CHARLES CITY COUNTY GOVERNMENT

Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide

Application ID:	86509122021110944
Application Status:	Pending
Program Name:	Virginia Telecommunications Initiative 2022
Organization Name:	CHARLES CITY COUNTY GOVERNMENT
Organization Address:	10900 COURTHOUSE ROAD CHARLES CITY, VA 23030
Profile Manager Name:	Abbey Pemberton
Profile Manager Phone:	(804) 652-4705
Profile Manager Email:	apemberton@co.charles-city.va.us
Project Name:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide
Project Name: Project Contact Name:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson
Project Name: Project Contact Name: Project Contact Phone:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson (804) 652-4701
Project Name: Project Contact Name: Project Contact Phone: Project Contact Email:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson (804) 652-4701 mjohnson@co.charles-city.va.us
Project Name: Project Contact Name: Project Contact Phone: Project Contact Email: Project Location:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson (804) 652-4701 mjohnson@co.charles-city.va.us 10900 Courthouse Road Cahrles City, VA 23030-0000
Project Name: Project Contact Name: Project Contact Phone: Project Contact Email: Project Location: Project Service Area:	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson (804) 652-4701 mjohnson@co.charles-city.va.us 10900 Courthouse Road Cahrles City, VA 23030-0000 Charles City County
Project Name: Project Contact Name: Project Contact Phone: Project Contact Email: Project Location: Project Service Area: Total Requested Amoun	Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide Michelle Johnson (804) 652-4701 mjohnson@co.charles-city.va.us 10900 Courthouse Road Cahrles City, VA 23030-0000 Charles City County t: \$9,515,108.80

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$9,515,108.80	\$2,378,777.20	\$11,893,886.00
Construction	\$6,541,637.30	\$594,694.30	\$7,136,331.60
Construction Related Soft Costs	\$1,189,388.60	\$0.00	\$1,189,388.60
Other: Material	\$1,784,082.90	\$1,784,082.90	\$3,568,165.80
Total:	\$9,515,108.80	\$2,378,777.20	\$11,893,886.00
Budget Narrative:			

Questions and Responses:

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1. Project Description and Need

Describe 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:

Charles City County ("Partner" or "County") and Comcast of California/Maryland/Pennsylvania/Virginia/West Virginia, LLC ("Comcast") appreciate the opportunity to respond to the Commonwealth of Virginia's Department of Housing and Community Development's ("DHCD") Virginia Telecommunication Initiative ("VATI") with respect to deploying broadband infrastructure to eligible service areas in the County. As detailed further below, we propose to deploy qualifying broadband service to 1,493 households.

The geographic area for this proposed project (the "Charles City County Project") includes approximately 187 miles of infrastructure generally dispersed throughout the areas of Charles City County which do not already have access to Comcast broadband service, as noted on the attached Project Area map and further detailed below.

The project area was selected after consultation between the County and Comcast and meets the eligibility criteria established by the Virginia General Assembly and the Department of Housing and Community Development for a Virginia Telecommunication Initiative award. VATI eligibility criteria being more restrictive than that of some federal programs, the project area was selected to meet eligibility criteria for the Coronavirus State Fiscal Recovery Fund and the Coronavirus Local Fiscal Recovery Fund established under the American Rescue Plan Act.

Comcast proposes to extend its network so that homes and businesses in the project area are serviceable with broadband speeds of up to 1.2 gigabit per second ("Gbps") over a hybrid fiber coaxial network for residential customers and 10 Gbps for Business customers.

The County has researched internet service availability, including soliciting community engagement. The County has received many comments from citizens and businesses on the lack of adequate internet in areas of the County. In addition, the County has worked to identify areas where better internet service is needed. This information led to the development of a broadband plan that identifies unserved areas of the County that should be targeted for internet service.

The geographic area for this proposed project is in all areas of the County to achieve functionally universal coverage for residents.

2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

Answer:

There are no existing providers in the proposed project area. Comcast provides service to areas adjacent to the proposed project.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Do not include areas awarded to satellite broadband providers. Label Map: Attachment 2 – Documentation on Federal Funding Area.

Answer:

No areas within or immediately adjacent to the Charles City County Project have received funding from federal grant programs such as the Connect America Fund, ACAM, ReConnect, and Community Connect as noted on the attached map.

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4. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF), excluding those awarded to satellite internet service providers, are included in the VATI application area. If RDOF areas awarded to terrestrial internet service providers are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 3 – RDOF Awarded Areas Form in VATI Area

Answer:

The Charles City County Project area does not contain Rural Digital Opportunity Fund ("RDOF") eligible census blocks, as noted in Attachment 3.

5. Overlap: 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 below 25/3 mbps and with less than 25% service overlap within the project area for wireless projects and 10% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 4 – Documentation Unserved Area VATI Criteria.

Answer:

Charles City County and Comcast anticipate no service overlap within the project area as there are no current broadband providers. Charles City County conducted outreach with existing wireline, wireless, and satellite internet service providers to determine if the areas proposed as part of the grant application had access to broadband internet service. While the attached map of FCC Form 477 data shows SCS Broadband ("SCS") offering internet service in this area, the County has verified SCS does not offer any service that would result in classifying the project area as served according to VATI guidelines, and representations on the FCC maps that indicate SCS is offering service are overstated. The project area is therefore unserved based on data available through the FCC's publicly available Form 477 website and from broadband providers.

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Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 5 – Passings Form.
 a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community

a. Of the total number of VATT passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. (Up to 10 points for businesses and community anchor institutions)

b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.

c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise. Describe the methodology used for these projections.

d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.

e. Provide the number of passings in the project area that have 10/1 mbps or less. Describe the methodology used for these projections. (up to 15 points)

Answer:

A. Comcast will extend service to 1,493 premises.

B. Not applicable.

C. The Charles City County project is designed to achieve functionally universal coverage in Charles City County. None of the passings proposed in the project area will require special construction costs. However, Comcast will require any necessary permission(s) from residents to traverse or access private property to provide service.

D. Private, at risk capital is not likely to be invested by a private provider in this area due to low population density. If undertaken alone, the extension of Comcast's plant proposed herein would not meet the criteria of Comcast's standard investment model. Comcast, therefore, anticipates all passings included in the application will receive access because special construction costs have been budged into the VATI application.

Ε.

Comcast and the County analyzed areas that do not have access to Internet speeds of 10/1 Mbps or less in census blocks using data from the FCC Form 477 website. Based on that review, Comcast estimates the majority of passings in the Project Area have access to Internet speeds of only 10/1 Mbps or less.

Besides Comcast, Verizon DSL is a primary provider of wireline internet service in Charles City County. As of the FCC Form 477 June 2020 v1 dataset, 169 of the 220 census blocks in which Verizon Communications reported providing DSL service do not have access to speeds of 10/1 Mbps or higher. As highlighted by the darker-colored census blocks in the attached map, the majority of the areas with available internet speed over 10/1 Mbps are centrally located. Much of the proposed Charles City County project area falls outside the central part of the county.

7. For wireless projects only: Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

Answer:

N/A

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8. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. 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. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 25/3 mbps. (up to 10 points)

Answer:

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High-Speed Internet Services. Comcast's robust high-speed Internet services provide a range of fast, reliable Internet speed tiers to fit customers' needs, as well as access to over 20 million secure Wi-Fi hotspots nationwide so that customers can stay connected on the go. Customers also have access to the Xfinity app to optimize their home connections, view their plans, pay their bills, and get 24/7 real-time support. And they also have access to xFi – a simple, digital dashboard for customers to control their home Wi-Fi network. In addition to parental control features like pausing Wi-Fi and screen time scheduling, xFi provides content filters that ensure younger children can only access age -appropriate content. xFi now also comes with xFi Advanced Security, that protects all the devices connected to a customers' home network from malware and other security threats. Video Services. Comcast also offers a broad variety of video services, primarily through our X1 platform, an IP and cloud-enabled video platform that delivers the simplest, fastest, and most complete way for customers to access all their entertainment on all their screens. Video customers have access to hundreds of channels depending on the level of service, which typically range from limited basic service with access to between 20 and 60 channels to full service with access to more than 300 channels. Video services generally include programming provided by national broadcast networks, local broadcast stations, and national and regional cable networks, as well as government and public access programming. Our video services also include access to video on demand services and an interactive, on-screen program guide. Through the X1 platform, customers have integrated search functionality, including the use of the X1 Voice Remote, a voice-activated remote control that customers can use to change channels, search for shows, get recommendations, and more; and access to and the integration of Peacock, which X1 customers receive for no additional charge, certain third-party direct-to-consumer streaming services such as Amazon Prime Video, HBO Max, Hulu, Netflix, YouTube, and Disney+, and a variety of other Internet-based apps providing content and music. Customers have access to their video services through the Stream mobile app and an online portal that allow them to view certain live programming and OnDemand content and to browse program listings. For high-speed Internet customers that prefer streaming content over the Internet rather than linear cable television, Comcast offers Flex, a streaming device that provides access to certain online programming on their television with integrated search functionality, including the use of a voice-activated remote control and personalized recommendations. Flex uses IP technology and our own cloud network servers to deliver video and advanced search capabilities, including through a voice-activated remote control, and that provide access to certain third-party internet apps. Flex programming includes Comcast's Peacock service and certain other Internet-based apps at no additional charge, access to pay-perview and video on demand content, and access to and the integration of certain third-party direct-to-consumer streaming services such as Amazon Prime Video, HBO Max, Hulu, Netflix, YouTube, and Disney+. Additionally, a variety of music apps such as Pandora are offered through Flex. VoIP Services. In addition, Comcast offers voice services using interconnected Voice over Internet Protocol technology. Service options provided include either unlimited or usage -based local and domestic long-distance calling, as well as options for international calling plans, voicemail, readable voicemail, nuisance call blocking tools and various call features such as caller ID and call waiting. Voice services also include the ability to access and manage voicemail and other account features through an online portal or mobile app. Xfinity Mobile. Furthermore, Comcast offers wireless services for handsets, tablets and smart watches using mobile virtual network operator rights to provide the services over Verizon's wireless network and our existing network of more than 20 million in-home and outdoor Wi-Fi hotspots. We currently only offer these services as part of our bundled service offerings to residential customers that subscribe to high-speed Internet service within our cable distribution footprint and to a limited group of small business high-speed Internet customers on similar terms. Customers may choose to pay for services on an unlimited data plan, shared data plans, or per gigabyte of data used. Customers have the ability to bring their own device or purchase them from us with the option to pay upfront or finance the purchase interest-free over 24 months. Comcast Business Services. Comcast Business Services offers a variety of products and services to businesses. Our service offerings for small business locations primarily include high-speed Internet services, as well as voice and video services, that are similar to those provided to residential customers, cloud -based cybersecurity services, wireless backup connectivity, advanced Wi-Fi solutions, video monitoring services and cloud-based services that provide file sharing, online backup and web conferencing, among other features. Comcast also offers Ethernet network services that connect multiple locations and provide higher downstream and upstream speed options to medium-sized customers and larger enterprises, as well as advanced voice services, along with video solutions that serve hotels and other large venues. In addition, Comcast provides cellular backhaul services to mobile network operators to help them manage their network bandwidth.

Please see attachment #19 for the balance of the response to question #8.

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9. Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

Answer:

Comcast has built a fiber backbone at the core of its network that stretches across the country with more than 191,000 route miles of fiber– using the industry's most advanced optics/lasers and IP routing technologies. Dozens of converged regional area networks interconnect to create this fiber backbone that delivers video, voice, and high-speed Internet services to tens of millions of customers throughout the country. IP technology ties all of this together, creating a highly scalable connectivity platform or "IP core." Comcast has been building fiber into its network incrementally over the past decade. In 2015, Comcast introduced Gigabit Pro, the industry's first residential fiber-to-the-home 2 Gbps service ever offered by an Internet service provider in the United States.

Comcast proposes to construct the project with a highly scalable hybrid fiber-coaxial ("HFC") solution, emanating from the closest facility to the project. Fiber-optic cables would be constructed to the service area, commonly referred to as a serving node, where optical signals would be converted to electrical or radio frequency for distribution over the coaxial network to subscriber's homes, businesses, and/or community anchor institutions.

The design for the proposed project is based upon the current industry standards as developed by the Society for Cable Television Engineers (SCTE) and Comcast standards of broadband deployment. Comcast utilizes ARRIS cable modems and CMTS devices both of which have been certified by CableLabs for use with DOCSIS technology.

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10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

Answer:

This project is planned to achieve functionally universal broadband coverage in Charles City County. Historically, prior the launch of the Comcast/Charles City County initiative funded in part by the VATI 2020 grant, zero constituents had access to fiber-based subscription services. Now, 2,381 constituents have access to fiber-based subscription services. The current project would expand Comcast's existing service area to include locations which do not currently have access to service. Fewer locations were served in Voting District Three in comparison to Districts One and Two by funds from the VATI 2020 grant. This was due in part because the area in comparison to Districts One and Two has vast land area with homes, businesses and core anchor institutions located far from the other. These characteristics significantly increased overall project costs and the costs to service individual units.

This grant initiative seeks to provide fiber-based infrastructure and related services to constituents in District Three as well as provide for lateral connections for constituents, businesses, and community anchors countywide that are located significantly off the public right of way. The project design outlined for the VATI 2020 grant award serviced all units within 300' of the public right-of-way; however, some locations countywide were not included because the homes were setback more than 300' off the public right-of-way. Constituents advised County Administration that the costs to extend fiber to their homes was prohibitive and left them without reasonable and reliable internet subscription options. The COVID-19 pandemic which resulted in school age children learning virtually and employees working remotely, left many Charles City County residents without options to bridge a significant digital divide. The Charles City County VATI 2022 grant application seeks to address this need and with an estimated 1,493 passings and would result in greater than 90% fiber-based coverage countywide. The coverage estimate is based on the U.S. Census number of households countywide, 2,896, in comparison to the total number of passings completed with funds from the VATI 2020 grant, 2,381 and the projected number of passings from funds using VATI 2022 funds, 1,493.

Comcast is a leading communications provider in the United States, currently operating throughout 39 states and the District of Columbia. With over 31.4 million residential and business services broadband customers, 19 million video customers, and 10.8 million voice customers, Comcast passes over 60 million homes and businesses.

Over the past several decades, Comcast has invested in technology to build an advanced, highly scalable network that delivers among the fastest broadband speeds in the country, ranging from 50 Mbps to 2 Gbps for residential customers and up to 10 Gbps for business customers. Comcast is the nation's largest gigabit Internet provider, and nearly all of our 60 million homes and businesses passed in our service territory can access our ultra-fast Xfinity Gigabit Internet and Comcast Business Gigabit services, including our customers in Virginia.

To support the growing needs of the digital world, Comcast is working hard to make its network smarter, by leveraging cloud, backbone, and architecture advancements to provide a faster, stronger, and more flexible network. By optimizing traffic routing and moving resources closer to where they are needed, our network provides the key to managing the ever increasing traffic demands of today's Internet. The powerful combination of our broadband and Wi-Fi network and the cloud is enabling us to innovate and bring transformative products to market, redefining how our customers enjoy entertainment, connect, and communicate inside and outside of their home or office.

Comcast has spent nearly \$30 billion in the last decade building an expansive fiber-dense network comprised of 191,000 route miles that carries an immense amount of traffic and has demonstrated extraordinary performance throughout the pandemic.

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11. Project Readiness

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 20 points)

Answer:

This grant will enable the partnership to extend broadband service at speeds ranging from 50 mbps to 1.2 Gbps to an estimated 1,493 unserved premises in the proposed service area. The proposed project area will have access to some of the fastest and most reliable broadband speeds available nationwide.

Comcast has completed the planning and preliminary engineering phase for the proposed project area. Final design and construction shall commence upon the award of the grant. Workflow is included in the attached project management plan. The specific initial tasks include project engineering and right of way preparation. Comcast will need to obtain the necessary permits from the Virginia Department of Transportation and any other government entities as needed. Comcast will work with the County to obtain the necessary permits and power supplies expeditiously. This coordination will need to begin immediately upon notice of the grant award. Comcast anticipates completing the project within 18 months after contract execution between the County and DHCD. As contemplated by the 2022 VATI guidelines, Comcast may request an extension if it encounters permitting, pole attachment, or other circumstances beyond its control which may delay the project timeline.

Comcast Service Delivery Major Milestones:

- Outside and Inside Surveys Comcast will conduct outside plant and customer site surveys.
- Permits & Right of Entry Agreements Comcast will obtain required permits and work with property owners to
 obtain Right of Entry/Access agreements.
- Service Configurations Comcast National Team will implement Network Core Configurations.
- Outside and Inside Fiber/Coax Construction Comcast will complete outside and inside construction.
- Customer Premise Equipment Installation/Plant Test Date (PTD) Comcast will dispatch to the customer's
 premise to install CPE, connect CPE to Fiber, and call Comcast Test & Turn-up to complete plant test.

Comcast Responsibilities:

- Construct all OSP and ISP fiber optic and coaxial cabling up to the agreed upon locations from the site survey forms and connect an estimated 1,493 locations.
- Call for locates of public utilities in the right of way.
- Restoration of disturbed grounds.
- Assemble, configure, and install all Comcast provided network equipment on customer premise.
- Test and verify all appropriate fiber and coaxial connections.
- Test and verify all appropriate data interfaces/connections and verify throughput.
- Provide 24x7x365 network monitoring.
- Provide contact list information including escalation procedures and NOC information.
- Provide documentation detail services including customer network interface drawings.
- And any additional agreements per site survey document. Detailed information regarding the customer responsibilities is available in the Technical Specifications section of the proposal. Additional information can be provided upon request.

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12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

Answer:

Between 2017 and 2020, Comcast received four Virginia Telecommunications Initiative ("VATI") grants from the Virginia Department of Housing and Community Development and has now successfully deployed broadband to residences and businesses throughout each of the project footprints. All projects are complete, although the contract with Charles City County is still active pending final invoicing and reimbursement.

A summary list of projects is noted below:

2017: Albemarle County – 178 serviceable units

- 2017: Spotsylvania County 153 serviceable units
- 2018: Clarke County 97 serviceable units
- 2019: Charles City County 2,350 serviceable units
- 13. Matching funds: Complete the funding sources table indicating the cash match and inkind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum20% match is required to be eligible for VATI, the private sector provider must provide10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 9 Funding Sources Table; Attachment 10 Documentation of Match Funding

Answer:

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The proposed project represents a partnership between Comcast and Charles City County, Comcast, the co-applicant, upon award of the VATI grant, will be responsible for any matching funds and will provide the labor and materials to complete the provision of services to the area delineated in the attached map. Comcast will provide approximately 15 % of the projected construction costs of \$11,893,886, totaling approximately \$1,784,083. Charles City County will assist in providing approximately 5% of the projected construction costs, totaling approximately \$594,694, and in-kind contributions including application analysis and preparation, coordination with the Department of Housing and Community Development, assistance with right of way permitting, and participating in further concert with Comcast as the project is approved and construction begins. The value of these services will depend on the level of activity occurring as the project commences.

A breakdown of costs is attached below.

Name
Locations
Mileage
HP/Mile
Total Cost
Comcast Cost
Charles City County Cost
Requested Gap Funding
VATI Gap Funding
Charles City CountyProject
1,493
187
4.36
\$11,893,886
\$1,784,083
\$594,694.30
\$9,515,109
80%

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14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project. (up to 10 points)

Answer:

Charles City County will provide approximately 5% of the required grant match, or \$594,694.30. This commitment is funded from the county's American Recovery Program funds, a prudent expenditure that will complete the buildout of fiber-based infrastructure for all constituents in our community. Comcast will provide approximately 15% of the required grant match, or \$1,784,082.90.

15. Marketing: Describe the broadband adoption plan.

a. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate. (up to 10 points)

b. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

Answer:

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A. Comcast's business model is not dependent upon a particular take rate. Forecasting a take rate with a high degree of accuracy is most challenging as the actual number of customers who choose to subscribe is beyond the parties' control. Comcast's take rate estimate for the project areas is based upon several unique factors. The County's support for the project and involvement with the community is expected to add heightened awareness earlier than might otherwise occur. The public nature of the VATI program is also expected to add to the early awareness of residents of broadband availability and positively enhance the take rate. All of the factors combined inform our estimate that, on the high end, some 45-55% of residents may take service within the first year after project completion. These projections for overall subscriber levels are dependent on several factors and even an initial prediction may change as the project progresses. Comparisons between applicants may not provide a useful measure of broadband access as each applicant will have different service offerings, marketing campaigns, and other intangibles that could drive take rates. For example, Comcast take rates may vary from those of other providers because Comcast offers more services than broadband alone - including video, telephone, mobile telephone, and ho me security - and the company offers bundled pricing promotions from time to time. These additional products and pricing options can change the value proposition of Comcast service for each household that is unique among providers. Comcast does undertake various actions to make residents aware that service is available. During the construction phase, before the service is active, the presence of Comcast vehicles visually alerts residents that service is coming. Comcast personnel involved with the construction in the public rights of way are often asked about availability. Soon after completing construction, Comcast provides notice to potential customers of service availability on a rolling basis. It typically employs various communication tactics to inform residents of availability. These tactics can include direct mail pieces or event sponsorships. These efforts augment existing advertising campaigns already in place within Charles City County for Comcast's existing customer base. Once service is established. Comcast may communicate with these residents through direct mail, direct e-mail, radio ads, video ads, and other marketing tactics. If conditions allow, a public meeting will be held in or near the proposed project area to inform the residents about the upcoming work and answer guestions. Nearer the completion of the project a public meeting will be held to educate potential customers on the proposed services and to encourage sign-ups and answer questions. The County's Public Information Office will promote the proposed internet service and educate residents and businesses on the opportunities of this service through email and social media.

B. Comcast's Internet Essentials program has a significant digital literacy component. Since 2011, Comcast has made nine enhancements to our digital skills training portfolio, including developing Online Safety Toolkits, working with partners to design best-in-class curricula to engage senior citizens, and providing computer labs and other equipment to support digital participation at community centers across the country. We are proud to support digital skills training via a network of tens of thousands of partners who share our vision of bringing the Internet to everyone. Since creating the program in 2011, Internet Essentials built up an online learning center (accessible at https://www.internetessentials.com/learning) that includes more than 200 digital literacy training videos, guides, and reports that are free to anyone to use, including noncustomers. Last year, we created our Internet Essentials Partnership Program to help schools, school districts, and other community organizations collaborate to fund and connect large numbers of low-income students and families to the Internet at home. Hundreds of schools and school districts have signed up already. Additionally, Comcast instituted a number of COVID-19 response measures, including offering any new Internet Essentials customer 60 days of Internet service for free and waiving the requirement that customers not have back debt due so that even more families can get connected. Comcast has invested more than \$700 million in digital skills training and awareness and reached more than 11 million people in the process. Comcast has also either sold (at a heavy discount) or given away for free more than 150,000 laptops, desktops, and tablets in underserved communities. Of those customers we surveyed with children in the home, 90 percent reported that being connected to the Internet had a positive impact on their child's grades. 62 percent surveyed also said the Internet service helped someone in their household find a new job.

16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities. Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 11 – Letters of Support.

CHARLES CITY COUNTY GOVERNMENT

Charles City County/Comcast VATI 2022 District 3 and Laterals Countywide

Answ	/er:
	Name
	Title
	Responsibility
	Nathan Daugherty
	Sr. Manager, Comcast Government Affairs
	Project Coordination
	<u>Steve Hill</u>
	Senior Director of Network Engineering
	Construction Supervision
	Ms. Michelle Johnson
	County Administrator
	Overall Project Management
	Rhonda L. Russell, Ed.D.
	Deputy County Administrator
	Project Coordination
	Ms. Wendy Payne
	County IT Director
	Project Management
	Mrs. Abbey Pemberton
	Finance Director

Financial Management and Reporting

Charles City County's leadership and executive administrative team consist of team members with collective grant management experience in excess of thirty years. The team consists of Ms. Michelle Johnson, County Administrator, Mrs. Abby Pemberton, Finance Director, and Ms. Rhonda L. Russell, Community Development Director/Assistant County Administrator. Additionally, the project will be supported by Comcast, the county's VATI 2020 grant partner. Ms. Johnson will serve at the Chief Administrative Officer responsible for signing and monitoring the DHCD contract and providing direct oversight and management of the overall project. Ms. Johnson is the County Administrator for Charles City County. Ms. Johnson is a graduate of Virginia State University, where she earned a Bachelor of Science degree in accounting. She is also a graduate of Leadership Metro Richmond, class of 2016. Ms. Johnson worked in corporate *Pages: 15 of 21*

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America and state government for several years after graduating and began her public service career in Charles City County in 2003. Ms. Johnson has managed budgets in excess of \$25 million, and as many as 100 employees. Ms. Russell will serve as the Grant Administrator. She is primarily responsible for aiding in the areas of overall grant administration to include record keeping, preparation of required reports to the VDHCD in conformance with grant requirements and coordinating management team meetings. Ms. Russell has extensive public service and management experience amassed over a twenty-year local government career where she has managed as many as thirteen employees, departmental budgets in excess of \$500,000.00, written, received and implemented multiple grant awards for housing rehabilitation, broadband and sewer infrastructure and lead abatement projects, totaling more than \$26 million. Additionally, Ms. Russell's noteworthy academic preparation includes an undergraduate Planning Degree. Va. Tech, Blacksburg, Virginia, a Master of Public Administration degree, Old Dominion University, Norfolk, Virginia, and a terminal degree in Organizational Leadership with a concentration in Human Services Administration, Nova Southeastern University, Fort Lauderdale, Florida. Mrs. Abby Pemberton will serve as the project's Financial Manager. In this capacity she will oversee overall implementation of the project to include signing and approving any financial reports and documents related to the project including requests for contract extensions, budget revisions, annual reports, draw down forms and close-out forms. Mrs. Pemberton is an alumnus of the College of William and Mary and holds degrees in accounting and government. Mrs. Pemberton has extensive experience in both the private and public sector. Comcast has significant experience constructing broadband communications facilities. It is a leading communications provider in Virginia, offering video, high-speed Internet, home security, and phone services to residential customers under the Xfinity brand and also providing services to businesses through its Comcast Business suite of products. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications, and home management offerings. Comcast has invested billions of dollars to create a network across the U.S. that makes broadband widely available, as part of its commitment to provide superior services to its customers. Comcast has invested \$1.6 billion in Virginia, including capital expenditures, employee wages and benefits, taxes and fees, and charitable giving in the past three years. These investments include \$699 million in technology and infrastructure investments in Virginia, including upgrades to its broadband network. The company has invested significant resources in both local and national Network Operations Centers ("XOC") to ensure continued proactive monitoring of network health. In Virginia, Comcast employs over 1,700 people. The company maintains a large, locally based engineering technical operations team that works around the clock to maintain network reliability and to directly support the company's business and residential customers. For many decades, Comcast, through its Beltway Region, has served over 140 communities in Virginia. Many of these communities are very rural in nature. Comcast has experience partnering with public agencies to deploy broadband infrastructure in unserved areas. As noted above, Comcast was awarded four Virginia Telecommunications Initiative grants in 2018, 2019, and 2020. In 2018 Comcast also earned a Last Mile Broadband grant from the Virginia Tobacco Region Revitalization Commission to provide broadband access to nearly 7,000 homes and businesses. Construction was completed in 2020 and ahead of schedule, Comcast provided access to 1,000 more homes and addresses than originally estimated. In Massachusetts, Comcast was awarded a grant of \$4,000,000 from the Massachusetts Technology Collaborative ("Mass Tech") for construction of line extensions to areas in nine towns whose costs to construct exceeded Comcast's economic standards. Comcast completed the project on time, on budget, and reached 20% more homes than the 1,000 originally anticipated. Comcast was also awarded a grant of \$805,800 by Mass Tech for construction of approximately 27 miles of line extensions in Montgomery, Massachusetts, a town which is currently unserved.

Please see attachment #19 for the balance of the response to question #16.

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17. Project Budget and Cost Appropriateness

Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates. (up to 10 points)

Answer:

Comcast's Construction and Design team managed projects that added thousands of miles to Comcast's regional hybrid fiber coaxial network on 2020-2021. Comcast's construction estimates are determined through a detailed project analysis that includes a desktop survey, an analysis of permitting costs (internal or external), a network impact study to determine necessary hub site preparation and possible infrastructure requirements, and a financial evaluation for the overall build costs and likely return-on-investment. When contract labor is utilized, costs are accrued according to the fee schedule in the contract. The design and construction process is standard within the telecommunications industry.

Examples of items that are included in the Material category are: power supplies, fiber conduit, splice enclosures, pedestals, and taps. Examples of items in the Labor category are in-house and contract labor to trench and backfill, lay conduit and fiber, perform administration of VDOT permits, and provide crew supervision

18. The cost benefit index is comprised of state cost per unit passed. Individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following: a. Total VATI funding request

b. Number of serviceable units (up to 125 points)

Answer:

- a. Total VATI funding request \$9,515,109
- b. Number of serviceable units 1,493

CHARLES CITY COUNTY GOVERNMENT

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19. Commonwealth Priorities (Up to 40 points)

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.

b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

Answer:

Commonwealth Priorities

A. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband. There are six community anchor institutions and approximately sixty businesses located in Voting District three, most of which are home-based.

B. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

Many members of the federally recognized Chickahominy Tribe reside in Charles City County and would benefit from increased access to broadband at their residences. Chickahominy Chief Stephen R. Adkins included a letter of support with this application.

C. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

Under Comcast's Internet Essentials offering – the most comprehensive and successful low-income broadband adoption program in the nation – qualifying residential customers can obtain broadband service at speeds of up to 50 Mbps/5 Mbps for \$9.95/month plus applicable taxes, fees and surcharges, as well as free digital skills training in person and online. Customers also have the option to purchase a low-cost Internet-ready computer. Internet Essentials is open to virtually *all* low-income households within Comcast's footprint, including families that qualify for federal assistance (e.g., National School Lunch Program, Medicaid, housing assistance) and low-income veterans, senior citizens, and persons with disabilities.

Last year Comcast launching the new "Internet Essentials Partnership Program," which is designed to help accelerate Internet adoption as distance learning plans roll out across the county due to the coronavirus. The program relies on public-private partnerships and enables communities to work together to coordinate funding to help connect K-12 students, including two months of free Internet service for new Internet Essentials customers.

In addition, last year Comcast announced a multiyear program to launch WiFi connected "Lift Zones" in community centers nationwide. Lift Zones are facilities primarily designed to help provide low-income students with a safe, clean space to participate in distance learning or do homework, however are also available for adults for remote work, apply for a job, or learn digital skills. Comcast is working with Charles City County to create two Lift Zones at the Charles City County Parks & Recreation Social Center at 8320 Ruthville Road and the Parks & Recreation's Ruthville Gymnasium at 13100 The Glebe Lane.

Moreover, Comcast is proud to be an approved provider supporting the FCC's Emergency Broadband Benefit (EBB) subsidy program. Under the temporary EBB subsidy, qualifying customers may apply a credit of up to \$50 per month (\$75 per month in Tribal lands) to any Xfinity Internet service tier, including Internet Essentials.

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20. Additional Information

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information 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 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area

c. Attachment 16 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area

- d. Attachment 17 XXXXXXX
- e. Attachment 18 XXXXXXX
- f. Attachment 19 XXXXXXX

g. Attachment 20 – XXXXXXX

Answer:

The Comcast Broadband Project fits into Charles City County's local broadband plan. It will vastly expand Internet access to Charles City County residents and businesses. An expansion of access to this degree could be transformational for the County.

Please see the attached Charles City County Recommendations, a 2014 study commissioned by the County through its 2013 CDBG Planning Grant.

The proposed grant project is also aligned with priorities identified by the Honorable Governor Northam to connect rural Virginia to broadband opportunities and thereby eliminate disparities in education, health and economic outcomes experienced in rural and more urban areas of the Commonwealth.

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap914202174817.pdf

Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.

Attachment2DocumentationofFederalFundingArea914202174931.pdf

CHARLES CITY COUNTY GOVERNMENT

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RDOF Awarded Areas included in VATI Application (Use template provided) Attachment3RDOFAwardedAreasincludedinVATIApplication914202175031.pdf

Documentation that proposed project area is unserved based on VATI criteria Attachment4DocumentationUnservedAreaVATICriteriaCharlesCityCounty914202175214.pdf

Passings Form (Use template provided)

Attachment5PassingsForm9142021100425.pdf

Propagation Map if Wireless Project

Attachment6PropagationMap914202175345.pdf

Timeline/Project Management Plan

Attachment7TimelineProjectMgmtPlanCharlesCityCounty914202175459.pdf

MOU/MOA between applicant/co-applicant (can be in draft form)

Attachment8MOUMOAbetweenComcastandCharlesCityCountydraft914202175557.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTable914202181047.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFunding914202175757.pdf

Letters of Support

Attachment11LettersofSupport914202180010.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts914202181106.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates914202181124.pdf

CHARLES CITY COUNTY GOVERNMENT

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Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwomostrecentForm477submittedtotheFCCorequivalent914202181141.pdf

Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area

Attachment15PointandPolygonShapefiles914202181308.zip

For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area Attachment16RSSIProjectionShapefiles914202182149.pdf

Optional

AttachmentsFCC477ComcastServicesCommunityAnchorInstitutionsCCCBusinessesComcastDigitalLiteracy91420218360 6.zip

Optional

VATIFY22OverallQuestionsCharlesCityCountyfinal9142021105627.pdf



FY22 Virginia Telecommunication Initiative – Charles City County Project Attachment 2 – Documentation of Federal Funding Area



Source: Connect America Fund Broadband Map (https://data.usac.org/publicreports/caf-map/)

FY22 Virginia Telecommunication Initiative – Charles City County Project Attachment 3 - RDOF Awarded Areas Included in VATI Application

As demonstrated below, the Federal Communications Commission did not award winning bids in Auction 904 in Charles City County.

FC Fede	aral imunications imission	Browse by CATEGORY	Browse by BUREAUS & OF	FICES		XA
About the FC	C Proceedings & A	ctions Licensir	ng & Databases	Reports & Research	News & Events	For Consumers

Home / Reports & Research / Maps /

Rural Digital Opportunity Fund Phase I Results Data as of 12/07/20



Source: Rural Digital Opportunity Fund Phase I Results (https://www.fcc.gov/reports-research/maps/rdof-phase-i-dec-2020/) FY22 Virginia Telecommunication Initiative – Charles City County Project Attachment 4 – Documentation Unserved Area VATI Criteria



Source: Federal Communications Commission Fixed Broadband Deployment Map (<u>https://go.usa.gov/xMD8f</u>) LogRecNo DBAName 11286853 PAETEC Business Services 11289715 US LEC of Virginia, LLC 2738025 MCI 2738026 MCI 2738027 MCI 2738028 MCI 34291294 CenturyLink 34291295 CenturyLink 34291296 CenturyLink 37017768 Allied Telecom Group LLC 39816107 Comcast 18374869 Verizon Virginia LLC 18375283 Verizon Virginia LLC 18374788 Verizon Virginia LLC 18374811 Verizon Virginia LLC 18374827 Verizon Virginia LLC 18374828 Verizon Virginia LLC 18374837 Verizon Virginia LLC 18374843 Verizon Virginia LLC 18374844 Verizon Virginia LLC 18374872 Verizon Virginia LLC 18374878 Verizon Virginia LLC 18374883 Verizon Virginia LLC 18374894 Verizon Virginia LLC 18375219 Verizon Virginia LLC 18375231 Verizon Virginia LLC 18375234 Verizon Virginia LLC 18375235 Verizon Virginia LLC 18374787 Verizon Virginia LLC 18374797 Verizon Virginia LLC 18374799 Verizon Virginia LLC 18374800 Verizon Virginia LLC 18374802 Verizon Virginia LLC 18374803 Verizon Virginia LLC 18374804 Verizon Virginia LLC 18374806 Verizon Virginia LLC 18374807 Verizon Virginia LLC 18374809 Verizon Virginia LLC 18374812 Verizon Virginia LLC 18374813 Verizon Virginia LLC 18374815 Verizon Virginia LLC 18374819 Verizon Virginia LLC 18374822 Verizon Virginia LLC 18374838 Verizon Virginia LLC 18374842 Verizon Virginia LLC 18374859 Verizon Virginia LLC 18374862 Verizon Virginia LLC 18374863 Verizon Virginia LLC 18374864 Verizon Virginia LLC

HoldingCompanyName Windstream Holdings, Inc. Windstream Holdings, Inc. Verizon Communications Inc. Verizon Communications Inc. Verizon Communications Inc. Verizon Communications Inc. CenturyLink, Inc. CenturyLink, Inc. CenturyLink, Inc. Allied Telecom Group, LLC **Comcast Corporation** Verizon Communications Inc. Verizon Communications Inc.

HocoNum	HocoFinal	StateAbbr	BlockCode	TechCode	Consumer	MaxAdD
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131413	Windstream Holdings, Inc.	VA	510366002001000	11	0	
131425	Verizon Communications Inc.	VA	510366001001012	30	0	
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131425	Verizon Communications Inc.	VA	510366003001002	30	0	
131425	Verizon Communications Inc.	VA	510366003002090	30	0	
130228	CenturyLink, Inc.	VA	510366001001019	50	0	
130228	CenturyLink, Inc.	VA	510366001001012	50	0	
130228	CenturyLink, Inc.	VA	510366001001009	50	0	
220005	Allied Telecom Group, LLC	VA	510366003001028	50	0	
130317	Comcast Corporation	VA	510366001001030	43	0	
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18374868 Verizon Virginia LLC 18374870 Verizon Virginia LLC 18374880 Verizon Virginia LLC 18374887 Verizon Virginia LLC 18374889 Verizon Virginia LLC 18374906 Verizon Virginia LLC 18374920 Verizon Virginia LLC 18374923 Verizon Virginia LLC 18374927 Verizon Virginia LLC 18374944 Verizon Virginia LLC 18375230 Verizon Virginia LLC 18375240 Verizon Virginia LLC 18375273 Verizon Virginia LLC 18375280 Verizon Virginia LLC 18374789 Verizon Virginia LLC 18374790 Verizon Virginia LLC 18374794 Verizon Virginia LLC 18374795 Verizon Virginia LLC 18374796 Verizon Virginia LLC 18374798 Verizon Virginia LLC 18374801 Verizon Virginia LLC 18374808 Verizon Virginia LLC 18374810 Verizon Virginia LLC 18374814 Verizon Virginia LLC 18374816 Verizon Virginia LLC 18374817 Verizon Virginia LLC 18374818 Verizon Virginia LLC 18374821 Verizon Virginia LLC 18374823 Verizon Virginia LLC 18374825 Verizon Virginia LLC 18374826 Verizon Virginia LLC 18374829 Verizon Virginia LLC 18374831 Verizon Virginia LLC 18374832 Verizon Virginia LLC 18374833 Verizon Virginia LLC 18374834 Verizon Virginia LLC 18374835 Verizon Virginia LLC 18374836 Verizon Virginia LLC 18374840 Verizon Virginia LLC 18374848 Verizon Virginia LLC 18374866 Verizon Virginia LLC 18374871 Verizon Virginia LLC 18374875 Verizon Virginia LLC 18374877 Verizon Virginia LLC 18374882 Verizon Virginia LLC 18374886 Verizon Virginia LLC 18374890 Verizon Virginia LLC 18374891 Verizon Virginia LLC 18374893 Verizon Virginia LLC 18374898 Verizon Virginia LLC Verizon Communications Inc. Verizon Communications Inc.

131425 Verizon Communications Inc.	VA	510366003001007	10	
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131425 Verizon Communications Inc.	VA	510366002002038	10	
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131425 Verizon Communications Inc.	VA	510366002002025	10	
131425 Verizon Communications Inc.	VA	510366002002015	10	

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131425 Verizon Communications Inc.	VA	510366001002100	10	

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131425 Verizon Communications Inc.	VA	510366003001052	10

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230044 Acelanet LLC	VA	510366001001005	70	
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14003231 JUS BIUdubdilu		220044 ACEIdHELLLC	VA \/A	510266001001014	70	1
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14002232 JC3 DI Udubaliu	Acedanet LLC	220044 Aleidnet LLC	VA \/A	210200001001012	70	1
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14803332 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001055	70	1
14803333 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001056	70	1
14803334 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001057	70	1
14803335 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001058	70	1
14803336 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001059	70	1
14803337 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001060	70	1
14803338 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001061	70	-
14803339 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001001062	70	-
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11202210 CCC Broadband	Acolonat LLC	220044 Acolonat LLC	1/4	510266001001062	70	1
14002241 SCS Broadband		220044 Acedanat U.C	VA \/A	210366001001064	70 70	1
14003341 JUS BIUduballu		230044 Acelanet LLC		510366001001064	70 70	1
14002242 SCS Broadband		230044 ACEIdHELLLC	VA \/A	210300001001066	70 70	1
14002241 SCS Broadband		230044 Acedanat U.C	VA \/A	210200001001062	70 70	1
14803344 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510300001001007	70	1
14803345 SCS Broadband		230044 Acelanet LLC	VA	510300001001008	70	1
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14803347 SCS Broadband		230044 Acelanet LLC	VA	510366001001070	70	T 1
14803348 SCS Broadband		230044 Acelanet LLC	VA	510366001001071	70	1
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14803388 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001002011	70	1
14803389 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001002012	70	1
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11202200 SCS Proodband	Acolonot	220011 Acalanat LLC	١/٨	510266001002012	70	1
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14003303 SCS Broadband		230044 Acelanet LLC		510366001002014	70 70	1
11803303 SCS Broadband		230044 Acedanet LLC	VA \/A	210200001002012	70	1
14002201 SCS Proadband	Aceidnet LLC	220044 Acedanat U.C	VA \/A	210200001002012	70	1
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14803396 SCS Broadband		230044 Acelanet LLC	VA	510366001002019	70	1
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14803439 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001002062	70	1
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11202110 CCC Broadband	Acolonat LLC	220044 Acolonat LLC	1/4	510266001002062	70	1
14002440 SCS Broadband		230044 Aceianet LLC	VA \/A	210200001002064	70 70	1
14003441 JCS BIUduballu		230044 Acelanet U.C		510300001002004	70 70	1
14003442 SCS Broadband		230044 Acelanat U.C		210200001002066	70 70	1
14002442 SCS Divauballu	Acelanet LLC	220044 Acedanat U.C	VA \/A	210200001002062	70	1
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14803445 SCS Broadband		230044 Acelanet LLC	VA	510300001002008	70	1
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14803447 SCS Broadband		230044 Acelanet LLC	VA	510366001002070	70	T
14803448 SCS Broadband		230044 Acelanet LLC	VA	510366001002071	70	1
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14803488 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001002111	70	1
14803489 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366001002112	70	1
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14002420 SCS Broadband	Aceidnet LLC	230044 Aceidnet LLC	VA VA	210200001002113	70	1
14003431 JC3 BIUdubaliu	Acelanet LLC	230044 Adeidnet LLC	VA \/A	510366001002114	70	1
14003432 SCS Broadband		220044 Aceidnet LLC		210200001002112	70	1
14003433 JC3 DI Udubaliu	Acedanet LLC	230044 Aleidiiel LLC 220044 Acelanat LLC	VA VA	510300001002110	70	1
14803494 SCS Broadband	Acelanet LLC		VA	510300001002117	70	1
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14002005 CCC Broadband			VA		70	1
14002005 SCS Broadband			VA	510300003002100	70	1
14803887 SCS Breadbard			VA	210300003002120	70	1
			VA	510300003002170	70	1
14803888 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	5103660030021/1	/0	1
14803889 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002172	/0	1

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14803890 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002173	70	1
14803891 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002174	70	1
14803892 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002175	70	1
14803893 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002176	70	1
14803894 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002177	70	1
14803895 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002178	70	1
14803896 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002179	70	1
14803897 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002180	70	1
14803898 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002181	70	1
14803899 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002182	70	1
14803900 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002183	70	1
14803901 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002184	70	1
14803902 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002185	70	1
14803903 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002186	70	1
14803904 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002187	70	1
14803905 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002188	70	1
14803906 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002189	70	1
14803907 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002190	70	1
14803908 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002191	70	1
14803909 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002192	70	1
14803910 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002193	70	1
39816108 Comcast	Comcast Corporation	130317 Comcast Corporation	VA	510366001001064	43	1
3245282 Cox Communications	Cox Communications, Inc.	130360 Cox Communications, Inc.	VA	510366002001017	43	1

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1000	35	1

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required ²	Passings with Special Construction Costs budgeted in the Application ³	Number of Passings with Speeds at 10/1 or below in Project Area ⁴	
Residential	1,493	0	1,493	1,493	
Businesses (non-home based)*	0	0	0	0	*Charles City an aggregate o based and non-
Businesses (home-based)*	0	0	0	0	businesses; a f to this form.
Community Anchors	6	0	6	6	
Non-residential	0	0	0	0	
Total	1,493	0	1,493	1,493	

Note : The Total Number of Passings **<u>MUST</u>** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.

Note : Do not include passings in RDOF awarded areas that were awarded to the co-applicant; these passings should be included in the RDOF Passings Form. Passings included in this application in RDOF awarded areas that were not awarded to the co-applicant, unless successfully challenged, are considered unserved and should be counted as passings in this form.

¹ The total number of structures in the project area that can receive service. See definition of passing below for more detail.

² The number of structures in the project area that will not require special construction costs to provide service to. These passings fall within the broadband provider's standard service connection drop length and do not require nonstandard equipment or any additional fees above normal service connection fees required to provide broadband access to a premise.

³ The number of structures in the project area with all construction costs budgeted in the application. These passings will not require any additional special construction costs beyond those budgeted for in the VATI application.

⁴ The number of structures in the project area that do not have access to internet at speeds of at least 10 mbps download and 1mbps upload.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

County estimates of +-60 homehome based full list is attached 9/14/2021 -TR414- Co# 001 CHARLES CITY COUNTY TREASURE CASH TRANSACTION -EOM-

PAGE 1

									12/ 51/2020	
DATE	DEPT	CL	TICKET/SEQ.	DISTRICT	NO./NAME		TAX AMT	PEN. AMT	INT. AMT	ΔΟΊ ΔΜΤ
2/03/2020	BUSPF		1570001			HOWARD ELECTRICAL CERV				AUST ANT
3/12/2020	BUSPF		9280001			WTILTAMS WINDOWS & CLA	30.00	.00	. 00	.00
1/03/2020	BUSPF		11110001			RIGHT WAY ELECTRIC	33.00	.00	. 00	.00
1/13/2020	BUSPF		11120001			357 RING OF ETPE MTC	30.00	.00	. 00	.00
1/13/2020	BUSPF		11130001			ADKINS ENGINE REDATE	30.00	.00	. 00	.00
1/13/2020	BUSPF		11140001			RENCE HOMARD CONTRACT	30.00	.00	. 00	.00
1/13/2020	BUSPF		11150001			BURLINGTON DIANTATION	30.00	.00	. 00	.00
1/14/2020	BUSPE		11160001			HAUDIE STORE THE	30.00	.00	.00	. 00
1/15/2020	BUSPE		11170001			AUTOMATED CADER THE	30.00	.00	.00	. 99
1/15/2020	BUSPE		11180001			AUTOMATED CARGO TRANS	30.00	. 00	.00	. 00
1/15/2020	BUSPE		11190001			ATLANTIC HOLDING CORPO	30.00	. 00	.00	. 00
1/16/2020	BUSPE		11210001			ATLANTIC GROWERS LLC	30.00	. 00	.00	.00
1/16/2020	BUSPE		11220001			DAM CONSTRUCTION LLC	30.00	. 00	. 00	.00
1/16/2020	BUSDE		11220001			A J JONES & SON TRUCKI	30.00	.00	. 99	.00
1/16/2020	BUSDE		11230001			AILANTIC BULK CARRIER	30.00	.00	00	.00
1/16/2020	DUSPE		11240001			BOOKS & SHEEP INC	30.00	. 00		.00
1/16/2020	BUSPF		11250001			BROKEN M. QUARTER HORS	30.00	. 00	.00	.00
1/16/2020	BUSPF		11260001	*		CARY HILL 1741	30.00	. 00	.00	. 00
1/16/2020	BUSPF		112/0001			CASE ELECTRICAL CONSUL	30.00	. 00	.00	. 00
1/16/2020	BUSPF		11280001			COUNTRY CRITTERS MOBIL	30.00	. 00	.00	.00
1/16/2020	BUSPF		11290001			COVENANT TITLE SERVICE	30.00		.00	.00
1/16/2020	BUSPF		11300001			D W HICKS HEATING & CO	30.00		.00	.00
1/16/2020	BUSPF		11310001			EDGEWOOD CUSTOM HOME I	30.00		.00	.00
1/16/2020	BUSPF		11320001			EDGEWOOD PLANTATION PL	30.00		.00	.00
1/16/2020	BUSPF		11330001			EMERGENCY WELDING, INC	30.00	.00	.00	.00
1/16/2020	BUSPF		11340001			ENGLEHART CONSTRUCTION	30.00	. 00	.00	.00
1/16/2020	BUSPF		11350001			FITZGERALD CONTRACTING	30.00	. 00	.00	.00
1/16/2020	BUSPF		11360001			FLEET CREATIONS	30.00	. 00	.00	.00
1/16/2020	BUSPF		11370001			GRAHAM ASTON	30.00	. 00	. 00	.00
1/16/2020	BUSPF		11380001			GROOMED LAWN CARE	30.00	.00	. 00	.00
1/16/2020	BUSPF		11390001			LUTZ CONSTRUCTION	30.00	.00	. 00	.00
1/21/2020	BUSPF		11400001			CHARITY SMALL ENGINE S	30.00	.00	. 00	.00
1/22/2020	BUSPF		11410001			THAT'S BOLOGNA	30.00	.00	. 00	.00
1/22/2020	BUSPF		11420001			AJ'S JUNK CARS	30.00	.00	.00	.00
1/22/2020	BUSPF		11430001			ADAMS ENTERPRISES INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11440001			B W BOWMAN EXCAVATING	30.00	.00	.00	.00
1/22/2020	BUSPF		11450001			BOB'S CYCLE BARN INC	30.00	. 00	.00	.00
1/22/2020	BUSPF		11460001			C H SCHREIBER CONTRACT	30.00	. 66	.00	.00
1/22/2020	BUSPF		11470001			C & C ELECTRICAL SERVI	30.00	. 00	.00	.00
1/22/2020	BUSPF		11480001			DESIGN FLECTRICAL CONT	30.00	. 00	.00	.00
1/22/2020	BUSPF		11490001			BIG ROBBS TOWING & AUT	30.00	. 00	.00	.00
1/22/2020	BUSPF		11500001			ENGINEER AND BUILDING	30.00	. 00	.00	.00
1/22/2020	BUSPF		11510001			HSPS INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11520001			IRTEET LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11530001			L & M HAULTNG THC	30.00	.00	.00	.00
1/22/2020	BUSPF		11540001			L G SCOTT SOLUTIONS LL	30.00	.00	.00	.00
1/22/2020	BUSPF		11550001			LACY AUTO DARTS THE	30.00	.00	.00	.00
1/22/2020	BUSPF		11560001			LAZARE CALLERY INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11570001			OUTER SPACES LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11580001			DEACE HILL DRECK THE	30.00	.00	.00	.00
1/22/2020	BUSPF		11590001			RIVER CITY INDUCTOIN	30.00	.00	.00	.00
1/22/2020	BUSPF		11600001			STRATECTC ANALYCTC DU	30.00	.00	.00	.00
1/22/2020	BUSPF		11610001			TURNACE WEIDTHC & SER	30.00	.00	.00	. 00
1/22/2020	BUSPF		11620001			THO PIVERS TRATE	30.00	.00	.00	. 00
1/22/2020	BUSPF		11630001			VIDCINIA TIDE SENSURE	30.00	.00	.00	. 00
,			1100001			VIRGINIA TIRE REMOVERS	30.00	. 00	.00	

9/14/2021 -TR414- Co# 001 CHARLES CITY COUNTY

TREASURE CASH TRANSACTION - EOM-

Starting Tax Year: 2760 Ending Tax Year: 0000 Starting Date: 01/01/2020 Ending Date: 12/31/2020 DATE DEPT CL TICKET/SEQ. DISTRICT NO./NAME

DATE D	EPT	CL TICKET/SEO.	DISTRICT NO /NAME			inding bac	e. 12/31/2020	
			DISTRICT NO./NAME		TAX AMT	PEN. AMT	INT. AMT	ADJ. AMT
1/22/2020 B	USPF	11640001		11167				
1/22/2020 BI	USPF	11650001		WWCT INC	30.00	99		
1/22/2020 BI	USPF	11660001		WALLACE SMALL ENGINE S	30.00	.00	.00	.00
1/22/2020 BI	USPF	11670001		WELL TRAINED MIN ACADA	30.00		.00	.00
1/22/2020 BI	USPF	11680001		WINN MASONRY	30.00		- 66	.00
1/22/2020 BU	USPF	11690001		WOODLESCAES LAWN CARE	30.00	.00	.00	.00
1/22/2020 BL	USPF	11700001		HYMAN MECHANICAL CORP	30.00	.00	.00	.00
1/22/2020 BL	USPF	11710001		R & J SERVICES	30.00	.00	.00	.00
1/22/2020 BL	USPF	11720001		J & K INVESTING	30.00	.00	.00	.00
1/22/2020 BL	USPF	11730001		KH VISIONS	30.00	.00	. 00	.00
1/22/2020 BL	USPF	11740001		PROVIDENCE SERVICES, L	30.00	.00	. 00	.00
1/22/2020 BL	USPF	11750001		NORTH BEND PLANTATION	30.00	.00	. 00	.00
1/22/2020 BL	USPF	11760001		PINEY GROVE AT SOUTHAL	30.00	.00	.00	.00
1/22/2020 BL	JSPF	11770001		DHC PROPERTIES LLC	30.00	.00	.00	. 00
1/22/2020 BL	JSPF	11780001		ACE TOWING & REPAIRS,	30.00	.00	.00	.00
1/22/2020 BU	JSPF	11790001		FOWLERS HOME IMPROVEME	30.00	.00	.00	.00
1/22/2020 BU	JSPF	11800001		UNIVERSAL BOAT LIFTS,	30.00	.00	.00	.00
1/22/2020 BU	ISPE	11828881		FOBIS LLC	30.00	. 00	.00	.00
1/23/2020 BU	ISPE	11920001		WARNER'S SPORTHORSES	30.00	.00	.00	.00
1/24/2020 BU	ISPE	11010001		ALL IN TRADING & AUCTI	30.00	.00	.00	.00
1/24/2020 BU	ISPE	11950001		N&S TRANSPORTATION, LL	30.00	.00	.00	.00
1/24/2020 BU	ISPE	11960001		OLD UNION TREE SERVICE	30 00	. 00	.00	.00
1/24/2020 BU	ISPE	11000001		NATIVE SON LAWNS	30.00	.00	.00	.00
1/24/2020 BU	ISPE	11000001		WAYSIDE INN GROCERY	30.00	.00	.00	.00
1/24/2020 BU	ISPE	11000001		C H EVELYN PILING CO I	30.00	.00	.00	.00
1/24/2020 BU	SPE	11010001		EDWARD L MULLER CONSTR	30 00	. 00	.00	.00
1/24/2020 BU	SPE	11910001		GREEN KNIGHT ELECTRIC	30.00	. 00	.00	.00
1/24/2020 BU	SPE	11920001		RIVERSIDE TURF LLC	30.00	.00	.00	.00
1/27/2020 BU	SPE	11930001		COMPLETE LAWNCARE & HO	30.00	.00	. 00	. 00
1/28/2020 BU	SPE	11050001		FAMILY FEED & SEED	30.00	. 00	.00	. 00
1/28/2020 BU	SPE	11950001		WHEN TIME MATTERS TRAN	30.00	.00	.00	. 00
1/28/2020 BU	SPE	11960001		CUL'S COURTHOUSE GRILI	30.00	.00	.00	.00
1/28/2020 BU	SPE	11000001		NANCE-MAJOR HOUSE B&B	30.00	.00	.00	. 00
1/28/2020 BU	SPE	11980001		ALL ABOUT RECYCLING	30.00	.00	.00	. 00
1/28/2020 BU	SDE	11990001		KWIKEE RACING LLC	30.00	.00	. 00	. 00
1/28/2020 BU	SPE	12000001		RONS AUTO LLC	30.00	.00	. 00	. 00
1/28/2020 BU	SDE	12010001		B K HAULING LLC	30.00	.00	.00	. 00
1/28/2020 BU	SDE	12020001		RONS TOWING LLC	30.00	.00	.00	. 00
1/28/2020 BU	SDE	12030001		RONS AUTO SALES LLC	30.00	.00	.00	. 88
1/28/2020 BU	SDE	12040001		RONS INVESTMENT LLC	30.00	.00	.00	.00
1/28/2020 BU	SDE	12050001		A-K LANDSCAPING & TRFF	30.00	.00	.00	.00
1/28/2020 BU	CDE	12060001		ACE REPAIRS	30.00	.00	.00	. 99
1/28/2020 BU		12070001		GLEBE LANE FARMS LLC	30.00	.00	.00	. 99
1/28/2020 BU		12080001		MANDYS AUTO SALES & RE	30.00	.00	.00	.00
1/20/2020 BU		12090001		RUTHVILLE FARMS LLC	30.00	.00	.00	.00
1/28/2020 BUS		12100001		DRAINFIELD DESIGNS OF	30.00	.00	.00	.00
1/20/2020 BUS	CDF	12110001		GRANVILLE LLC	30.00	.00	.00	.00
1/20/2020 BUS		12120001		INNOVATIVE MACHINE	30.00	.00	.00	.00
1/20/2020 BUS		12130001		J & E MACHINE SHOP INC	30.00	.00	.00	.00
1/28/2020 805		12140001		J W CANADAY TRUCKING T	30.00	.00	.00	.00
1/28/2020 805		12150001		LEE INDUSTRIES INC	30.00	.00	.00	
1/28/2020 805		12160001		NOTTINGHAM BROTHERS IA	30.00	.00	.00	.00
1/20/2020 BUS		12170001		RR HOLDCO LLC	30.00	.00	.00	.00
-1-012020 BUS	DPF	12180001	1	REDD'S BEAUTY SPOT	30.00	.00	.00	.00
					30.00	.00	.00	.00
								. 00

9/14/2021 -TR414- Co# 001 CHARLES CITY COUNTY

TREASURE CASH TRANSACTION - EOM-

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Starting Tax Year: 2760 Ending Tax Year: 0000

Starting Date: 01/01/2020 Ending Date: 12/31/2020

DATE DEPT CL TICKET/SEQ. DISTRICT NO./NAME

TAX AMT PEN. AMT INT. AMT ADJ. AMT

						INT. AMI	ADJ. AMT
1/28/2020	BUSPF	12190001					
1/28/2020	BUSPF	12200001	UBDER CUTRLEY VINC	30.00	.00	88	
1/28/2020	BUSPF	12210001	VADER SHIRLEY VINEYARD	30.00	.00		.00
1/28/2020	BUSPF	12220001	HDM ENTERDRICE INEYARD	30.00	.00		.00
1/29/2020	BUSPF	12230001	ACRADIO CRANISE LLC	30.00	. 00	.00	.00
1/29/2020 1	BUSPF	12240001	AGRARIO GROUP LLC	30.00	. 00	.00	.00
1/29/2020 1	BUSPF	12250001	CUSIOM COACH WORKS	30.00	. 00	.00	.00
1/29/2020 1	BUSPF	12260001	OLD FORGE CONTRACTING	30.00	. 00	.00	.00
1/30/2020	BUSPF	12270001	WILLIAMS SCOTMAN INC	30.00	. 99	.00	.00
1/30/2020	BUSPF	12280001	ADVANCED PIPING AND GE	30.00		.00	.00
1/30/2020	BUSPE	12290001	STURGEON POINT PIT LLC	30.00		.00	.00
1/30/2020	BUSPE	12290001	NEW KENT COATINGS INC	30.00		.00	.00
1/30/2020	BUSPE	12210001	QUALTIY HEAT TREATING	30.00	.00	.00	.00
1/30/2020	BUSPE	12220001	ROF MFG INC	30.00	.00	.00	.00
1/30/2020	RIISPE	12320001	ROBBINS PLUMBING LLC	30.00	.00	.00	.00
1/30/2020	BUCDE	12330001	SANDY POINT SUPERETTE	30.00	.00	.00	.00
1/30/2020		12340001	SCOTTSDALE WRITING SER	30.00	.00	.00	.00
1/20/2020 [DUSPF	12350001	UPTOWN DJ'S	30.00	. 00	.00	.00
1/20/2020 6	BUSPF	12360001	WALTON ENTERPRISES LLC	30.00	. 00	.00	.00
1/30/2020 8	BUSPF	12370001	WAYNER CONSTRUCTION II	30.00	.00	. 00	.00
1/30/2020 8	BUSPF	12380001	WHITEHEAD CONSTRUCTION	30.00	.00	.00	. 00
1/30/2020 E	BUSPF	12390001	WINK FASTERNERS INC	30.00	.00	. 00	. 00
1/30/2020 E	BUSPF	12400001	AUTO OUTETTTERS LLC	30.00	.00	. 00	. 00
1/30/2020 E	BUSPF	12410001	PATTESON B W	30.00	.00	. 00	. 99
1/30/2020 B	BUSPF	12420001	HUMMINGBIRD HILL ALDAC	30.00	.00	.00	.00
1/30/2020 B	BUSPF	12430001	BARDON INC DRA ACCRECA	30.00	.00	.00	.00
1/30/2020 B	BUSPF	12440001	BETTY OWEN POSE	30.00	. 00	. 00	.00
1/30/2020 B	BUSPF	12450001	BRANSCOME THC	30.00	.00	. 00	. 00
1/30/2020 B	BUSPF	12460001	CHARLES CITY TIMPER A	30.00	. 00	. 00	. 00
1/30/2020 B	BUSPF	12470001	CHARLES CITY TIMBER &	30.00	. 00	. 00	.00
1/30/2020 B	BUSPF	12480001	CORART OF CONVERTING	30.00	.00		.00
1/30/2020 B	BUSPF	12490001	HEAVENLY DOWER	30.00	.00		.00
1/30/2020 B	BUSPF	12500001	HEAVENLY DOVES	30.00	.00		.00
1/30/2020 B	USPF	12510001	MT DROCDECT DECENT	30.00	.00		.00
1/30/2020 B	BUSPF	12520001	MI PROSPECT DESIGN CON	30.00	. 00	.00	.00
1/30/2020 B	USPF	12530001	THOMAG LOURS INC	30.00	. 00	.00	.00
1/30/2020 B	USPF	12540001	THOMAS LOWELL EDWARS-A	30.00	. 0.0	.00	.00
1/30/2020 B	USPF	12550001	E.B.PORTING	30.00	. 9.9	.00	.00
1/30/2020 B	USPE	12560001	THE SHOP	30.00	99	.00	.00
1/31/2020 B	USPE	12570001	LAW OFFICE OF WAYNE OR	30.00		.00	.00
1/31/2020 B	USPE	12580001	L.G. SCOTT ING	30.00		.00	.00
1/31/2020 B	USPE	12598881	LIL DOE'S APPLIANCE RE	30.00	.00	.00	.00
1/31/2020 B	USPE	12590001	CHARLES CITY FRUIT COM	30.00		. 66	.00
1/31/2020 B	USPE	12610001	CHARITY TRANSPORT & CO	30.00	.00	. 00	.00
1/31/2020 B	USPE	12620001	ANN SHE CAN SEW	30.00	.00	.00	.00
1/31/2020 B	USPE	12620001	TOMAHUND MARINE LLC	30.00	.00	.00	.00
1/31/2020 B		12640001	LINDA LOU'S ELECTIC ST	30.00	.00	.00	.00
1/31/2020 B	USPE	12650001	MELVYN DAVIS DBA	30 00	.00	.00	.00
1/31/2020 B	USPF	12660001	MWMD LLC	30 00	. 66	.00	.00
1/31/2020 B	USPF	12670001	ALS INDUSTRIES	30.00	. 00	.00	.00
1/31/2020 B	USPF	12680001	ABBOTT CONSTRUCTION	30.00	.00	.00	.00
1/31/2020 B	USPE	12690001	SISTER'S SEALING	30.00	.00	.00	.00
1/21/2020 B	USPE	12700001	CREATING A BETTER MF S	30.00	.00	.00	.00
1/31/2020 B	USPF	12710001	DOLLAR GENERAL STORE 2	30.00	.00	.00	.00
T/2T/2020 B	USPF	12720001	IZZY BEE LLC	30.00	.00	.00	.00
			10 7.5.5	30.00	.00	.00	. 00

9/14/2021 -TR414- Co# 001 CHARLES CITY COUNTY

TREASURE CASH TRANSACTION - EOM-

PAGE 4

ADJ. AMT

Starting Tax Year: 2760 Ending Tax Year: 0000

Starting Date: 01/01/2020 Ending Date: 12/31/2020

DATE DEPT CL TICKET/SEQ. DISTRICT NO./NAME

TAX AMT PEN. AMT INT. AMT

		42720004	TINY LITTLE CUTIODEN D				
1/31/2020	BUSPF	12750001	TINY LITTLE CHILDREN D	30.00	.00	.00	.00
1/31/2020	BUSPF	12750001	JAMES THOMAS JOHNSON L	30.00	.00	.00	.00
1/31/2020	BUSPF	12760001	SMALL JOBS, INC.	30.00	.00	.00	.00
1/31/2020	BUSPF	12770001	NATURALLY BEAUTIFUL	30.00	.00	.00	.00
1/31/2020	BUSPF	12780001	STOKES DISPOSAL INC	30.00	.00	.00	.00
2/03/2020	BUSPF	12790001	ADKINS STORE, INC.	30.00	.00	.00	.00
2/03/2020	BUSPF	12800001	COTMAN HOME AND LAWN M	30.00	.00	.00	.00
2/03/2020	BUSPF	12810001	CARTER PITTMAN INC	30.00	.00	.00	.00
2/03/2020	BUSPF	12820001	DISASTER RESTORATION S	30.00	.00	.00	.00
2/03/2020	BUSPF	12830001	HERON LANDSCAPING LLC	30.00	.00	.00	.00
2/03/2020	BUSPF	12840001	HYPERFORMANCE INC	30.00	.00	.00	.00
2/03/2020	BUSPF	12850001	MIKOWEN INDUSTRIES LLC	30.00	.00	. 00	.00
2/03/2020	BUSPF	12860001	N&S TRANSPORTATION LLC	30.00	.00	. 00	.00
2/03/2020	BUSPF	12870001	OLD FORGE TIRE & ALIGN	30.00	.00	. 00	. 00
2/03/2020	BUSPF	12880001	W&L MAIL SERVICE INC	30.00	. 00	. 88	. 88
2/04/2020	BUSPF	12890001	HOME RUN ENTERPRISE	30.00	. 00	. 88	
2/04/2020	BUSPE	12900001	CERIDWEN PRODUCTIONS L	30.00			.00
2/04/2020	BUSPE	12910001	SEYMOUR ELECTRICAL CON	30.00	00		.00
2/04/2020	BUSPE	12920001	UNEORGETTABLE WEDDINGS	30 00		.00	.00
2/04/2020	BUSPE	12930001	LONE FAGLE STTE SERVIC	30.00	.00	.00	.00
2/04/2020	BUSPE	12940001	MORNING GLORI FARM LLC	30.00	.00	.00	.00
2/04/2020	BUSPE	12950001	PATRIAT AUTO WORKS LLC	30.00	.00	.00	.00
2/04/2020	BUSPE	12960001	SHTRIEV PLANTATION LLC	30.00		.00	.00
2/04/2020	RIISPE	12970001	WEANACK LAND LLC	30.00	.00	.00	.00
2/04/2020	DUSPE	12980001	MTD-ATLANTIC LIET SYST	32.00	.00	.00	.00
2/04/2020	BUSPE	12000001	UNCLE HENRY'S TRANSDOR	33.00	.00	.00	.00
2/04/2020	BUSFF	12000001	CONCLUMENT S TRANSFOR	30.00	.00	. 00	.00
2/04/2020	BUSPF	13010001	US HILLS KEAL ESTATE I	30.00	.00	. 00	.00
2/04/2020	BUSPF	12020001	COOD CREEN LLC	30.00	.00	. 66	.00
2/04/2020	BUSPF	13020001	GOOD GREEN LLC	33.00	. 00	. 00	.00
2/04/2020	BUSPF	13030001	ANGELPOPS LLC	33.00	. 00	. 00	.00
2/05/2020	BUSPF	13040001	RELIABLE TRUCKING LLC	30.00	. 00	. 00	.00
2/05/2020	BUSPF	13050001	ROLLINS BRANDY	10.00	.00	. 00	.00
2/05/2020	BUSPF	13060001	LOVE AT FIEST SIGHT	30.00	. 00	.00	.00
2/05/2020	BUSPF	13080001	POPES HVAC LLC	33.00	.00	.00	.00
2/06/2020	BUSPF	13090001	HARRIS INVESTIGATIVE S	30.00	.00	.00	.00
2/10/2020	BUSPF	13100001	STOKES AUTOMOTIVE	33.00	.00	.00	.00
2/10/2020	BUSPF	13110001	THE HAVEN RESIDENTIAL	33.00	.00	.00	.00
2/11/2020	BUSPF	13120001	LIFELIKE TAXIDERMY	30.00	.00	.00	.00
2/11/2020	BUSPF	13130001	JERRI SNEAD BUFORD T/A	33.00	.00	.00	.00
2/11/2020	BUSPF	13140001	KST TRUCK & AUTO REPAI	33.00	.00	.00	.00
2/11/2020	BUSPF	13150001	KEITH'S TOWING & RECOV	33.00	.00	.00	.00
2/11/2020	BUSPF	13160001	WILLIAMS PLUMBING	33.00	.00	.00	.00
2/11/2020	BUSPF	13170001	LAWNSTYLER LANDSCAPING	30.00	.00	.00	.00
2/11/2020	BUSPF	13180001	BROOKS ENGINEERING P.C	30.00	.00	.00	.00
2/11/2020	BUSPF	13190001	TOM'S AUTO REPAIRS & S	33.00	.00	.00	.00
2/18/2020	BUSPF	13200001	ROXBURY MECHANICAL DBA	30.00	.00	.00	.00
2/19/2020	BUSPF	13210001	SANDY BOTTOM ENTERPRIS	33.00	. 00	.00	.00
2/19/2020	BUSPF	13220001	THE CHICKAHOMINY BEADE	33.00	.00	.00	.00
2/19/2020	BUSPF	13230001	APPLE BLOSSOM PLANTATI	33.00	.00	.00	.00
2/19/2020	BUSPF	13240001	HENKELS FORGE AND TOOL	33.00	.00	.00	.00
2/19/2020	BUSPF	13250001	DONNIES REPAIR SHOP	33.00	.00	. 00	.00
2/20/2020	BUSPF	13260001	TYLER'S BEAUTY SALON	33.00	.00	.00	.00
2/21/2020	BUSPF	13270001	DAVIS AUTOSPORTS LLC	30.00	.00	.00	.00

9/14/2021 -TR414- Co# 001 CHARLES CITY COUNTY TREASURE CASH TRANSACTION -EOM- PAGE 5

Starting Tax Year: 2760 Ending Tax Year: 0000 Starting Date: 01/01/2020 Ending Date: 12/31/2020 DATE DEPT OF TREETAGE

ATE	DEPI	CL	TICKET/SEQ.	DISTRICT	NO./NAME

TAX AMT PEN. AMT INT. AMT ADJ. AMT

2/25/2020	BUSPE	13280001	H&L SERCIVES	33 00			
2/25/2020	BUSPE	13290001	HALL'S TOWING & RECOVE	33.00	.00	.00	.00
2/28/2020	BUSPE	13300001	BARNES AUTON N TOWING	33.00	.00	. 00	.00
3/02/2020	BUSPE	13310001	PROVEN PERFORMANCE DIE	33.00	.00	.00	.00
3/02/2020	BUSPE	13320001	R. A WOODALL AND SON C	33.00	.00	.00	.00
3/02/2020	BUSPE	13330001	R A WOODALL TACTICAL T	33.00	.00	.00	.00
3/02/2020	BUSPE	13340001	RED SERVICES LLC	30.00	.00	. 00	.00
3/04/2020	BUSPE	13350001	ABBTVALS IN ELEGANCE I	30.00	.00	.00	.00
3/04/2020	BUSPE	13360001	TURNING POINT BOATWORK	33.00	.00	.00	.00
3/04/2020	BUSPE	13370001	K'S HOME SOLUTIONS LLC	33.00	.00	.00	.00
3/05/2020	BUSPE	13380001	OLIVE TREE LAWN & LAND	33.00	.00	.00	. 00
3/16/2020	BUSPE	13390001	ADD A DECK INC	33.00	.00	.00	.00
1/20/2020	BUSDE	13390001	ADD A DECK, INC	33.00	.00	. 00	.00
4/20/2020	BUSDE	13400001	AUD A DECK, INC	33.00-	.00	.00	.00
4/22/2020	BUSDE	13410001		30.00	.00	.00	.00
5/01/2020	BUSDE	13420001	CHARBONO KELLY	33.00	.00	. 66	.00
5/04/2020	DUSPT	12420001	STATON UVAC (REEDIDEDAT	30.00	.00	. 00	.00
5/04/2020	BUSFF	12440001	B E COTMAN & CONS LLC	33.00	.00	.00	.00
5/20/2020	BUSFF	13440001	R E CUIMAN & SUNS LLC	33.00	.00	.00	.00
5/29/2020	DUSPF	13450001	LITTLE BLACK SHEEP STU	33.00	.00	.00	.00
6/01/2020	BUSFF	12470001	PROACTIVE PROPERTY SER	33.00	.00	.00	.00
6/05/2020	BUSPF	13470001	VALLS HATE CONVECTION	30.00	.00	.00	.00
6/16/2020	BUSPF	13490001	VAL S HAIR CONNECTION	33.00	.00	.00	.00
6/15/2020	BUSPF	13500001	BLACK CAT NURSERIES LL	30.00	.00	.00	.00
6/16/2020	BUSPF	13510001	S D COIMAN, SK RACING	30.00	.00	.00	.00
7/08/2020	BUSPF	13520001	CRAFIAG LLC	30.00	. 00	.00	.00
7/14/2020	BUSPF	13530001	PROFESSIONAL SOLUTIONS	30.00	.00	.00	.00
7/1//2020	BUSPF	13540001	ELJ HANDYMAN SERVICE	33.00	.00	.00	.00
8/06/2020	BUSPF	13550001	COCHRONE JENNIFER	30.00	.00	.00	.00
8/1//2020	BUSPF	13560001	NURTH SHIRLEY LLC	33.00	.00	.00	.00
8/20/2020	BUSPE	13570001	PAIGE CONTRUCTION	30.00	.00	.00	.00
9/09/2020	BUSPF	13580001	UNIVERSAL TOWER SERVIC	33.00	.00	.00	.00
9/18/2020	BUSPF	13590001	KANIQUE GRAY ENTERPRIS	30.00	.00	.00	.00
9/21/2020	BUSPF	13600001	RESIDENTIAL HOME WASHI	33.00	.00	.00	.00
9/22/2020	BUSPF	13610001	WAI BUDDHASANIISUK	30.00	.00	.00	.00
9/25/2020	BUSPE	13620001	LONGS HOME IMPROVMENTS	30.00	.00	.00	.00
10/19/2020	BUSPF	13630001	SKIPJACK SOLAR CENTER	30.00	.00	.00	.00
11/23/2020	BUSPE	13640001	HUSS HAULING & EXCAVAT	30.00	.00	.00	.00
12/10/2020	BUSPF	13650001	CB'S SINCERE SERVICES,	30.00	.00	.00	.00
			CLASS TOTAL	7,561.00	.00	.00	.00
			DEPT TOTAL	7,561.00	.00	.00	.00
	TEMS DV	VEAD	FINAL TOTAL	7,561.00	.00	.00	.00
IVIAL II		ILAN	ALL ITEMS	251			



September 14, 2021

ATTACHMENT 6. Propagation Map if Wireless Project

Attachment 6 is not applicable to this grant application.

CHARLES CITY COUNTY

ATTACHMENT 7

Timeline Project Management Plan



1215 E. Fort Avenue

Suite 103

Baltimore, MD 21230

	Comcast - FY22 Virgini	a Tel	ecom	muni	catior	n Init	iative	Estir	nated	Proje	ect Sc	hedu	ıle											
			20)21		2022										2023								
Task	Responsible Entity	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Application submission	Comcast / County																							
Award announcement	VA DHCD																							
Finalize grant agreement(s)	Comcast, County, VA DHCD																							
Project engineering	Comcast																							
Obtain necessary permits for right of way access	Comcast / County																							
and/or pole attachments																								
Materials procurement	Comcast																							
Construction/installation of fiber	Comcast																							
Turn-up, test and database work	Comcast																							
Service availability notification to potential customers	Comcast																							
Final field inspection	Comcast																							

MEMORANDUM OF UNDERSTANDING

The parties to this Memorandum of Understanding (MOU) are Charles City County and Comcast. The purpose of this MOU is to establish a commitment by the parties to participate in the development of a grant proposal in 2021 for the FY22 Virginia Telecommunication Initiative (VATI) program established by the Virginia Department of Housing and Community Development (DHCD). Charles City County and Comcast agree to work jointly to coordinate a complete VATI application, making decisions on roles and responsibilities where necessary to facilitate an effective submission of necessary information. Although a partnership between Charles City County and Comcast has not yet been formalized for this proposed project, both parties are collaborating on an agreement to be executed if DHCD awards them a VATI grant. An agreement would cover the following areas:

Comcast commits to:

- a. Draft a Project Management Plan;
- b. Complete all Grant Activities described in pertinent DHCD agreements, as mutually agreed;
- c. Provide regular updates to Charles City County on the status of the project;
- d. Notify Charles City County if its assistance is needed;
- e. Submit requests for payment (no more frequently than monthly) to Charles City County as work is completed;
- f. Complete all work within the required timeframe;
- g. Provide Charles City County information on the locations where broadband had been enabled; and
- h. Propose any required nondisclosure agreements if Comcast were requested to share confidential information.

Charles City County commits to:

- a. Processing requests for payment in a timely manner;
- b. Review information provided by Comcast and submit requests for additional information in a timely manner;
- c. Complete any necessary non-disclosure agreements;
- d. Complete all Grant Activities described in pertinent DHCD agreements;
- e. Assist Comcast in obtaining necessary rights of way within the scope of Charles City County's authority; and
- f. Assist in contacting residents and others as appropriate to foster completion of the project within the required timeframe.

CHARLES CITY COUNTY
Name (printed):
Title:
Signature:
Date:

VATI FUNDING SOURCES TABLE

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

Source	Amount	%	Status
REQUESTED VATI	\$ 9,515,109	80	Pending
PRIVATE	\$1,784,083	15	CONFIRMED
LOCAL	\$ 594,694.30	5	CONFIRMED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 11,893,886	100 %	



COMMONWEALTH OF VIRGINIA COUNTY of CHARLES CITY P.O. BOX 128 CHARLES CITY, VIRGINIA 23030

BOARD OF SUPERVISORS GILBERT A. SMITH, CHAIRMAN WILLIAM G COADA, VICE CHAIRMAN MR..BYRON ADKINS, MEMBER

COUNTY ADMINISTRATOR MICHELLE JOHNSON

August 4, 2021

Tamarah Holmes, Ph.D. Director, Office of Broadband Virginia Department of Housing & Community Development Main Street Center 600 Main Street, Suite 300 Richmond, Virginia 23219

Dear Dr. Holmes,

The purpose of this letter is to provide documentation regarding the contributions for the Charles City County VATI 2022 grant application program. The proposed project represents a partnership between Comcast and Charles City County. As indicated in the application, Charles City County will provide approximately 5% of the required grant match, \$594,694.30. This commitment is funded from our American Recovery Program funds, a prudent expenditure that will complete the buildout of fiber-based infrastructure for all constituents in our community. Additionally, Charles City County Administration will assist in providing in-kind contributions including application development, coordination with the Department of Housing and Community Development, assistance with right of way permitting, grant administration, financial management and grant reporting.

Should you have any questions regarding the information listed above, please do not hesitate to contact me or my Assistant, Rhonda L. Russell, Ed.D. at 804-652-4707.

chille >

Michelle Johnson County Administrator



September 14, 2021

Michelle Johnson Charles City County Administrator 10900 Courthouse Road Charles City, VA 23030

Dear Ms. Johnson:

The purpose of this letter is to provide documentation regarding contributions for the project proposed to the Virginia Telecommunication Initiative ("VATI") program.

The proposed project represents a partnership between Comcast and Charles City County. As indicated in the application, Comcast will provide approximately 15% of the projected construction costs of \$11,893,886, totaling approximately \$1,784,083. Charles City County will provide approximately 5% of the projected construction costs, totaling approximately \$593,694, assist in providing in-kind contributions including application analysis and preparation, coordination with the Department of Housing and Community Development, assistance with right of way permitting, and participating in further concert with Comcast as the project is approved and construction begins. The value of these services will depend on the level of activity occurring as the project commences.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

MshAll

Misty Allen Regional Vice President, Government & Regulatory Affairs

A. DONALD MCEACHIN

4TH DISTRICT, VIRGINIA

WASHINGTON OFFICE

314 CANNON HOUSE OFFICE BUILDING WASHINGTON, D.C. 20515 (202) 225-6365

RICHMOND DISTRICT OFFICE 110 N. ROBINSON ST. SUITE 403 RICHMOND, VA 23220 (804) 486-1840

SUFFOLK DISTRICT OFFICE 131 N. SARATOGA STREET, SUITE B SUFFOLK, VA 23434

(757) 942-6050



Congress of the United States

House of Representatives Washington, DC 20515-4604

COMMITTEE ON ENERGY AND COMMERCE

COMMUNICATIONS AND TECHNOLOGY SUBCOMMITTEE ENERGY SUBCOMMITTEE ENVIRONMENT AND CLIMATE CHANGE SUBCOMMITTEE

COMMITTEE ON NATURAL RESOURCES

ENERGY AND MINERAL RESOURCES SUBCOMMITTEE OVERSIGHT AND INVESTIGATIONS SUBCOMMITTEE

September 13, 2021

Erik Johnston, Director Department of Housing and Community Development Main Street Centre 600 East Main Street, Suite 300 Richmond, Virginia 23219

Dear Mr. Johnson:

I write to bring to your attention an application from Charles City County for grant funding through the Virgina Telecommunication Initiative grant fund for their project to extend broadband service to areas with no coverage within the County. I ask for your full and fair consideration of their request.

In today's world access to broadband internet is a necessity when performing nearly every daily function. Education, many professions, and medical necessities have seen a reformation during the unprecedented COVID-19 pandemic and the common need amongst all these functions is access to high-speed internet. Everyone from school age children to professional adults need access to broadband internet and now with a global pandemic keeping us apart, access can be crucial to providing for your family, keeping children in school, and access to medical care around the clock.

Charles City faces unique challenges being completely rural and having access to broadband coverage could create many opportunities for the residents; as well as influencing economic development in the area. Charles City has proposed a unique plan to meet these challenges in partnership with a service provider to connect over 2,000 properties in an area that previously had no access to broadband coverage. Access to high-speed internet is crucial for every home and nearly every new business; this coverage would encourage businesses to the area and offer more opportunities for telework in more rural areas of the County while we continue to battle the COVID-19 pandemic.

As a Representative of a district with major broadband gaps, I am committed to providing my constituents with high-speed internet access that will increase their opportunities in the job market, education, and now more than ever a way to stay safe during this unprecedented pandemic. Again, I ask for your full and fair consideration of Charles City County for grant funding through the Virginia Telecommunication Initiative grant.

A. Donald M'Eachin

A. Donald McEachin Member of Congress



SEVENTIETH DISTRICT

HOUSE OF DELEGATES RICHMOND

> COMMITTEE ASSIGNMENTS: TRANSPORTATION (CHAIR) EDUCATION APPROPRIATIONS RUI ES

September 13, 2021

September 10, 2021

Erik Johnston, Director Department of Housing and Community Development Main Street Centre 600 East Main Street, Suite 300 Richmond, Virginia 23219

Dear Director Johnston,

I am writing to express my strong support for the 2022 Virginia Telecommunication Initiative Broadband Grant for Charles City County. Charles City County proposes to partner with Comcast, to complete the buildout of fiber infrastructure to provide access to District Three representatives not serviced by previous grant initiatives. Comcast proposes to extend its network so that homes and businesses in the project area are serviceable with broadband speeds of up to 1.2 gigabit per second ("Gbps") over a hybrid fiber coaxial network for residential customers and 10 Gbps for Business customers. An estimated 2,900 additional households and businesses would be serviced within the proposed project scope.

I support the proposed Virginia Telecommunication Imitative Broadband Grant and request that the Department of Housing and Community Development approve it so that all residents of Charles City County can benefit from an improved broadband network.

Sincerely,

Delegate McQuinn



Chickahominy Indian Tribe

8200 Lott Cary Road, Providence Forge, Virginia 23140 Ph: (804) 829-2027

Tribal Council

Stephen R. Adkins, Chief Michelle Johnson Wayne B. Adkins, **County Administrator** 1st Asst. Chief County of Charles City P.O. Box 128 Reginald C. Stewart, 2nd Asst. Chief Dear Ms. Johnson, Martha N. Adkins, Secretary Rhonda G. Canaday, Treasurer application. Adam L. Adkins Camille D. Adkins Heath W. Adkins Troy L. Adkins Ross A. Stewart employment. Donovan L. Wynn Regards,

September 14, 2021

Charles City, Virginia 23030

The Chickahominy Indian Tribe "Tribe" is excited about the potential the VATI application you are submitting to the Commonwealth of Virginia offers to the citizens of Charles City County. The Tribe enthusiastically supports your

As Chief of the Tribe, I recognize your commitment to implementing high-speed internet in the county. I understand that providing 100% high speed internet coverage throughout our community is a priority for your administration.

I embrace your commitment to closing the broadband gap as you strive to ensure all citizens have access to high-speed internet to support education, home-based businesses, tele-health and to assist those citizens who must telework to maintain

Thank you for your exemplary leadership as you seek to improve the everyday lives of the citizens of Charles City County, Virginia.

Stephen M. adkins

CHARLES CITY COUNTY

ATTACHMENT 12

Derivation of Costs



1215 E. Fort Avenue Suite 103 Baltimore, MD 21230

Product	Total	VATI	Non-VATI	Source of Estimate	Date
EXAMPLE					
Construction					
Broadband Construction – 187 miles	\$11,893,886	\$9,515,109	\$2,378,777	Comcast	9/14/2020

CHARLES CITY COUNTY

ATTACHMENT 13

Documentation of Supporting Cost Estimates



1215 E. Fort Avenue Suite 103 Baltimore, MD 21230

September 14, 2021

Michelle Johnson Charles City County Administrator 10900 Courthouse Road Charles City, VA 23030

Dear Ms. Johnson:

The purpose of this Letter is to provide information and supporting documentation for cost estimates for the Charles City County Project proposed to the Virginia Telecommunication Initiative ("VATI") program.

Comcast's Construction and Design team managed projects that added thousands of miles to Comcast's regional hybrid fiber coaxial network in 2020-2021. Comcast's construction estimates

are determined though a detailed project analysis that includes a desktop survey, an analysis of permitting costs (internal or external), a network impact study to determine necessary hub site preparation and possible infrastructure requirements, and a financial evaluation for overall build costs and likely returnon-investment. When contract labor is utilized, costs are accrued according to the fee schedule in the contract. The design and construction process is standard within the telecommunications industry. The total build is estimated to be 187 miles of infrastructure and laterals. Estimated budget costs for construction are:

Project	Number of Passings	Material Costs	Labor	Project Management	Total Project Cost
Charles City County	1493	\$3,568,165.80	\$7,136,331.60	\$1,189,388.60	\$11,893,886.00

Examples of items that are included in the Material category are: power supplies, fiber conduit, splice enclosures, pedestals, and taps. Examples of items in the Labor category are in-house and contract labor to trench and backfill, lay conduit and fiber perform administration of VDOT permits and provide crew supervision.

The precise amount to be spend on contract labor versus in house resources will be determined when the grant is approved, and the work commences. The allocation of work will depend on the level of construction activity at that time. Any contracted engineering and design work outlined in this proposal will be performed by Comcast approved contractors.

Should you have any questions regarding the information listed above, please do not hesitate to contact Nathan Daugherty at <u>Nathan daugherty@comcast.com</u> or 434-238-0729.

Steve Hill

Steve Hill Senior Director of Network Engineering



September 14, 2021

Tamarah Holmes, Ph.D. Director, Office of Broadband Virginia Department of Housing and Community Development Main Street Centre 600 East Main Street, Suite 300 Richmond, Virginia 23219

Re: Attachment 14 - Two most recent Form 477 submitted to the FCC or equivalent

Dear Dr. Holmes,

The purpose of this letter is to provide information regarding the recent Form 477 submissions or equivalent by Comcast to the Federal Communications Commission. Data from Comcast's submissions can be located at https://www.fcc.gov/general/broadband-deployment-data-fcc-form-477.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

Killet

Kevin Broadhurst Vice President of Government and Regulatory Affairs



September 14, 2021

ATTACHMENT 16. RSSI Projection Shapefiles

Attachment 16 is not applicable to this grant application.

2021 VATI APPLICATION RESPONSES - CHARLES CITY COUNTY / COMCAST PROJECT

1. Project Description and Need – Describe 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.

Charles City County ("Partner" or "County") and Comcast of

California/Maryland/Pennsylvania/Virginia/West Virginia, LLC ("Comcast") appreciate the opportunity to respond to the Commonwealth of Virginia's Department of Housing and Community Development's ("DHCD") Virginia Telecommunication Initiative ("VATI") with respect to deploying broadband infrastructure to eligible service areas in the County. As detailed further below, we propose to deploy qualifying broadband service to 1,493 households.

The geographic area for this proposed project (the "Charles City County Project") includes approximately 187 miles of infrastructure generally dispersed throughout the areas of Charles City County which do not already have access to Comcast broadband service, as noted on the attached Project Area map and further detailed below.

The project area was selected after consultation between the County and Comcast and meets the eligibility criteria established by the Virginia General Assembly and the Department of Housing and Community Development for a Virginia Telecommunication Initiative award. VATI eligibility criteria being more restrictive than that of some federal programs, the project area was also selected to meet eligibility criteria for the Coronavirus State Fiscal Recovery Fund and the Coronavirus Local Fiscal Recovery Fund established under the American Rescue Plan Act.

Comcast proposes to extend its network so that homes and businesses in the project area are serviceable with broadband speeds of up to 1.2 gigabit per second ("Gbps") over a hybrid fiber coaxial network for residential customers and 10 Gbps for Business customers.

The County has researched internet service availability, including soliciting community engagement. The County has received many comments from citizens and businesses on the lack of adequate internet in areas of the County. In addition, the County has worked to identify areas where better internet service is needed. This information led to the development of a broadband plan that identifies unserved areas of the County that should be targeted for internet service.

The geographic area for this proposed project is in all areas of the County to achieve functionally universal coverage for residents.

2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

There are no existing providers in the proposed project area. Comcast provides service to areas adjacent to the proposed project.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Label Map: Attachment 2 – Documentation on Federal Funding Area.

No areas within or immediately adjacent to the Charles City County Project have received funding from federal grant programs such as the Connect America Fund, ACAM, ReConnect, and Community Connect as noted on the attached map.

4. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF), excluding those awarded to satellite internet service providers, are included in the VATI application area. If RDOF areas awarded to terrestrial internet service providers are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 3 – RDOF Awarded Areas Form in VATI Area.

The Charles City County Project area does not contain Rural Digital Opportunity Fund ("RDOF") eligible census blocks, as noted in Attachment 3.

5. Overlap: 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 below 25/3 mbps and with less than 25% service overlap within the project area for wireless projects and 10% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 4 – Documentation Unserved Area VATI Criteria.

Charles City County and Comcast anticipate no service overlap within the project area as there are no current broadband providers. Charles City County conducted outreach with existing wireline, wireless, and satellite internet service providers to determine if the areas proposed as part of the grant application had access to broadband internet service. While the attached map of FCC Form 477 data shows SCS Broadband ("SCS") offering internet service in this area, the County has verified SCS does not offer any service that would result in classifying the project area as served according to VATI guidelines, and representations on the FCC maps that indicate SCS is offering service are overstated. The project area is therefore unserved based on data available through the FCC's publicly available Form 477 website and from broadband providers.

6. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 5 – Passings Form.

a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. (Up to 10 points for businesses and community anchor institutions)

Comcast will extend service to 1,493 premises.

b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.

Not applicable.

c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise. Describe the methodology used for these projections

The Charles City County project is designed to achieve functionally universal coverage in Charles City County. None of the passings proposed in the project area will require special construction costs. However, Comcast will require any necessary permission(s) from residents to traverse or access private property to provide service.

d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.

Private, at risk capital is not likely to be invested by a private provider in this area due to low population density. If undertaken alone, the extension of Comcast's plant proposed herein would not meet the criteria of Comcast's standard investment model. Comcast therefore anticipates all passings included in the application will receive access because special construction costs have been budged into the VATI application.

e. Provide the number of passings in the project area that have 10/1 mbps or less. Describe the methodology used for these projections. (up to 15 points)

Comcast and the County analyzed areas that do not have access to Internet speeds of 10/1 Mbps or less in census blocks using data from the FCC Form 477 website. Based on that review, Comcast estimates the majority of passings in the Project Area have access to Internet speeds of only 10/1 Mbps or less.

Besides Comcast, Verizon DSL is a primary provider of wireline internet service in Charles City County. As of the FCC Form 477 June 2020 v1 dataset, 169 of the 220 census blocks in which Verizon Communications reported providing DSL service do not have access to speeds of 10/1 Mbps or higher. As highlighted by the darker colored census blocks in the attached map, the majority of the areas with available internet speed over 10/1 Mbps are centrally located. Much of the proposed Charles City County project area falls outside the central part of the county. 7. For wireless projects only: Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

N/A

8. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. 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. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 25/3 mbps. (up to 10 points)

Upon completion of the project Comcast will offer the following services:

High-Speed Internet Services. Comcast's robust high-speed Internet services provide a range of fast, reliable Internet speed tiers to fit customers' needs, as well as access to over 20 million secure Wi-Fi hotspots nationwide so that customers can stay connected on the go. Customers also have access to the Xfinity app to optimize their home connections, view their plans, pay their bills, and get 24/7 real-time support. And they also have access to xFi – a simple, digital dashboard for customers to control their home Wi-Fi network. In addition to parental control features like pausing Wi-Fi and screen time scheduling, xFi provides content filters that ensure younger children can only access age-appropriate content. xFi now also comes with xFi Advanced Security, that protects all the devices connected to a customers' home network from malware and other security threats.

Video Services. Comcast also offers a broad variety of video services, primarily through our X1 platform, an IP and cloud-enabled video platform that delivers the simplest, fastest, and most complete way for customers to access all their entertainment on all their screens. Video customers have access to hundreds of channels depending on the level of service, which typically range from limited basic service with access to between 20 and 60 channels to full service with access to more than 300 channels. Video services generally include programming provided by national broadcast networks, local broadcast stations, and national and regional cable networks, as well as government and public access programming. Our video services also include access to video on demand services and an interactive, on-screen program guide. Through the X1 platform, customers have integrated search functionality, including the use of the X1 Voice Remote, a voice-activated remote control that customers can use to change channels, search for shows, get recommendations, and more; and access to and the integration of Peacock, which X1 customers receive for no additional charge, certain third-party direct-to-consumer streaming services such as Amazon Prime Video, HBO Max, Hulu, Netflix, YouTube, and Disney+, and a variety of other Internet-based apps providing content and music. Customers have access to their video services through the Stream mobile app and an online portal that allow them to view certain live programming and OnDemand content and to browse program listings.

For high-speed Internet customers that prefer streaming content over the Internet rather than linear cable television, Comcast offers Flex, a streaming device that provides access to certain online programming on their television with integrated search functionality, including the use of a voice-activated remote control and personalized recommendations. Flex uses IP technology and our own cloud network servers to deliver video and advanced search capabilities, including through a voice-activated remote control, and that provide access to certain third-party internet apps. Flex

programming includes Comcast's Peacock service and certain other Internet-based apps at no additional charge, access to pay-per-view and video on demand content, and access to and the integration of certain third-party direct-to-consumer streaming services such as Amazon Prime Video, HBO Max, Hulu, Netflix, YouTube, and Disney+. Additionally, a variety of music apps such as Pandora are offered through Flex.

VolP Services. In addition, Comcast offers voice services using interconnected Voice over Internet Protocol technology. Service options provided include either unlimited or usage -based local and domestic long-distance calling, as well as options for international calling plans, voicemail, readable voicemail, nuisance call blocking tools and various call features such as caller ID and call waiting. Voice services also include the ability to access and manage voicemail and other account features through an online portal or mobile app.

Xfinity Mobile. Furthermore, Comcast offers wireless services for handsets, tablets and smart watches using mobile virtual network operator rights to provide the services over Verizon's wireless network and our existing network of more than 20 million in-home and outdoor Wi-Fi hotspots. We currently only offer these services as part of our bundled service offerings to residential customers that subscribe to high-speed Internet service within our cable distribution footprint and to a limited group of small business high-speed Internet customers on similar terms. Customers may choose to pay for services on an unlimited data plan, shared data plans, or per gigabyte of data used. Customers have the ability to bring their own device or purchase them from us with the option to pay upfront or finance the purchase interest-free over 24 months.

Comcast Business Services. Comcast Business Services offers a variety of products and services to businesses. Our service offerings for small business locations primarily include high-speed Internet services, as well as voice and video services, that are similar to those provided to residential customers, cloud-based cybersecurity services, wireless backup connectivity, advanced Wi-Fi solutions, video monitoring services and cloud-based services that provide file sharing, online backup and web conferencing, among other features. Comcast also offers Ethernet network services that connect multiple locations and provide higher downstream and upstream speed options to mediumsized customers and larger enterprises, as well as advanced voice services, along with video solutions that serve hotels and other large venues. In addition, Comcast provides cellular backhaul services to mobile network operators to help them manage their network bandwidth. Comcast has expanded its service offerings to include a software-defined networking product for medium-sized and enterprise customers. Larger enterprises may also receive support services related to Wi-Fi networks, router management, network security, business continuity risks and other services. These service offerings are primarily provided to Fortune 1000 companies and other large enterprises with multiple locations both within and outside of Comcast's cable distribution footprint, where we have agreements with other companies to use their networks to provide coverage outside of our service areas.

Customer Service. In addition to Comcast's deep experience as a communications service provider offering a variety of services, Comcast also has the appropriate number of technicians, call center agents and backend support employees to care for additional customers. Comcast also maintains large, locally based engineering and technical operations teams that work around the clock to maintain service reliability and provide direct support to the company's business and residential customers. Moreover, Comcast proactively monitors and maintains its network 24/7 through its dedicated Network Operations Center (NOC). The NOC continuously monitors the network equipment, service health, and performance of the Comcast network, responds to network events and service degradations, dispatches local field technicians, and informs customers of service issues, in many cases before the customer has

noticed the problem. The NOC group also provides technical support and responds to trouble calls from network service customers including carriers, TLS and Native ATM customers, and voice product customers, through a staff of Technical Support Representatives (TSRs). The NOC also operates a 24 x 7 x 365 Technical Customer Support helpdesk that responds to calls for all of Comcast's services.

As detailed in the table below, upon completion of the project, Comcast will be able to offer customers multiple choices of residential and commercial broadband services, depending on the customers' specific needs:

Current Residential Service Tiers

			With Xfinity TV or
Tier	Speeds Up To	Standalone Pricing	Voice Service
Performance Starter	50 Mbps / 5 Mbps	\$54.95	\$49.95
Performance	100 Mbps/5 Mbps	\$80.95	\$64.95
Performance Pro	200 Mbps/5 Mbps	\$95.95	\$79.95
Blast!	400 Mbps/10 Mbps	\$100.95	\$84.95
Extreme Pro	800 Mbps/15 Mbps	\$105.95	\$89.95
Gigabit	1.2 Gbps/35 Mbps	\$110.95	\$94.95
Gigabit Pro	2 Gbps/2 Gbps	\$299.95	N/A

Current Comcast Business Tier¹

Tier	Speeds Up To		
Business Internet 100	100 Mbps/15 Mbps		
Business Internet 200	200 Mbps/20 Mbps		
Business Internet 300 Plus	300 Mbps/30 Mbps		
Business Internet 600	600 Mbps/35 Mbps		
Business Internet 1G	1.2 Gbps / 35 Mbps		

Note: Prices do not include equipment or applicable taxes, fees and surcharges, and are subject to change.

In addition to the multiple residential broadband options above, Comcast also makes available its Internet Essentials program to qualifying low-income customers in its service areas, which is the nation's largest, most successful, and most comprehensive broadband adoption program for low-income households, and Comcast's number one community impact initiative. Internet Essentials currently provides customers with broadband service at speeds of up to 50 Mbps/5 Mbps for \$9.95/month plus applicable taxes, fees and surcharges, as well as free digital skills training in person and online. Customers also have the option to purchase a low-cost Internet-ready computer.

Since launching in 2011, Comcast has made dozens of improvements to the program, including expanding eligibility 12 times—bringing Internet Essentials to new audiences such as public housing residents, low-income veterans, seniors, community college students, and most recently, to all qualified

¹ Speeds of up to 100 Gbps for medium to large businesses available in certain areas
low-income households living in Comcast's service area. Comcast has also increased the speeds for Internet Essentials, with the most recent speed increase to 50 Mbps/5Mbps occurring earlier this year. Since 2011, Internet Essentials has connected a cumulative total of more than ten million Americans to the Internet.

In addition, Comcast customers who subscribe to an Xfinity Internet package will have access to Xfinity WiFi hotspots, including those that would be newly added to the Project, for no additional cost. Moreover, these customers would be able to access any of Comcast's hotspots throughout Virginia and across the country. Comcast has the country's largest WiFi network, including more than 20 million hotspots nationwide. Combined with the company's recently launched Xfinity xFi platform, a new and personalized home WiFi experience, Comcast will provide its customers in the Project with the fastest speeds, the best WiFi coverage, and ultimate WiFi control in their homes. Xfinity Internet customers may also have the option to sign up for Xfinity Mobile service, which includes up to five lines with unlimited talk and text.

As is Comcast's usual practice through its footprint, Comcast will support all customers in the Project with call centers as well as self-service options such as digital and chat. Many customers take advantage of Comcast's different tools, including the MyAccount feature within the Xfinity app, which is available on the web and mobile devices. Customers can manage their service in many ways through the app, such as by troubleshooting a device in the home, managing programming options, and receiving important notifications.

Currently, Comcast employs Data Over Cable Service Interface Specification (DOCSIS) 3.1 technology in its broadband network infrastructure, and plans to use DOCSIS 3.1 for this project. DOCSIS is an international telecommunications standard that permits the addition of high bandwidth data transfer to an existing cable TV system. The technology is employed by many cable operators to provide Internet access over existing HFC infrastructure. DOCSIS is a proven, flexible protocol which offers the technological foundation upon which Comcast can meet any current or future anticipated need. As a highly scalable technology, it has, to-date, allowed Comcast to enhance the residential broadband speeds it offers from 50 Mbps to 1.2 Gbps, an almost 25-fold increase.

DOCSIS 3.1 was introduced in 2013 and will support a maximum downstream capacity of 10 Gbps and maximum upstream capacity of 1-2 Gbps. DOCSIS architecture includes two primary components – a cable modem, located at a customer's home or business, and a cable modem termination system (CMTS), located at the cable system head end. Comcast leases the cable modem to customers as a component of the service, or customers can provide their own modem, and the CMTS for this proposed project is located in Comcast's head end serving the Project area.

The industry continues to innovate, working through CableLabs, a joint non-profit research and development laboratory, to develop the next iteration of DOCSIS, named 10G. The 10G platform is a combination of technologies that will deliver Internet speeds 10 times faster than today's networks and 100 times faster than what most consumers currently experience. This technological development will allow Comcast to offer gigabit symmetrical service in the coming years over its existing HFC network throughout our entire footprint, as well as lower latencies, enhanced reliability, and better security in a scalable manner. Comcast began field trials of 10G earlier this year. This combination of technologies will result in much faster speeds, more reliability, stronger security, and even lower latency. The network will be able to transmit up to 50% more data, thereby augmenting the quality of video conferencing, telehealth, and connected devices, among many other things. Additional information about these exciting developments is available at https://www.cablelabs.com/path-10g-2020-update.

To support the growing needs of the digital world, Comcast is working hard to make its network smarter, by leveraging cloud, backbone, and architecture advancements to provide a faster, stronger, and more flexible network. By optimizing traffic routing and moving resources closer to where they are needed, our network provides the key to managing the ever increasing traffic demands of today's Internet. The powerful combination of our broadband and Wi-Fi network and the cloud is enabling us to innovate and bring transformative products to market, redefining how our customers enjoy entertainment, connect, and communicate inside and outside of their home or office.

9. Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

Comcast has built a fiber backbone at the core of its network that stretches across the country with more than 191,000 route miles of fiber– using the industry's most advanced optics/lasers and IP routing technologies. Dozens of converged regional area networks interconnect to create this fiber backbone that delivers video, voice, and high-speed Internet services to tens of millions of customers throughout the country. IP technology ties all of this together, creating a highly scalable connectivity platform or "IP core." Comcast has been building fiber into its network incrementally over the past decade. In 2015, Comcast introduced Gigabit Pro, the industry's first residential fiber-to-the-home 2 Gbps service ever offered by an Internet service provider in the United States.

Comcast proposes to construct the project with a highly scalable hybrid fiber-coaxial ("HFC") solution, emanating from the closest facility to the project. Fiber-optic cables would be constructed to the service area, commonly referred to as a serving node, where optical signals would be converted to electrical or radio frequency for distribution over the coaxial network to subscriber's homes, businesses, and/or community anchor institutions.

The design for the proposed project is based upon the current industry standards as developed by the Society for Cable Television Engineers (SCTE) and Comcast standards of broadband deployment. Comcast utilizes ARRIS cable modems and CMTS devices both of which have been certified by CableLabs for use with DOCSIS technology.

10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

This project is planned to achieve functionally universal broadband coverage in Charles City County. Historically, prior the launch of the Comcast/Charles City County initiative funded in part by the VATI 2020 grant, zero constituents had access to fiber-based subscription services. Now, 2,381 constituents have access to fiber-based subscription services. The current project would expand Comcast's existing service area to include locations which do not currently have access to service. Fewer locations were served in Voting District Three in comparison to Districts One and Two by funds from the VATI 2020 grant. This was due in part because the area in comparison to Districts One and Two has vast land area with homes, businesses and core anchor institutions located far from the other. These characteristics significantly increased overall project costs and the costs to service individual units.

This grant initiative seeks to provide fiber-based infrastructure and related services to constituents in District Three as well as provide for lateral connections for constituents, businesses, and community anchors countywide that are located significantly off the public right of way. The project design outlined for the VATI 2020 grant award serviced all units within 300' of the public right-of-way; however, some locations countywide were not included because the homes were setback more than 300' off the public right-of-way. Constituents advised County Administration that the costs to extend fiber to their homes was prohibitive and left them without reasonable and reliable internet subscription options. The COVID-19 pandemic which resulted in school age children learning virtually and employees working remotely, left many Charles City County residents without options to bridge a significant digital divide. The Charles City County VATI 2022 grant application seeks to address this need and with an estimated 1,493 passings and would result in greater than 90% fiber-based coverage countywide. The coverage estimate is based on the U.S. Census number of households countywide, 2,896, in comparison to the total number of passings completed with funds from the VATI 2020 grant, 2,381 and the projected number of passings from funds using VATI 2022 funds, 1,493.

Comcast is a leading communications provider in the United States, currently operating throughout 39 states and the District of Columbia. With over 31.4 million residential and business services broadband customers, 19 million video customers, and 10.8 million voice customers, Comcast passes over 60 million homes and businesses.

Over the past several decades, Comcast has invested in technology to build an advanced, highly scalable network that delivers among the fastest broadband speeds in the country, ranging from 50 Mbps to 2 Gbps for residential customers and up to 10 Gbps for business customers. Comcast is the nation's largest gigabit Internet provider, and nearly all of our 60 million homes and businesses passed in our service territory can access our ultra-fast Xfinity Gigabit Internet and Comcast Business Gigabit services, including our customers in Virginia.

To support the growing needs of the digital world, Comcast is working hard to make its network smarter, by leveraging cloud, backbone, and architecture advancements to provide a faster, stronger, and more flexible network. By optimizing traffic routing and moving resources closer to where they are needed, our network provides the key to managing the ever increasing traffic demands of today's Internet. The powerful combination of our broadband and Wi-Fi network and the cloud is enabling us to innovate and bring transformative products to market, redefining how our customers enjoy entertainment, connect, and communicate inside and outside of their home or office.

Comcast has spent nearly \$30 billion in the last decade building an expansive fiber-dense network comprised of 191,000 route miles that carries an immense amount of traffic and has demonstrate d extraordinary performance throughout the pandemic.

11. Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 20 points)

This grant will enable the partnership to extend broadband service at speeds ranging from 50 mbps to 1.2 Gbps to an estimated 1,493 unserved premises in the proposed service area. The proposed project area will have access to some of the fastest and most reliable broadband speeds available nationwide.

Comcast has completed the planning and preliminary engineering phase for the proposed project area. Final design and construction shall commence upon the award of the grant. Workflow is included in the attached project management plan. The specific initial tasks include project engineering and right of way preparation. Comcast will need to obtain the necessary permits from the Virginia Department of Transportation and any other government entities as needed. Comcast will work with the County to obtain the necessary permits and power supplies expeditiously. This coordination will need to begin immediately upon notice of the grant award. Comcast anticipates completing the project within 18 months after contract execution between the County and DHCD. As contemplated by the 2022 VATI guidelines, Comcast may request an extension if it encounters permitting, pole attachment, or other circumstances beyond its control which may delay the project timeline.

Comcast Service Delivery Major Milestones:

- Outside and Inside Surveys Comcast will conduct outside plant and customer site surveys.
- Permits & Right of Entry Agreements Comcast will obtain required permits and work with property owners to obtain Right of Entry/Access agreements.
- Service Configurations Comcast National Team will implement Network Core Configurations.
- Outside and Inside Fiber/Coax Construction Comcast will complete outside and inside construction.
- Customer Premise Equipment Installation/Plant Test Date (PTD) Comcast will dispatch to the customer's premise to install CPE, connect CPE to Fiber, and call Comcast Test & Turn-up to complete plant test.

Comcast Responsibilities:

- Construct all OSP and ISP fiber optic and coaxial cabling up to the agreed upon locations from the site survey forms and connect an estimated 1,493 locations.
- Call for locates of public utilities in the right of way.
- Restoration of disturbed grounds.
- Assemble, configure, and install all Comcast provided network equipment on customer premise.
- Test and verify all appropriate fiber and coaxial connections.
- Test and verify all appropriate data interfaces/connections and verify throughput.

- Provide 24x7x365 network monitoring.
- Provide contact list information including escalation procedures and NOC information.
- Provide documentation detail services including customer network interface drawings.
- And any additional agreements per site survey document. Detailed information regarding the customer responsibilities is available in the Technical Specifications section of the proposal. Additional information can be provided upon request.

12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

Between 2017 and 2020, Comcast received four Virginia Telecommunications Initiative ("VATI") grants from the Virginia Department of Housing and Community Development and has now successfully deployed broadband to residences and businesses throughout each of the project footprints. All projects are complete, although the contract with Charles City County is still active pending final invoicing and reimbursement.

A summary list of projects is noted below:

2017: Albemarle County – 178 serviceable units
2017: Spotsylvania County – 153 serviceable units
2018: Clarke County – 97 serviceable units
2019: Charles City County – 2,350 serviceable units

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 – Documentation of Match Funding;

The proposed project represents a partnership between Comcast and Charles City County. Comcast, the co-applicant, upon award of the VATI grant, will be responsible for any matching funds and will provide the labor and materials to complete the provision of services to the area delineated in the attached map. Comcast will provide approximately 15 % of the projected construction costs of \$11,893,886, totaling approximately \$1,784,083. Charles City County will assist in providing approximately 5% of the projected construction costs, totaling approximately \$594,694, and in-kind contributions including application analysis and preparation, coordination with the Department of Housing and Community Development, assistance with right of way permitting, and participating in further concert with Comcast as the project is approved and construction begins. The value of these services will depend on the level of activity occurring as the project commences.

A breakdown of costs is attached below.

Name	Locations	Mileage	HP/Mile	Total Cost	Comcast	Charles City	Requested	VATI
					Cost	County Cost	Gap	Gap
							Funding	Funding
Charles	1,493	187	4.36	\$11,893,886	\$1,784,083	\$594,694.30	\$9,515,109	80%
City								
County								
Project								

14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project.

Charles City County will provide approximately 5% of the required grant match, or \$594,694.30. This commitment is funded from the county's American Recovery Program funds, a prudent expenditure that will complete the buildout of fiber-based infrastructure for all constituents in our community. Comcast will provide approximately 15% of the required grant match, or \$1,784,082.90.

15. Marketing: Describe the broadband adoption plan.

a. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate.

Comcast's business model is not dependent upon a particular take rate. Forecasting a take rate with a high degree of accuracy is most challenging as the actual number of customers who choose to subscribe is beyond the parties' control. Comcast's take rate estimate for the project areas is based upon several unique factors. The County's support for the project and involvement with the community is expected to add heightened awareness earlier than might otherwise occur. The public nature of the VATI program is also expected to add to the early awareness of residents of broadband availability and positively enhance the take rate.

All of the factors combined inform our estimate that, on the high end, some 45-55% of residents may take service within the first year after project completion. These projections for overall subscriber levels are dependent on several factors and even an initial prediction may change as the project progresses. Comparisons between applicants may not provide a useful measure of broadband access as each applicant will have different service offerings, marketing campaigns, and other intangibles that could drive take rates. For example, Comcast take rates may vary from those of other providers because Comcast offers more services than broadband alone – including video, telephone, mobile telephone, and ho me security –and the company offers bundled pricing promotions from time to time. These additional products and pricing options can change the value proposition of Comcast service for each household that is unique among providers.

Comcast does undertake various actions to make residents aware that service is available. During the construction phase, before the service is active, the presence of Comcast vehicles visually alerts

residents that service is coming. Comcast personnel involved with the construction in the public rights of way are often asked about availability. Soon after completing construction, Comcast provides notice to potential customers of service availability on a rolling basis. It typically employs vario us communication tactics to inform residents of availability. These tactics can include direct mail pieces or event sponsorships. These efforts augment existing advertising campaigns already in place within Charles City County for Comcast's existing customer base. Once service is established, Comcast may communicate with these residents through direct mail, direct e-mail, radio ads, video ads, and other marketing tactics.

If conditions allow, a public meeting will be held in or near the proposed project area to inform the residents about the upcoming work and answer questions. Nearer the completion of the project a public meeting will be held to educate potential customers on the proposed services and to encourage sign-ups and answer questions. The County's Public Information Office will promote the proposed internet service and educate residents and businesses on the opportunities of this service through email and social media.

b. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

Comcast's Internet Essentials program has a significant digital literacy component. Since 2011, Comcast has made nine enhancements to our digital skills training portfolio, including developing Online Safety Toolkits, working with partners to design best-in-class curricula to engage senior citizens, and providing computer labs and other equipment to support digital participation at community centers across the country. We are proud to support digital skills training via a network of tens of thousands of partners who share our vision of bringing the Internet to everyone.

Since creating the program in 2011, Internet Essentials built up an online learning center (accessible at <u>https://www.internetessentials.com/learning</u>) that includes more than 200 digital literacy training videos, guides, and reports that are free to anyone to use, including non-customers.

Last year, we created our <u>Internet Essentials Partnership Program</u> to help schools, school districts, and other community organizations collaborate to fund and connect large numbers of low-income students and families to the Internet at home. Hundreds of schools and school districts have signed up already.

Additionally, Comcast instituted a number of COVID-19 response measures, including offering any new Internet Essentials customer 60 days of Internet service for free and waiving the requirement that customers not have back debt due so that even more families can get connected. Comcast has invested more than \$700 million in digital skills training and awareness and reached more than 11 million people in the process. Comcast has also either sold (at a heavy discount) or given away for free more than 150,000 laptops, desktops, and tablets in underserved communities. Of those customers we surveyed with children in the home, 90 percent reported that being connected to the Internet had a positive impact on their child's grades. 62 percent surveyed also said the Internet service helped someone in their household find a new job. 16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co-applicant's history and experience with managing grants and constructing broadband communication facilities. Please attach any letters of support from stakeholders. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 10 – Letters of Support.

Name_	Title	Responsibility	
Nathan Daugherty	Sr. Manager, Comcast	Project Coordination	
	Government Affairs		
<u>Steve Hill</u>	Senior Director of Network	Construction Supervision	
	Engineering		
Ms. Michelle Johnson	County Administrator	Overall Project Management	
Rhonda L. Russell, Ed.D.	Deputy County Administrator	Project Coordination	
Ms. Wendy Payne	County IT Director	Project Management	
Mrs. Abbey Pemberton	Finance Director	Financial Management and	
		Reporting	

Charles City County's leadership and executive administrative team consists of team members with collective grant management experience in excess of thirty years. The team consists of Ms. Michelle Johnson, County Administrator, Mrs. Abby Pemberton, Finance Director, and Ms. Rhonda L. Russell, Community Development Director/Assistant County Administrator. Additionally, the project will be supported by Comcast, the county's VATI 2020 grant partner.

Ms. Johnson will serve at the Chief Administrative Officer responsible for signing and monitoring the DHCD contract and providing direct oversight and management of the overall project. Ms. Johnson is the County Administrator for Charles City County. Ms. Johnson is a graduate of Virginia State University, where she earned a Bachelor of Science degree in accounting. She is also a graduate of Leadership Metro Richmond, class of 2016. Ms. Johnson worked in corporate America and state government for several years after graduating and began her public service career in Charles City County in 2003. Ms. Johnson has managed budgets in excess of \$25 million, and as many as 100 employees.

Mrs. Russell will serve as the Grant Administrator. She is primarily responsible for aiding in the areas of overall grant administration to include record keeping, preparation of required reports to the VDHCD in conformance with grant requirements and coordinating management team meetings. Ms. Russell has extensive public service and management experience amassed over a twenty-year local government career where she has managed as many as thirteen employees, departmental budgets in excess of \$500,000.00, written, received and implemented multiple grant awards for housing rehabilitation, broadband and sewer infrastructure and lead abatement projects, totaling more than \$26 million. Additionally, Ms. Russell's noteworthy academic preparation includes an undergraduate Planning Degree, Va. Tech, Blacksburg, Virginia, a Master of Public Administration degree, Old Dominion University, Norfolk, Virginia, and a terminal degree in Organizational Leadership with a concentration in Human Services Administration, Nova Southeastern University, Fort Lauderdale, Florida.

Mrs. Abby Pemberton will serve as the project's Financial Manager. In this capacity she will oversee overall implementation of the project to include signing and approving any financial reports and documents related to the project including request for contract extensions, budget revisions, annual reports, draw down forms and close-out forms. Mrs. Pemberton is an alumnus of the College of William and Mary and holds degrees in accounting and government. Mrs. Pemberton has extensive experience in both the private and public sector.

Comcast has significant experience constructing broadband communications facilities. It is a leading communications provider in Virginia, offering video, high-speed Internet, home security, and phone services to residential customers under the Xfinity brand and also providing services to businesses through its Comcast Business suite of products. Comcast has invested in technology to build an advanced network that delivers among the fastest broadband speeds, and brings customers personalized video, communications, and home management offerings. Comcast has invested billions of dollars to create a network across the U.S. that makes broadband widely available, as part of its commitment to provide superior services to its customers.

Comcast has invested \$1.6 billion in Virginia, including capital expenditures, employee wages and benefits, taxes and fees, and charitable giving in the past three years. These investments include \$699 million in technology and infrastructure investments in Virginia, including upgrades to its broadband network. The company has invested significant resources in both local and national Network Operations Centers ("XOC") to ensure continued proactive monitoring of network health.

In Virginia, Comcast employs over 1,700 people. The company maintains a large, locally based engineering technical operations team that works around the clock to maintain network reliability and to directly support the company's business and residential customers. For many decades, Comcast, through its Beltway Region, has served over 140 communities in Virginia. Many of these communities are very rural in nature.

Comcast has experience partnering with public agencies to deploy broadband infrastructure in unserved areas. As noted above, Comcast was awarded four Virginia Telecommunications Initiative grants in 2018, 2019, and 2020.

In 2018 Comcast also earned a Last Mile Broadband grant from the Virginia Tobacco Region Revitalization Commission to provide broadband access to nearly 7,000 homes and businesses. Construction was completed in 2020 and ahead of schedule, Comcast provided access to 1,000 more homes and addresses than originally estimated.

In Massachusetts, Comcast was awarded a grant of \$4,000,000 from the Massachusetts Technology Collaborative ("Mass Tech") for construction of line extensions to areas in nine towns whose costs to construct exceeded Comcast's economic standards. Comcast completed the project on time, on budget, and reached 20% more homes than the 1,000 originally anticipated. Comcast was also awarded a grant of \$805,800 by Mass Tech for construction of approximately 27 miles of line extensions in Montgomery, Massachusetts, a town which is currently unserved. Comcast has completed construction in two additional and is currently deploying broadband in one more unserved town in partnership with the MBI.

In 2013 and 2014, Comcast received two grants from the Vermont Telecommunication Authority ("VTA") totaling \$336,558 to provide service to areas that were economically unfeasible for construction. In 2015 and 2017, the Vermont Department of Public Service ("DPS") twice awarded Comcast funds from its Connectivity Initiative grant totaling \$359,850. The DPS awarded Comcast

another grant to deploy broadband in unserved areas of Cavendish VT. Comcast has either fulfilled or is on schedule to fulfill its grant obligations to the VTA and DPS.

17. Project Budget and Cost Appropriateness – Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates.

Comcast's Construction and Design team managed projects that added thousands of miles to Comcast's regional hybrid fiber coaxial network on 2020-2021. Comcast's construction estimates are determined though a detailed project analysis that includes a desktop survey, an analysis of permitting costs (internal or external), a network impact study to determine necessary hub site preparation and possible infrastructure requirements, and a financial evaluation for overall build costs and likely return -on-investment. When contract labor is utilized, costs are accrued according to the fee schedule in the contract. The design and construction process is standard within the telecommunications industry.

Examples of items that are included in the Material category are: power supplies, fiber conduit, splice enclosures, pedestals, and taps. Examples of items in the Labor category are in-house and contract labor to trench and backfill, lay conduit and fiber, perform administration of VDOT permits, and provide crew supervision

18. 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 and averaged together to create a point scale for a composite score. Provide the following:

a. Total VATI funding request - \$9,515,109

b. Number of serviceable units – 1,493

Commonwealth Priorities

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.

b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

Many members of the federally recognized Chickahominy Tribe reside in Charles City County and would benefit from increased access to broadband at their residences. Chickahominy Chief Stephen R. Adkins included a letter of support with this application.

c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

Under Comcast's Internet Essentials offering – the most comprehensive and successful low-income broadband adoption program in the nation – qualifying residential customers can obtain broadband service at speeds of up to 50 Mbps/5 Mbps for \$9.95/month plus applicable taxes, fees and surcharges, as well as free digital skills training in person and online. Customers also have the option to purchase a low-cost Internet-ready computer. Internet Essentials is open to virtually *all* low-income households within Comcast's footprint, including families that qualify for federal assistance (e.g., National School Lunch Program, Medicaid, housing assistance) and low-income veterans, senior citizens, and persons with disabilities.

Last year Comcast launching the new "Internet Essentials Partnership Program," which is designed to help accelerate Internet adoption as distance learning plans roll out across the county due to the coronavirus. The program relies on public-private partnerships and enables communities to work together to coordinate funding to help connect K-12 students, including two months of free Internet service for new Internet Essentials customers.

In addition, last year Comcast announced a multiyear program to launch WiFi connected "Lift Zones" in community centers nationwide. Lift Zones are facilities primarily designed to help provide low-income students with a safe, clean space to participate in distance learning or do homework, however are also available for adults for remote work, apply for a job, or learn digital skills. Comcast is working with Charles City County to create two Lift Zones at the Charles City County Parks & Recreation Social Center at 8320 Ruthville Road and the Parks & Recreation's Ruthville Gymnasium at 13100 The Glebe Lane.

Moreover, Comcast is proud to be an approved provider supporting the FCC's Emergency Broadband Benefit (EBB) subsidy program. Under the temporary EBB subsidy, qualifying customers may apply a credit of up to \$50 per month (\$75 per month in Tribal lands) to any Xfinity Internet service tier, including Internet Essentials.

Additional Information

17. Provide any other information that the applicant desires to include. Applicants are limited to four additional attachments.

The Comcast Broadband Project fits into Charles City County's local broadband plan. It will vastly expand Internet access to Charles City County residents and businesses. An expansion of access to this degree could be transformational for the County.

Please see the attached Charles City County Recommendations, a 2014 study commissioned by the County through its 2013 CDBG Planning Grant.

The proposed grant project is also aligned with priorities identified by the Honorable Governor Northam to connect rural Virginia to broadband opportunities and thereby eliminate disparities in education, health and economic outcomes experienced in rural and more urban areas of the Commonwealth.