annette D'alessandro

Project Contact Phone: (540) 507-7595

Project Contact Email: adalessandro@spotsylvania.va.us

Project Location: 113 Windway Drive
Orange, VA 22960-9111

Project Service Area: Spotsylvania County

Total Requested Amount: \$387,222.00

Required Annual Audit Status: No Current Audits Found

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$387,222.00	\$245,700.00	\$632,922.00
Construction	\$387,222.00	\$0.00	\$387,222.00
Construction Related Soft Costs	\$0.00	\$245,700.00	\$245,700.00
Total:	\$387,222.00	\$245,700.00	\$632,922.00

Budget Narrative:

Spotsylvania County and Data Stream, partners in this joint endeavor, are seeking to provide broadband service to the residents in the southwestern portion of the County in an area known as Belmont. The proposed project area was selected primarily based on the lack of acceptable broadband speeds in this rural area, household density, and proximity to the Spotsylvania Belmont tower. This 8.1 square mile area encompasses 360 unserved households and one known business. The total project costs are estimated at \$632,922. Spotsylvania County and Data Stream respectfully request \$387,222 in VATI funding, or 61% of the total project costs. Data Stream and Spotsylvania County will contribute the remaining \$245,700, or 39% of the total project costs. Data Stream will provide \$190,500 as their portion of the local match contribution while Spotsylvania County will provide the remaining \$55,200 through in-kind services. The grant funds received would be combined with Data Stream's building and materials contribution to reach project completion. Spotsylvania County will provide in-kind services for two years for rent abatement and will offer dark fiber backhaul for connectivity.

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:

Spotsylvania County is located in Northern Virginia, midway between the Nation's capital of Washington D.C. and the State's capital of Richmond. The County covers over 413 square miles and has a 2018 population estimate of 134,238 according to the U.S. Census Bureau. In the past, the County's growth rate has resulted in the County being included in the rankings of the hundred fastest growing counties in the nation. The County's growth can be attributed to several factors. The County is located along the I-95 interstate corridor with close proximity to businesses, industries, military installations, as well as federal and state governmental offices. Affordable housing, relative to the surrounding areas, has led many individuals and families to migrate to Spotsylvania County. Over half of the County's employed residents commute to work in the Northern Virginia, Washington D.C. or Richmond area. Within its boundaries, the County possesses the scenic beauty of Lake Anna, rural landscape, suburban amenities and a wealth of historical attractions from the Colonial and Civil War eras. These resources also make the County a favorite tourist destination.

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There is a dichotomy in land use within the County. The northern part of the County includes the Primary Development Boundary which is the area in which public water and sewer are provided. This area has a higher level of residential density and commercial activity than the rest of the County. While the northern part of the County can almost be classified as urban, the southern portion of the County can be considered rural with low residential density and an emphasis on agricultural and forestal land use.

The proposed project area is located in the southwestern corner of Spotsylvania County and is a pentagon shaped area. The western most portion of the pentagon runs along the County's western border. The GPS coordinates for the project boundary are as follows:

Latitude	Longitude
38.1148173	-
4	77.88688913
38.1157508	-
1	77.93612629
38.1196049	-77.9466011
3	
38.1225398	-
3	77.94901869
38.1331967	-
3	77.93806326
38.1526048	-
1	77.91638746
38.1533291	-
	77.91600782
38.1692615	-
2	77.89877768
38.1605327	-
7	77.88638751
38.1148173	-
4	77.88688913

The full address for the most central point of the project area is 113 Windway Drive, Orange, VA 22960-9111. However, the project area includes parts of three other zip codes to include Orange 22960, Unionville 22567, and Mineral 23117.

Spotsylvania County and Data Stream selected the proposed project area primarily based on the lack of acceptable

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broadband speeds in this rural area, household density, and proximity to the Spotsylvania Belmont tower. This 8.1 square mile area located in the southwest corner of Spotsylvania County encompasses 360 unserved households and one known business: Striker Construction, at 7606 Governors Point Lane. The proposed project area has been designed to avoid an overlap exceeding 10% with existing service providers that reliably provide internet service faster than 10 Mbps download and 1 Mbps upload.

A portion of the project area also qualifies under the New Markets Tax Credit Program. This federal program was designed to increase the flow of capital to businesses and low income communities by providing a tax incentive to private investors. Although this program is scheduled to expire on December 31, 2019, both the Senate and House of Representatives have introduced bills that would extend the program indefinitely. Attachment 1 provides additional details about the proposed project area.

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:

Mapping existing service providers is extremely challenging. The issue is so pervasive across the Nation that the FCC is attempting to establish the Digital Opportunity Data Collection and Modernizing the FCC Form 477 Data Program in an effort to address the gaps in broadband coverage. Nevertheless, Spotsylvania County and DataStream staff utilized various methods in trying to determine existing providers in the proposed project area. Initially, the website www.broadbandnow.com was utilized to determine if there were any service providers in the area. Although the results came back that there were several options available, County GIS staff could only determine that Comcast and iWisp were actually providing service within the proposed project area. However, there were only six households out of approximately 366 households that were being served. This represents 1.64% of the proposed project area that are being served. This percentage is well below the 10% overlap that the VATI program allows.

Verizon has, in the past, provided DSL service in the Belmont area; however, as the copper infrastructure degrades due to age and construction, DSL performance no longer meets the advertised speeds that Verizon promotes, nor does Verizon offer DSL services to any new customers in the area, stating that they are at capacity. As per Verizon's business plans for 2011-2016, they are aggressively replacing copper infrastructure with fiber-based facilities, and no longer repairing copper lines. Verizon does not offer DSL service or FIOS service in this area, over fiber connections. Verizon is also no longer a carrier of last resort.

County staff also created a survey for citizens in the proposed project area that was advertised on the County website and provided to the representatives of the Spotsylvania County Cable Television and Telecommunications Commission for distribution. The survey was open from Friday, August 23rd until Thursday, August 29th. A total of forty-two respondents from the proposed project area participated in the survey. The responses indicated that a majority of residents were unable to achieve reliable and consistent internet service. The survey results are included as one of the attachments

According to the CAF II Auction 903 Results interactive map, it does not appear that there was any CAF II award

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for the Belmont area, which is the proposed project site. The following chart illustrates the CAF II Winning Bidders.

CAF II Winning Bidders			Assigned support over 10 Years	Number of locations assigned
Operator	FRN	State	Award	Locations
MGW Networks	19225366	VA	\$ 417,806	238
Rural Electric Cooperative Consortium	27352251	VA	\$ 50,848,217	18686
Sunset Digital Communications Inc	10678001	VA	\$ 23,979,452	6998
Verizon Communications Inc	3257094	VA	\$ 1,537,248	456
Wilkes Telephone Cooperative Telecom Association	3718426	VA	\$ 32,140,887	13518
Virginia Total CAF II Award			\$ 108,923,610	39896

Attachment 2 provides a map of the existing providers serving the proposed project area while Attachment 3 provides additional information on the CAF Funding areas.

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 Belmont area has been recommended as the project site for the provision of broadband services due to its demonstrated need, which has been identified by residents in the proposed project area and acknowledged by members of the Spotsylvania County Cable TV and Telecommunications Commission, Spotsylvania County Information Services, Data Stream, and the Spotsylvania County Board of Supervisors. Under the definition provided in the VATI guidelines, this area is unserved, as it does not possess broadband access speeds of 10 Mbps download and 1 Mbps upload across the entire area. There are a few options for residents depending on their

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location for Internet connection, but the speeds are not sufficient per the VATI requirements or else they fall within the 10% allowable overlap.

Data Stream will allow customers in the project area to choose the speeds that best meet their personal and business needs. All the speeds available to the residents will exceed the minimum requirements for a VATI grant.

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:

There are approximately 360 residential serviceable units within the project area. The location is an 8.1 square mile area within the southwest corner of Spotsylvania County. Spotsylvania GIS team ran an analysis in ArcMap as the basis for the projections.

	iWisp & Comcast	Percentage
Served	6	1.64%
Unserved	360	98.36%
Total	366	100.00%

Based on information from the chart above, the project area is well under the 10% overlap in coverage cap.

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:

There is an unserved home business, Striker Construction, at 7606 Governors Point Lane. Additionally, there is a home business, Eddie Raines Trucking, at 15901 Monrovia Road but this is a served address. The County GIS ran reports in their permitting system and there have not been any issued permits for home businesses or other businesses in the project area in the past three years. Within the project area is the Kirk O'Cliff Presbyterian Church, located at 16420 Monrovia Road.

Students that live within the project area and attend public school, attend one of the following schools which are all located outside of the proposed project area:

- Livingston Elementary School (14.8 mile drive from central point in project area). This school has been designated as a Title 1 School which indicates that it has a high concentration of low-income students,
- Post Oak Middle School (19.1 mile drive from central point in project area), or
- Spotsylvania High School (18.9 mile drive from central point in project area).

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Even though the schools are not located within the project area, the Spotsylvania County Public School system requires access to the Internet to complete homework assignments. As stated in the Commonwealth Connect Report, “While nearly all Virginia’s schools are connected, research is clear that students without access to a reliable, high-speed, internet connection at home suffer both during and after their time in secondary school. The Federal Reserve found that there were significant negative impacts on test scores as well as applications to college and other training programs.” In order to combat this issue the Spotsylvania County Schools provides Mi-Fi’s to rural students on a check out basis. However, without available cellular service in the Belmont area the Mi-Fi’s cannot provide internet connectivity for the students.

The closest facility that provides free Internet service is at the Central Rappahannock Regional Library Snow Branch (23.9 miles away from central point in project area). Although the service is free, oftentimes it is capped at 30 minutes of usage due to high customer demand. There are no public transit bus stops in or near the project area.

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:

Data Stream anticipates 50% - 75% service adoption rate in the target service area over the first 12 months of operation. Data Stream believes this is a reasonable expectation in an unserved area where Data Stream internet services will allow residences to utilize and enjoy a reliable broad band experience. With no data caps customers will be able to stream OTT and IPTV services affordably and actively participate in the following applications to improve their life and well-being:

- Address educational needs from kindergarten through higher education,
- Telecommuting,
- Home based business,
- Distance learning,
- Remote Medical monitoring,
- IOT,
- Home Security,
- Cord cutting, and/or
- VIOP services.

Data Stream’s outreach program will begin three months prior to the service launch date. Through a campaign of radio advertising, yard signs, door hangers, social media, refer a neighbor program, and other efforts throughout the county, DataStream will create a high level of awareness that they are providing reliable

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affordable broadband in the unserved area. It is anticipated that this outreach effort will result in anywhere between 180 and 270 households and businesses receiving internet access.

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:

As part of Spotsylvania County's continued efforts to close the last-mile gap of broadband connectivity, the County met with wireless provider Data Stream to see what type of service they could bring to areas within the jurisdiction with limited broadband access. Wireless co-applicant Data Stream will be leasing a portion of the Belmont Tower within the Livingston District. As part of its contribution to the proposed project, the County will offer dark fiber backhaul for connectivity and rent abatement for up to two years. Two additional vertical assets will be required to provide complete coverage of the unserved area. These assets will be constructed and owned by Data Stream.

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:

Data Stream's primary design will utilize CBRS spectrum and Standards-based LTE technology to bring high-speed internet service to the unserved and underserved in Spotsylvania County. The CBRS shared spectrum model combined with a worldwide LTE eco system offers a powerful solution with some of the best broadband economics in the industry. This design approach assures a robust capacity roadmap with the ability to overcome significant NLOS challenges. LTE Fixed wireless "Last Mile" technology also offers many proven advantages over alternative last mile broadband solutions such as Satellite, DSL, and Fiber. LTE fixed wireless technology will allow Data Stream to deliver cost-effective carrier class broadband service supporting Data, VOIP, and IPTV that can be installed in hours rather than weeks.

While LTE has traditionally been deployed by Mobile Operators many LTE equipment manufacturers are beginning to optimize LTE technology for fixed wireless deployments. LTE fixed wireless is a shared point-to-multipoint last mile technology with many technical advantages over legacy PTMP technologies. LTE incorporates scheduling protocols, extended symbol times and the use of sub channeling to achieve the best NLOS performance available in the CBRS band. Attachment 16 provides a diagram of the proposed service.

The proposed customer service pricing is as follows:

Data Stream Services Pricing

Residential Service	Speeds	Pricing
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Freedom 15	15 Mbp/s Downlink 2 Mbp/s Uplink	59.99 - 79.99 /mo.
Performance 25	25 Mbp/s Downlink 3 Mbp/s Uplink	79.99 - \$99.99 /mo.
Performance Plus	40 Mbp/s Downlink 4 Mbp/s Uplink	99.99 - \$129.99 /mo.
Performance Plus	50 Mbp/s Downlink 4 Mbp/s Uplink	129.99 - \$149.99 /mo.
Business Service	Symmetrical Service Available with LOS service	
Mega link 25	25 Mbp/s Downlink 5 Mbp/s Uplink	\$99.99 - 109.99/mo.
Mega link 50	50 Mbp/s Downlink 10 Mbp/s Uplink	\$129.99 - 139.99/mo
Mega link 75	75 Mbp/s Downlink 15 Mbp/s Uplink	\$159.99 - 169.99/mo
Mega link 100	100 Mbp/s Downlink 25 Mbp/s Uplink	\$189.99 – 199.99/mo.
Additional Services		
VOIP		\$29.99 /mo.
Static IP		\$10 /mo.
2 year Contract	Monthly Discount	\$20 /mo. Residential \$10 /mo. Business
Managed Router/Wi-Fi		\$5 /mo.
Always on - internet	Internet Redundancy	\$15 /mo.

9. Provide a description of the network system design used to deliver broadband service from the network's primary Internet point(s) of presence to end users, including the network components that already exist and the ones that

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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:

Data Stream will utilize the 450 ft. Spotsylvania County communications tower in Belmont to provide fiber access to the internet and act as a hub location for back haul. From this tower Data Stream will deploy a licensed microwave link to provide back haul to two new 120 ft. towers located approximately ideally positioned in target service area. Data Stream is currently planning the construction of these new towers which will be referred to as Spotsy 1 and Spotsy 2. Each site will provide 360-degree Fixed LTE coverage for the target area with a three or four-sector deployment. Each sector will provide approximately 90-120 degrees of coverage. Data Stream will own and operate these tower locations. See Attachment 17 for approximate location of the new towers.

Network Performance

Non-Line of site Service levels: Download speeds from 10 to 50Mbps, Upload speeds from 1 to 5 Mbps

Line of site Services levels: Download speeds from 25 to 100Mbps, Upload speeds from 5 to 25 Mbps

Latency: 25-40ms

Availability: 99.995% availability

RAN - Radio Access Network Technology

LTE Fixed Wireless operating in the CBRS Spectrum

Telrad Fixed LTE eNodeBs - 4 sector design

SDR – Software Defined Radio. Software updates extend the life of the equipment on the tower

with capacity upgrades and new feature

MuMIMO – Multiuser MIMO increases spectral efficiency to keep up with capacity demand

Carrier Aggregation – Doubles capacity with CBRS spectrum or additional 5GHz LTE

deployments

RF Design

Data Stream utilizes the latest in RF design tools from Menthum Planet to professionally engineered RF propagation studies that act as the blueprint for deployment. Professional RF engineering is a critical best practice that Data Stream employs to assure spectral efficiency and a high-performance network.

CPE – Customer Premise Equipment

Customer Premises Equipment will represent two types. A standard 10”x10” flat panel model will be deployed to

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support the majority of customers and a high gain 15"x15" model will be utilized for locations on the fringe or high forestry locations.

Back Haul

Aviat 11 or 18GHz licensed microwave

2 ft. dish on each end

Capacity up to 1.5 Gbps full duplex

New Tower

Final design in development

Please see Attachment 5 for the Propagation Map for Wireless Project for additional details.

10. Project Readiness

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

- i. If the partnership is formalized in a written agreement, provide a copy of that agreement.
- ii. If the partnership has not been formalized, provide a short description of the project management role, financial commitment, or other contribution to the project for the applicant, co-applicant, and any additional partners.
- iii. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Answer:

Data Stream is currently in the planning phase for the proposed Belmont project area. Data Stream will have the ability to offer a reliable wireless service to an area within Livingston District that has been unserved. In the past, the only available coverage has been mifi's and satellite internet providers. All of the broadband providers in the area include: iWiSP, Verizon, Xfinity from Comcast, VABB Virginia Broadband and CVALINK Broadband.

The partnership between the County and Data Stream has not been formalized. However, a Memorandum of Understanding will be drafted and signed if the proposed project area is awarded. Additionally, Data Stream plans to enter into a co-location agreement with the County by leasing a portion of the Belmont Tower.

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

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be completed. Label Attachments: Attachment 9 - Documentation of Match Funding; Attachment 10 – Funding Sources Table;

i. For each element of matching funds in the description, indicate the type of match (e.g. cash, salary expense, or in-kind contribution).

ii. Identify whether the applicant or co-applicant is responsible for providing each element of the proposed matching funds.

iii. Include copies of vendor quotes or documented cost estimates supporting the proposed budget.

Answer:

The total project costs are estimated at \$632,922. Spotsylvania County and Data Stream respectfully requests \$387,222 in VATI funding, or 61% of the total project costs. Data Stream and Spotsylvania County will contribute the remaining \$245,700, or 39% of the total project costs. Data Stream will provide \$190,500 as their portion of the local match contribution while Spotsylvania County will provide the remaining \$55,200 through in-kind services. The grant funds received would be combined with Data Stream's building and materials contribution to reach project completion. Spotsylvania County will provide in-kind services for two years for rent abatement and will offer dark fiber backhaul for connectivity.

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:

Data Stream is looking for various ways to bring a wireless solution of broadband throughout parts of the County that would otherwise remain unserved. Both parties worked together to identify an area that is unserved compared to other districts within the County. The County will demonstrate assistance to the project through means of rent abatement and will also offer dark fiber backhaul for connectivity thereby reducing Data Stream's overall costs that will be put forth into the site.

The partners have agreed in principle on the following responsibilities:

- Spotsylvania County, VA, as the applicant, intends to partner with Data Stream, as the co-applicant, for the Virginia Telecommunication Initiative funding (VATI) to extend broadband service to unserved areas of Spotsylvania County.
- Spotsylvania County and Data Stream will complete the grant application; submit the completed application to the Virginia Department of Housing and Community Development (DHCD); and manage the processing of work payments. Since Spotsylvania County will be the funded applicant in the event of award, the County would timely process all VATI related Data Stream invoices that applied directly to the approved work

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plans, design, and statement of work. Any delays in completing the work as planned would be negotiated with DHCD as partners.

- Spotsylvania County will provide services and support for any necessary citizen engagement activities, including but not limited to: processing applications for right of way in a manner consistent with all local, state, and federal law; advocating and describing the benefits of the project to those affected; and working with Data Stream and other partner agencies (e.g. VDOT) and private industry (e.g. Dominion Power) to help coordinate project activities.
- Data Stream will provide accurate VATI construction plans; associated material and work invoices to match the construction plans; detailed descriptions of necessary right of way or pole attachments; and timely notice of other needs to Spotsylvania County.
- This general agreement proceeds from the notice of VATI award to the completion of the project.

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 and Responsibilities
Jane Reeve	Director of Information Services, Spotsylvania County	Supervision of County project responsibilities
Katy Da Silva	Administrative Assistant, Spotsylvania County	Coordination with Data Stream
Annette D' Alessandro	Grants Manager, Spotsylvania County	Supervision of financial management coordination with l Stream; Submission of grant related items through DHCD online CAMS
Sean Lee	Chief Executive Officer, Data Stream	Supervision of budget and overall project responsibilities
Pete Vavra	Chief Development Officer, Data Stream	Supervision of engineering development and logistical operations
Charles Thomas	Chief Operations Officer, Data Stream	Coordination and supervision of deployment operations

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:

Detailed information about the budget can be found in the associated attachments

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Detailed information about the budget can be found in the associated attachments.

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:

The information below presents the estimated cost benefit index based on:

- a. VATI state funding requested is \$387,222, or 61.18% of the total project costs of \$632,922. The County would contribute \$55,200, or 8.72%, as an in-kind match while Data Stream would contribute, \$190,500, or 30.10%, as a local match.
- b. Currently, there are 360 serviceable units in the proposed project area.
- c. The highest residential download speed available for Non-Line of Sight is 50 Mbps while the highest residential download speed available for Line of Sight is 100 Mbps.

Based on 360 serviceable units, the estimated state cost per unit passed is \$1,076.

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:

Spotsylvania County has extensive grant experience and maintains a Grants Division within the Finance Department to assist Departments and Constitutional Officers in acquiring and administering federal, state, corporate, and foundation grants. Spotsylvania County's FY 2020 Adopted Budget includes \$18,649,287 in federal revenue and \$191,259,746 in state revenue. As a recipient of major federal funding, the County is required to undergo a single audit. The County was previously awarded a VATI grant in partnership with Comcast to provide broadband service to the Towles Mill Road area. This project was successfully completed in FY 2019. The County's Comprehensive Annual Financial Reports (CAFR) can be found at: <http://www.spotsylvania.va.us/content/20925/20963/21966/36522/36526/default.aspx>

Data Stream Mobile Technologies, Inc. is headquartered in Fort Lauderdale FL and is a full service, turn-key, integration company with a focus on wireless network solutions. Data Stream provides services and solutions for mobile and fixed wireless operators of all sizes while utilizing the best of what the wireless communication industry has to offer. Data Stream Mobile Technologies has provided over 21 years of network installation, tower construction, maintenance, and wireless network design. They have put together some very impressive talents to

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deliver the absolute best in wireless network systems solutions. Over the past two years Data Stream has leveraged their wireless expertise to design and implement Rural Broadband networks to deliver carrier class internet service to educational, residential, and business subscribers.

Data Stream maintains certifications with high end vendors like Ericsson, Nokia, Airspan, Telrad and Cambium. With these certifications Data Stream has been awarded large contracts to include:

- Global Yacht with the objective to light up every Brewers Marinas from Key West to Rhode Island with WI-FI,
- The U.S. Virgin Island Department of Education to deploy a wireless broadband internet backbone throughout the entire territory, and
- Fauquier County, VA to provide rural broadband coverage to over 30,000 unserved or underserved residences throughout the county.

Data Stream currently has sites operating in parts of Fauquier County, Virginia to include Casanova, Goldvein and Ensor Shop Road in Midland. Data Stream's Rural Broadband Mission is to "provide high-speed, always-on broadband Internet access" to rural Virginia residents and businesses, from a local company with local support. Data Stream and the Fauquier County Board of Supervisors have been working closely on an MOU basis to provide broadband internet services to the unserved and underserved residences. To date, deployments have been focused primarily in the southern portion of the county. Fauquier County and Data Stream are squarely focused on achieving their mutual goal of delivering carrier class wireless broadband services to 90% of the county's unserved population.

The Data Stream deployment approach is centered on their mission to "provide high-speed, always-on broadband Internet". This drives their focus and commitment to only build professionally engineered, carrier grade, highly available, fixed wireless broadband networks. With their long history as a wireless integrator, Data Stream is vendor agnostic and realizes that no one technology can provide the complete solution. Data Stream utilizes the leading technologies and manufacturers in LTE, Wi-Fi and state-of-the-art 5G technologies with a vision toward the impending Federal Communications Commission (FCC) Citizens Broadband Radio Service (CBRS) rules to deliver consistent reliable internet service to even the hardest to reach areas.

This approach enables Data Stream to apply a wide range of best in class wireless technologies to a variety of applications and use cases such as Disaster Recovery, Backhaul Networks, and Rural Broadband. For broadband in rural areas Data Stream utilizes standards-based LTE Fixed Wireless as their baseline technology. This allows Data Stream to leverage the Global LTE ecosystem being driven by Tier 1 operators around the globe. LTE offers a multi frequency approach to overcome significant Non-Line of Sight (NLOS) and capacity challenges with the best business economics possible.

Application to DHCD Submitted through CAMS

Spotsylvania County

Spotsylvania County and Data Stream Mobile Technologies, Inc. for the Belmont Area

A company's strategy is only as good as it's people. Data Stream's highly skilled teams of RF Modeling Engineers and Network Engineers have more than 50 combined years of experience in the industry. This skill set allows Data Stream to develop and deploy highly efficient fixed wireless networks and squeeze the most out of every dollar invested.

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:

The benefits of the proposed project are significant since construction in the Belmont area of Spotsylvania County will provide broadband access to a community unlikely to receive it without a VATI grant. Citizens, teachers and parents living in the project area have petitioned the Spotsylvania County Cable Television & Telecommunications Commission for Internet solutions. The extension of services to this area will meet their needs to include the ability to apply for jobs online, educational support, distance learning, and economic development opportunities. Access to the Internet will allow some residents to work from home as well as allow residents to operate home-based businesses. The Spotsylvania County Public School system also requires access to the Internet to complete homework assignments. As stated in the Commonwealth Connect Report, "While nearly all Virginia's schools are connected, research is clear that students without access to a reliable, high-speed, internet connection at home suffer both during and after their time in secondary school. The Federal Reserve found that there were significant negative impacts on test scores as well as applications to college and other training programs."

Spotsylvania County has taken significant steps to work toward providing reliable broadband services to its citizens, residents and business community. As the largest physical county in Virginia, covering over 405 square miles, much of the County is rural. Not only does the proposed project furthers DHCD's mission to "work in partnership to make Virginia's communities safe, affordable, and prosperous places in which to live, work, and do business", it also furthers the Virginia Economic Development Partnership Authority's mission "to enhance the quality of life and raise the standard of living for all Virginians, in collaboration with Virginia communities, through aggressive business recruitment, expansion assistance, and trade development, thereby expanding the tax base and creating higher-income employment opportunities."

The VATI grant opportunity will assist the County in bringing these visions to reality by encouraging business growth in the area, providing critical internet services to school and college students, and by encouraging the growth of small entrepreneurial businesses to develop and expand the economic growth of the community. Expansion of services will be enhanced by programs that encourage business growth, especially in the County's targeted market areas of tourism, manufacturing, defense, technology, cyber security and healthcare. Since a portion of the project area qualifies under the federal New Markets Tax Credit Program, available broadband service may also aid in increasing the flow of capital to businesses and low income communities by providing a tax

Application to DHCD Submitted through CAMS

Spotsylvania County

Spotsylvania County and Data Stream Mobile Technologies, Inc. for the Belmont Area

incentive to private investors.

Access to broadband services that are reliable and sustainable has been identified as one of the key attributes for business retention and attracting businesses in Spotsylvania County's targeted market areas. Additionally, access to broadband services for students, from elementary school through college, levels the playing field for each student, irrespective of their location, age, or socioeconomic background. Funding this project will further close the gap for some of the 660,000 Virginian homes and businesses as identified in the Commonwealth Connect Report as needing internet connection. The establishment of a new internet service provider, who provides service to those that are unserved, may also lead to future service expansion to other unserved areas of the County and Commonwealth thereby further closing the gap of those that are unserved.

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:

There are two additional attachments that have been added.

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap93201982543.pdf

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

Attachment2ExistingProviderMap93201982606.pdf

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Spotsylvania County

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

Attachment3DocumentationonCAFFundingArea93201982615.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4UnservedAreaVATICriteria93201982623.pdf

Propagation Map if Wireless Project

Attachment5PropagationMapWirelessProject93201982630.docx

Project Management Plan

Attachment6Timeline93201982639.docx

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

Attachment7RelationshipBetweenApplicantandCoApplicant93201982646.docx

Letters of Support

Attachment8LettersofSupportBOSResolutions93201982653.pdf

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

Attachment9DocumentationofMatchFunding93201982704.pdf

Funding Sources Table

Attachment10FundingSourcesTable93201982748.docx

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts93201982812.xlsx

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

Attachment12DocumentationofSupportingCosts93201982846.docx

Supporting documentation for costs estimates

Attachment13SupportingDocumentationofCostEstimates93201982857.pdf

Application to DHCD Submitted through CAMS

Spotsylvania County

Spotsylvania County and Data Stream Mobile Technologies, Inc. for the Belmont Area

Two most recent Form 477 submitted to FCC

Attachment14Form477orEquivalentData93201982906.docx

Copy of Public Notice

Attachment15CopyofPublicNotice93201982918.pdf

Optional

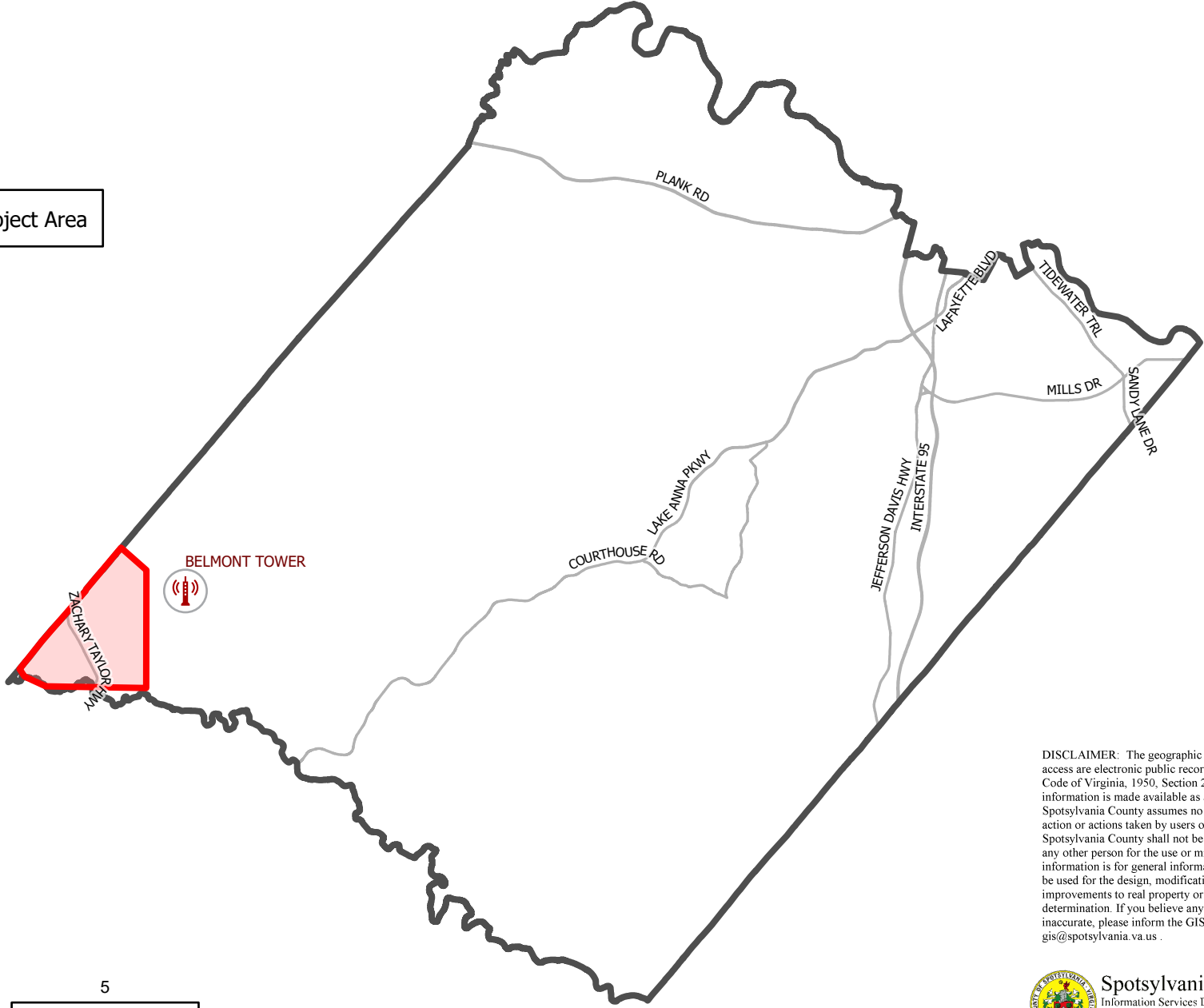
Attachment16TeleradLTEFixedWireless93201982928.docx

Optional

Attachment17NewTowerApproximateLocations93201982936.docx

Project Area Location within Spotsylvania County

 Project Area



DISCLAIMER: The geographic data you are about to access are electronic public records as defined by the Code of Virginia, 1950, Section 2.2-3704. The information is made available as a public service. Spotsylvania County assumes no responsibility for any action or actions taken by users of this information. Spotsylvania County shall not be liable to the user or to any other person for the use or misuse of the data. The information is for general information only and shall not be used for the design, modification, or construction of improvements to real property or for flood plain determination. If you believe any data provided is inaccurate, please inform the GIS Division by e-mail at gis@spotsylvania.va.us.





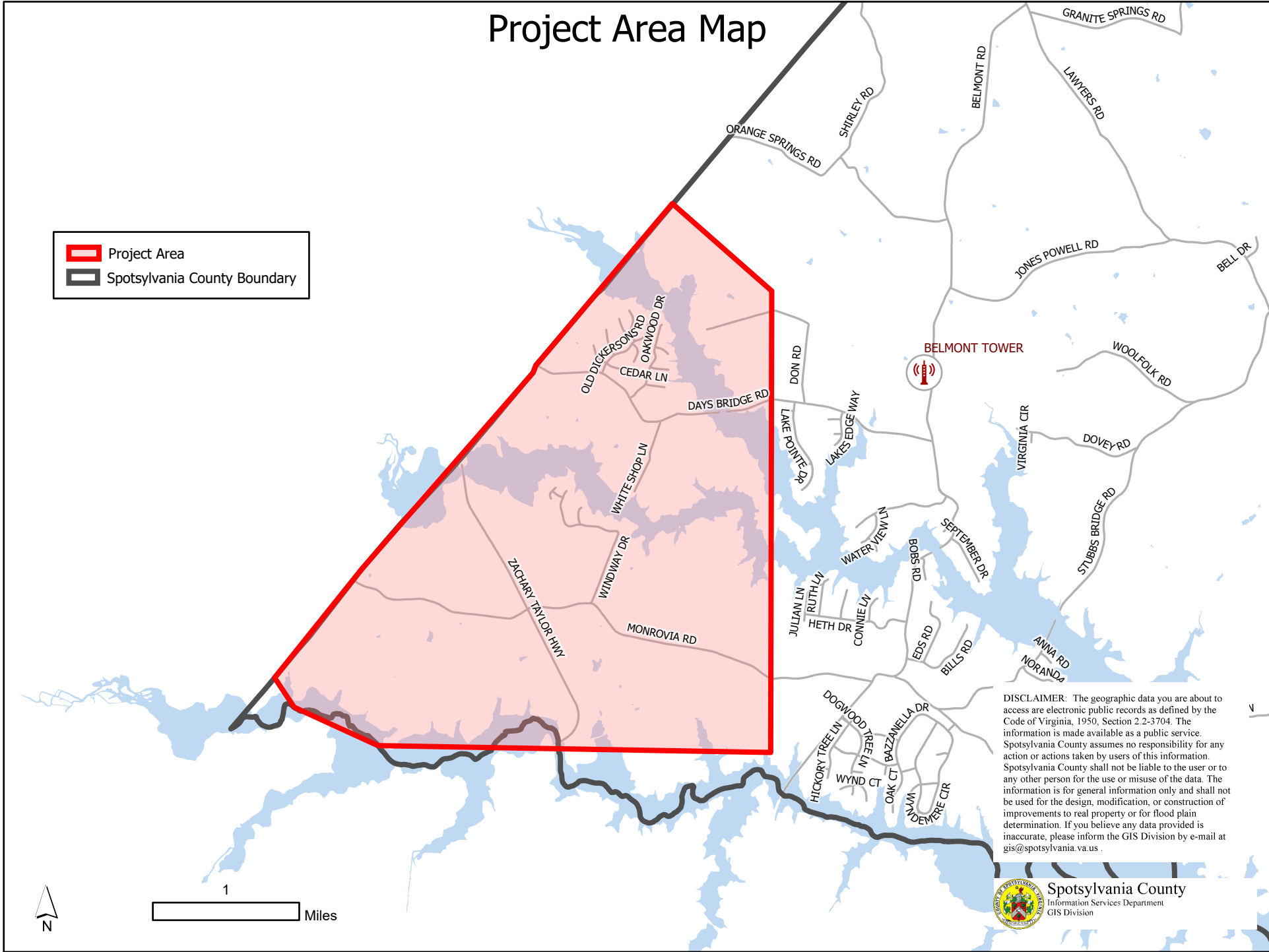
5 Miles



Spotsylvania County
Information Services Department
GIS Division

Project Area Map

 Project Area
 Spotsylvania County Boundary



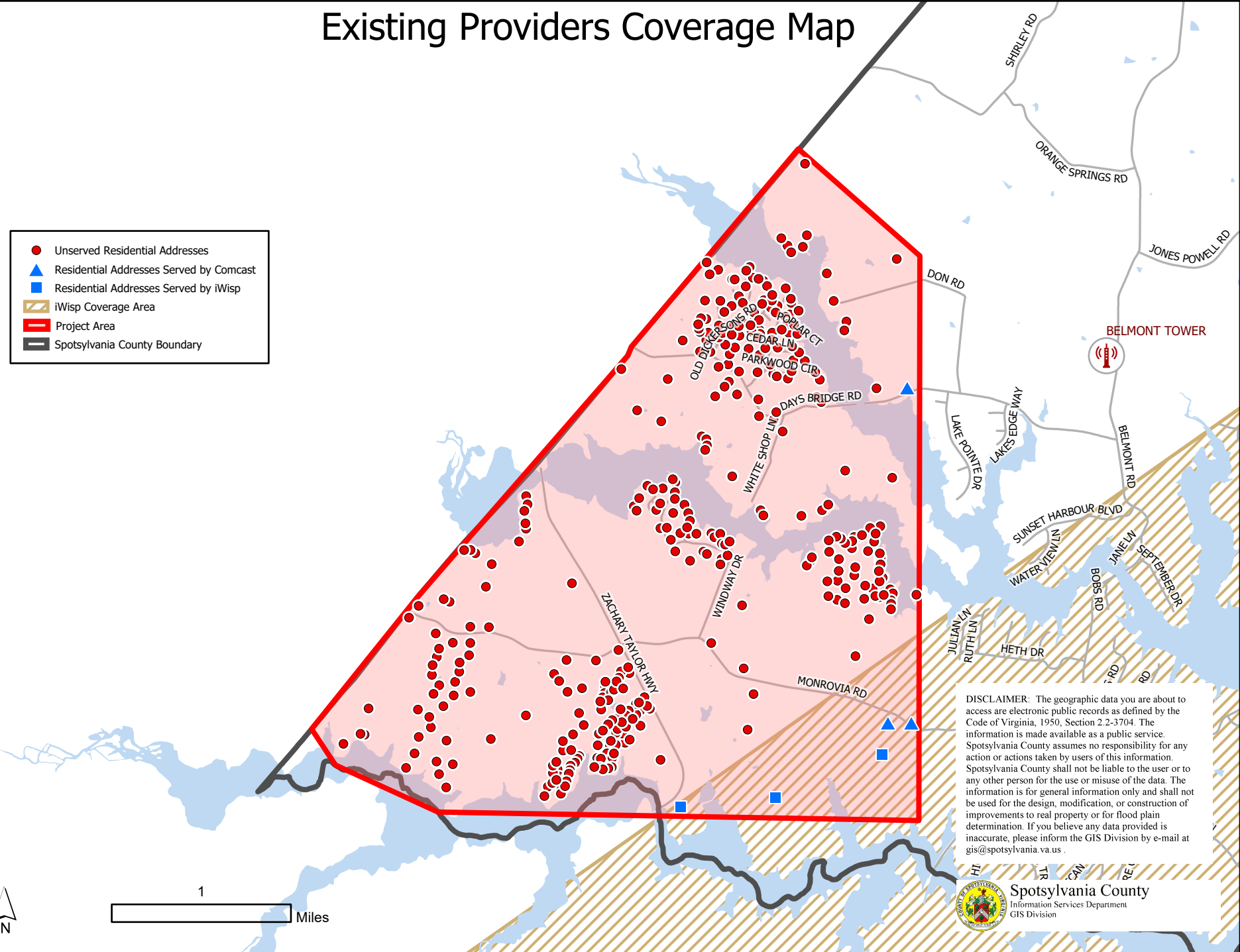
DISCLAIMER: The geographic data you are about to access are electronic public records as defined by the Code of Virginia, 1950, Section 2.2-3704. The information is made available as a public service. Spotsylvania County assumes no responsibility for any action or actions taken by users of this information. Spotsylvania County shall not be liable to the user or to any other person for the use or misuse of the data. The information is for general information only and shall not be used for the design, modification, or construction of improvements to real property or for flood plain determination. If you believe any data provided is inaccurate, please inform the GIS Division by e-mail at gis@spotsylvania.va.us.



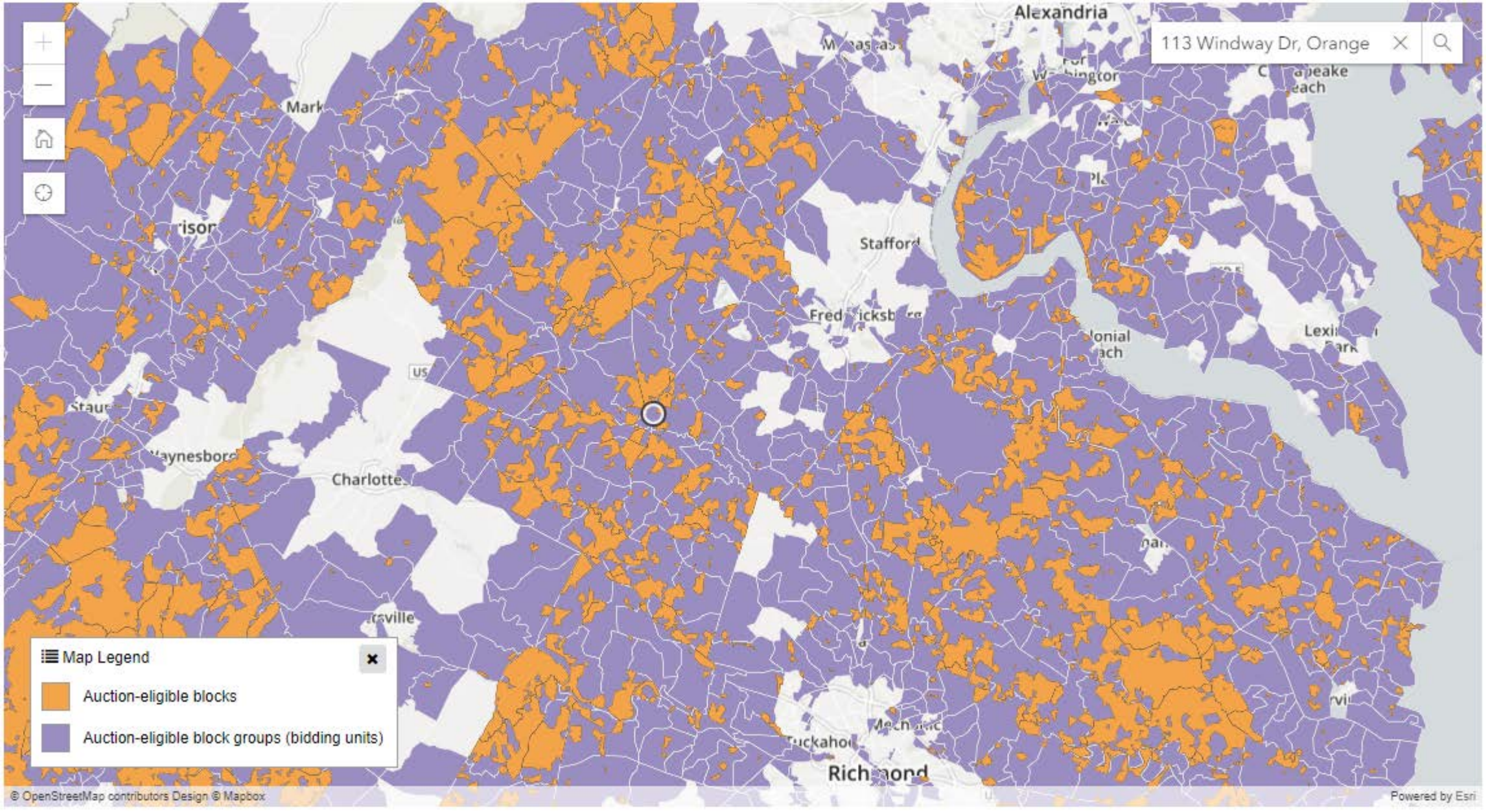
Spotsylvania County
Information Services Department
GIS Division

Existing Providers Coverage Map

- Unserved Residential Addresses
- ▲ Residential Addresses Served by Comcast
- Residential Addresses Served by iWisp
- ▨ iWisp Coverage Area
- ▭ Project Area
- ▬ Spotsylvania County Boundary



DISCLAIMER: The geographic data you are about to access are electronic public records as defined by the Code of Virginia, 1950, Section 2.2-3704. The information is made available as a public service. Spotsylvania County assumes no responsibility for any action or actions taken by users of this information. Spotsylvania County shall not be liable to the user or to any other person for the use or misuse of the data. The information is for general information only and shall not be used for the design, modification, or construction of improvements to real property or for flood plain determination. If you believe any data provided is inaccurate, please inform the GIS Division by e-mail at gis@spotsylvania.va.us.

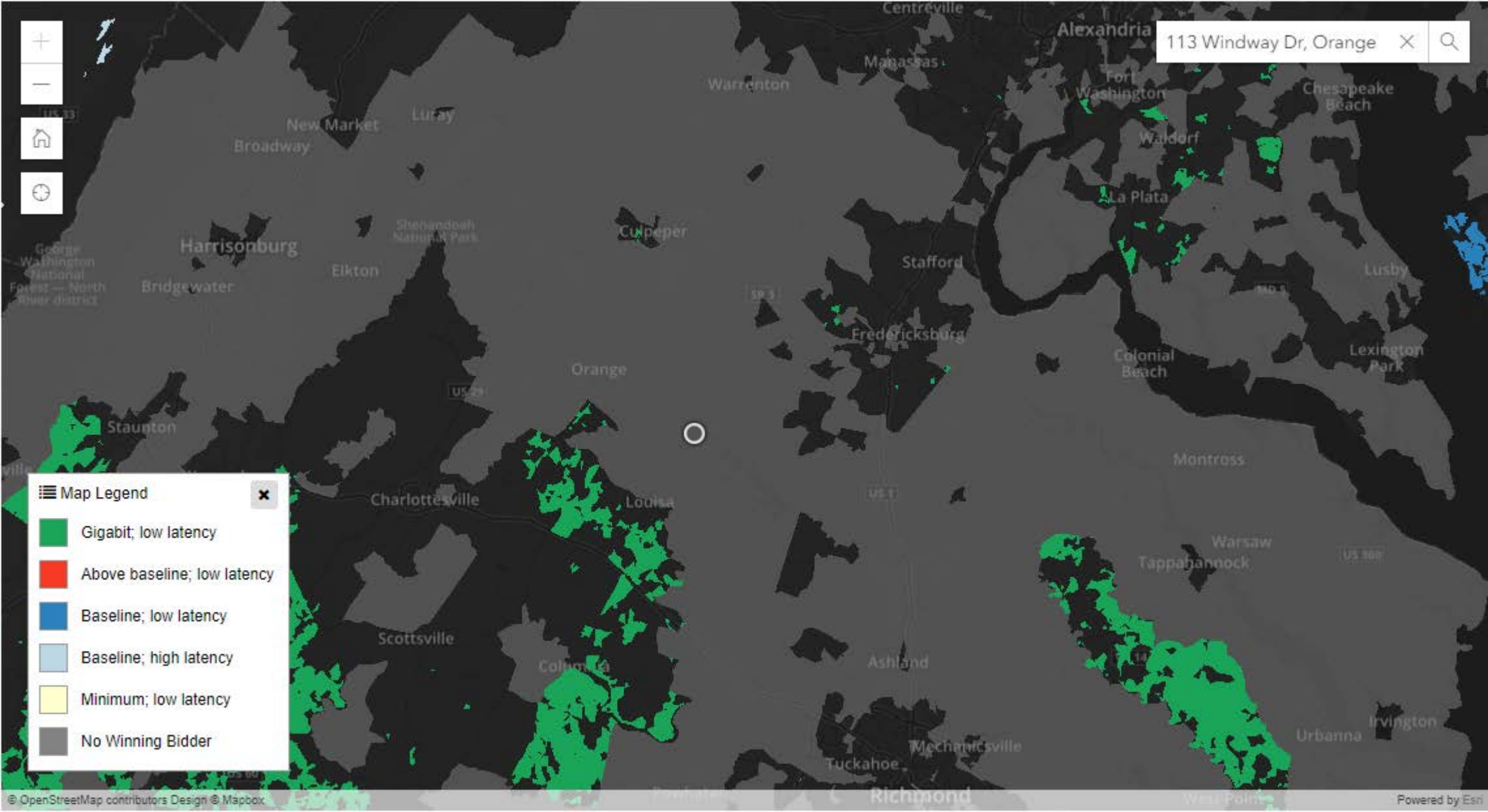


113 Windway Dr, Orange X Q



Map Legend X

- Gigabit; low latency
- Above baseline; low latency
- Baseline; low latency
- Baseline; high latency
- Minimum; low latency
- No Winning Bidder



C. Verizon Report – Ms. Anderson was not present.

IV. Reports/Questions from Commission Members

A. Battlefield District – Kahlil DeBerry – Not present.

B. Berkeley District – Kenneth Crist – Nothing to report.

C. Chancellor District – Herbert Pritchett – Lake Wilderness is happy to have service.

D. Courtland District – Robert Northrop – Nothing to report.

E. Lee Hill District – Wendy Latella – Nothing to report.

F. Livingston District – Toby Layman – Nothing to report.

G. Salem District – Mr. McBride – Not present.

V. Reports/Questions from Community & County Representatives

A. CRRL Information Technology – Not present.

B. GCC Information Technology – Mr. Lam will research some grants that may be available for internet options for residents who cannot afford service. Mr. Lam asked if Ms. Reeve can compile a list of zip codes in the rural areas for him to research.

C. School Board Information Technology – Nothing new to report. Mr. Pritchett discussed the ongoing issue with rural areas and no internet access for school students. Mr. Zicari reported the schools have access to a pilot device; a hot spot the kids can sign out for use and see if they can connect to the internet. If the children do not have cell service, the device will not work. The schools will continue to investigate other options and are willing to do anything to assist with the process. Mr. Crist suggested he could investigate if any grants are available on the school side for funding with telecommunications options. Mr. Zicari will do some research. Ms. Reeve asked if the schools can obtain a specific number of children who are affected based on limited availability and lack of resources. Once the schools have the data, then the County and School can work together to get some justification to be able to apply for some additional grants. Having the data will only enhance our ability to win the grants. Ms. Reeve asked Mr. Lam if he has any data on college students that may be affected by limited internet access and are unable to take courses on-line.

VI. Staff Report –

VATI grant – The Towles Mill Road project is complete. Final paperwork to submit payment to Comcast is in progress.

Pamunkey Indian Tribe – Middle Peninsula Regional Alliance is utilizing the tribe as their driver for potential Federal grants. King and Queen County hopes to expand service

SPOTSYLVANIA COUNTY CABLE TELEVISION & TELECOMMUNICATIONS COMMISSION MINUTES

Time & Location

The November 8, 2018 meeting of the Spotsylvania Cable Television and Telecommunications Commission was held in the Board of Supervisor's Meeting Room at the Holbert Building, located at 9104 Courthouse Road, Spotsylvania, at 7:00 p.m. There was the required number of members present to form a quorum.

Meeting Participants

Citizen Commission Members:

Herbert Pritchett, Chair, Chancellor District	Present
Joseph McBride, Vice Chair, Salem District	Present
Robert Northrop, Courtland District	Present
Wendy Latella, Lee Hill District	Present
Toby Layman, Livingston District	Absent
Kahlil DeBerry, Battlefield District	Absent
Kenneth Crist, Berkeley District	Present

County & Community Representatives:

Jane Reeve – County Information Technology Representative	Present
Pete Zicari – School Board Information Technology Representative	Absent
Chris Glover – CRRL Asst. Director of IT Representative	Absent
GCC Information Technology Representative	Absent

Cable TV Franchise Companies:

Marie Schuler, Dir. Of Gov't & Community Affairs, Comcast	Present
Aaron Button, Cox Representative	Absent
Louise Anderson, Franchise Mgmt. Team, Verizon	Present

I. Announcements from the Chair –

- A. Approval of August 2018 Minutes** – Ms. Latella made a motion to approve the August 2018 Minutes which was seconded by Mr. Northrop. The Minutes were approved 5-0, in favor.
- B. GCC College representative** – Honored Mr. Jeremy Lam with a moment of silence.

II. Public Comments –

Susan Biondi – 216 Windway Drive - Runnymede Subdivision – Livingston District
Ms. Biondi is speaking on behalf of the Runnymede Subdivision as the current secretary of the Lake Anna Civic Association. She has expressed concerns that despite heavy interest in Comcast expanding further into the county to cover her subdivision, Comcast has persisted that they have no plans for expansion. This adversely affects businesses, school children, and property values, and residents in this area should not be penalized for having lakefront property.

John Swain – 6811 Towles Mill Road – Berkeley District

cannot work around. Ms. Latella offered to go to different houses in the area to knock on doors to see which residents were interested in having service. Ms. Biondi then spoke to clarify with the Committee that Windway Drive is a state road, not a private road. Ms. Schuler added that the Runnymede subdivision was not a part of the Lake Anna build so it is being treated differently.

2. **7330 Tanglewood Road – Po River Plantation** – Ms. Schuler had shared at the last meeting that Mr. Chappelle had turned over the build request to Mr. Mears who is the new HOA president. Ms. Reeve stated that it is her understanding that the Chappelle's may have found an alternative internet source but staff will reach out for a status update to confirm to see if we still need the item on the cable log or we can close it out.
3. **Godley Lane – Ms. Davis** – Update previously stated within the Lake Anna Build report.
4. **Courthouse Road (Spotsy High School and Hebron Church Road)** This was a request from the County regarding the gap in coverage there which Ms. Schuler had provided previously. She is unsure if there is any follow-up on the matter that the County wishes to share. Ms. Reeve will get back to Ms. Schuler and let her know.
5. **Virginia Soccer League** – Ms. Schuler was able to confirm that Comcast's business services did sign a contract with them. The layout was designed and Comcast is in the process of constructing the build-out.
6. **Brian Sisson –10011 Benchmark Road - Lee's Hill District** As of 10/11/18, service has been installed and the account is now active. The item can be closed out now.
7. **Will Keller – Summerview (adjacent to Windway Drive) – Mr. Keller is looking for clarification from Ms. Schuler regarding cost estimates that were mentioned and what that means for the rest of the residents that were not originally part of the Lake Anna build. Ms. Schuler clarified that when the design and build-out was originally put together, certain subdivisions such as (Runnymede and Summerview) were not included. Ms. Reeve clarified that technically Summerview is actually a part of the Runnymede subdivision. Ms. Schuler stated then Construction probably has the information and she would need to put it together and provide copies for review. The County has some proposals to put in front of Comcast. Kelly's Landing is a private community but they have the property rights to all the roads within their bylaws.**
8. **Complaint Log Review** – Updates were sent by Ms. Schuler at 4:30pm.

C. Verizon Report – Ms. Anderson reported the following:

Monrovia Road – There is an opportunity for expansion of service on Monrovia Road from Private Road to the Orange County line. The expansion would include all homes in the Kelly's landing and Runneymede developments where there appears to be enough homes per mile and should fall within the terms and conditions of the Franchise Agreement. There are some pedestals that are shown on the map that do not exist. It looks like Comcast had some plans to cover this area but for some reason the build-out was not completed. County is requesting Comcast to evaluate the area and come back with a proposal. County believes there are many opportunities for Comcast to expand their coverage in this area. There are some economic development opportunities in this area as well.

Towles Mill Road – County has received a lot of calls after the VATI grant installation. A lot of homes received service or the ability to receive service with customer contribution. The main complaint the County is receiving is the field people are alluding to a phrase 2 of the project. Comcast needs to discuss the matter with their field crew to instruct them what to share with residents when they are asked. Ms. Reeve asked Comcast to evaluate the area of Duerson and Dickerson Road and come back to the County with a proposal. The County believes they have the average homes per mile as stated within the Franchise Agreement.

VATI Grant – Comcast does not want to enter into a cooperative agreement for the VATI grant with Spotsylvania. Comcast is still evaluating areas where they want to apply; Spotsylvania is not on the top of their list. County asked the Commission for any suggestions before passing up the opportunity. County staff will reach out to iWiSP and see if there is an opportunity there. Ms. Reeve asked for a consensus to move forward with some type of a grant process through one of our providers. Mr. Crist made the motion for the County to pursue a wireless opportunity for the VATI grant, Ms. Latella seconded, all in favor.

Bylaws – Ms. Reeve will work with the County Attorney's Office at the beginning of the year when they work with the Board to review all the bylaws.

CVTV – County has been working with CVTV for seven years. In May 2018, County formally informed them they are in noncompliance and included the necessary paperwork we need to obtain. The County is still missing information and Mr. Thomas assures us that he will get it to us for review. Ms. Reeve is asking for direction how to proceed. Mr. McBride believes the County has done everything that they can do and we should terminate agreement with CVTV. Mr. Crist asked is there any value CVTV provides, any cost to the county and are there any other remedies other than termination. Ms. Reeve explained there are no remedies; they either have a contract or they do not. There is very minimal cost for the County; they have a small space in the AV room for their equipment. They do a lot of community events and have expanded into other areas. The County would prefer Mr. Thomas address the issue. Ms. Reeve would like to propose that staff prepare a proposal and have Mr. Thomas plead his case at a Cable Commission meeting. Based on evaluation of the presentation, the Cable Commission can make a decision after January whether to terminate the contract or allow CVTV to continue to operate under restricted permissions. Ms. Reeve suggested that staff begin to develop an RFP in preparation of the possibility of termination. The presentation and recommendation can be presented at the January meeting for review and would allow

SPOTSYLVANIA COUNTY CABLE TELEVISION & TELECOMMUNICATIONS COMMISSION MINUTES

Time & Location

The March 14, 2019 meeting of the Spotsylvania Cable Television and Telecommunications Commission was held in the Board of Supervisor's Meeting Room at the Holbert Building, located at 9104 Courthouse Road, Spotsylvania, at 7:00 p.m. There was the required number of members present to form a quorum.

Meeting Participants

Citizen Commission Members:

Herbert Pritchett, Chair, Chancellor District	Present
Joseph McBride, Vice Chair, Salem District	Present
Robert Northrop, Courtland District	Present
Wendy Latella, Lee Hill District	Present
Toby Layman, Livingston District	Absent
Kahlil DeBerry, Battlefield District	Absent
Kenneth Crist, Berkeley District	Present

County & Community Representatives:

Jane Reeve – County Information Technology Representative	Present
Pete Zicari – School Board Information Technology Representative	Present
Chris Glover – CRRL Asst. Director of IT Representative	Absent
GCC Information Technology Representative	Absent

Cable TV Franchise Companies:

Marie Schuler, Dir. Of Gov't & Community Affairs, Comcast	Present
Kevin McNultey, Cox Representative	Present
Louise Anderson, Franchise Mgmt. Team, Verizon	Present

I. Announcements from the Chair –

A. Approval of January 2019 Minutes – Ms. Latella made a motion to approve the January 2019 Minutes which was seconded by Mr. McBride. The Minutes were approved 5-0, in favor.

II. Public Comments

Greg Baker – Kelly's Landing – Livingston District

Mr. Baker is the Treasurer for the HOA and the Vice President for the Lake Anna Civic Association. He wanted to express the need for high speed internet in his area. There are approximately 700 homes in the area. Comcast is only one mile away from Kelly's Landing, which includes 60 homes. Mr. Baker realizes that many homes fall into the category of over 300 feet from the road and would require a customer contribution to have service. These homeowners are willing to take this step in order to obtain broadband connectivity for their residences. Mr. Baker talked to Ms. Schuler in July and asked for a cost sharing proposal, which he has not yet received. The Baker's currently have iWISP and the service barely works when necessary. They are ready for a more viable solution and pleading with Comcast and the County to get something done.

Christian Santana – 6560 Courtney's Lane – Berkeley District

Mr. Santana attended a Commission meeting in November and was told his address was included in Phase 2 and would receive cable service in December. After discussing the matter in more detail with Ms. Schuler, she stated she does not see where he is eligible for service. He is trying to figure out where the issues lie and what he can do to obtain

Comcast provided but still need to know what efforts were made with the private roads before the county will close out the project. Ms. Reeve will send a list to Ms. Schuler of the specific roads where the County requires additional information.

2. **Bill Jones/6032 Lost Cove Road** – Item completed (can be removed from the agenda). Mr. Jones had to make a customer contribution of approximately \$3000 due to his property being a little more than 700 feet off the road. He did his own trenching which saved a lot of the costs per Ms. Schuler.

3. **Runneymeade/Summerview Subdivision** – Ms. Schuler spoke to Ms. Biondi and indicated Comcast would not be building in this area. The buildout would be a total of 3.58 miles of infrastructure, with only 26 homes in density. They discussed alternatives. Ms. Biondi has DSL currently and iWiSP is available. Comcast looked into whether the area would qualify for the VATI grant and unfortunately it does not look like it will due to the area already being eligible for service from other broadband providers. DSL is available in the Lake Anna area but it is not effective and if you cancel, you cannot renew. Ms. Schuler is looking into other grants to see if there is something available to assist with their costs. Ms. Schuler also expressed that the research process would need to begin now. Ms. Reeve asked Ms. Schuler if the residents have been offered the option to pay for service. Comcast has completed 3 surveys in this area and almost finished with a 4th one to see what can be done. Comcast stated it will be over \$1.5 million dollars to build out in the area, to include to the Orange County line. Ms. Reeve challenges the amount because of the number of homes in the area. Comcast indicates the buildout would be a far distance from the existing centralized point of service and they would have to build a new hub and fiber to serve all the Runneymeade/Summerview area. Ms. Schuler will get a count of the actual homes in the area and provide to Ms. Reeve.

Mr. Pritchett asked Ms. Reeve if there is something the Cable Commission can draft to propose to Planning that when new subdivisions are being built that the developer has to ensure broadband service is available. Ms. Reeve indicated that it was a part of the conditions but since the General Assembly changed the proffer rules, they can no longer bind the developer to this agreement. However, the idea could be highly encouraged.

4. **Courtney's Lane** – The buildout would include the entire street. The homes are located far away from the road. A total of 9 homes would be passed; 5 homes would be in the density. The customer contribution would be \$107,000.
5. **Towles Mill Road – Duerson/Dickerson** – The VATI grant stipulated cable service would be ¼ mile each way on Duerson and Dickerson and

may contact Comcast regarding Private Road. County is still investing the list and will have something finalized in the next couple of weeks.

2. **Runneymeade/Summerview Subdivision** – Ms. Schuler spoke to Ms. Biondi and indicated the area does not meet the density level that Comcast requires for the subdivision. Additionally, Comcast investigated the area with all of Monrovia Road included to the Orange County line. Construction originally estimated 1.5 million for a customer contribution and was drastically under budget. The area is so far away from infrastructure, Comcast would need to build a new hub station to serve the area resulting in 1 million dollars added to the original bid. Construction is looking at other options to see if they can drive down the costs. Ms. Reeve asked when the County can expect to get some information because if they are applying for the grant, it is due September 3rd. Ms. Schuler can provide the response based on the Franchise Agreement requirements and stated she can send the information next week. County needs the information to decide if this is the area that they will apply for or if they need to select another location. At the last meeting in March, Ms. Schuler was going to provide a count of the homes as Comcast came up with less homes compared to the County's total number. Comcast had a total of 238 homes. County needs to find out where the delta for the area originates.
3. **Courtney's Lane** – Comcast stated that Courtney's Lane was never part of the VATI grant. However, there was some miscommunication between the residents. They thought there was another phase to be completed. Comcast has investigated the area three different ways. The homes are located far away from the road. A total of 9 homes would be passed; 5 homes would be within density. Construction indicated in order to make this work, it would require a customer contribution of \$107,000. The 6560 address, (which is close to the entrance) will pass 3 homes and would be a shared contribution of approximately \$19,000. Ms. Reeve and Mr. Pritchett investigated Courtney's Lane and confirmed the area does not meet Comcast's density level requirement and many of the homes are far off the road.
4. **Towles Mill Road – Duerson/Dickerson** – The VATI grant stipulated cable service would be ¼ mile each way on Duerson and Dickerson and stopped just short of many residents. The service was expanded up to 212 Duerson and 5318 Dickerson Road. The County seemed to think some homes were missing from Comcast's count. Ms. Reeve and Mr. Pritchett investigated the area and discovered the location also does not meet Comcast's density level requirement and many of the homes are far off the road. Comcast reports, unfortunately unless there is major construction in the area, the residents may not be serviced.
5. **Dyson/6801 Towles Mill Road** – 6801 Towles Mill Road has a pedestal in their driveway on their property. Comcast stated that it would

IV. Reports/Questions from Commission Members

Battlefield District – Kahlil DeBerry – Not present

Berkeley District – Kenneth Crist – Nothing to report

Chancellor District – Herbert Pritchett – Mr. Pritchett addressed the commission and stated as members they need to make an extra effort to communicate with their respective Board Members to keep them informed. Ms. Reeve informed the commission that Staff has modified and improved the Board Communication that is sent to them the week before the Commission meeting to include a summary of important topics that were discussed at the last meeting along with the minutes and agenda. Staff will send this information to the commission members as well moving forward.

Courtland District – Robert Northrop – Nothing to report

Livingston District – Toby Layman – Nothing to report

Lee Hill District – Wendy Latella – Nothing to report

Salem District – Joseph McBride – Nothing to report

V. Reports/Questions from Community & County Representatives (the representatives were informed they did not need to be present at this meeting)

A. **CRRL Information Technology** – Not present

B. **GCC Information Technology** – Not present

C. **School Board Information Technology** – Not present

VI. Staff Report –

VATI 2020 Grant – Ms. Reeve wanted to meet tonight to discuss the VATI grant submission, which is due after Labor Day. Ms. Reeve shared some maps on the monitors for all commissioners to review. Ms. Reeve has checked with DHCD and the County is only allowed one application with Comcast. However, the County is allowed to list multiple areas on the same grant application. DHCD will research each area and may approve one or several areas. Ms. Reeve is unsure what amount of funds will be available and granted yet. Comcast has tentatively agreed to work with us for the 2020 grant.

Option 1: Monrovia Road (Orange County Line) – Approximately 300 homes; some roads in the area are private. Mr. Greg Baker, (HOA President, Kelly's Landing) is confident he can obtain support from the HOA in his area to grant Comcast access and to connect to Comcast service if available. The estimated cost quoted from Comcast was \$1 million dollars and now it is \$2 million dollars because Comcast will need to build a hub. Spotsylvania County may potentially need to work with Orange County and see what they

can accomplish together. This will be the primary entry on the grant application submission.

Option 2: Request from Board Member, Kevin Marshall to eliminate the gaps that are present on Duerson and Dickerson Road. Comcast's service is already at the end of each road; this will close the loop.

Option 3: Spotsylvania High School; Hebron Church Road area. This is a five mile stretch and includes 45 homes and does not meet the Franchise Agreement requirements. Mr. Crist asked if Emma Drive has coverage. Staff will look into the location and let him know.

Ms. Reeve asked the commission if they have any other suggestions, please let her know as soon as possible; within the next two weeks. If there are residents or constituents that are in need, please let Ms. Reeve know. Staff will go research the meeting minutes for the last two years and see if there are any other areas to consider. Mr. Pritchett asked about West Catharpin area. Ms. Reeve will check that area and let him know. Mr. Crist asked about Courtney's Lane. Ms. Reeve stated she could add it to the application.

Mr. Northrop suggested drawing up a petition in the aforementioned areas to garner interest. Ms. Reeve believes that sometimes petitions cause frustration with people in the areas if nothing comes to fruition. The survey should be sent out soon and will help determine interest in areas.

Ms. Reeve will talk to the County Attorney's office to see if there is something we can do regarding the delayed response time to obtain information from Comcast.

Mr. Crist stated that Monrovia Road bothers him because Comcast has not provided the calculations to show how they came up with the estimate.

2nd VATI grant – Wireless Solution – There is going to be a time that wire solutions will not be feasible. Ms. Reeve has been discussing the matter with a number of wireless providers. Subject to Board approval, the County would like to incentivize the providers by providing access to towers at a very reduced rate or even free for a period of time to help them build a revenue stream for a couple of years. One company Ms. Reeve talked to needs 100 customers to meet their return on investment. Ms. Reeve thinks this will be a more feasible VATI grant application and have a higher rate of success and has the potential to reach many more people.

Ms. Reeve showed the map of the County and how the districts are laid out. Livingston and Berkeley are the biggest districts with lack of coverage; Livingston District has the biggest area without service. County has been working with iWiSP to collocate on the County towers for little or no cost to them and the County has not heard from them on what they need to do to make that happen. The County will be primarily focusing on these two districts but if there are any other areas that commissioners know of requiring additional coverage, please let Ms. Reeve know.

Ms. Latella indicated there is a tower on Lee Hill and Landsdowne Road and depending on how the dish is facing depends on the amount of coverage residents receive. There

are many times where the coverage in this area is non-existent. Ms. Reeve asked Ms. Latella to email her more information and an exact location and she will check into the matter.

There was some discussion on the Franchise agreement process and how Comcast counts the homes. Comcast does not count homes built way off the road due to the likelihood of a high customer contribution from the homeowner. There are some limitations with the Franchise Agreement.

The County plans to apply for a total of two VATI grants; one for a wireless solution and one for a cabled solution.

Mr. Crist wanted to state that he is hesitant for the Commission to include Monrovia Road on the grant; the area may take out funds available for other locations and asked if it would be feasible to hold off on Monrovia Road until next year.

Ms. Reeve stated it is possible that Comcast may not agree to apply with the County.

Mr. Layman made a motion to move forward with the application for the 2020 VATI grant to include Monrovia Road, seconded by Mr. McBride seconded with all in favor and passed 6-0.

Mr. Layman made a motion to move forward to include other non-contiguous areas in the 2020 VATI grant application without coming back to the commission, seconded by Mr. Crist and all in favor, approved 6-0.

Staff will look at the last two years of meeting minutes to research for other areas that may need coverage.

Ms. Latella made a motion to move forward on the wireless grant constrained with the terms of the VATI grant, seconded by Mr. Layman and all in favor, approved 6-0.

Mr. Pritchett stated that work was performed on the Franchise Agreement with Comcast for a year and half and he said that what they did at Lake Anna was unbelievable and provided more customers than he thought that the project would. He is very pleased with the outcome. They have worked hard together to close some of the gaps. He appreciates everyone's efforts tonight but believes the battle has just begun. It will be a challenge to get all gaps covered. He stated Black Meadow Road may be another area to include because part of it does not have service.

Ms. Reeve did state that Comcast had to move some major mountains to get service to Lake Anna and they did work hard to get this completed. Many people in the area are very happy. County should promote the good that they have accomplished. Staff will highlight that in the next BOS Communication. Mr. Layman made a suggestion to have an article in the newspaper to showcase the Lake Anna build. Ms. Reeve will look into the matter.

Ms. Reeve indicated if anyone has any feedback, please email her or Nikki. Staff will email a final list to commissioners and get it to the board for a vote in August.

Mr. McBride suggested mailing the survey along with the tax bills. Ms. Reeve will check into this to see if it is a viable option.

VII. Old Business – None

VIII. New Business – None

IX. Next Meeting Date

The next meeting of the Spotsylvania County Cable Television & Telecommunications Commission is tentatively scheduled for August 8, 2019 at 7:00 p.m. to be held in the Board of Supervisor's Meeting Room in the Holbert Building, located at 9104 Courthouse Road, Spotsylvania. If a meeting is not needed in August, the next meeting will be held on September 12, 2019.

A motion was made by Mr. Pritchett to adjourn the meeting, which passed unanimously at 7:57 p.m.

Respectfully submitted,

Nikki Showers
Commission Secretary

Q1 What is your physical address?

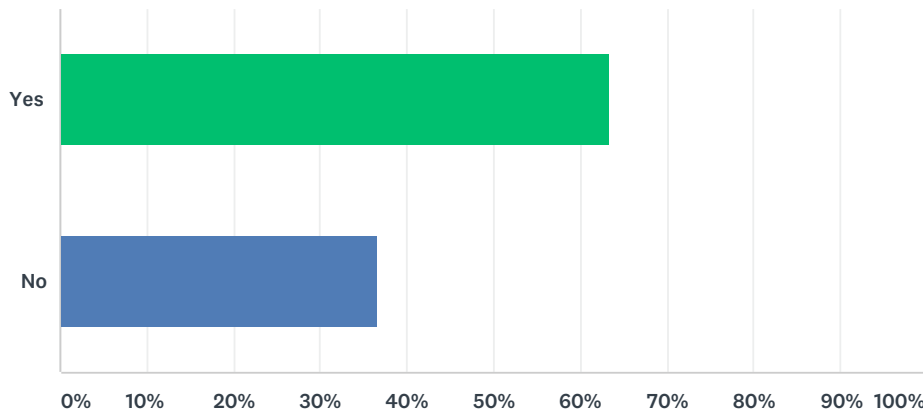
Answered: 41 Skipped: 1

#	RESPONSES	DATE
1	112 Windway Drive, Orange VA	8/29/2019 8:38 AM
2	6328 Carter Ln Mineral VA 23117	8/28/2019 7:25 AM
3	1 windyhill ct, orange,va	8/27/2019 8:03 PM
4	75 new dawn ct	8/27/2019 1:43 PM
5	14161 Plentiful Creek Ln	8/27/2019 1:33 PM
6	6113 Dairy Dr Mineral va	8/27/2019 12:44 PM
7	9900 Mill Pond Rd Spotsylvania VA22551	8/27/2019 12:24 PM
8	1823 log cabin rd, beaverdam, VA 24015	8/27/2019 9:46 AM
9	106 WIndway Drive, Orange, VA	8/27/2019 9:00 AM
10	6415 Matthew Lane Mineral VA	8/27/2019 4:28 AM
11	13800 Pigeon Trail	8/27/2019 3:01 AM
12	7221 Lanes Corner Road spotsylvania va 22551	8/27/2019 2:36 AM
13	216 Windway Drive, Orange, Va	8/26/2019 5:25 PM
14	6330 Carter Lane, Mineral, VA 23117	8/26/2019 12:01 PM
15	6408 Carter Lane, Mineral, VA	8/26/2019 7:57 AM
16	212 windway dr, orange, VA 22960	8/26/2019 7:17 AM
17	6503 Matthew Lane, Mineral, VA 23117	8/26/2019 7:11 AM
18	60 Tamarack Terrace Mineral Va.	8/26/2019 6:52 AM
19	16000 Carrington Court, Mineral VA	8/26/2019 6:42 AM
20	6419 Matthew Lane	8/26/2019 6:38 AM
21	102 windway dr Orange va 22973	8/26/2019 4:48 AM
22	5101 Stanfield rd. Spotsylvania,va 22551	8/26/2019 4:07 AM
23	16000 Carrington Court, Mineral	8/26/2019 3:50 AM
24	16006 Carrington Ct., Mineral, VA	8/25/2019 4:45 PM
25	6403 carter lane mineral, vA 23317	8/25/2019 1:20 PM
26	16101 carrington ct	8/25/2019 10:10 AM
27	16101 Carrington CT mineral, VA	8/25/2019 9:43 AM
28	6416 Matthew Lane, Mineral, VA 23117	8/25/2019 8:25 AM
29	16009 Carrington ct mineral, va 23117	8/25/2019 6:56 AM
30	6403 Matthew Lane, Mineral, VA 23117	8/25/2019 6:46 AM
31	6508 Matthew Lane, Mineral, VA, 23117	8/25/2019 6:28 AM
32	6404 Carter Ln	8/25/2019 6:16 AM
33	6505 Matthew Lane, Mineral, Va 23117	8/25/2019 6:13 AM
34	16003 Carrington Court, Mineral VA 23117	8/25/2019 6:06 AM
35	16020 Carrington Court Mineral VA 23117	8/25/2019 6:04 AM

36	16002 Carrington Court, Mineral VA 23117	8/25/2019 6:03 AM
37	6409 Carter Lane, Mineral VA 23117	8/25/2019 5:45 AM
38	5 Windy Hill Ct	8/24/2019 6:34 AM
39	109 Windway Dr. Orange, VA (Spotsylvania County)	8/24/2019 4:50 AM
40	119 Windway drive orange va 22960	8/24/2019 2:43 AM
41	202 windway drive, Orange, va 22960	8/23/2019 8:51 PM

Q2 Do you currently have any type of broadband/internet services at your residence?

Answered: 41 Skipped: 1

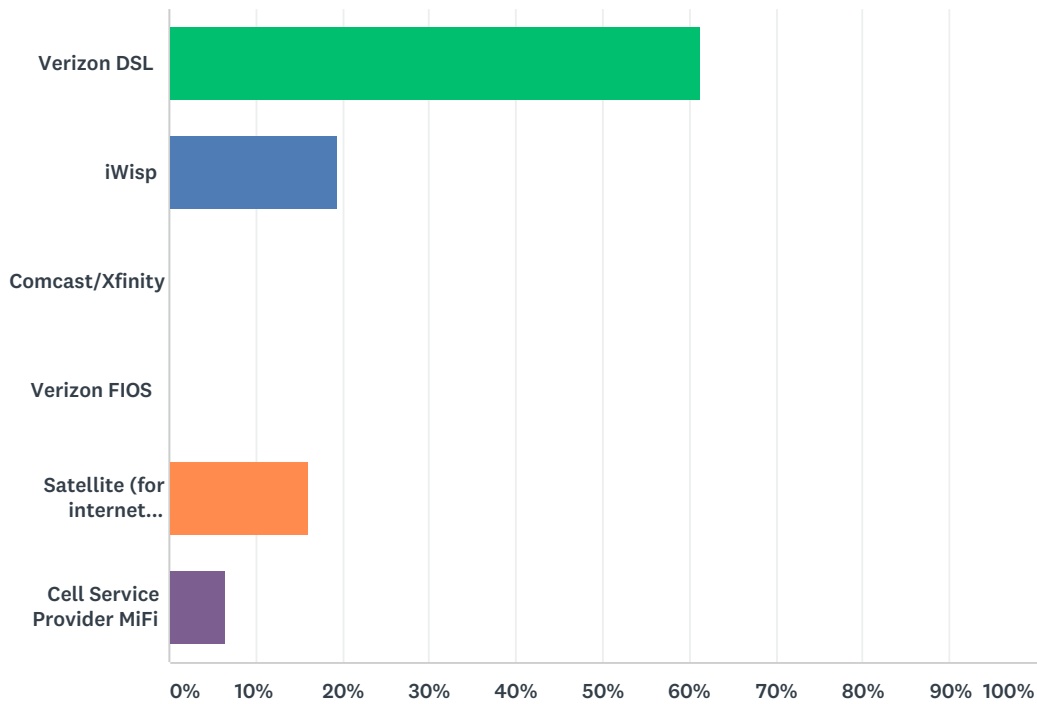


ANSWER CHOICES	RESPONSES
Yes	63.41% 26
No	36.59% 15
Total Respondents: 41	

#	OTHER (PLEASE SPECIFY)	DATE
1	lwisp. Very slow. Doesn't work most days.	8/27/2019 3:01 AM
2	Verizon DSL and it doesn't work	8/26/2019 7:17 AM
3	We just bought the house and are moving in permanently on Sept 19, 2019	8/26/2019 6:42 AM
4	Very slow dsl which goes out frequently	8/25/2019 6:06 AM
5	Hughes Net but its awful so I now use ATT mobile hotspot which works OK and way better than Hughes Net	8/25/2019 6:04 AM
6	Verizon	8/23/2019 8:51 PM

Q3 What type of broadband/internet service do you currently use? If you answered NO to Question 2, please skip to Question #7.

Answered: 31 Skipped: 11



ANSWER CHOICES	RESPONSES
Verizon DSL	61.29% 19
iWisp	19.35% 6
Comcast/Xfinity	0.00% 0
Verizon FIOS	0.00% 0
Satellite (for internet connectivity)	16.13% 5
Cell Service Provider MiFi	6.45% 2
Total Respondents: 31	

#	OTHER (PLEASE SPECIFY)	DATE
1	PHONE HotSpot	8/27/2019 9:00 AM
2	Hughes Net	8/25/2019 6:04 AM
3	In past. Very costly and slow. Discontinued use.	8/24/2019 2:43 AM

Q4 Using the attached speed test link, please report your current UPLOAD speed <https://beta.speedtest.net/> If you are unable to perform this step due to data limits or other issues, please note in the comment box below.

Answered: 29 Skipped: 13

#	RESPONSES	DATE
1	10	8/27/2019 1:43 PM
2	Unable to check	8/27/2019 1:33 PM
3	3.5 mbps	8/27/2019 12:44 PM
4	6.22 mbps	8/27/2019 9:46 AM
5	Unable to perform. Not working currently.	8/27/2019 3:01 AM
6	.75 MBps	8/27/2019 2:36 AM
7	1.0	8/26/2019 5:25 PM
8	0.65	8/26/2019 12:01 PM
9	9.55 mps	8/26/2019 7:57 AM
10	It wont give me speed test due to how slow it is	8/26/2019 7:17 AM
11	completing survey from work	8/26/2019 7:11 AM
12	don't Know	8/26/2019 6:52 AM
13	This is a second home and I am not at the residence currently	8/26/2019 6:38 AM
14	Not on home internet during survey.	8/26/2019 4:07 AM
15	choose not to try	8/25/2019 4:45 PM
16	.55	8/25/2019 10:10 AM
17	Not available	8/25/2019 9:43 AM
18	.68 mps	8/25/2019 8:25 AM
19	Not at location	8/25/2019 6:56 AM
20	Upload speed 0.11	8/25/2019 6:46 AM
21	Unable, it is very slow though, and goes out alot	8/25/2019 6:28 AM
22	Won't be at the property for another 2 weeks but happy to test when we get there!	8/25/2019 6:16 AM
23	.64 Mbps	8/25/2019 6:06 AM
24	5 MBS	8/25/2019 6:04 AM
25	0.65 Mbps	8/25/2019 6:03 AM
26	20 MBs, Although I have three different providers. 20Mbps for iWisp 10-15Mbps for Verizon Cell 2Mbps for DSL	8/25/2019 5:45 AM
27	0.64	8/24/2019 6:34 AM
28	Not currently in Spotsylvania County. When home, I use Verizon Cellphone Hotspot for internet service	8/24/2019 4:50 AM
29	1.5	8/23/2019 8:51 PM

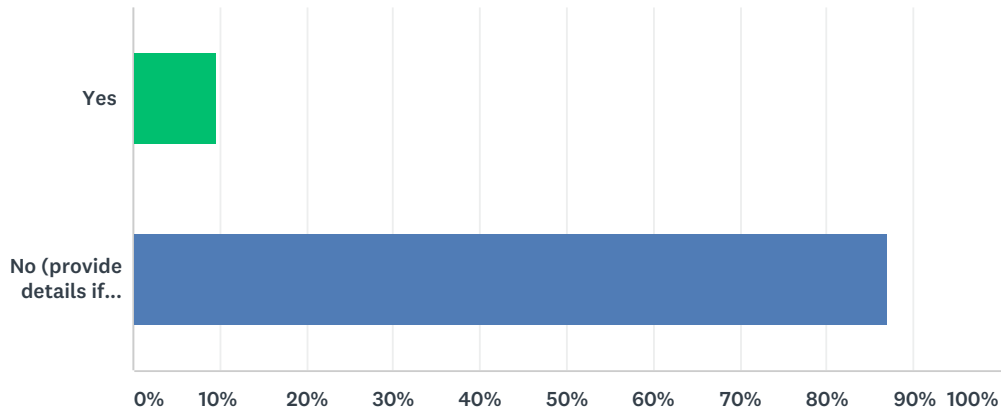
Q5 Using the attached speed test link, please report your current DOWNLOAD speed<https://beta.speedtest.net/> If you are unable to perform this step due to data limits or other issues, please note in the comment box below.

Answered: 29 Skipped: 13

#	RESPONSES	DATE
1	18	8/27/2019 1:43 PM
2	Unable to do it	8/27/2019 1:33 PM
3	4.5 mbps	8/27/2019 12:44 PM
4	4.57 mbps	8/27/2019 9:46 AM
5	Unable to perform. Not currently working.	8/27/2019 3:01 AM
6	2.8 mbps	8/27/2019 2:36 AM
7	0.77	8/26/2019 5:25 PM
8	2.61	8/26/2019 12:01 PM
9	1.95 mps	8/26/2019 7:57 AM
10	It wont give me a speed due to how slow it is	8/26/2019 7:17 AM
11	completing survey from work	8/26/2019 7:11 AM
12	Don't know	8/26/2019 6:52 AM
13	This is a second home and I am not at the residence currently	8/26/2019 6:38 AM
14	Not on home internet during survey	8/26/2019 4:07 AM
15	n/a	8/25/2019 4:45 PM
16	.33	8/25/2019 10:10 AM
17	Not available	8/25/2019 9:43 AM
18	2.83 mps	8/25/2019 8:25 AM
19	Not at location	8/25/2019 6:56 AM
20	Download speed 1.43	8/25/2019 6:46 AM
21	Unable	8/25/2019 6:28 AM
22	Won't be at the property for another 2 weeks but can send to the group when we get there.	8/25/2019 6:16 AM
23	2.76 Mbps	8/25/2019 6:06 AM
24	2mbs	8/25/2019 6:04 AM
25	2.80 Mbps	8/25/2019 6:03 AM
26	5Mbs for iWisp	8/25/2019 5:45 AM
27	2.8	8/24/2019 6:34 AM
28	Not able to perform the test	8/24/2019 4:50 AM
29	2.7	8/23/2019 8:51 PM

Q6 Are you satisfied with your internet service provider?

Answered: 31 Skipped: 11



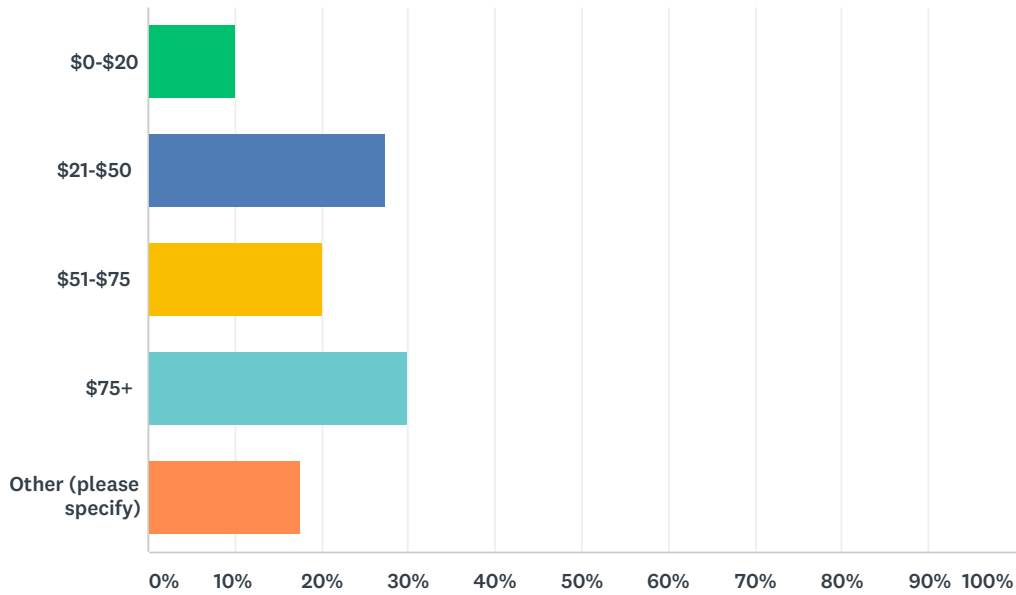
ANSWER CHOICES	RESPONSES	
Yes	9.68%	3
No (provide details if desired)	87.10%	27
TOTAL		31

#	OTHER (PLEASE SPECIFY)	DATE
1	It's not consistent. We would prefer broadband or dsl	8/27/2019 1:43 PM
2	Very slow satellite service. Lots of trees and bad weather we lose everything.	8/27/2019 1:33 PM
3	No, they suck. They have awful customer service. They do nothing to help	8/27/2019 12:44 PM
4	It is very expensive, \$120/month. We can't stream, my son cannot play Xbox live with his friends online, and viastat slows your internet down after do much data is used	8/27/2019 9:46 AM
5	works fine, but has a finite amount of data	8/27/2019 9:00 AM
6	Slow. Most days it does not work. Unable to stream even when operational.	8/27/2019 3:01 AM
7	Limited speed at different times, always issue with the transport lines and junction boxes	8/27/2019 2:36 AM
8	Besides slow speeds, there are times when the internet drops out or becomes unavailable for several hours and sometimes several days at a time.	8/26/2019 12:01 PM
9	Doesn't work, off and on and really slow Cant do any work off it	8/26/2019 7:17 AM
10	slow speed, poor customer service	8/26/2019 7:11 AM
11	Not enough data. Costs too much if you go over your limits	8/26/2019 6:52 AM
12	Speed is slow, they are slow to respond to issues and makes it hard to work from home while there	8/26/2019 6:38 AM
13	When it rains or snows there is no service. When service is available it is slow.	8/26/2019 4:07 AM
14	Doesn't work half the time. Very slow. Can't have 2 People use at the same time	8/25/2019 10:10 AM
15	Very slow speed. Unreliable.	8/25/2019 6:56 AM
16	Lose internet often, very slow on weekends	8/25/2019 6:46 AM
17	Very slow, and undependable	8/25/2019 6:28 AM
18	I lived in California and Ohio and have had good services, but here we are limited to costly poor service	8/25/2019 6:04 AM

19	We had a month long outage over the summer!	8/25/2019 6:03 AM
20	Slow and low bandwidth	8/24/2019 6:34 AM
21	Limited speed and very limited total bits/month. Unable to use internet to download larger files without going over monthly limit	8/24/2019 4:50 AM
22	Service is constantly unavailable or down.	8/23/2019 8:51 PM

Q7 Total monthly cost for internet services (only internet services)

Answered: 40 Skipped: 2

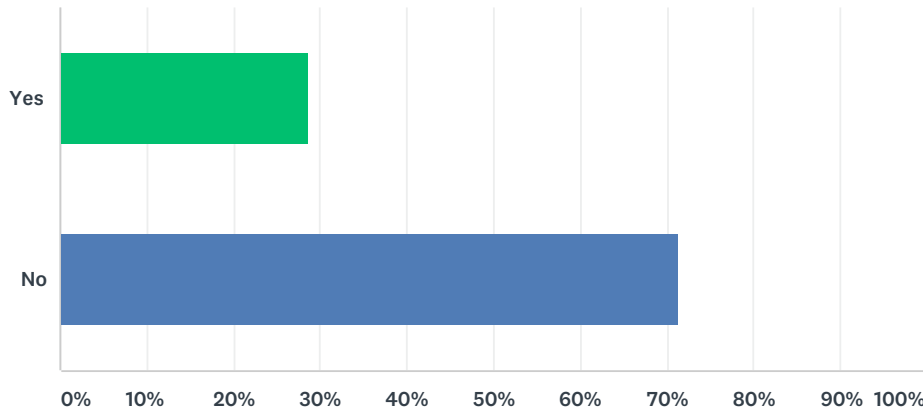


ANSWER CHOICES	RESPONSES	
\$0-\$20	10.00%	4
\$21-\$50	27.50%	11
\$51-\$75	20.00%	8
\$75+	30.00%	12
Other (please specify)	17.50%	7
Total Respondents: 40		

#	OTHER (PLEASE SPECIFY)	DATE
1	0 at this address	8/27/2019 8:03 PM
2	\$243 total bill - internet is part of a triple play bundle with internet, Cable and phone	8/27/2019 7:46 PM
3	Very expensive for crappy service	8/27/2019 1:33 PM
4	Part of our unlimited ATT phone plan. Each phone gets 10gig hotspot	8/27/2019 9:00 AM
5	I get my internet service through my neighbor's account.	8/26/2019 7:57 AM
6	Our service has not been installed but iWisp came to our house and said they can install the equipment for us, and the monthly cost would be about \$50	8/26/2019 6:42 AM
7	Part of my Verizon Cellphone bill	8/24/2019 4:50 AM

Q8 Do you have school-aged children in your home?

Answered: 42 Skipped: 0

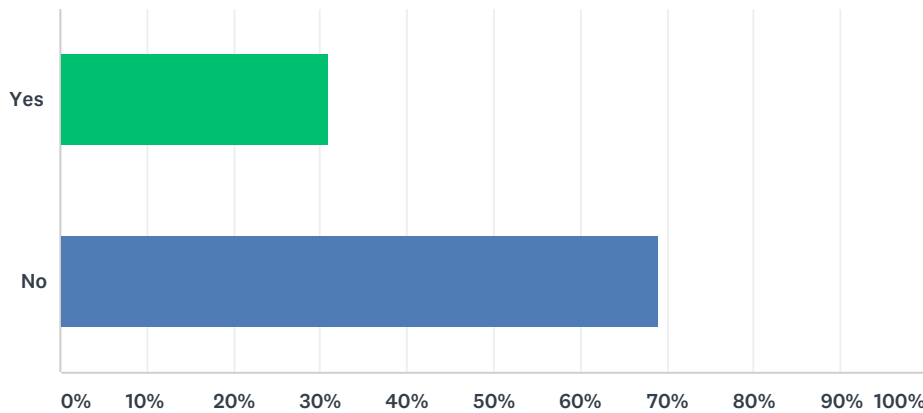


ANSWER CHOICES	RESPONSES	
Yes	28.57%	12
No	71.43%	30
TOTAL		42

#	OTHER (PLEASE SPECIFY)	DATE
1	we have to go to the library to use the internet for school work	8/26/2019 7:17 AM
2	4th grader, 3rd grader and kindergarten	8/23/2019 8:51 PM

Q9 Are you or any other member of your household attending college, or other online training?

Answered: 42 Skipped: 0

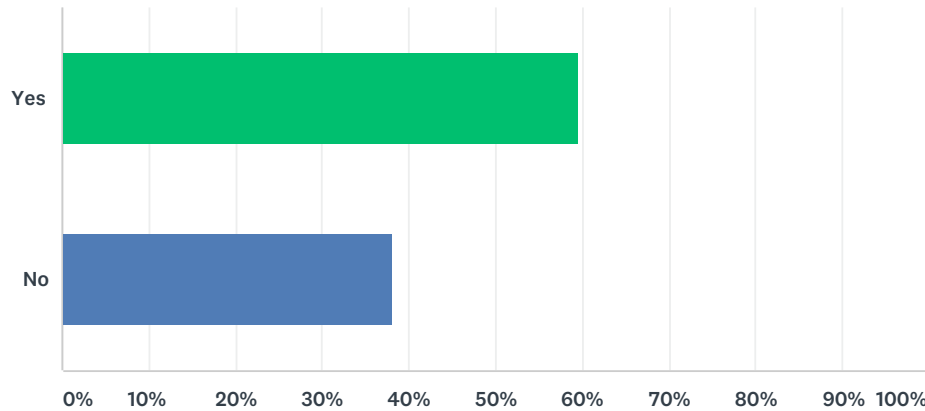


ANSWER CHOICES	RESPONSES	
Yes	30.95%	13
No	69.05%	29
TOTAL		42

#	OTHER (PLEASE SPECIFY)	DATE
1	We have online training to do for work and telework options. Kids homework requires internet.	8/27/2019 3:01 AM
2	No children at home but I do take online classes	8/26/2019 6:42 AM
3	We were when we used satellite internet	8/24/2019 2:43 AM
4	Unable to do so because of unreliable service	8/23/2019 8:51 PM

Q10 Do you work from home/telecommute?

Answered: 42 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	59.52%	25
No	38.10%	16
TOTAL		42

#	ADDITIONAL COMMENTS	DATE
1	Have not been able to due to speed	8/27/2019 1:33 PM
2	My husband owns a local business, and he would like to do more work from home, but the internet is not consistent. I used to be a realtor, and uploanding and downloading files was impossible at home. I always had to travel into fredericksburg to use the internet at the real estate office.	8/27/2019 9:46 AM
3	Teleorking cuts off 4 hours of commute time per day but the Verizon dsl is so slow the majority of times I cannot securely connect in to my work network. Limits what I can do from home if I had better internet I could telework more	8/27/2019 2:36 AM
4	My wife is a realtor and depends on the internet for business matters including market research and exchanging documents with clients and other realtors.	8/26/2019 12:01 PM
5	Once I move in next month, I will be working from home and need a good, consistent internet connection	8/26/2019 6:42 AM
6	occasioinally	8/25/2019 1:20 PM
7	I work and conduct WebEx video conferences from Home on Monday and Fridays. The reliability of iWisp is not very good, therefore I have to have the two backups.	8/25/2019 5:45 AM
8	Frequent visitors work from my home and are limited in bandwidth and amount of bits	8/24/2019 4:50 AM
9	When able due to constant internet being down	8/23/2019 8:51 PM

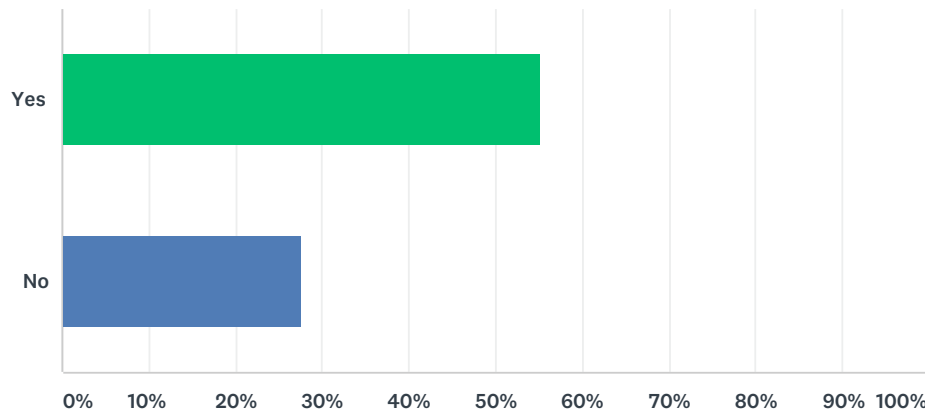
Q11 If you do not have internet service at your home, please detail how you access information/materials online?

Answered: 23 Skipped: 19

#	RESPONSES	DATE
1	Mobile phone hot spot	8/29/2019 8:38 AM
2	I use internet service at another location.	8/28/2019 7:25 AM
3	Have another home with broadband	8/27/2019 8:03 PM
4	I use the internet at parents house or at the library	8/27/2019 12:24 PM
5	N/a	8/27/2019 9:46 AM
6	phone hotspot	8/27/2019 9:00 AM
7	Limited using iwisp and limited cell phone data	8/27/2019 3:01 AM
8	HAve to use are data from are broad band cards	8/26/2019 7:17 AM
9	n/a	8/26/2019 7:11 AM
10	I have Verizon Service	8/26/2019 6:52 AM
11	n/a	8/26/2019 6:42 AM
12	N/A	8/26/2019 6:38 AM
13	Cell phone data	8/26/2019 4:48 AM
14	Moving in full time at the end of September, was planing on setting something up then.	8/26/2019 3:50 AM
15	n/a	8/25/2019 4:45 PM
16	use phone as hotspot	8/25/2019 1:20 PM
17	Cell phone	8/25/2019 9:43 AM
18	n/a	8/25/2019 8:25 AM
19	Through slow dsl	8/25/2019 6:56 AM
20	Have it	8/25/2019 6:28 AM
21	N/a - sometimes we find the cell service is faster!	8/25/2019 6:16 AM
22	Access via Cellphone Hotspot	8/24/2019 4:50 AM
23	Cell phone	8/23/2019 8:51 PM

Q12 If you do not have internet service available at your house, were you aware that it did not have it prior to purchasing/renting?

Answered: 29 Skipped: 13

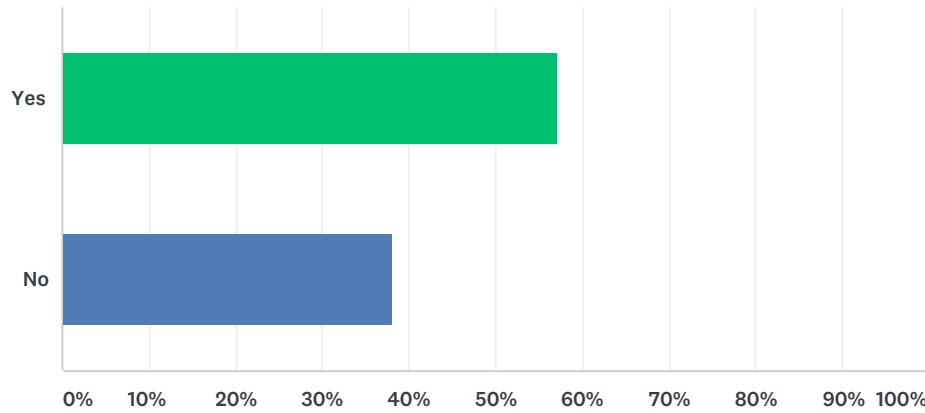


ANSWER CHOICES	RESPONSES	
Yes	55.17%	16
No	27.59%	8
TOTAL		29

#	OTHER (PLEASE SPECIFY)	DATE
1	We lived in rural Spotsy prior, so we knew this location would not have high speed internet either.	8/27/2019 9:46 AM
2	didn't realize the limited choices	8/27/2019 9:00 AM
3	Purchased in 2000. Should have by now.	8/27/2019 3:01 AM
4	N/A	8/26/2019 7:57 AM
5	n/a	8/26/2019 7:11 AM
6	n/a	8/25/2019 4:45 PM
7	n/a	8/25/2019 8:25 AM
8	Owned for 43 years, Internet not a factor then	8/24/2019 4:50 AM

Q13 Do you have reliable landline telephone service at your residence?

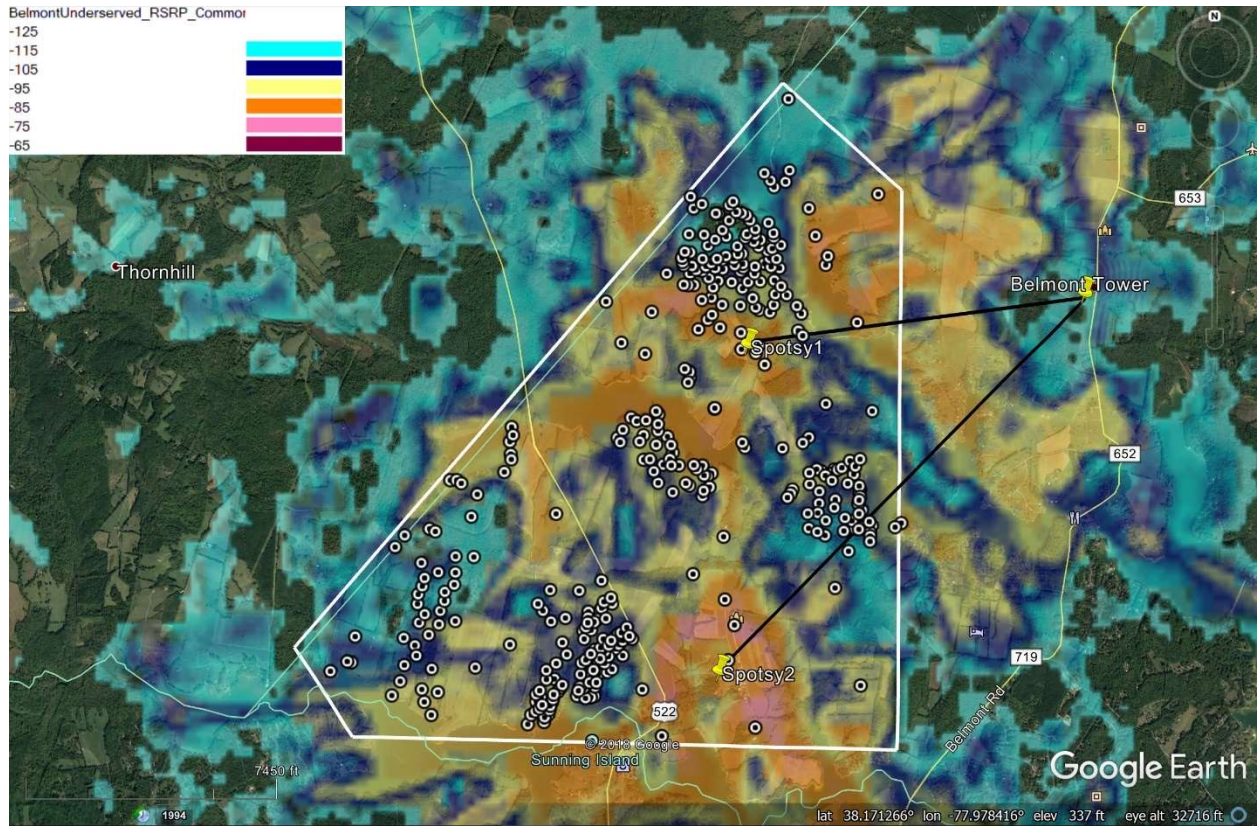
Answered: 42 Skipped: 0



ANSWER CHOICES	RESPONSES	
Yes	57.14%	24
No	38.10%	16
TOTAL		42

#	OTHER (PLEASE SPECIFY)	DATE
1	Disconnected	8/27/2019 3:01 AM
2	Verizon landline always has issues	8/27/2019 2:36 AM
3	N/A: we are not planning to have landline telephone service at our house	8/26/2019 6:42 AM
4	We only use cell phone and do not know if phone is available	8/26/2019 4:48 AM
5	Satisfied with what we have.	8/25/2019 4:45 PM
6	Have a landline for internet service only	8/25/2019 10:10 AM
7	Somewhat, it goes out alot	8/25/2019 6:28 AM
8	Service there but not connected as using cell phones.	8/24/2019 4:50 AM
9	Only use cell phone	8/23/2019 8:51 PM

Propagation Map Wireless Project



Timeline/Project Management Plan

Task	Responsible Entity	Proposed Timeline												
		1	2	3	4	5	6	7	8	9	10	11	12	
VATI Award	VA DHCD													
Memorandum of Understanding	Spotsylvania County, Data Stream													
Project engineering	Data Stream, Spotsylvania County													
Obtain permits from VDOT for VDOT right of way	Spotsylvania County, Data Stream													
Materials procurement	Data Stream													
Construction/installtion of fiber	Data Stream													
Turn-up, test and database work	Data Stream													
Service availability notification to potential customers	Data Stream													
Final field inspection	Data Stream, Spotsylvania County, VA DHCD													

Data Stream and Spotsylvania County

Documentation of Relationship Between Applicant and Co-Applicant

Data Stream and Spotsylvania County have not yet entered into a formal relationship, but a written agreement between the parties in the form of a Memorandum of Understanding would be drafted, reviewed by the Spotsylvania County Attorney and Data Stream, and signed upon receipt of VATI funding.

If the project between Data Stream and Spotsylvania County were to receive funding, the partnership agreement between the two parties would contain the following elements:

- A Project Management Plan would be established and Data Stream would commit to: implementing this plan within the project period, providing updates to Spotsylvania County on the project's status, notifying the County if its assistance is required, submitting requests for payment as work was completed, completing all work within the required timeframe, providing Spotsylvania County with information demonstrating where broadband has been enabled, and proposing any required non-disclosure agreements if Data Stream were requested to share confidential information.
- The agreement would also outline Spotsylvania County's commitment to: processing requests for payment in a timely manner, reviewing information provided by Data Stream and submitting requests for additional information in a timely manner, completing any necessary non-disclosure agreements, providing assistance with obtaining right of ways, and assisting in contacting citizens and others when appropriate to assist in completing the project within the required timeframe.

County of Spotsylvania

Founded 1721

Board of Supervisors
GREG BENTON
KEVIN W. MARSHALL
TIMOTHY J. McLAUGHLIN
DAVID ROSS
GARY F. SKINNER
PAUL D. TRAMPE
CHRIS YAKABOUSKI



County Administrator
ED PETROVITCH
Deputy County Administrator
MARK L. COLE
P.O BOX 99, SPOTSYLVANIA, VA 22553
Voice: (540) 507-7010
Fax: (540) 507-7019

Service, Integrity, Pride

At a meeting of the Spotsylvania County Board of Supervisors held on August 13, 2019, on a motion by Mr. Benton and passed unanimously, the Board adopted the following resolution:

RESOLUTION

Approving Grant Application Submission and Designation of Authorized Agents in the Execution of the FY 2020 Virginia Telecommunications Initiative Grant Application with Data Stream Mobile Technologies, Inc.

WHEREAS, Spotsylvania County wishes to extend internet service to areas of the County that presently are unserved by any broadband provider; and

WHEREAS, Spotsylvania County recognizes that broadband availability promotes sustainability, opportunities, and growth for its citizens and community; and

WHEREAS, the Virginia Department of Housing and Community Development is currently accepting grant applications from units of local governments with a private sector broadband provider as a co-applicant for the FY 2020 Virginia Telecommunications Initiative (VATI) grant; and

WHEREAS, the purpose of the VATI grant is to provide financial assistance to supplement construction costs by private broadband service providers to extend service to areas in the Commonwealth that presently are unserved by any broadband provider; and

WHEREAS, Data Stream Mobile Technologies, Inc. wishes to build, utilize, and capitalize on wireless telecommunications infrastructure for the Belmont area within the Livingston District in Spotsylvania County; and

WHEREAS, Spotsylvania County and its private-sector partner are required to provide a minimum of 20% of the total project costs as a local match; and

WHEREAS, Data Stream Mobile Technologies, Inc. will provide the local cash match and

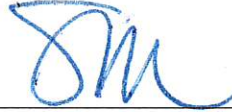
WHEREAS, Spotsylvania County will provide an in-kind contribution through the use of staff time, rent abatement and may also offer dark fiber backhaul for connectivity.

NOW, THEREFORE, BE IT RESOLVED by the Spotsylvania County Board of Supervisors, that the FY 2020 VATI grant application, in partnership with Data Stream Mobile Technologies, Inc., is approved; and

BE IT FURTHER RESOLVED by the Spotsylvania County Board of Supervisors that the following individuals are hereby designated as authorized agents any of whom may act in the execution and administration of the grant application: Edward Petrovitch, County Administrator; Mark Cole, Deputy County Administrator; Jane Reeve, Chief Information Officer; Mary Sorrell, Director of Finance; and Annette B. D'Alessandro, Grants Manager.

(SEAL)

A COPY TESTE:



Aimee R. Mann

Deputy Clerk to the Board of Supervisors

County of Spotsylvania

Founded 1721



Board of Supervisors
GREG BENTON
GREG CEBULA
TIMOTHY J. McLAUGHLIN
DAVID ROSS
GARY F. SKINNER
PAUL D. TRAMPE
CHRIS YAKABOUSKI

County Administrator
MARK B. TAYLOR
Deputy County Administrators
MARK L. COLE
ED PETROVITCH
P.O. BOX 99, SPOTSYLVANIA, VA 22553
Voice: (540) 507-7010
Fax: (540) 507-7019

Service, Integrity, Pride

At a meeting of the Spotsylvania County Board of Supervisors held on February 28, 2017, on a motion by Mr. Skinner and passed unanimously, the Board adopted the following resolution:

RESOLUTION

RESOLUTION OF THE BOARD OF SUPERVISORS OF SPOTSYLVANIA COUNTY IN SUPPORT OF PROVIDING BROADBAND TECHNOLOGY TO ALL SPOTSYLVANIA COUNTY CITIZENS

WHEREAS, closing the digital divide is vital to the economic prosperity and quality of life for residents in Spotsylvania County; and

WHEREAS, access to and use of high-speed internet broadband technologies, both wired and wireless, is becoming critical for jobs, job growth, education, economic development, entrepreneurship, tourism, health care, communication, entertainment, emergency services and other future users; and

WHEREAS, the use of broadband technologies can save both time and money for residents while helping them bridge the economic divide; and

WHEREAS, the Board of Supervisors recognizes the lack of viable and reliable broadband technologies in certain parts of the county; and

WHEREAS, the Board of Supervisors further recognize that terms and conditions of service provider franchise agreements for the expansion of broadband services have been maximized to the fullest extent of each agreement; and

WHEREAS, the Board of Supervisors is committed to the inclusion of all residents into broadband capabilities which increases citizen participation in the public process through expanded engagement using broadband; and

WHEREAS, the Board of Supervisors recognizes that it has the opportunity to impact broadband deployment and adoption in local government roles and responsibilities, as a policy leader and planning body; and

WHEREAS, the Board of Supervisors will advocate for county citizens to receive its fair share of funding for any Federal or State funds that become available to help provide Americans with access to broadband services; and

WHEREAS, the Board of Supervisors encourages, welcomes and becomes a catalyst for opportunities to partner with other local governments, civic leaders, community organizations, employers, educators and policymakers to encourage adoption of broadband technology; and

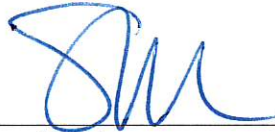
WHEREAS, public and private involvement in the development of a broadband improvement and expansion plan is essential;

NOW, THEREFORE, BE IT RESOLVED THAT the Spotsylvania County Board of Supervisors hereby adopts as a goal that it pursue the best possible broadband availability for the entire County, in terms of speed, rates and data capacity, and:

BE IT FURTHER RESOLVED that the Cable and Telecommunications Commission act as the catalyst for the expansion of broadband services and serve as the conduit between the Board of Supervisors and the internal and external agencies working on matters related to technology improvement in Spotsylvania County.

(SEAL)

A COPY TESTE:



Aimee R. Mann
Deputy Clerk to the Board of Supervisors



KAM PROFESSIONAL SERVICES CORPORATION.
ACCOUNTANTS AND TAX CONSULTANTS

6240 West Oakland Park Blvd# 193
Lauderhill, Florida, 33319
Tel: (954) 865-5290
Email.kamlaw7155@aol.com

Date: August 27th, 2019
Re: Data Stream Mobile Technologies Inc
Address: 1535 South Perimeter Road, Hangar 36B
Fort Lauderdale, Florida, 33309

To: Whom it may concern,

We have compiled the accompanying Balance Sheet and Income Statement of Data Stream Mobile Technologies Inc., as of July 31st, 2019, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The current cash and receivable position totals approximately \$1036,670.00, of which the amount of \$606,000.00 is current and due within 30 days, which is more than sufficient to sustain an asset deployment of approximately \$250,000.00

A compilation is limited to presenting in the form of financial statements and supplementary schedules information that is the representation of management. We have not audited or reviewed the accompanying financial statements and supplementary schedule and, accordingly, do not express an opinion or any other form of assurance on them.

Management has elected to omit substantially all of the disclosures required by generally accepted accounting principles. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and its cash flows. Accordingly, these financial statements are not designed for those who are not informed about such matters.

Respectfully submitted.

KEITH A. MARTIN

KEITH A. MARTIN

B.B.A. (Acct. Hons, Florida Atlantic University)
J.D. (*Juris Doctorate*. University of Miami, School of Law)

Data Stream Mobile Technologies, Inc.

08/27/19

Balance Sheet

Accrual Basis

As of July 31, 2019

	<u>Jul 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
Banco Popular	17,618.00
Bank Of America	375,975.09
Bank Of America-Tampa Office	3,952.79
SCCU Saving	32,895.15
Total Checking/Savings	430,441.03
Accounts Receivable	
11000 · Accounts Receivable	606,235.93
Total Accounts Receivable	606,235.93
Other Current Assets	
Investments	100,000.00
Lee Aviation	248,383.31
Naples Air Inc	58,581.14
Security Deposits	30,627.25
Work in Progress-Labor	488,001.00
12100 · Inventory Asset	148,046.34
Total Other Current Assets	1,073,639.04
Total Current Assets	2,110,316.00
Fixed Assets	
Equipment	381,786.81
Furniture and Office Equipment	49,472.76
Furniture Puerto Rico	1,150.00
Motor Vehicles	357,276.72
17000 · Accumulated Depreciation	-645,982.50
Total Fixed Assets	143,703.79
Other Assets	
Cliff Padgett Inc	277,025.60
Loans-Lee Aviation	1,038,082.44
Total Other Assets	1,315,108.04
TOTAL ASSETS	3,569,127.83
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Bank of America Leasing	29,148.11
bankof Ameica credit card	78,884.56
Due to Shareholders	96,292.06
Line of Credit-BOA	702,210.96
Total Other Current Liabilities	906,535.69
Total Current Liabilities	906,535.69
Total Liabilities	906,535.69
Equity	
Additional Paid in Capital	82,913.23
30100 · Capital Stock	10,000.00
32000 · Retained Earnings	2,060,318.13
Net Income	509,360.78
Total Equity	2,662,592.14
TOTAL LIABILITIES & EQUITY	3,569,127.83

Data Stream Mobile Technologies, Inc.

Profit & Loss

08/27/19

January through July 2019

Accrual Basis

	<u>Jan - Jul 19</u>
Ordinary Income/Expense	
Income	
Interest Income	242.10
42600 · Construction Income	5,306,087.00
Total Income	<u>5,306,329.10</u>
Cost of Goods Sold	
50000 · Cost of Goods Sold	9.00
50100 · Blueprints and Reproduction	94.34
50800 · Equipment Rental for Jobs	158.99
51900 · Other Construction Costs	0.00
53800 · Tools and Small Equipment	3,545.37
Total COGS	<u>3,807.70</u>
Gross Profit	5,302,521.40
Expense	
Auto Leasing	7,813.13
discount fees	1,722.23
Equipment repairs	5,585.62
Finance Charges	5,222.08
Loan interest	36,631.85
sales tax	50.00
50050 · Cost of Materials	402,878.59
50070 · Cost of Labor	36,556.00
50080 · Cost of Equipment	11,500.00
53900 · Rent-Crane, lifts etc	22,242.46
53901 · Equipment/Tool Rental	21,605.91
53910 · Freight and Shipping	6,087.29
53920 · Storage	13,599.18
60000 · Advertising and Promotion	2,940.00
60100 · Auto and Truck Expenses	190,923.03
60400 · Bank Service Charges	2,648.62
63300 · Insurance Expense	235,497.12
64300 · Meals and Entertainment	6,598.99
64360 · Education and Seminars	5,089.49
64370 · Dues and Subscriptions	3,256.15
64380 · Advertising	4,740.83
64900 · Office Supplies	38,379.79
64950 · Uniforms	5,836.51
64960 · Postage and Delivery	14,525.31
64970 · Licenses and Fees	6,633.37
66000 · Payroll Expenses	2,600,271.06
66001 · Payroll Taxes and Benefits	48,100.58
66700 · Professional Fees	25,719.02
67100 · Rent Expense	157,184.34
67200 · Repairs and Maintenance	9,800.83
68100 · Telephone Expense	2,161.52
68400 · Travel Expense	121,003.09
68600 · Utilities	10,733.61
68700 · Fuel	218,106.98
68800 · Hotels	504,221.91
68900 · Security	836.62
pay · Payroll processing	6,457.51
Total Expense	<u>4,793,160.62</u>
Net Ordinary Income	<u>509,360.78</u>
Net Income	<u><u>509,360.78</u></u>

Funding Sources Table

Budget Information: Belmont Area			
Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$387,221.68	\$245,700.00	\$632,922
Construction	\$387,221.68	\$0.00	\$387,222
Construction Related Soft Costs	\$0.00	\$245,700.00	\$245,700
Total:	\$387,221.68	\$245,700.00	\$632,922

Belmont Area - Derivation of Cost

Product	Product Description	Cost	Qty	Total	VATI	Non-VATI	Source of Estimate	Date
Cabinet & Equipment:								
Switch / router	Fortinet FortiGate 100E	\$2,820	3	\$8,460	\$8,460	\$0	https://www.cdw.com	8/30/2019
Power supply - UPS	APC Smart-UPS RT 3000VA	\$2,377	3	\$7,131	\$7,131	\$0	https://www.cdw.com	8/30/2019
Batteries	APC SMX120BP Smart-UPS X 120V External Battery Pack Rack / Towe	\$553	3	\$1,659	\$1,659	\$0	https://www.newegg.com	8/30/2019
Generator	Kohler 38RCLB - 38kW Emergency Standby Power Generator	\$14,895	3	\$44,685	\$44,685	\$0	https://www.electrigeneratorsdirect.com/golte	8/30/2019
Cabinet Housing	DDB Unlimited Vented Aluminum 110V Outdoor Enclosure (LTEE-ACP-1)	\$5,522	3	\$16,566	\$16,566	\$0		8/30/2019
Surge protection	Transtector DC Defender, 48VDC Protection	\$199	12	\$2,388	\$2,388	\$0	https://www.winncocom/en/products/	8/30/2019
Tower/Pole:								
Tower/Pole/Pipe cost	120 Ft Utility/Mono Pole	\$9,500	2	\$19,000	\$19,000	\$0	Data Stream	
Permitting	Tower Permitting Fee Estimates	\$800	2	\$1,600	\$1,600	\$0	Data Stream	8/30/2018
Misc. Material		\$3,900	2	\$7,800	\$7,800	\$0	Data Stream	
Crane / Boom Truck		\$3,500	2	\$7,000	\$7,000	\$0	Data Stream	8/30/2018
Electrical Service:								
Service connect fee		\$700	3	\$2,100	\$2,100	\$0	Data Stream	8/30/2018
Electrician fee		\$800	3	\$2,400	\$2,400	\$0	Data Stream	8/30/2018
Misc. Install Materials		\$1,500	3	\$4,500	\$4,500	\$0	Data Stream	8/30/2018
Deposit		\$250	3	\$750	\$750	\$0	Data Stream	8/30/2018
Radio Network Equipment:								
LTE Base station - CBRS	CMP.XT-BS-3.4-3.7 (LTE)	\$5,102.50	8	\$40,820	\$40,820	\$0	Telrad	8/5/2019
4x4 License	LTE COMPACT SW License - 4x4	\$2,925.00	8	\$23,400	\$23,400	\$0	Telrad	8/5/2019
GPS Receiver	BreezeGPS	\$195.00	8	\$1,560	\$1,560	\$0	Telrad	8/5/2019
GPS Cable	GPS-CHAIN-CBL-5m	\$26.00	8	\$208	\$208	\$0	Telrad	8/5/2019
CBRS Antenna	ANT.3.3-3.8GHz, 18 dBi, 65deg, 4ports,	\$455.00	8	\$3,640	\$3,640	\$0	Telrad	8/5/2019
Antenna Cables	OAC LMR-400-1-1.5	\$24.70	32	\$790	\$790	\$0	Telrad	8/5/2019
NMS	BreezeView fee	\$520.00	8	\$4,160	\$4,160	\$0	Telrad	8/5/2019
Capacity upgrade	Dual Sector/Carrier/ MuMIMO SW License	\$2,600.00	8	\$20,800	\$20,800	\$0	Telrad	8/5/2019
SFP	Compact Multi-Mode SFP - Optical transceiver	\$97.50	8	\$780	\$780	\$0	Telrad	8/5/2019
EPC - CPE licensing	BreezeWAY-per-CPE (Includes LTE, iHSS, iPCRf, and L2 licenses)	\$24.70	360	\$8,892	\$8,892	\$0	Telrad	8/5/2019
EPC - CPE licensing	BreezeWAY-per-UE-RDN (1/2 cost of 715641	\$12.35	360	\$4,446	\$4,446	\$0	Aviat	8/30/2019
Backhaul Radio High	WTM 4200, 11 GHz OMT, High	\$3,488.00	2	\$6,976	\$6,976	\$0	Aviat	8/30/2019
Backhaul Radio Low	WTM 4200, 11 GHz OMT, Low	\$3,488.00	2	\$6,976	\$6,976	\$0	Aviat	8/30/2019
Antennas	ANTENNA, 10/11 GHZ , 0.6 M (2FT), VALULINE, HPLP, DIRECT MOUNT, DISH	\$357	4	\$1,426	\$1,426	\$0	Aviat	8/30/2019
Base License	WTM4000 Base License, incl CLI & GUI, IPv4 or IPv6, VLANs, 10Mbps	\$65	4	\$260	\$260	\$0	Aviat	8/30/2019
SFP	SFP+ OPT TRANSCEIVER, 10Gbit , 850nm, 300m, MM, I TEMP	\$34	4	\$136	\$136	\$0	Aviat	8/30/2019
Cable Glans	CABLE GLAND, CABLE RANGE 6-9MM	\$8	4	\$33	\$33	\$0	Aviat	8/30/2019
Fiber Trunks	Rosenberger Fiber	\$1,000	2	\$2,000	\$2,000	\$0	Data Stream	8/30/2019
Power trunks	DC Power cable 6 pair Conductor	\$260	2	\$520	\$520	\$0	Data Stream	8/30/2019
Squids		\$950	2	\$1,900	\$1,900	\$0	Data Stream	8/30/2019
Misc. Install materials		\$1,500	2	\$3,000	\$3,000	\$0	Data Stream	8/30/2019
Customer Premise Equipment								
CPE Standard Gain	CPE9000-PRO-1D-3.x	\$207	216	\$44,615	\$44,615	\$0	Telrad	8/5/2019
CPE High Gain	CPE9000-PRO-1D-3.x-22dBi	\$378	144	\$54,468	\$54,468	\$0	Telrad	8/5/2019
WIFI gateway	Wifi-AP-11ac-2D-1V-G1	\$70	360	\$25,092	\$25,092	\$0	Telrad	8/5/2019
SIM	LTE SIM card	\$9	360	\$3,060	\$3,060	\$0	Telrad	8/5/2019
NMS	CPEView fee	\$3	360	\$1,224	\$1,224	\$0	Telrad	8/5/2019
Total Parts Estimate				\$387,222	\$387,222	\$0		
Soft Costs:								
Tower Install		\$20,000	2	\$40,000	\$0	\$40,000	Data Stream	8/30/2019
Tower Civil work - Tower build		\$20,000	2	\$40,000	\$0	\$40,000	Data Stream	8/30/2019
Tower crew - Radio Network install		\$25,000	2	\$50,000	\$0	\$50,000	Data Stream	8/30/2019

Tower Civil work - Radio Network build		\$14,000	2	\$28,000	\$0	\$28,000	Data Stream	8/30/2019
Backhaul Install - Belmont tower		\$7,500	1	\$7,500	\$0	\$7,500	Data Stream	8/30/2019
Tower Design	Frequency Application, Analysis and Tower Design	\$1,500	2	\$3,000	\$0	\$3,000	Data Stream	8/30/2019
PE Structural	Tower Structural Analysis - Belmont tower	\$3,000	1	\$3,000	\$0	\$3,000	Data Stream	8/30/2019
Commissioning	ATP performed my Data Steam	\$2,000	2	\$4,000	\$0	\$4,000	Data Stream	8/30/2019
Backhaul Licensing	11 or 18Ghz Licensing - Comsearch	\$1,800	2	\$3,600	\$0	\$3,600	Data Stream	8/30/2019
Radio Network Planning	Coverage, PCI, Channel Planning	\$1,000	1	\$1,000	\$0	\$1,000	MBSI	8/30/2019
Belmont Tower Lease	First 24 month lease - Spotsylvania In-Kind	\$1,500	24	\$36,000	\$0	\$36,000	Spotsylvania	8/30/2019
Dark Fiber Lease	First 24 month lease - Spotsylvania In-Kind	\$800	24	\$19,200	\$0	\$19,200	Spotsylvania	8/30/2019
Shipping and Handling	Shipping and Handling - Estimate for all items	10,400	1	\$10,400	\$0	\$10,400	Estimated all parts	8/30/2018
Total Labor Estimate				<u>\$245,700</u>	<u>\$0</u>	<u>\$245,700</u>		
				Total Project Estimate	Total	VATI	Non-VATI	
				Cost	\$632,922	\$387,222	\$245,700	
				Percentage		61%	39%	

Documentation of Supporting Costs

The information for the documentation of supporting costs can be found within Attachment 11 for the derivation of costs.



Budgetary Quotation

<p>TO</p> <hr/> <p>DATA STREAM MOBILE TECHNOLOGIES, INC Super User DATA STREAM MOBILE TECHNOLOGIES, INC 32 Hampden Street Springfield MA 01103 UNITED STATES Attention: Tel No. : Fax No. : Email :</p>	<p>PLEASE DIRECT ORDERS TO</p> <hr/> <p>Aviat U.S., Inc 860 N. MCCARTHY BLVD. Milpitas, CA 95035 UNITED STATES</p> <p>Attention: Ivania Kahn Tel No: 1-800-227-8332 Fax No: 1-210-526-6315 Email: CustomerCare.Americas@Aviatnet.com</p>	<p>REMIT ADDRESS</p> <hr/> <p>Aviat U.S., Inc. Dept CH 16534 Palatine IL 60055-6534 US</p> <p>WIRE INSTRUCTION</p> <hr/> <p>Silicon Valley Bank ABA No 121140399 Santa Clara, CA 95054</p> <p>For Account: Aviat U.S., Inc. Account Number: 3300389009</p>	<p>SECTOR</p> <hr/> <p>North America 5200 Great America Parkway Santa Clara, CA 95054 UNITED STATES</p> <p>AVIAT STORE SALES ADDRESS</p> <hr/> <p>Efax: +19162743960 Email: AviatStoreHelp@aviatnet.com Phone: 1-800-227-833</p>
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Quote Number /Rev No.	Date Of Quote	Expiration Date	Our Reference
135093	2019-07-25 00:00:00	2019-11-25 00:00:00	Fauquier County Links

No	Part Number	Item	Quantity	Unit Price	Price
1	W42-11H1-WPX	WTM 4200, 11 GHz OMT, T-R 490/500/520/530MHz, 11200-11505 TX high, -40 to -57V & PoE	2	\$3,488.00	\$6,976.00
2	W42-11L1-WPX	WTM 4200, 11 GHz OMT, T-R 490/500/520/530MHz, 10695-10995 TX low, -40 to -57V & PoE	2	\$3,488.00	\$6,976.00
3	WZL-BASE	WTM4000 Base License, inc CLI & GUI, IPv4 or IPv6, VLANs, 10Mbps	4	\$65.00	\$260.00
4	SWW-BWXXA1002440	WARRANTY PLUS IW, WORLD WIDE, 24 MONTHS, WTM-4000	4	\$170.16	\$680.64
5	SWW-BNWXA1001240	WARRANTY PLUS NW - WORLD WIDE, 12 MONTHS, WTM-4000	4	\$211.68	\$846.72
6	WZL-ENTERPRISE2	WTM 4200/4500 Enterprise Feature Set Enable including 2nd RFM, 4096 QAM, 2500 Mbps	4	\$929.10	\$3,716.40
7	AND-VHLP2-	ANTENNA, 10/11 GHZ , 0.6 M (2FT), VALULINE, HPLP (GT2- CIRCULAR	4	\$356.57	\$1,426.28

11W-GT2	INTERFACE), DIRECT MOUNT, DISH (STD: WHITE), 10.125-11.7 GHZ, RADOME (STD: GRAY), DUAL POL., CLASS III/FCC101B, SINGLE PIECE REFLECTOR, 250 KMPH, 180 KMPH			
8	079-422677-001 SFP+ OPT TRANSCEIVER, 10Gbit , 850nm, 300m, MM, I TEMP	4	\$33.96	\$135.84
9	006-502670-001 CABLE GLAND, CABLE RANGE 6-9MM, LONG BODY, EPDM, (PACK OF THREE)	4	\$8.34	\$33.36
10	STORE-FREIGHT TRANSPORT FREIGHT COMPENSATION	1		

TO	PLEASE DIRECT ORDERS TO	SECTOR
DATA STREAM MOBILE TECHNOLOGIES, INC Super User DATA STREAM MOBILE TECHNOLOGIES, INC 32 Hampden Street Springfield MA 01103 UNITED STATES Attention: Tel No. : Fax No. : Email :	Aviat U.S., Inc 5200 Great America Parkway Santa Clara, CA 95054 United States 78240 Attention: Anne Burner Tel No: 18002278332 Fax No: 2105266315 Email: CustomerCare.Americas@aviatnet.com	North America 5200 Great America Parkway Santa Clara, CA 95054 UNITED STATES

Quote Number /Rev No.	Date Of Quote	Expiration Date	Our Reference
135093	2019-07-25 00:00:00	2019-11-25 00:00:00	Fauquier County Links

Sub-Total:	\$21,051.24
Discount Applied:	(\$2105.16)
Freight:	\$0.00
Tax :	\$1,098.22

Grand Total : \$20,044.30

AVIAT STORE SALES ADDRESS:

Efax: +19162743960
 Email: AviatStoreHelp@aviatnet.com
 Phone: 1-800-227-833

Terms and Conditions:

Payment Terms : 30 NET
 Shipment Option : 6 to 8 Weeks
 Delivery Option : Ground
 Shipping Instructions :
 Freight Terms : PREPAID AND BILL
 FOB Point : ORIGIN
 Standard Warranty for Equipment :

Aviat Networks recommends using surge protection devices for all microwave equipment installations. Equipment installed without

the recommended surge protection devices will not be eligible for Aviat Networks extended warranty. Please contact your sales representative to request details on the recommended surge protection devices.

The submitted Customer purchase order or other form of contract ("Order") is hereby acknowledged by Aviat Networks subject to the Aviat Networks Standard Terms and Conditions of Sale ("Conditions"), which are available at the following web site: http://www.aviatnetworks.com/media/files/AVWN_STCS.pdf. If the Order contains any terms and conditions in addition to or in conflict with those contained in the Conditions, such additional or conflicting terms are rejected by Aviat Networks and will be void. In case of any inconsistency between the Conditions and the Order, or contained in any other communications between the Customer and Aviat Networks, or any terms implied by trade, custom, practice or prior course of dealings between the parties, and regardless of any Customer statement to the contrary in the Order or any other communications, the terms of the Conditions shall control. However, if the Order was issued under or in connection with an applicable master agreement between Aviat and Customer (an "Existing Agreement"), then the Existing Agreement will govern and control the Order.

Aviat U.S., Inc. would like to ensure accurate billing for this order. If this order is exempt from sales tax, please email the applicable sales tax exemption certificate(s) to taxdept@aviatnet.com or fax to 210-526-6301. Thank you for your assistance.

If customer has a tax exempt certificate, it should be provided at time of placing the order to Aviat Store Order Admin.

Remarks:

End Of Report



Quote Number: 8052019

Quote Date: 8/5/2019

Customer: Data Stream

Tower Equipment and NMS Licensing / eNodeB				
Part Number	Product	Qty	Quote	Total Price
735470US-L-2	CMP.XT-BS-3.4-3.7 (LTE)	8	\$ 5,102.50	\$ 40,820
715773	LTE COMPACT SW License - 4x4	8	\$ 2,925.00	\$ 23,400
700275	BreezeGPS	8	\$ 195.00	\$ 1,560
723231	GPS-CHAIN-CBL-5m	8	\$ 26.00	\$ 208
300790	ANT.3.3-3.8GHz, 18 dBi, 65deg, 4ports, mount kit included	8	\$ 455.00	\$ 3,640
723218	OAC LMR-400-1-1.5	32	\$ 24.70	\$ 790
715777	BreezeView fee	8	\$ 520.00	\$ 4,160
715772	Dual Sector/Carrier/ MuMIMO SW License	8	\$ 2,600.00	\$ 20,800
300728	Compact Multi-Mode SFP - Optical transceiver (Optional)	8	\$ 97.50	\$ 780
	Shipping	8	\$ 85.00	\$ 680
Total				\$ 96,838.4

EPC External Core Equipment and Licensing / CPE				
715641	BreezeWAY-per-CPE (Includes LTE, iHSS, iPCRF, and L2 licenses)	360	\$ 24.70	\$ 8,892
715642	BreezeWAY-per-UE-RDN (1/2 cost of 715641)	360	\$ 12.35	\$ 4,446
Total				\$ 13,338

CPE Equipment and NMS Licensing / CPE				
725090	CPE9000-PRO-1D-2.x	216	\$ 206.55	\$ 44,615
725092	CPE9000-PRO-1D-2.x-22dBi	144	\$ 378.25	\$ 54,468
700263	Wifi-AP-11ac-2D-1V-G1	360	\$ 69.70	\$ 25,092
SM2000US	LTE SIM card	360	\$ 8.50	\$ 3,060
715796	CPEView fee	360	\$ 3.40	\$ 1,224
	Shipping	360	\$ 18.00	\$ 6,480
Total				\$ 134,939

Payment Terms and conditions:

All prices in US Dollars
 Payment Terms- Net 30

PO shall be issued to:

Telrad Networks Ltd.
 1 Bat-Sheva St.,
 Lod 71100 Israel

Please Send PO to:

us-salesops@telrad.com
 with pete.vavra@telrad.com in cc

Payment Shall be wired to the following account:

Telrad Networks Ltd.
 Bank: Mizrahi Tefahot
 ACC # 443739
 ABA: 461
 Address: Alenbi St. 105, Tel Aviv
 IBAN: IL740204610000000443739
 Swift Code: MIZBILIT

Most Recent Form 477 Submitted to the FCC or Equivalent

Data Stream Deployment Data								
Block Code	DBA	Tech Code	Consumer Flag	MaxAdDn (Mbps)	MaxAdUp (Mbps)	Business Flag	CIRdn (Mbps)	CIRup (Mbps)
510619304031107	Data Stream Mobile Technologies, Inc.	70	1	50	5	1	0	0
510619307041060	Data Stream Mobile Technologies, Inc.	70	1	50	5	1	0	0
510619307031058	Data Stream Mobile Technologies, Inc.	70	1	50	5	1	0	0

Data Stream Subscription Data						
Tract Code	Tech Code	MaxAdDn (Mbps)	MaxAdUp (Mbps)	Total Connections	Consumer Connections	
510619304031107	70	50	5	1	1	
510619304031107	70	40	4	1	1	
510619304031107	70	25	3	45	45	
510619304031107	70	15	2	20	20	
510619304031107	70	10	1	2	2	
510619307041060	70	50	5	1	1	
510619307041060	70	40	4	2	2	
510619307041060	70	25	3	2	2	
510619307041060	70	15	2	0	0	
510619307041060	70	10	1	0	0	
510619307031058	70	50	5	2	2	
510619307031058	70	40	4	4	4	
510619307031058	70	25	3	3	3	
510619307031058	70	15	2	1	1	
510619307031058	70	10	1	0	0	

County of Spotsylvania
Founded 1721

Board of Supervisors
GREG BENTON
KEVIN MARSHALL
TIMOTHY J. McLAUGHLIN
DAVID ROSS
GARY F. SKINNER
PAUL D. TRAMPE
CHRIS YAKABOUSKI



Department of Information Services
JANE U. REEVE
P.O. BOX 865
SPOTSYLVANIA, VIRGINIA 22553
jreeve@spotsylvania.va.us

Voice: (540) 507-7552
FAX: (540) 507-7652


Service, Integrity, Pride

PUBLIC NOTICE OF GRANT APPLICATION

Spotsylvania County Government intends to apply for a grant to the Virginia Department of Housing and Community Development (DHCD) for the Virginia Telecommunications Initiative. This program allows jurisdictions to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that are currently unserved and under-served by any broadband provider. Spotsylvania County proposes to collaborate with Comcast to build, utilize and capitalize on cabled telecommunications infrastructure for underserved, rural areas. Spotsylvania County also proposes to collaborate with Data Stream Mobile Technologies, Inc. to build, utilize and capitalize on wireless telecommunications infrastructure for underserved, rural areas.

All proposed applications for the 2020 grant process will be finalized and submitted to DHCD by September 3, 2019. Future proposed project sites, when identified, will be listed on the County's website: www.spotsylvania.va.us

For additional information, please contact:
Spotsylvania County Information Services
Katy Da Silva, kdasilva@spotsylvania.va.us, or 540-507-7500
8800 Courthouse Road
Spotsylvania, VA 22553

 8/5/2019 - Public Notice of Grant Application

PUBLIC NOTICE OF GRANT APPLICATION

The following sites have been identified: Monrovia Road and the Belmont area; both within the Livingston District.

Archives

As detailed in the 2020 Virginia Telecommunication Initiative (VATI) program guidelines, all applicants are required to issue a public notice (Notice) detailing the proposed VATI project no later than Tuesday, Aug. 6, 2019 at 5 p.m. Local government applicants must follow their own procedures and requirements when issuing a Notice. When it is issued, a copy of the Notice must be submitted to the Department of Housing and Community Development (DHCD) at vati@dhcd.virginia.gov. DHCD will upload all Notice copies that it receives on a rolling basis twice a week to its website. All Notices received by DHCD will be posted to the website no later than Friday, Aug. 9, 2019, and will remain available until VATI applications close on Sept. 3, 2019.

Any questions regarding an individual Public Notice should be directed to the locality that posted the notice.

Locality	Date Posted
Gloucester County	July 8, 2019
Stafford County	July 26, 2019
Fauquier County	July 30, 2019
King and Queen County	July 30, 2019
Charles City County	August 1, 2019
Suffolk, City	August 2, 2019
Surry County	August 2, 2019
Brunswick County	August 2, 2019
Franklin County	August 2, 2019
Albemarle Broadband Authority	August 2, 2019
Frederick County	August 5, 2019
Augusta County	August 5, 2019
Bath County - BARC	August 5, 2019
Bath County - MGW	August 5, 2019
Botetourt County	August 5, 2019
City of Chesapeake	August 1, 2019
Cumberland Plateau PDC - Buchanan	August 6, 2019
Cumberland Plateau PDC - Dickerson	August 6, 2019
Culpeper County - DOT COM	August 6, 2019
Grayson County	August 6, 2019
Greene County	August 6, 2019

Halifax County	August 5, 2019
Hanover County	August 6, 2019
King George County	August 6, 2019
LENOWISCO PDC	August 6, 2019
Louisa County	August 6, 2019
Mecklenburg County	August 5, 2019
Montgomery County	August 6, 2019
New Kent County	August 5, 2019
Northern Neck PDC	August 5, 2019
Orange County -DOT COM	August 6, 2019
Orange County - Barboursville	August 6, 2019
Orange County - BLM service area	August 6, 2019
Page County	August 5, 2019
Patrick County	August 5, 2019
Prince George County	August 6, 2019
Pulaski County	August 6, 2019
Rockbridge County	August 5, 2019
Russell IDA - Lebanon	August 6, 2019
<u>Spotsylvania County</u>	<u>August 5, 2019</u>
Washington County	August 6, 2019
Wythe County	August 6, 2019

2019 VATI APPLICATION MODIFICATION -- RUSSELL COUNTY

DHCD has received a modification request from Russell County IDA for their awarded 2019 VATI project. The modification and original application are now available below. The modification is subject to the challenge process. Challengers have 30 days to challenge the modification and must submit the required documents, as indicated in the 2019 VATI Guidelines and Criteria. Challenges are due by Sept. 14, 2019 and must be submitted to vati@dhcd.virginia.gov.

Locality	Private Provider/Partner	Funding Award	Leverage/Match	Total Cost
Russell County	iGo	\$455,581	\$2,106,280	\$2,561,861

Federal crackdown nets 32 busts in San Francisco neighborhood

BY JANIE HAR AND SAMANTHA MALDONADO ASSOCIATED PRESS

SAN FRANCISCO—The first step in a sweeping crackdown on crime ranging from drugs to sex trafficking in a notorious San Francisco neighborhood yielded 32 arrests of mostly Honduran nationals tied to two international operations that poured heroin and cocaine into the community, U.S. prosecutors announced Wednesday.

It's not uncommon to see people shooting up or snorting powder in the Tenderloin neighborhood, which contains City Hall, several federal buildings, a large population of homeless and is just minutes from tourist-heavy Union Square. The neighborhood has long been a public safety problem in a city famous for its permissiveness, and leaders are divided on how to address the drug epidemic.

But in his first news conference since being appointed by President Donald Trump in January, U.S. Attorney David Anderson said he could no longer stand by as tourists, government workers and residents waded through a daily slog of crime. He said an enforcement ini-



JANIE HAR / ASSOCIATED PRESS

Sleeping people, discarded clothes and used needles are seen on a street in the Tenderloin neighborhood in San Francisco.

Enforcement Administration, U.S. Marshals Service and others in the effort. San Francisco was a sanctuary city before the rest of California largely pledged not to work with federal authorities on deporting people in the country illegally.

San Francisco Supervisor Matt Haney, whose

Deportation Defense Clinic at the University of San Francisco School of Law, said the initiative should not affect San Francisco's sanctuary policies so long as federal officials stay clear of city help.

"The police department will not partner with them on that activity," he said.

Seattle in which mostly Honduran nationals living on the eastern side of the San Francisco Bay Area commuted daily to the Tenderloin to sell drugs. He said the "commuter drug dealers" acted like "independent contractors," selling drugs in exchange for housing.

Classifieds

Buy it! Sell it! Find it!
in The Free Lance-Star
Place your ad now : 540-374-5001
Fredericksburg.com/classifieds

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TO OUR ADVERTISERS

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General



ARE YOU A NIGHT OWL? DOCK WORKER Part-time

The Free Lance-Star is looking for an employee to assist on our loading docks. Duties include preparation of papers for delivery, set-up and processing of carriers; loading papers onto trucks and cleaning on the dock. Must be at least 18 years of age. Hours are Friday and Saturday nights between 11 p.m. and 6 a.m., approximately 14-16 hours per week. Base pay is \$7.25 per hour. Employment is contingent on successful completion of criminal background check and drug screening results.

Candidates may apply for this position online at bhmginc.com

An Equal Opportunity Employer/Drug-Free Workplace

Merchandise



Building Materials

Williamsport Vinyl siding, \$50/Sq., Allura cement board siding \$5/EA, Bruce at Thornburg, Va Call 301.785.4691

Announcements



Auction Sales

Firearms & Vintage Fishing Equipment Consignments Now being Accepted for our November 16th Gun & Sportsman Auction. Contact Tom @ Luper Auction (804) 359-2493 or tluper@lupergroup.com

Lost

Male Tuxedo Cat. Missing in the area of Mortimer & Little Page St since 8/3/19. (540) 373-8684 or (540) 842-0772

CLASSIFIED

FREDERICKSBURG, VA.

THURSDAY, AUGUST 8, 2019 THE FREE LANCE-STAR

A11

Yard Sales



Fredericksburg

22406
Friday - Monday, 8/9-8/12 8-2
John Deere Lawn Tractor, Rototiller,
Table Saw, Drills, Oak Rockers & Chest,
Fishing Tackle, Glassware, Glass neck-
laces, 1863 CS Regulations book, 1906
Powdr Revolver, 870 Rem Shotgun

Stafford County



22556
8 GREENLEAF TERRACE
Rosehill Farms in Stafford Saturday,
Aug 10th 8am-1pm Estate Sale!
Treasures abound! Furniture,
appliances, glassware, baskets,
collector items, kitchen items,
holiday decor, and so much MORE!
Everything must GO!

Pets



Dogs



BLUE HEELERS, 8 weeks.
M/F. All Blue. Up to date on
shots & worming. Socialized.
540-406-1158



JACK RUSSELL Puppies
Short legs/short hair. Shots,
wormed/Healthy Guarantee.
\$400 and up. Call 540.538.1037

Real Estate Rental



Apartments - Unfurnished

KING GEORGE - 1 & 2 Bedroom
Apartments for rent, immediately
available \$625 - \$750 866-416-2482

KING GEORGE:

2BR, \$885. 1BR, \$780. Studio,
\$580. Pets OK.
540/775-2889 glennel.com

Apartments - Furnished

DUNNING MILLS INN/Limited time.
furn. apt. incl. utli., cable, wifi, all lin-
ens, housekeeping, etc. First come, first
serve. Take a look! 540-373-1256 Fburg.

Condos & Townhomes

2-2BR & 1-1BR Townhouse/Apts in the
city. Immediate Occ. \$1250 for the 2 BR
& \$850 for 1BR. Need Sec. Dep + First
months rent. 540.287.6192

Commercial Real Estate for Rent



Executive Suites

LONG-TERM BUSINESS STAY HOTEL
Dunning Mills Inn
\$319.97/wk. Full kit, incl. utli., cable,
wi-fi, all linens, housekeeping, etc.
Home away from home! Wooded area!
Visit dunningmillsinn.com or call us at
540-373-1256, Fburg.

Real Estate Sale



Condos & Townhomes

SALE BY OWNER, TOWNHOUSE,
COMMUTER, STAFFORD - 3brd, 1 1/2ba
End Unit TH, Fin Bsmf, FP, Pnt/Crpt
Allowance, mins from Leeland Rd
VRE Sta/new comm lanes 220K 540-
878-0125

Transportation

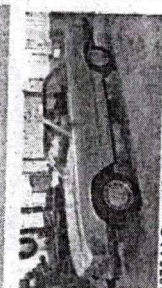


Antique & Classic Vehicles



CHEVROLET IMPALA Convertible - 1972
Beautiful car, restored. New top and
tires. Excellent condition.
\$16,500. 540-825-0957

Autos for Sale



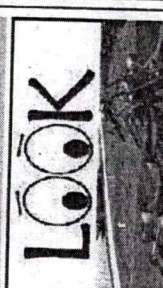
1976 M-Benz 450SL Restorable Classic
139K Miles. \$3000.
Consignment vehicle
Call Rick for details.
VA Dir★ MercVolvo.com ★ 540.657.1007

99 CHEVY MONTE CARLO LE. 1.1 Owner,
2 Dr, 6 Cyl. 5AKK miles. Excellent con-
dition. \$2,700 540-388-7301.

HONDA 2015 CR-V - EX AWD 32,819
miles, automatic, urban titanium
metallic, 1 owner \$9,850 703-659-6352

VOLVO 2007 S40 - 175K Black leather
interior, black exterior, or best offer.
Good \$2500 540-270-7357

Motorcycles



HARLEY DAVIDSON 2001 ROAD KING
- 22,000 MILES 2001 Harley Davidson
Road King. Plenty of chrome.
diamond tipped motor new battery.
Blue and Silver. Garage kept. Do not

Service Directory

Attorneys

DIVORCE uncontested \$395+ \$86 costs.
WILLS \$150. Hablo espanol. A+ Rating BBB
Hilton Oliver, Attorney, 757.490.0126.
HiltonOliverAttyVA@gmail.com
https://HiltonOliverAttorneyVA.com

Drywall & Sheetrock

★ FONTAINE DRYWALL ★
Repairs, Painting, Framing/
Trim. 40 yrs. experience.
Call 540/760-2928.

Home Improvements

HOME IMPROVEMENT & REPAIR
Gutters, Painting, Carpentry,
Plumbing, Electric, etc.
Brian, 703-622-4506.

Home Improvements

JAYNE'S HOME IMPROVEMENT
Siding, Garages, Floors,
Decks, Screened Porches, Gazebos
Additions, Renovations.
Call ★ 540-226-0715 ★ anytime.

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AL MERRYMAN'S PAINTING
Residential/Commercial.
Lic./Ins. Free estimate.
540/898-2645.

PAINTING, POWER WASHING and REPAIRS.

** Good Prices! **
Call Home Pros @ 540-898-7081

SKINNER'S PAINTING

Inter/Exterior. Free estimates.
Ins./Lic. Call 540-899-3865.

Convenient YARD SALE GUIDE

22401	Fredericksburg North Stafford	Fredericksburg City Stafford
22463	Garrisonville	Stafford
22471	Harwood	Stafford
22554	Stafford	Stafford
22555	Stafford	Stafford
22556	Stafford	Stafford
22405	South Stafford	Stafford
22408	Falmouth	Stafford
22407	Chancellor	Stafford
22408	Massaponax	Stafford
22534	Parlow	Stafford
22551	Spotsylvania	Stafford
22553	Spotsylvania	Stafford
22565	Thornburg	Stafford
22427	Bowling Green	Stafford
22501	Ladysmith	Stafford
22514	Millford	Stafford
22535	Port Royal	Stafford
22546	Ruther Elin	Stafford
22580	Woodford	Stafford
23015	Beaverdam	Stafford
22448	King George	Dahlgren

What's for dinner? Find
menu planners and more
in the Food section, every
Wednesday in
The Free Lance-Star.

Legal Services



Trustee Sales

TRUSTEE SALE
Caroline County
10225 Sunshine School Rd, Woodford, VA 22580

In execution of a Deed of Trust in the original principal amount of \$42,000.00,
dated September 25, 1998 recorded in the Clerk's Office of the Circuit Court of
the Caroline County, Virginia, in Document No. 984306, in Book No. 500, at Page
775 and modified in Document No. 047731, in Book No. 711, at Page 201, default
having occurred in the payment of the Note thereby secured and at the request
of the holder of said Note, the undersigned Substitute Trustee will offer for sale
at public auction at the entrance to the Circuit Court of Caroline County, 112
Courthouse Lane, Bowling Green, on August 21, 2019 at 1:00 PM the property de-
scribed in said deed, located at the above address and briefly described as:
Containing in area 1.01 acre, more or less, as shown on plat of survey recorded
in Deed Book 264 at Pages 769 and 770, with improvements thereon.

Legal Services



Proposals, Sealed Bids, RFPs

ORANGE COUNTY PUBLIC SCHOOLS
seeks a qualified and experienced
firm for the purpose of providing pre-
ferred comprehensive and preventa-
tive maintenance on HVAC and Build-
ing Control Systems, including both
routine and emergency services, for
multiple facilities operated by the
School Division.

Each firm is required to visit the
site of the equipment and proposed
work prior to submitting their propos-
al. A mandatory pre-bid meeting will
be held at 9:00 AM on Friday, August
9, 2019 at the Orange County School
Board Office, 200 Dalley Drive, Or-
ange, VA 22960

The bid package and specs are
available on our website:
http://www.ocps-va.org/purchasing/
All sealed proposals must be re-
ceived at the Orange County School
Board Office, 200 Dalley Drive, Or-
ange, VA 22960 by 3:00 p.m. on Thurs-
day, August 22, 2019.

Bobbie Bernard
Accounts Payable, Workman's Comp,
Purchasing and Federal Programs
Orange County Public Schools
200 Dalley Dr.
Orange, VA 22960
540-661-4550 ext 1514;
Fax: 540-661-4344

Legal Services



IN KING GEORGE
Call 540-286-0658.

FOR SALE
Orange County

REDBONE COONHOUND Puppies
10 wks old on 8/1, M & F. AKC, UKC, Dewclaws removed, snots & wormed. Parents on premises. Located in Culpeper. \$550. Call 540.842.0909

New 3BR, 2BA Home on 4+AC, Orange, Co. Lg Rms, Open floor-plan, MSTRB soaking tub & Lg walk-in closets, All appliances convey. Freds Craiglist #6946006001, \$165K, 540-717-2393



Account Executive Full-time

The Advertising Department of the Culpeper Star-Exponent is seeking a dynamic account executive to join our team. We offer comprehensive training and a period of guaranteed commission for the successful, high-energy candidate.

Our professional Account Executives are paid a base salary, mileage offset and have potential uncapped commission earnings. Paid vacation, holidays and health care insurance are standard benefits.

Qualified candidates must possess a valid Virginia driver's license, maintain a good driving record, have required motor vehicle insurance and meet the hiring requirements set forth by the company.

CULPEPER STAR-EXPONENT
Your Hometown Newspaper

Join our sales team! Visit fredericksburg.com to apply. You may also email your resume and cover letter to Jennifer Margerum at jmargerum@starexponent.com

Equal Opportunity Employer

BECOME A FREE LANCE-STAR NEWSPAPER CARRIER!

Why do people want a Free Lance-Star delivery route?

- Great extra income for house payments, rent, household expenses, education, entertainment, retirement, and travel.
- Only 3-4 hours in the early morning which leaves time for a job, college, family, friends, or leisure.
- Be your own boss
- Work independently and build a reputation for quality service


Routes available in the following areas:

WHEELCHAIR VANS

SAVE THOUSANDS \$\$

Pre-owned, many with warranties. Door to Door service with free services loaner. Call KEN, 804/554-2118.

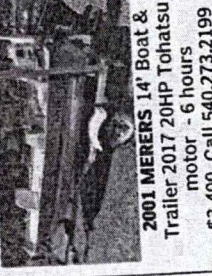
Recreation



Boat Supplies & Accessories


EVENRUDE ELEC. TROLLING MOTOR
Bow/mount, \$125; Sea King 3 HP Boat motor, \$250. 540-898-0877.

Boats



2001 MERERS 14' Boat & Trailer 2017 20HP Tohatsu motor - 6 hours
\$3,400. Call 540.273.2199

Motor Homes & RVs



1994 Allegro Bay w/ Slide out, 35FT, 454 Engine, 83,000 miles, automatic, tilt wheel, cruise control, queen master, bath w/ shower, pull out couch, full size fridge, Onan generator, sleeps 4-5, includes tow bar.
Very Good Condition!
\$9,500-Price is neg. (540) 735-8222

FLEETWOOD 2012 TERRA 34E - 35,142 Miles

Good Condition. Asking \$62,000. 540-295-7690

CDL DRIVER

Part-time • 20 hours

Print innovators, the commercial print division of the Free Lance-Star is seeking a CDL driver to drive our company vehicles.

PUBLIC NOTICE OF GRANT APPLICATION

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For additional information, please contact:
Spotsylvania County Information Services
Katy Da Silva, kdasilva@spotsylvania.va.us, or 540-507-7500
8800 Courthouse Road
Spotsylvania, VA 22535

Meetings & Events

NOTICE OF MEETING SCHEDULE OF THE PLANNING COMMISSION OF THE TOWN OF PORT ROYAL, VIRGINIA

The Town of Port Royal Planning Commission will meet on the 3rd Tuesday of each month commencing August 20, 2019. The Planning Commission meetings will start at 6:00 pm and will be held in the Port Royal Town Hall located at 419 King Street.

By: Terri Harrison, Chair
Port Royal Planning Commission

The Port Royal Town Council will hold two work sessions on the Route 301/Route 17 short & long term VDOT road improvements on August 14th and 21st at 6 p.m. at Town Hall, 419 King Street, Port Royal, VA 22535.

Citizens are invited to participate and share their questions and concerns.

Virginia Beach, Virginia 23462
757-457-1460 - Call Between 9:00 a.m. and 5:00 p.m.
or visit our website at www.spjpr.net

Trustee Sales

Trustee's Sale (Parcel ID: 25E1-14)

10730 Allie Drive, Fredericksburg, Virginia 22408

Default having been made in the terms of a certain Deed of Trust dated November 16, 2016, in the original principal amount of \$242,000.00 and recorded in the Clerk's Office of the County of Spotsylvania, Virginia, as Instrument No. 160020235, the undersigned Substitute Trustee will sell at public auction on **August 28, 2019, at 2:00 p.m.**, in front of the building housing the Spotsylvania County Circuit Court, 9107 Judicial Center Lane, at the Court entrance, Spotsylvania, VA 22553, the property designated as Lot 14, Section 1, Hamilton's Crossing, on plat entitled, "Plat of Subdivision Hamilton's Crossing, Section One, Lee Hill District, Spotsylvania Co., VA", recorded in Plat File 8, Pages 214-218. Sale is subject to all prior liens, easements, restrictions, covenants, and conditions, if any, of record, or other matters which would be disclosed by an accurate survey or inspection of the premises. TERMS: CASH. A deposit of \$4,000.00 or 10% of the sale price, whichever is lower, will be required of the successful bidder at time of sale. Prior to the sale, interested bidders will be required to register with and must present a bid deposit which may be held during the sale by the trustee. The bid deposit must be certified funds and/or cash, but no more than \$9,900.00 of cash will be accepted. The successful bidder's deposit will be retained at the sale and applied to the sale price. If held by the trustee, all other bid deposits will be returned to the unsuccessful bidders. Settlement is to be made within 15 days. The successful bidder will be responsible for obtaining possession of the property, and for all costs and fees related to recording the Trustee's Deed, including the grantor's tax. The successful bidder will be required to execute a Memorandum of Trustee's Sale, available for review on the Foreclosure Sales page of www.glasserlaw.com, outlining additional terms of sale and settlement. A Trustee's Deed will be prepared from a Trustee's attorney at high bidder's expense. This is a communication from a debt collector. Glasser and Glasser, P.L.C. on behalf of Atlantic Trustee Services, L.L.C., REO Solutions, LLC, and/or Auction.com-VA, LLC, Substitute Trustee, Crown Center Building, Suite 600, 580 East Main Street, Norfolk, VA 23510. File No. 220062-01. Tel: (757) 321-6465, between 10:00 a.m. & 12:00 noon only.

Trustee Sales

Trustee's Sale of 826 Water Street

Port Royal, Virginia 22535

In execution of a Deed of Trust dated May 19, 2005, recorded in the Clerk's Office, Circuit Court, Caroline County, in Deed Book 749, at page number 271, the undersigned will offer for sale at public auction the property described in and conveyed by said Deed of Trust, being known and designated as: ALL THAT certain lot or parcel of land with all appurtenances thereto belonging to, in, and being thereto appertaining, lying, being and situate in the Town of Port Royal, Caroline County, Virginia, containing in area one-half (1/2) acre, more or less, bounded on the North by Water Street; on the East by Market Street, and designated as Lot No. Five (5) on a plat of survey of the Town of Port Royal recorded in the Office of the Clerk of the Circuit Court of Caroline County, Virginia, in Deed Book 75, Page 499.

Sale shall take place on August 30, 2019, at 10:30 a.m. at the front entrance of the Circuit Court building, Caroline County, Virginia. Sale shall be subject to an existing prior deed of trust and all other matters of record lawfully affecting the title to the property. The property will be sold "as is" without any guaranty or representation of the arena

Trustee Sales

TRUSTEE SALE

6301 Campus Drive and 12901 Five Mile Road Fredericksburg, Virginia 22408

In execution of a Deed of Trust in the original principal amount of \$4,480,000.00, dated February 19, 2014 recorded in the Clerk's Office of the Circuit Court of Spotsylvania County, Virginia, as Instrument Number 140002658, default having occurred in the payment of the Note thereon by secured and at the request of the holder of said Note, the undersigned Substitute Trustee will offer for sale at public auction at the entrance to the Circuit Court of Spotsylvania County, 9107 Judicial Center Lane, Spotsylvania, Virginia, on August 27, 2019 at 2 p.m. the property described in said instruments, located at the above address and briefly described as: Tax Map Parcel Numbers 12-A-68A and 12-A-68 containing 1.17 and 18.10 acres, more or less. Lying and being in Chancellor Magisterial District, Spotsylvania County, Virginia. The property will be sold "AS IS," WITHOUT REPRESENTATION OR WARRANTY OF ANY KIND. Sale is subject to all prior liens, easements, restrictions, covenants, and conditions, if any, of record, or other matters which would be disclosed by an arena

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Place your ad now : 540-374-5001 • Fredericksburg.com/classifieds

Service Directory

Attorneys

DIVORCE uncontested \$395+, \$86 costs. WILLS \$150. Hablo español. A+Rating BBB
Hilton Oliver, Attorney, 757.490.0126.
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Fall Specialists! Free Estimates!
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and REPAIRS.
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Quality work at Reasonable Rates!
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Repairs, Painting, Framing/
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Gutters, Painting, Carpentry,
Plumbing, Electric, etc.
Brian, 703-622-4506.

JAYNE'S HOME IMPROVEMENT

Siding, Garages, Floors,
Decks, Screened Porches, Gazebos/
Additions, Renovations.
Call ★ 540-226-0715 ★ anytime.

Vans



WHEELCHAIR VANS

SAVE THOUSANDS \$\$
Pre-owned, many with warranties.
Door to Door service with free service
loaner. Call KEN, 804/554-2118.

Recreation



Boats

Legal Services

Legal Notices

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HAPPY ADS for any Happy Occasion:
• Birthdays
• Anniversaries
• Weddings
• Special Occasions
For publication next SATURDAY OR
SUNDAY call before 5:00 p.m. on Friday.
Visa, American Express or Discover
accepted for prepayment.
Call Classified at: 540-374-5001

Real Estate Sale

Home Sites, Lots, Land

DAHLGREN - 15 Minutes
10 Acres - \$59,900
Wooded, gently rolling and
very private. 540-286-0658

Real Estate Wanted

LAND WANTED
in KING GEORGE.
Call 540-286-0658.

Open Houses

Other Areas

OPEN HOUSE ★ SAT, AUG 17 ★ 10-2pm

3BR, 2BA ★ Waterfront ★ 2,253 Sqft
394 Salisbury Park Rd ★ 23115
Stunning Views 5 miles across
the Potomac River! House incl. 1.5
Car Garage, sunporch & doc.
Guest house has 1BR & 1BA ★ \$469.9
Middle Bay Realty ★ Klumrock, Va
Amber Wood 804-436-2030

Transportation

Pets

Dogs

BLUE HEELERS, 8 weeks,
M/F, All Blue. Up to date on
shots & worming. Socialized.
540-406-1158

CAVALIER KING CHARLES PUPPIES
Just ready NOW!! Dedicated
Cavalier breeder for 45+ years.
Call 540.672.6572

DOBERMAN PUP
AKC REGISTERED. 1 Black and rust
Female, 8 wks. S&W. Vet Checked.
\$700. Call 540-645-1962

JACK RUSSELL Puppies
Short legs/short hair. Shots,
wormed/Healthy Guarantee.

Merchandise

Firewood & Fuel

Looking for standing hardwood,
JAcree+. Complete Tree Service.
Seasoned hardwood for sale.
Licensed & Insured.
540-446-1475, 540-388-2127.

STOVE-LENGTH FIREWOOD

100% Seasoned Oak
\$55 per 1/4 or whole cord;
\$200. 540.702.0349

Miscellaneous Items Wanted

WANTED FREON R12. We pay CASH.
R12 R500 R11. Convenient.
Certified professionals.
www.refrigerantfinders.com/ad
312-291-9169

Patio & Deck Supplies

SWING - 3-seat, green 175. 540-
898-2874

Yard Sales

Fredericksburg

22401 307 STONEMALL DRIVE
Sat. aug. 17th, 7-1
YARD SALE

Employment

Transportation

★★ DELIVERY DRIVER ★★
needed for blig, supply co., full-time,
benefits, overtime, M-F, 7-3, every 4th
Sat. 7-11, employee-owned company.
26' Box Truck auto trans, must be able
to lift 75 lbs. Must have current clean
driving record. Apply in person to Mid
South Building Supply, 11001 Houser
Drive, Ste. 1, Fredericksburg, VA 22408
with copy of DMV driving record.

Farms & Garden

Farm Supplies

2 FORD TRACTORS FOR SALE
VERY GOOD CONDITION. CALL 540 940
9121

Merchandise

Auctions

★ DELIVERY DRIVER ★★
needed for bldg. supply co., full-time, benefits, overtime, M-F, 7-5, every 4th Sat 7-11, employee-owned company. 26' Box Truck, auto trans, must be able to lift 75 lbs. Must have current, clean driving record. **Apply in person** to Mid South Building Supply, 11001 Houser Drive, Ste. 1, Fredericksburg, VA 22408 with copy of DMV driving record.

Farms & Garden

Farm Supplies

2 FORD TRACTORS FOR SALE
VERY GOOD CONDITION. CALL 540 940 9121

Merchandise

Looking for standing hardwood, 1Acre+. Complete Tree Service. Seasoned hardwood for sale. Licensed & insured. 540-446-1475, 540-388-2127.

STOVE-LENGTH FIREWOOD
100% Seasoned Oak
\$55 per 1/4 or whole cord;
\$200. 540-702.0349

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R12 RECO R11. Convenient.
Certified professionals.
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312-291-9169

Patio & Deck Supplies

SWING - 3-seat, green 175. 540-898-2874

Yard Sales



Fredericksburg

22401 307 STONEWALL DRIVE
Sat. Aug. 17th, 7-11
YARD SALE
contents of home for sale.
everything must go!

Other Areas

22508 542 HARRISON CIRCLE
MOVING SALE at LAKE OF THE WOODS
★ Fri & Sat, Aug 16&17★ 9-3 ★
Furniture, antiques, china, cookware,
nice stuff. Something for everyone!

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Some restrictions apply.
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DRIVER Part-time Nights

Are you a person who likes to drive and would like to earn some extra money? We have an immediate position available for a driver with the Free Lance-Star. Drive our automatic transmission vans to load, deliver and unload bundles of newspapers, 25 to 30 pounds each, to drop locations within Fredericksburg and surrounding areas. CDI, not required. **Must be at least 21 years of age and have a good driving record.** This position requires basic math skills. Must work well in a deadline-oriented and fast-paced work environment. Shift is between 10:30 p.m. and 7 a.m., approximately 25 hours per week.

Employment is contingent on successful completion of criminal background check and drug screening results.

BLUE HEELERS, 8 weeks, M/F, All Blue. Up to date on shots & worming. Socialized. 540-406-1158



CAVALIER KING CHARLES PUPPIES
Just ready NOW!! Dedicated Cavalier breeder for 45+ years.
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DOBERMAN PUP

AKC REGISTERED. 1 Black and rust Female, 8 wks. S&W, Vgt Checked. \$700. Call 540-645-1962



JACK RUSSELL Puppies
Short legs/short hair. Shots, wormed/Healthy Guarantee. \$400 and up. Call 540-538-1037

LAB PUPPIES

Adorable, 4 weeks old as of 8.2 AKC. Shots & wormed. All males. \$1,000 2 chocolate, 4 black. ★ 703-489-7587.



POMSKY PUPS

READY NOW!! (Husky look-alike) m/f pure approx 25-35lbs. Rare Breed. Only 3 pups available. 540.672.6512.



REDBONE COONHOUND Puppies
10 wks old on 871, M & F. AKC, UKC. Dewclaws removed, shots & wormed. Parents on premises. Located in Culpeper. \$550. Call 540.942.0909

Real Estate Rental



DAHLGREN - 15 Minutes
10 Acres - \$59,900
Wooded, gently rolling and very private. 540-286-0658

Real Estate Wanted

LAND WANTED
in KING GEORGE.
Call 540-286-0658.

Other Areas

OPEN HOUSE ★ SAT. AUG 17 ★ 10-2pm



3BR, 2BA ★ Waterfront ★ 2,253 SqFt
394 Salksbury Park Rd ★ 23115
Stunning Views 5 miles across the Potomac River! House Incl. 1.5 Car Garage, sunporch & doc. Guest house has 1BR & 1BA ★ \$449.9 Middle Bay Realty ★ Klilmarmock Va Amber Wood 804.436.2030

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Beautiful car, restored. New top and tires. Excellent condition.
\$16,500. 540.925.0957

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14' w/ Trailer & 9.9hp Motor and Trolling motor. \$2,000.
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1994 Allegro Bay w/ Slide out, 35FT, 454 Engine, 83,000 miles, automatic, tilt wheel, cruise control, queen master, bath w/ shower, pull out couch, full size fridge, Onan generator, sleeps 4-5, includes low bar.
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Call Classified at: 540-374-5001

Legal Services

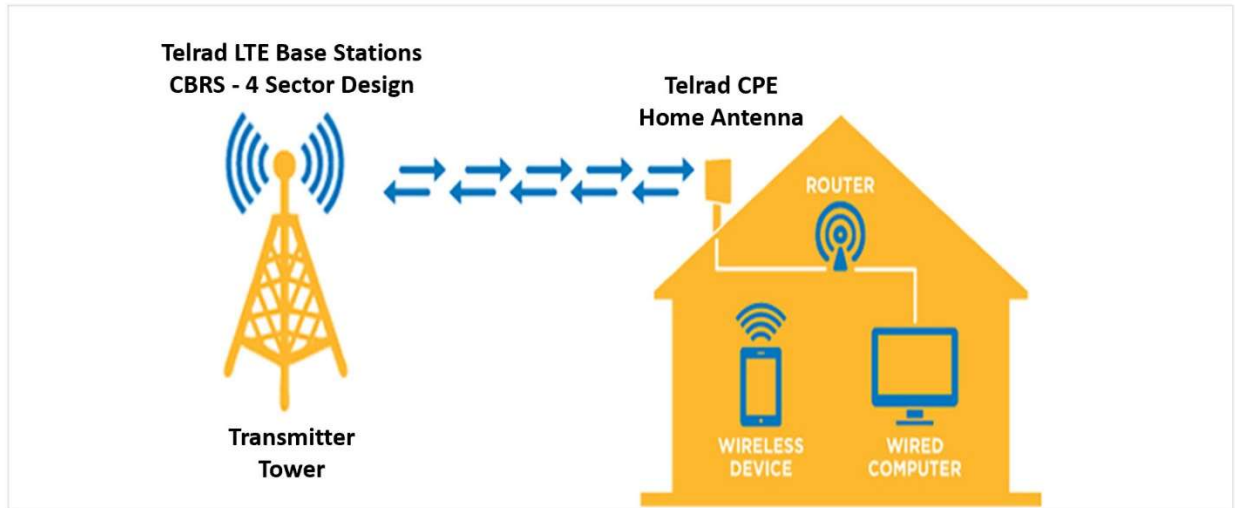
Legal Notices

PUBLIC NOTICE OF GRANT APPLICATION
Spotsylvania County Government intends to apply for a grant to the Virginia Department of Housing and Community Development (DHCD) for the Virginia Telecommunications Initiative. This program allows jurisdictions to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that are currently unserved and under-served by any broadband provider. Spotsylvania County proposes to collaborate with Comcast to build, utilize and capitalize on cabled telecommunications infrastructure for underserved, rural areas. Spotsylvania County also proposes to collaborate with Data Stream Mobile Technologies, Inc. to build, utilize and capitalize on wireless telecommunications infrastructure for underserved, rural areas.

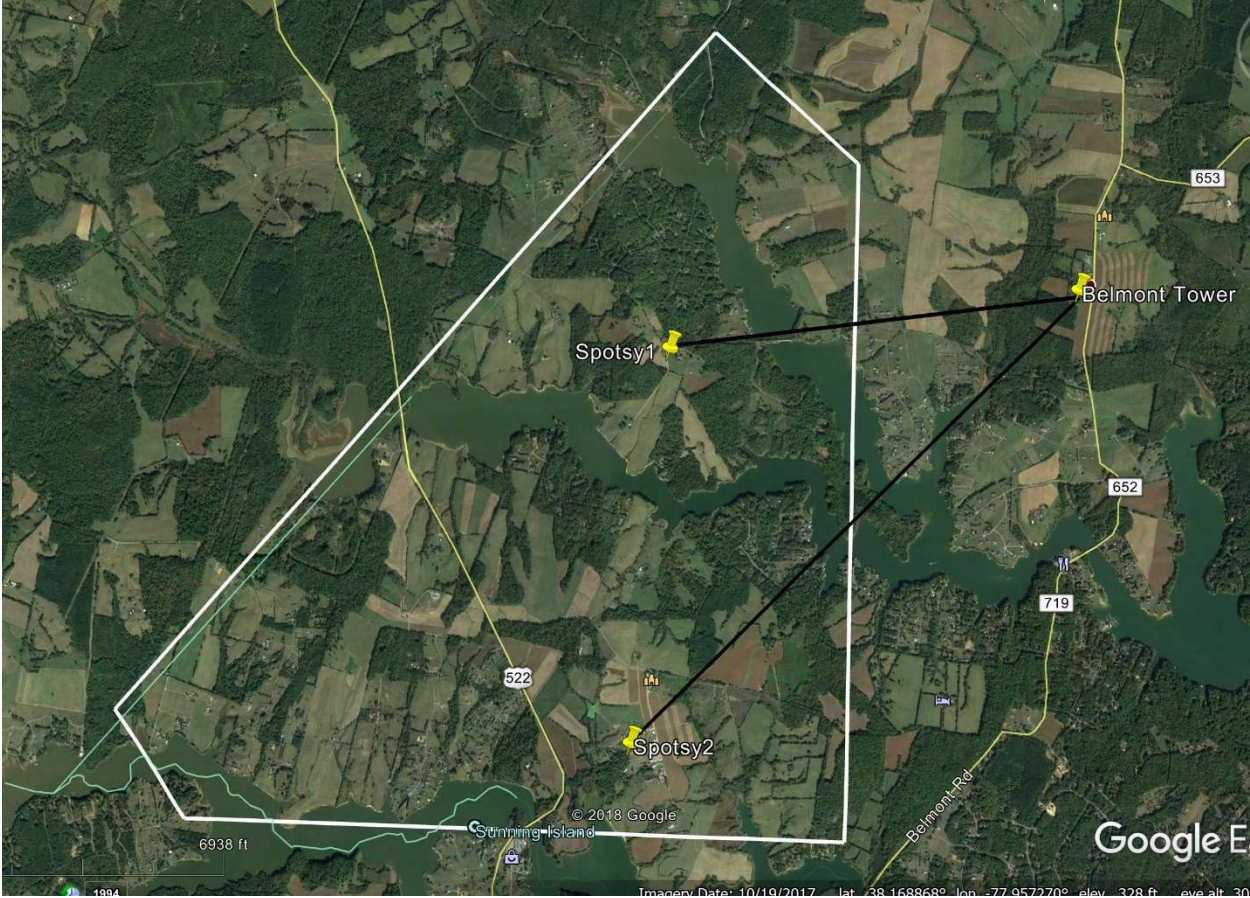
All proposed applications for the 2020 grant process will be finalized and submitted to DHCD by September 3, 2019. Future proposed project sites, when identified, will be listed on the County's website: www.spotsylvania.va.us

For additional information, please contact:
Spotsylvania County Information Services
Katy Da Silva, kdasilva@spotsylvania.va.us, or 540-507-7500
8800 Courthouse Road
Spotsylvania, VA 22553

Telrad LTE Fixed Wireless “Last Mile”



Approximate Locations for New Towers



*Attachment 17 – Approximate Locations for New Towers
Spotsylvania County and Data Stream Mobile Technologies, Inc. VATI Application for the Belmont Area*