

Application to DHCD Submitted through CAMS

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 Contact Name: Michelle Johnson
Project Contact Phone: (804) 652-4701
Project Contact Email: mjohnson@co.charles-city.va.us
Project Location: 10900 Courthouse Road
Charles City, VA 23030-0000
Project Service Area: Charles City County

Total Requested Amount: \$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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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.
- 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)
 - 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.
 - 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.
 - 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.
 - 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 budgeted into the VATI application.

E.

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)

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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-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. **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 awarded 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 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

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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.

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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 home 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 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. 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 non-customers. 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.

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Answer:

Name

Title

Responsibility

Nathan Daugherty

Sr. Manager, Comcast Government Affairs

Project Coordination

Steve Hill

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

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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

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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 – XXXXXXXX
- e. Attachment 18 – XXXXXXXX
- f. Attachment 19 – XXXXXXXX
- g. Attachment 20 – XXXXXXXX

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

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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

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Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwomostrecentForm477submittedtotheFCCCorequivalent914202181141.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

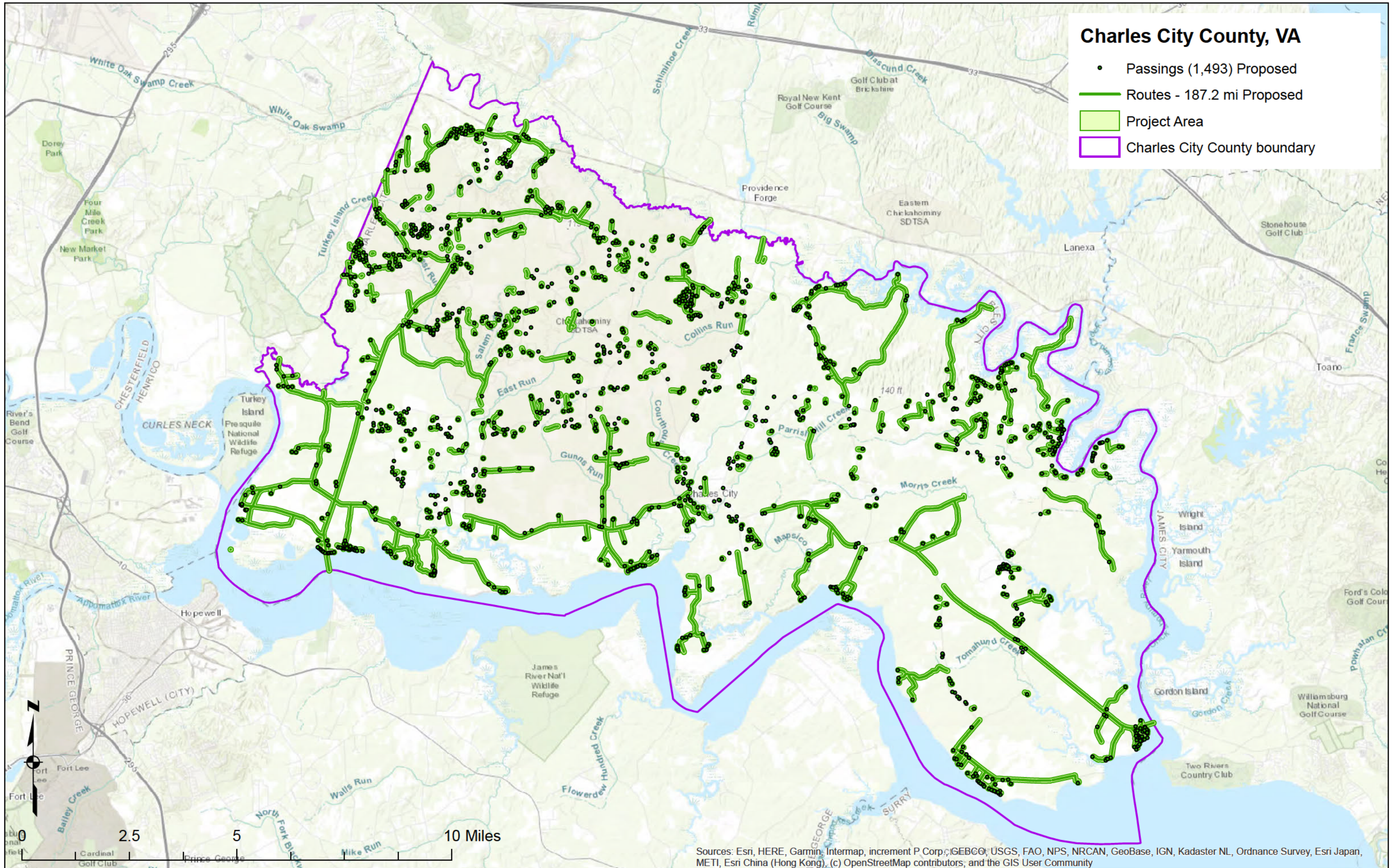
AttachmentsFCC477ComcastServicesCommunityAnchorInstitutionsCCCBusinessesComcastDigitalLiteracy914202183606.zip

Optional

VATIFY22OverallQuestionsCharlesCityCountyfinal9142021105627.pdf

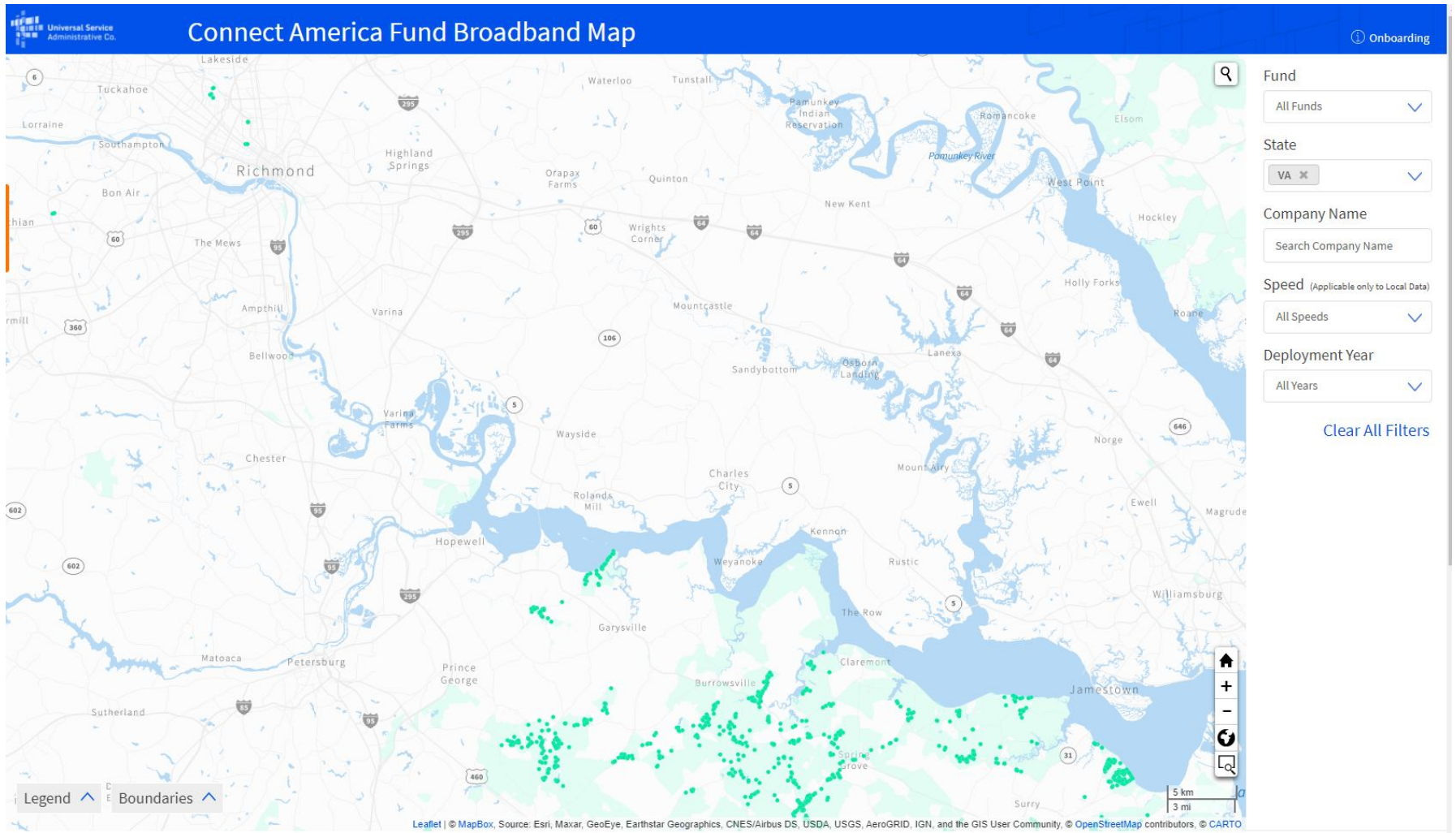
Charles City County, VA

- Passings (1,493) Proposed
- Routes - 187.2 mi Proposed
- Project Area
- Charles City County boundary



Sources: Esri, HERE, Garmin, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), (c) OpenStreetMap contributors, and the GIS User Community

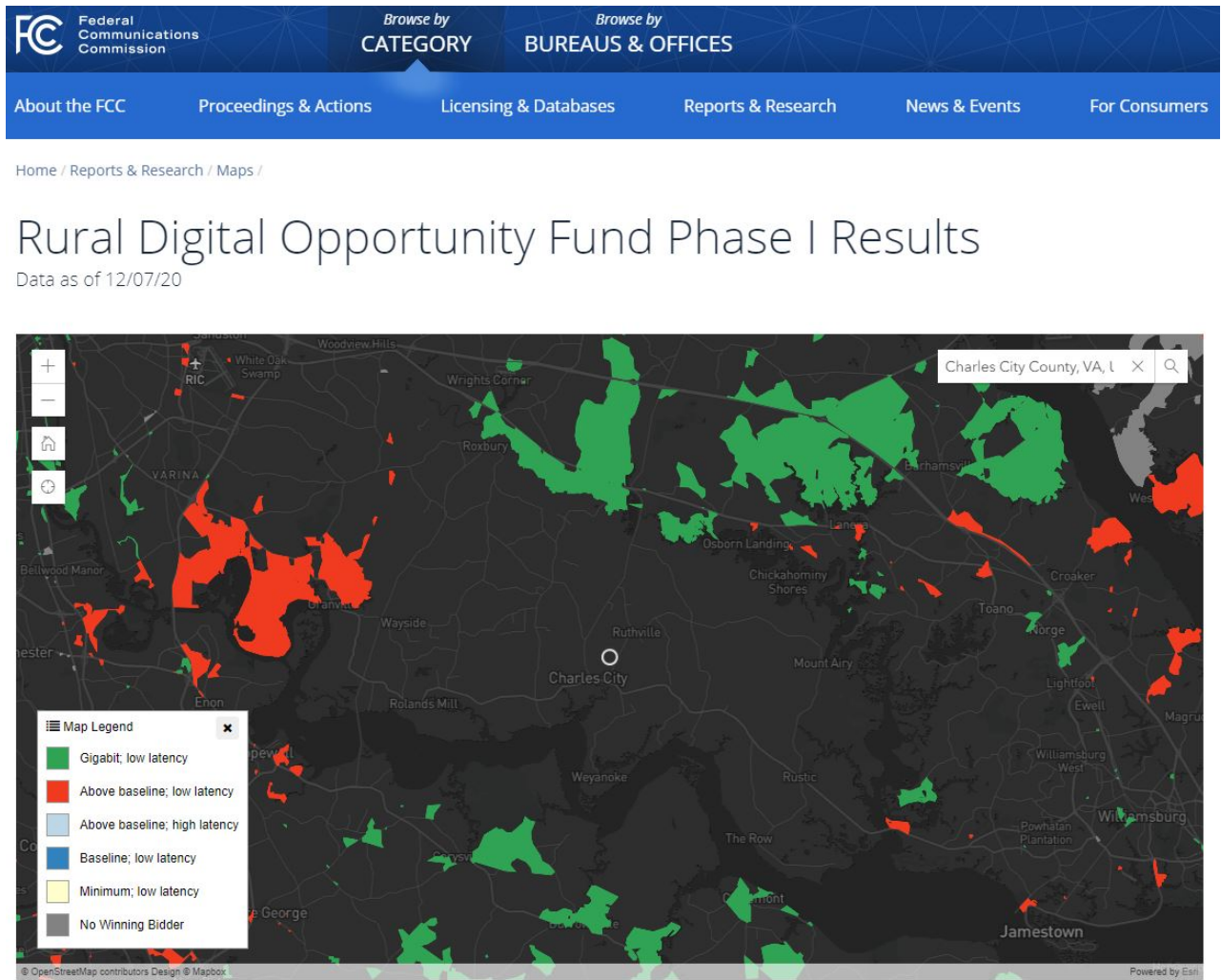
FY22 Virginia Telecommunication Initiative – Charles City County Project
Attachment 2 – Documentation of Federal Funding Area



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

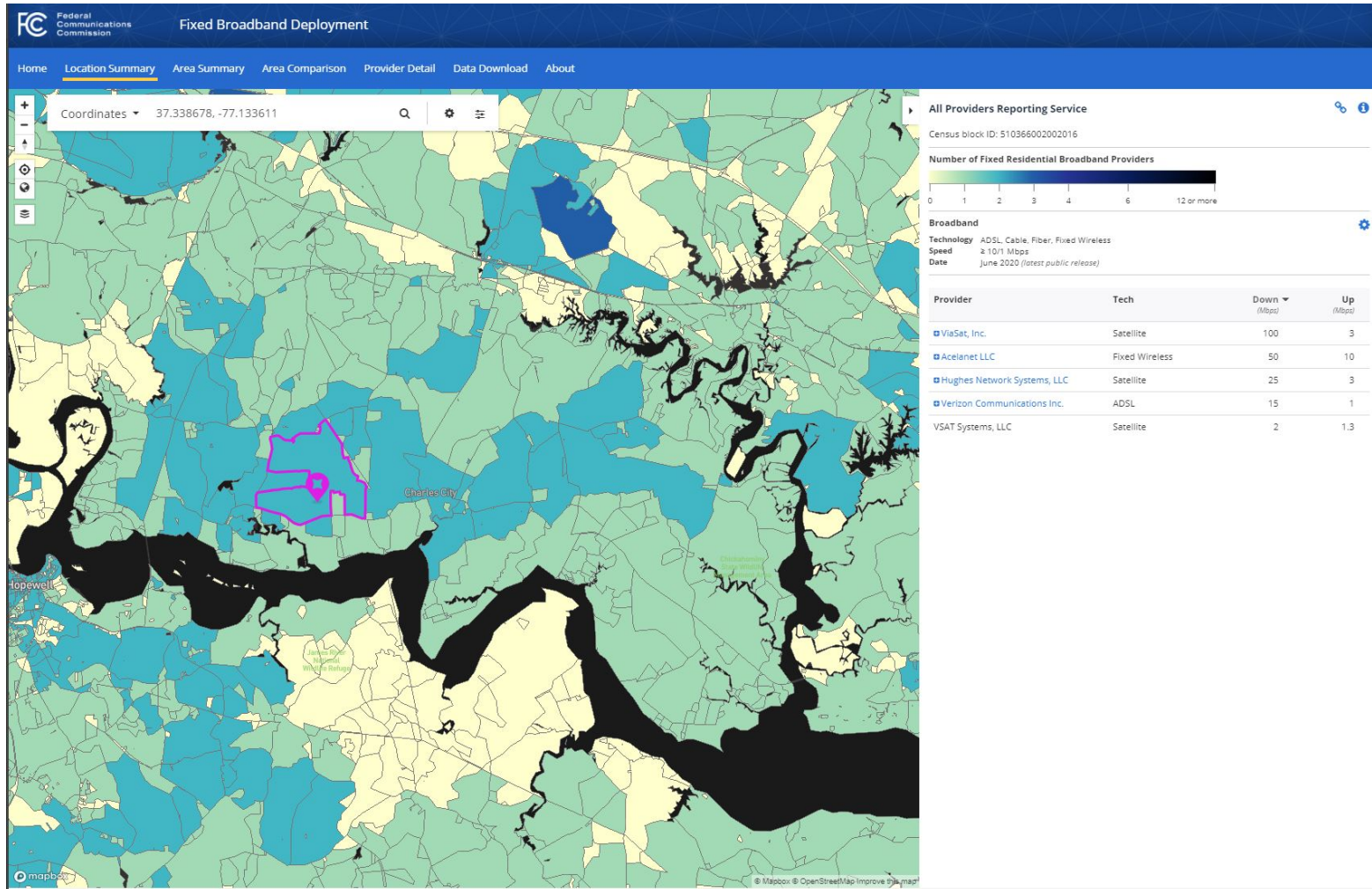
FY22 Virginia Telecommunication Initiative – Charles City County Project
Attachment 3 – RDOF Awarded Areas Included in VATI Application

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



Source: Rural Digital Opportunity Fund Phase I Results
(<https://www.fcc.gov/reports-research/maps/r dof-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
 (<https://go.usa.gov/xMD8f>)

FCC Form 477 Reported Speeds in Charles City County from VA-Fixed-Jun2020-v1 Dataset

LogRecNo	DBAName	HoldingCompanyName	HocoNum	HocoFinal	StateAbbr	BlockCode	TechCode	Consumer	MaxAdDown	MaxAdUp	Business
11286853	PAETEC Business Services	Windstream Holdings, Inc.	131413	Windstream Holdings, Inc.	VA	510366002001000	11	0	0	0	1
11289715	US LEC of Virginia, LLC	Windstream Holdings, Inc.	131413	Windstream Holdings, Inc.	VA	510366002001000	11	0	0	0	1
2738025	MCI	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366001001012	30	0	0	0	1
2738026	MCI	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366001001019	30	0	0	0	1
2738027	MCI	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001002	30	0	0	0	1
2738028	MCI	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002090	30	0	0	0	1
34291294	CenturyLink	CenturyLink, Inc.	130228	CenturyLink, Inc.	VA	510366001001019	50	0	0	0	1
34291295	CenturyLink	CenturyLink, Inc.	130228	CenturyLink, Inc.	VA	510366001001012	50	0	0	0	1
34291296	CenturyLink	CenturyLink, Inc.	130228	CenturyLink, Inc.	VA	510366001001009	50	0	0	0	1
37017768	Allied Telecom Group LLC	Allied Telecom Group, LLC	220005	Allied Telecom Group, LLC	VA	510366003001028	50	0	0	0	1
39816107	Comcast	Comcast Corporation	130317	Comcast Corporation	VA	510366001001030	43	0	0	0	1
18374869	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001005	10	1	1	0.384	1
18375283	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366001001086	10	1	1	0.384	1
18374788	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002191	10	1	1.5	0.384	1
18374811	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002060	10	1	1.5	0.384	1
18374827	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002014	10	1	1.5	0.384	1
18374828	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002013	10	1	1.5	0.384	1
18374837	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001071	10	1	1.5	0.384	1
18374843	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001047	10	1	1.5	0.384	1
18374844	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001045	10	1	1.5	0.384	1
18374872	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001000	10	1	1.5	0.384	1
18374878	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002002043	10	1	1.5	0.384	1
18374883	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002002037	10	1	1.5	0.384	1
18374894	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002002024	10	1	1.5	0.384	1
18375219	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002001070	10	1	1.5	0.384	1
18375231	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002001029	10	1	1.5	0.384	1
18375234	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002001017	10	1	1.5	0.384	1
18375235	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366002001013	10	1	1.5	0.384	1
18374787	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002192	10	1	3	0.768	1
18374797	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002157	10	1	3	0.768	1
18374799	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002154	10	1	3	0.768	1
18374800	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002153	10	1	3	0.768	1
18374802	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002147	10	1	3	0.768	1
18374803	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002144	10	1	3	0.768	1
18374804	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002142	10	1	3	0.768	1
18374806	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002104	10	1	3	0.768	1
18374807	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002103	10	1	3	0.768	1
18374809	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002067	10	1	3	0.768	1
18374812	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002056	10	1	3	0.768	1
18374813	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002053	10	1	3	0.768	1
18374815	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002050	10	1	3	0.768	1
18374819	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002041	10	1	3	0.768	1
18374822	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003002037	10	1	3	0.768	1
18374838	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001061	10	1	3	0.768	1
18374842	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001051	10	1	3	0.768	1
18374859	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001016	10	1	3	0.768	1
18374862	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001013	10	1	3	0.768	1
18374863	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001012	10	1	3	0.768	1
18374864	Verizon Virginia LLC	Verizon Communications Inc.	131425	Verizon Communications Inc.	VA	510366003001011	10	1	3	0.768	1

14803890 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002173	70	1	50	10	1
14803891 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002174	70	1	50	10	1
14803892 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002175	70	1	50	10	1
14803893 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002176	70	1	50	10	1
14803894 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002177	70	1	50	10	1
14803895 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002178	70	1	50	10	1
14803896 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002179	70	1	50	10	1
14803897 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002180	70	1	50	10	1
14803898 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002181	70	1	50	10	1
14803899 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002182	70	1	50	10	1
14803900 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002183	70	1	50	10	1
14803901 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002184	70	1	50	10	1
14803902 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002185	70	1	50	10	1
14803903 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002186	70	1	50	10	1
14803904 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002187	70	1	50	10	1
14803905 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002188	70	1	50	10	1
14803906 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002189	70	1	50	10	1
14803907 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002190	70	1	50	10	1
14803908 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002191	70	1	50	10	1
14803909 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002192	70	1	50	10	1
14803910 SCS Broadband	Acelanet LLC	230044 Acelanet LLC	VA	510366003002193	70	1	50	10	1
39816108 Comcast	Comcast Corporation	130317 Comcast Corporation	VA	510366001001064	43	1	987	35	1
3245282 Cox Communications	Cox Communications, Inc.	130360 Cox Communications, Inc.	VA	510366002001017	43	1	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
Businesses (home-based)*	0	0	0	0
Community Anchors	6	0	6	6
Non-residential	0	0	0	0
Total	1,493	0	1,493	1,493

*Charles City County estimates an aggregate of +-60 home-based and non-home based businesses; a full list is attached to this form.

Note : The Total Number of Passings **MUST** 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.

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
2/03/2020	BUSPF		1570001	HOWARD ELECTRICAL SERV	30.00	.00	.00	.00
3/12/2020	BUSPF		9280001	WILLIAMS WINDOWS & GLA	33.00	.00	.00	.00
1/03/2020	BUSPF		11110001	RIGHT WAY ELECTRIC	30.00	.00	.00	.00
1/13/2020	BUSPF		11120001	357 RING OF FIRE MTG	30.00	.00	.00	.00
1/13/2020	BUSPF		11130001	ADKINS ENGINE REPAIR	30.00	.00	.00	.00
1/13/2020	BUSPF		11140001	BRUCE HOWARD CONTRACTI	30.00	.00	.00	.00
1/13/2020	BUSPF		11150001	BURLINGTON PLANTATION	30.00	.00	.00	.00
1/14/2020	BUSPF		11160001	HAUPTS STORE INC	30.00	.00	.00	.00
1/15/2020	BUSPF		11170001	AUTOMATED CARGO TRANS	30.00	.00	.00	.00
1/15/2020	BUSPF		11180001	ATLANTIC HOLDING CORPO	30.00	.00	.00	.00
1/15/2020	BUSPF		11190001	ATLANTIC GROWERS LLC	30.00	.00	.00	.00
1/16/2020	BUSPF		11210001	DAM CONSTRUCTION LLC	30.00	.00	.00	.00
1/16/2020	BUSPF		11220001	A J JONES & SON TRUCKI	30.00	.00	.00	.00
1/16/2020	BUSPF		11230001	ATLANTIC BULK CARRIER	30.00	.00	.00	.00
1/16/2020	BUSPF		11240001	BOOKS & SHEEP INC	30.00	.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		11270001	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	.00
1/16/2020	BUSPF		11300001	D W HICKS HEATING & CO	30.00	.00	.00	.00
1/16/2020	BUSPF		11310001	EDGEWOOD CUSTOM HOME I	30.00	.00	.00	.00
1/16/2020	BUSPF		11320001	EDGEWOOD PLANTATION PL	30.00	.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	.00	.00	.00
1/22/2020	BUSPF		11470001	C & C ELECTRICAL SERVI	30.00	.00	.00	.00
1/22/2020	BUSPF		11480001	DESIGN ELECTRICAL 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	JRTEFT LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11530001	L & M HAULING INC	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 PARTS INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11560001	LAZARE GALLERY INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11570001	OUTER SPACES LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11580001	PEACE HILL PRESS INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11590001	RIVER CITY INDUSTRIAL	30.00	.00	.00	.00
1/22/2020	BUSPF		11600001	STRATEGIC ANALYSIS ENT	30.00	.00	.00	.00
1/22/2020	BUSPF		11610001	TURNAGE WELDING & REPA	30.00	.00	.00	.00
1/22/2020	BUSPF		11620001	TWO RIVERS TRAILS LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11630001	VIRGINIA TIRE REMOVERS	30.00	.00	.00	.00

9/14/2021

-TR414-

Co# 001 CHARLES CITY COUNTY

TREASURE CASH TRANSACTION

-EOM-

Starting Tax Year: 2760 Ending Tax Year: 0000

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DATE	DEPT	CL	TICKET/SEQ.	DISTRICT NO./NAME	TAX AMT	PEN. AMT	INT. AMT	ADJ. AMT
1/22/2020	BUSPF		11640001	WWCT INC	30.00	.00	.00	.00
1/22/2020	BUSPF		11650001	WALLACE SMALL ENGINE S	30.00	.00	.00	.00
1/22/2020	BUSPF		11660001	WELL TRAINED MIN ACADA	30.00	.00	.00	.00
1/22/2020	BUSPF		11670001	WINN MASONRY	30.00	.00	.00	.00
1/22/2020	BUSPF		11680001	WOODLESCAES LAWN CARE	30.00	.00	.00	.00
1/22/2020	BUSPF		11690001	HYMAN MECHANICAL CORP	30.00	.00	.00	.00
1/22/2020	BUSPF		11700001	R & J SERVICES	30.00	.00	.00	.00
1/22/2020	BUSPF		11710001	J & K INVESTING	30.00	.00	.00	.00
1/22/2020	BUSPF		11720001	KH VISIONS	30.00	.00	.00	.00
1/22/2020	BUSPF		11730001	PROVIDENCE SERVICES, L	30.00	.00	.00	.00
1/22/2020	BUSPF		11740001	NORTH BEND PLANTATION	30.00	.00	.00	.00
1/22/2020	BUSPF		11750001	PINEY GROVE AT SOUTHAL	30.00	.00	.00	.00
1/22/2020	BUSPF		11760001	DHC PROPERTIES LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11770001	ACE TOWING & REPAIRS,	30.00	.00	.00	.00
1/22/2020	BUSPF		11780001	FOWLERS HOME IMPROVEME	30.00	.00	.00	.00
1/22/2020	BUSPF		11790001	UNIVERSAL BOAT LIFTS,	30.00	.00	.00	.00
1/22/2020	BUSPF		11800001	FOBIS LLC	30.00	.00	.00	.00
1/22/2020	BUSPF		11820001	WARNER'S SPORHORSES	30.00	.00	.00	.00
1/23/2020	BUSPF		11830001	ALL IN TRADING & AUCTI	30.00	.00	.00	.00
1/24/2020	BUSPF		11840001	N&S TRANSPORTATION, LL	30.00	.00	.00	.00
1/24/2020	BUSPF		11850001	OLD UNION TREE SERVICE	30.00	.00	.00	.00
1/24/2020	BUSPF		11860001	NATIVE SON LAWNS	30.00	.00	.00	.00
1/24/2020	BUSPF		11880001	WAYSIDE INN GROCERY	30.00	.00	.00	.00
1/24/2020	BUSPF		11890001	C H EVELYN PILING CO I	30.00	.00	.00	.00
1/24/2020	BUSPF		11900001	EDWARD L MULLER CONSTR	30.00	.00	.00	.00
1/24/2020	BUSPF		11910001	GREEN KNIGHT ELECTRIC	30.00	.00	.00	.00
1/24/2020	BUSPF		11920001	RIVERSIDE TURF LLC	30.00	.00	.00	.00
1/24/2020	BUSPF		11930001	COMPLETE LAWCARE & HO	30.00	.00	.00	.00
1/27/2020	BUSPF		11940001	FAMILY FEED & SEED	30.00	.00	.00	.00
1/28/2020	BUSPF		11950001	WHEN TIME MATTERS TRAN	30.00	.00	.00	.00
1/28/2020	BUSPF		11960001	CUL'S COURTHOUSE GRILL	30.00	.00	.00	.00
1/28/2020	BUSPF		11970001	NANCE-MAJOR HOUSE B&B	30.00	.00	.00	.00
1/28/2020	BUSPF		11980001	ALL ABOUT RECYCLING	30.00	.00	.00	.00
1/28/2020	BUSPF		11990001	KWIKEE RACING LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12000001	RON'S AUTO LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12010001	B K HAULING LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12020001	RON'S TOWING LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12030001	RON'S AUTO SALES LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12040001	RON'S INVESTMENT LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12050001	A-K LANDSCAPING & TREE	30.00	.00	.00	.00
1/28/2020	BUSPF		12060001	ACE REPAIRS	30.00	.00	.00	.00
1/28/2020	BUSPF		12070001	GLEBE LANE FARMS LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12080001	MANDYS AUTO SALES & RE	30.00	.00	.00	.00
1/28/2020	BUSPF		12090001	RUTHVILLE FARMS LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12100001	DRAINFIELD DESIGNS OF	30.00	.00	.00	.00
1/28/2020	BUSPF		12110001	GRANVILLE LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12120001	INNOVATIVE MACHINE	30.00	.00	.00	.00
1/28/2020	BUSPF		12130001	J & E MACHINE SHOP INC	30.00	.00	.00	.00
1/28/2020	BUSPF		12140001	J W CANADAY TRUCKING I	30.00	.00	.00	.00
1/28/2020	BUSPF		12150001	LEE INDUSTRIES INC	30.00	.00	.00	.00
1/28/2020	BUSPF		12160001	NOTTINGHAM BROTHERS LA	30.00	.00	.00	.00
1/28/2020	BUSPF		12170001	RR HOLDCO LLC	30.00	.00	.00	.00
1/28/2020	BUSPF		12180001	REDD'S BEAUTY SPOT	30.00	.00	.00	.00

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DATE	DEPT	CL	TICKET/SEQ.	DISTRICT NO./NAME	TAX AMT	PEN. AMT	INT. AMT	ADJ. AMT
1/28/2020	BUSPF		12190001	S & H CABINETS INC	30.00	.00	.00	.00
1/28/2020	BUSPF		12200001	UPPER SHIRLEY VINEYARD	30.00	.00	.00	.00
1/28/2020	BUSPF		12210001	YPPER SHIRLEY VINEYARD	30.00	.00	.00	.00
1/28/2020	BUSPF		12220001	WDM ENTERPRISE LLC	30.00	.00	.00	.00
1/29/2020	BUSPF		12230001	AGRARIO GROUP LLC	30.00	.00	.00	.00
1/29/2020	BUSPF		12240001	CUSTOM COACH WORKS	30.00	.00	.00	.00
1/29/2020	BUSPF		12250001	OLD FORGE CONTRACTING	30.00	.00	.00	.00
1/29/2020	BUSPF		12260001	WILLIAMS SCOTMAN INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12270001	ADVANCED PIPING AND GE	30.00	.00	.00	.00
1/30/2020	BUSPF		12280001	STURGEON POINT PIT LLC	30.00	.00	.00	.00
1/30/2020	BUSPF		12290001	NEW KENT COATINGS INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12300001	QUALITY HEAT TREATING	30.00	.00	.00	.00
1/30/2020	BUSPF		12310001	ROF MFG INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12320001	ROBBINS PLUMBING LLC	30.00	.00	.00	.00
1/30/2020	BUSPF		12330001	SANDY POINT SUPERETTE	30.00	.00	.00	.00
1/30/2020	BUSPF		12340001	SCOTTSDALE WRITING SER	30.00	.00	.00	.00
1/30/2020	BUSPF		12350001	UPTOWN DJ'S	30.00	.00	.00	.00
1/30/2020	BUSPF		12360001	WALTON ENTERPRISES LLC	30.00	.00	.00	.00
1/30/2020	BUSPF		12370001	WAYNER CONSTRUCTION LL	30.00	.00	.00	.00
1/30/2020	BUSPF		12380001	WHITEHEAD CONSTRUCTION	30.00	.00	.00	.00
1/30/2020	BUSPF		12390001	WINK FASTERNERS INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12400001	AUTO OUTFITTERS LLC	30.00	.00	.00	.00
1/30/2020	BUSPF		12410001	PATTESON B W	30.00	.00	.00	.00
1/30/2020	BUSPF		12420001	HUMMINGBIRD HILL ALPAC	30.00	.00	.00	.00
1/30/2020	BUSPF		12430001	BARDON INC DBA AGGREGA	30.00	.00	.00	.00
1/30/2020	BUSPF		12440001	BETTY OWEN ROSE	30.00	.00	.00	.00
1/30/2020	BUSPF		12450001	BRANSCOME INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12460001	CHARLES CITY TIMBER &	30.00	.00	.00	.00
1/30/2020	BUSPF		12470001	CHARLES CITY FOREST PR	30.00	.00	.00	.00
1/30/2020	BUSPF		12480001	COPART OF CONNECTICUT	30.00	.00	.00	.00
1/30/2020	BUSPF		12490001	HEAVENLY DOVES	30.00	.00	.00	.00
1/30/2020	BUSPF		12500001	HIGHLY EFFECTIVE SERVI	30.00	.00	.00	.00
1/30/2020	BUSPF		12510001	MT PROSPECT DESIGN CON	30.00	.00	.00	.00
1/30/2020	BUSPF		12520001	MERZ MACHINE INC	30.00	.00	.00	.00
1/30/2020	BUSPF		12530001	THOMAS LOWELL EDWARDS-A	30.00	.00	.00	.00
1/30/2020	BUSPF		12540001	E.B.PORTING	30.00	.00	.00	.00
1/30/2020	BUSPF		12550001	THE SHOP	30.00	.00	.00	.00
1/30/2020	BUSPF		12560001	LAW OFFICE OF WAYNE OR	30.00	.00	.00	.00
1/31/2020	BUSPF		12570001	L.G. SCOTT ING	30.00	.00	.00	.00
1/31/2020	BUSPF		12580001	LIL DOE'S APPLIANCE RE	30.00	.00	.00	.00
1/31/2020	BUSPF		12590001	CHARLES CITY FRUIT COM	30.00	.00	.00	.00
1/31/2020	BUSPF		12600001	CHARITY TRANSPORT & CO	30.00	.00	.00	.00
1/31/2020	BUSPF		12610001	ANN SHE CAN SEW	30.00	.00	.00	.00
1/31/2020	BUSPF		12620001	TOMAHUND MARINE LLC	30.00	.00	.00	.00
1/31/2020	BUSPF		12640001	LINDA LOU'S ELECTIC ST	30.00	.00	.00	.00
1/31/2020	BUSPF		12650001	MELVYN DAVIS DBA	30.00	.00	.00	.00
1/31/2020	BUSPF		12660001	MWMD LLC	30.00	.00	.00	.00
1/31/2020	BUSPF		12670001	ALS INDUSTRIES	30.00	.00	.00	.00
1/31/2020	BUSPF		12680001	ABBOTT CONSTRUCTION	30.00	.00	.00	.00
1/31/2020	BUSPF		12690001	SISTER'S SEALING	30.00	.00	.00	.00
1/31/2020	BUSPF		12700001	CREATING A BETTER ME S	30.00	.00	.00	.00
1/31/2020	BUSPF		12710001	DOLLAR GENERAL STORE 2	30.00	.00	.00	.00
1/31/2020	BUSPF		12720001	IZZY BEE LLC	30.00	.00	.00	.00

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DATE	DEPT	CL	TICKET/SEQ.	DISTRICT NO./NAME	TAX AMT	PEN. AMT	INT. AMT	ADJ. AMT
1/31/2020	BUSPF		12730001	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	.00	.00
2/04/2020	BUSPF		12890001	HOME RUN ENTERPRISE	30.00	.00	.00	.00
2/04/2020	BUSPF		12900001	CERIDWEN PRODUCTIONS L	30.00	.00	.00	.00
2/04/2020	BUSPF		12910001	SEYMOUR ELECTRICAL CON	30.00	.00	.00	.00
2/04/2020	BUSPF		12920001	UNFORGETTABLE WEDDINGS	30.00	.00	.00	.00
2/04/2020	BUSPF		12930001	LONE EAGLE SITE SERVIC	30.00	.00	.00	.00
2/04/2020	BUSPF		12940001	MORNING GLORI FARM LLC	30.00	.00	.00	.00
2/04/2020	BUSPF		12950001	PATRIOT AUTO WORKS LLC	30.00	.00	.00	.00
2/04/2020	BUSPF		12960001	SHIRLEY PLANTATION LLC	30.00	.00	.00	.00
2/04/2020	BUSPF		12970001	WEANACK LAND LLC	30.00	.00	.00	.00
2/04/2020	BUSPF		12980001	MID-ATLANTIC LIFT SYST	33.00	.00	.00	.00
2/04/2020	BUSPF		12990001	UNCLE HENRY'S TRANSPOR	30.00	.00	.00	.00
2/04/2020	BUSPF		13000001	G3 HILLS REAL ESTATE I	30.00	.00	.00	.00
2/04/2020	BUSPF		13010001	HOME RUN PROPERTY SOLU	30.00	.00	.00	.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

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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
2/25/2020	BUSPF		13280001	H&L SERCVIVES	33.00	.00	.00	.00
2/25/2020	BUSPF		13290001	HALL'S TOWING & RECOVE	33.00	.00	.00	.00
2/28/2020	BUSPF		13300001	BARNES AUTON N TOWING	33.00	.00	.00	.00
3/02/2020	BUSPF		13310001	PROVEN PERFORMANCE DIE	33.00	.00	.00	.00
3/02/2020	BUSPF		13320001	R. A WOODALL AND SON C	33.00	.00	.00	.00
3/02/2020	BUSPF		13330001	R A WOODALL TACTICAL T	33.00	.00	.00	.00
3/02/2020	BUSPF		13340001	RRD SERVICES LLC	30.00	.00	.00	.00
3/04/2020	BUSPF		13350001	ARRIVALS IN ELEGANCE L	30.00	.00	.00	.00
3/04/2020	BUSPF		13360001	TURNING POINT BOATWORK	33.00	.00	.00	.00
3/04/2020	BUSPF		13370001	K'S HOME SOLUTIONS LLC	33.00	.00	.00	.00
3/05/2020	BUSPF		13380001	OLIVE TREE LAWN & LAND	33.00	.00	.00	.00
3/16/2020	BUSPF		13390001	ADD A DECK, INC	33.00	.00	.00	.00
4/29/2020	BUSPF		13390001	ADD A DECK, INC	33.00	.00	.00	.00
4/22/2020	BUSPF		13400001	SWG LOGISTICS	30.00	.00	.00	.00
4/27/2020	BUSPF		13410001	SNAGZ "THE PUNCH LIST	33.00	.00	.00	.00
5/04/2020	BUSPF		13420001	CHARBONO KELLY	30.00	.00	.00	.00
5/04/2020	BUSPF		13430001	STATON HVAC/REFRIDERAT	33.00	.00	.00	.00
5/26/2020	BUSPF		13440001	R E COTMAN & SONS LLC	33.00	.00	.00	.00
5/29/2020	BUSPF		13450001	LITTLE BLACK SHEEP STU	33.00	.00	.00	.00
6/01/2020	BUSPF		13460001	PROACTIVE PROPERTY SER	33.00	.00	.00	.00
6/05/2020	BUSPF		13470001	PRETTYMAN LANSDCAPING	30.00	.00	.00	.00
6/10/2020	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 COTMAN, SR RACING	30.00	.00	.00	.00
7/08/2020	BUSPF		13520001	CRAFTAG LLC	30.00	.00	.00	.00
7/14/2020	BUSPF		13530001	PROFESSIONAL SOLUTIONS	30.00	.00	.00	.00
7/17/2020	BUSPF		13540001	ELJ HANDYMAN SERVICE	33.00	.00	.00	.00
8/06/2020	BUSPF		13550001	COCHRONE JENNIFER	30.00	.00	.00	.00
8/17/2020	BUSPF		13560001	NORTH SHIRLEY LLC	33.00	.00	.00	.00
8/20/2020	BUSPF		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	WAT BUDDHASANTISUK	30.00	.00	.00	.00
9/25/2020	BUSPF		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	BUSPF		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
				FINAL TOTAL	7,561.00	.00	.00	.00
TOTAL ITEMS BY YEAR								
				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

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.

COMCAST

CHARLES CITY COUNTY

Name (printed): _____

Name (printed): _____

Title: _____

Title: _____

Signature: _____

Signature: _____

Date: _____

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.

Sincerely,

A handwritten signature in cursive script that reads "Michelle Johnson".

Michelle Johnson
County Administrator



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 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.

Sincerely,

A handwritten signature in blue ink that reads "Misty Allen".

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 Virginia 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.

Sincerely,

A. Donald McEachin

A. Donald McEachin
Member of Congress



COMMONWEALTH OF VIRGINIA

HOUSE OF DELEGATES
RICHMOND

DELORES L. MCQUINN
POST OFFICE BOX 406
RICHMOND, VIRGINIA 23218

SEVENTIETH DISTRICT

COMMITTEE ASSIGNMENTS:
TRANSPORTATION (CHAIR)
EDUCATION
APPROPRIATIONS
RUII 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,

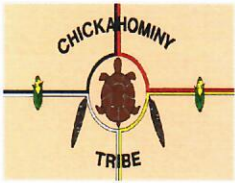
I am writing to express my strong support for the 2022 Virginia Telecommunication Initiative Broadband Grant for Charles City County. Charles City County proposes to partner with Comcast, to complete the buildout of fiber infrastructure to provide access to District Three representatives not serviced 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 Initiative 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

A handwritten signature in black ink, appearing to read "D. L. McQuinn", written over a horizontal line.



Chickahominy Indian Tribe

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

Tribal Council

*Stephen R. Adkins,
Chief*

*Wayne B. Adkins,
1st Asst. Chief*

*Reginald C. Stewart,
2nd Asst. Chief*

*Martha N. Adkins,
Secretary*

*Rhonda G. Canaday,
Treasurer*

Adam L. Adkins

Camille D. Adkins

Heath W. Adkins

Troy L. Adkins

Ross A. Stewart

Donovan L. Wynn

September 14, 2021

Michelle Johnson
County Administrator
County of Charles City
P.O. Box 128
Charles City, Virginia 23030

Dear Ms. Johnson,

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 application.

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 employment.

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

Regards,

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					
<u>Construction</u>					
<i>Broadband Construction – 187 miles</i>	\$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 (“VATT”) 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 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 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. 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 Nathan_daugherty@comcast.com or 434-238-0729.

Sincerely,

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.

Sincerely,

A handwritten signature in blue ink, appearing to read "K. Broadhurst".

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 budgeted 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.

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. 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

Tier	Speeds Up To	Standalone Pricing	With Xfinity TV or 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/5Mbps 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 awarded 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.

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 Cost	Charles City County Cost	Requested Gap Funding	VATI Gap Funding
Charles City County Project	1,493	187	4.36	\$11,893,886	\$1,784,083	\$594,694.30	\$9,515,109	80%

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 home 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 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 <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 non-customers.

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 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.

<u>Name</u>	<u>Title</u>	<u>Responsibility</u>
Nathan Daugherty	<u>Sr. Manager, Comcast Government Affairs</u>	<u>Project Coordination</u>
<u>Steve Hill</u>	<u>Senior Director of Network Engineering</u>	<u>Construction Supervision</u>
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 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 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.