

Application to DHCD Submitted through CAMS

Commonwealth Regional Council

Fiber Buildout - Prince Edward, Cumberland, and Lunenburg Counties

Application ID: 86508182021132550

Application Status: Pending

Program Name: Virginia Telecommunications Initiative 2022

Organization Name: Commonwealth Regional Council

Organization Address: One Mill Street, Suite 202
Farmville, VA 23901

Profile Manager Name: Todd Fortune

Profile Manager Phone: (434) 392-6104

Profile Manager Email: TFortune@virginiasheartland.org

Project Name: Fiber Buildout - Prince Edward, Cumberland, and Lunenburg Counties

Project Contact Name: Doug Stanley

Project Contact Phone: (434) 392-8837

Project Contact Email: dstanley@co.prince-edward.va.us

Project Location: P.O. Box 382
Farmville, VA 23901-0382

Project Service Area: Cumberland County, Lunenburg County, Prince Edward County

Total Requested Amount: \$15,000,000.00

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$15,000,000.00	\$22,778,482.00	\$37,778,482.00
Construction	\$15,000,000.00	\$20,448,800.00	\$35,448,800.00
Construction Related Soft Costs	\$0.00	\$28,322.00	\$28,322.00
Other: Engineering	\$0.00	\$1,936,360.00	\$1,936,360.00
Other: Bank Fees	\$0.00	\$65,000.00	\$65,000.00
Other: Project Management/Admin	\$0.00	\$300,000.00	\$300,000.00
Total:	\$15,000,000.00	\$22,778,482.00	\$37,778,482.00

Budget Narrative:

Construction costs include the following: Middle Mile Cost, Last Mile Install, and Inside Wiring and Install. Construction-related soft costs consist of Annual Pole Rental Fees.

Questions and Responses:

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:

Kinex has been a provider in these three counties for some years and decided to bid on RDOF to continue our work, with increased financing. We live in this area, have a great reputation for service, and wanted to keep our business alive, rather than continue our slow but steady fiber building and watch others build over us with grant funding.

The initial project was derived from RDOF mapping using the FCC's data. We then took USPS data from roads that led away from the ILEC's DSLAMs and sent post cards asking for the resident's provider, for a speed test, and asked that information be submitted via our website. We added all passings that we think are less than 25/3 using the survey of residents. The other area is an RDOF area that was defaulted on by Wilkes Telephone Company/Riverstreet and Lunenburg County asked us to partner with them for univesral coverage for that area.

The project area is basically the Cumberland Courthouse area, in which we have a remote cabinet with an MBC fiber link and GPON to several dozen GPON clients, back to Prince Edward County coming into Farmville; the entirety of Prince Edward County, in which we have 16 miles of fiber with over 500 GPON clients; and the entirety of Lunenburg County, in which we have 28 miles of fiber and several hundred GPON clients and growing daily. The project is one contiguous service area where a truck roll from Farmville is never more than 45 minutes away.

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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:

In Farmville, there is Kinex, Shentel and Centurylink. Shentel offers 1Gb speeds there and into Cumberland County. Centurylink is the ILEC in all three counties except the northern part of Cumberland County. Centurylink has V.DSL in Farmville, Burkeville, Victoria, and Kenbridge, with speeds that approach 25Mb and has deployed some 100Mb g.fast in the areas surrounding Farmville, in Prince Edward, and the most southern edge of Cumberland County, by way of CAF II funding. Verizon is the ILEC in northern Cumberland County and our survey finds that the fastest speed submitted to us is 25Mb. Comcast has 1Gb service in Victoria and Shentel has 1Gb service in Kenbridge. We are not deploying any fiber in the 1Gb service areas. Sources: Jim Garrett's (the owner of Kinex) father was a Sprint (which later became Centurylink) Installation & Maintenance Supervisor in the area and worked for them for 35 years. As a kid, Jim played in the Centurylink Central Offices and now has co-lo in many in the area. Jim started his first ISP in 1996 in the area and have provided service in these areas for over 20 years.

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:

The RDOF areas that Kinex won are identified on the Project Area Map. Wilkes Telephone Company/Riverstreet won two Census Block Groups in RDOF, in Lunenburg County, but defaulted on them and Lunenburg County has asked Kinex to assume responsibility for building the defaulted CBGs in order to achieve Universal Coverage.

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:

Our KMZ map, included in the application as Attachment 3, notes RDOF awarded CBGs (in Blue) and the CBGs defaulted on by Wilkes Telephone Company (in Green). We then added all areas not noted on 477s to the FCC, and we tried to determine all addresses not served by 25/3 by sending out over 3000 postcards and asking them to conduct a speed test and post the results on our website.

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:

Kinex tried to prevent overlap by mailing out over 3,000 postcards to determine true speeds in some of the Centurylink areas. Not all of the survey postcards were returned. As of 9/8/21 Kinex has yet to have any replies to their web form noting speed tests greater than 25/3. Kinex did the best it could using that data to determine where 25/3 actually was realized versus where Centurylink might claim. They also added areas where there is no 477 data was submitted in order to gain the most unserved clients possible. The map with the data is included in this application as Attachment 1. Attachment 4 provides documentation of the unserved areas.

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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:

The number of passings in the project area is shown in Attachment 5. The project will cover 12,076 total passings. For a breakout, please see Attachment 5.

The initial project was derived from RDOF mapping using the FCC's data. Kinex then took USPS data from roads that led away from the ILEC's DSLAMs and sent post cards asking for the resident's provider and a speed test, and asked that information be submitted via our website. Kinex did the best it could using that data to determine internet speeds within the project area. Kinex also added areas where there is no 477 data was submitted in order to gain the most unserved clients.

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 - This is not a wireless project.

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8. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 25/3 mbps. (up to 10 points)

Answer:

The following are the initial speeds being offered and are guaranteed speeds and not shared with other clients: Other speeds are offered on a case-by-case basis. More detail to this question is answered in the response to Question 9 and Attachment 18 with details of network design and network map. The first map is of our current network, because we have been a provider in these areas for some years building off of MBC's network after adding an anchor tenant and building out from there.

50Mb X 5Mb.....\$49.95 a month

75Mb X 10Mb.....\$74.95 a month

100Mb X 10Mb.....\$99.95 a month

200Mb X 10Mb.....\$129.95 a month

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:

PON is a point to multipoint technology that connects an Optical Line Terminal (OLT) to many Optical Network Terminals (ONTs) or Optical Network Units (ONUs). PON networks utilize passive splitters between the OLT and ONT, and offer service providers flexibility in designing the network. The OLT broadcasts traffic downstream to every ONTs and each ONT only reads the content that is addressed to it. Encryption is used to prevent ONTs from eavesdropping on traffic not addressed to them. Quality of Service (QoS) features are used to ensure proper service prioritization and delivery. Oversubscription on a GPON network with a 32-way split is 12.8 to 1 if all customers are sold 1Gbps service (32 Gigabits/2.5 Gigabits).

Kinex will be utilizing GPON for its proposed network (ITU G.984) providing 2.5Gbps downstream over 1490nm and 1.24Gbps upstream over 1300nm.

Kinex will be using DZS for its access infrastructure, whose cards and modules offer non-blocking, full duplex switches and the ability to aggregate standards-based Ethernet traffic from the full range of DZS broadband solutions, customer-provided Ethernet switches and customer-provided routers.

A detailed explanation is included in the application as Attachment 18.

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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:

As described in several places in this application, Kinex went to great efforts to pull all 477 data in the area and find areas that had no 477 data. Then, because we are familiar where many of the remote DSLAMs are because we have worked these areas for over 20 years as an ISP and CLEC and have received so many calls over the years from these areas of being unserved, we then used postal data to mail over 3000 postcards to have people acknowledge whether or not they are underserved and asked them to conduct a speed test and report it back through our web portal. We then tasked our contracted engineers to plan for building and supporting the fiber build to include all of these addresses. If during the challenge phase it is determined that our build includes some that are served, we will remove the last mile portion of our build in these areas and come back after the end of the project and check with those who are removed. It is our belief that the future broadband requirements will soon require increased speeds and we need to plan for that while we can, while staying within the spirit of today's requirements.

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:

Kinex has been building fiber in these three (3) counties for over eight (8) years and has four (4) OLTs deployed in Farmville/Prince Edward County, with one (1) on the border of Prince Edward and south Cumberland County then one in Cumberland Courthouse, one in Lunenburg County with an easement request in process for a remote cabinet for an additional OLT in Lunenburg County. All deployed OLTs have live clients on them. We have active permits in Cumberland and Lunenburg Counties, and are currently building fiber and adding clients each week, so the progress will only increase as we are better financed.

In April, our 29-company member consortium met with the President of Power & Tel along with his sales and management team in Tennessee to draft an agreement for special pricing in exchange for our contracting them to be our exclusive provider. Our consortium is projected to spend close to \$700 million for RDOF, which gives us great negotiating power, so we contracted with Power & Tel for a set margin and a special portal for ordering and inventory management. We also met with Superior Essex who could not guarantee 100% of our fiber, so Perlite was brought in and we were guaranteed 100% fiber availability as long as we use six (6) months as the lead time (thus the reason next year's fiber is on order now.) We are having monthly calls with the Power & Tel team and they are advising of leads time for any in real time. We have orders processed through Power & Tel for almost 200 miles of fiber, 800 NIDs, MSTs, jumpers, Hand Holes to be delivered in January. We are placing orders this week for all of next year's splice closures.

We also processed orders through DZS for several additional OLTs and 800 XGS 10Gb ONTs, scheduled to arrive in January 2022. (Documents validating the Pos are available if needed. With all of the NDAs we have signed, we prefer not to attach them unless required.)

FiberSmith is currently working on our maps, engineering and splice plans. They are dividing each count into 4 sections. The first section for each of the three counties will be based upon passings so that we can meet the FCC requirements for installs, then we will build out from there. The first section plans will be completed in mid-October. However, we will continue to build in Cumberland and Lunenburg organically in the areas that we identified to FiberSmith early on.

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:

Neither the applicant nor any of the co-applicants have received any VATI grants.

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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

Answer:

The project funding breakdown can be found in Attachment 9, and documentation of match funding can be found in Attachment 10. The matching funds include: An RDOF award to Kinex; an SBA loan secured by Kinex; funding directly committed by Kinex; and committed contributions from Prince Edward, Cumberland and Lunenburg Counties. As is shown in Attachment 9, the private contribution from Kinex is equal to 25.5% percent of the total project cost.

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:

Leverage for this project has been committed from Prince Edward, Cumberland and Lunenburg Counties as well as the participating ISP (Kinex). The amounts are as follows:

Prince Edward County:	\$2,153,500.00
Cumberland County:	\$ 200,000.00
Lunenburg County:	\$ 800,000.00
Kinex (project funding):	\$9,649,492.00

Attachment 9 and Attachment 10 show more detail about the amounts of leverage funding committed to this project.

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15. Marketing: Describe the broadband adoption plan.

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

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

Answer:

Kinex has been an ISP in these areas since the dialup days, then our earlier fixed wireless, DSL, and resale DSL in limited parts of each county, and our latest offering of fiber, so we are a known entity. Kinex has been building fiber in Prince Edward County and the Farmville area for about five (5) years, and in Lunenburg and Cumberland Counties for just over two (2) years. Kinex had yard signs printed several years ago and places them in areas where they are building fiber, and a lot of people notice and stop to ask for information. All Kinex vehicles have copies of company brochures, so Kinex workers hand those out as well. Kinex has a salesperson who works ahead of the fiber crews. That person knocks on doors, passes out brochures, and answers any questions about the services and how they'll connect to the house. Kinex will usually give prospective new customers names of neighbors that have already signed up for service and use them as a reference. If Kinex has not heard from someone, they will send a polite letter and another brochure. After a month, they will knock on the door again. Households are contacted every 90 days with a mailing in an effort to pick them up. Over the last couple of years, Kinex has built to 70% of the houses passed and is seeing that number climbing.

Digital literacy efforts in the three counties consist of the following:

Prince Edward County: The Central Virginia Regional Library in Farmville has computers that are available for the public to use. Computer classes or varying levels were also being offered for adults aged 18 and up for free but have been discontinued because of the pandemic (staff is unsure of when these classes will begin again). Classes were offered in groups of up to 10 and one on one. These classes taught basic and more advanced computer skills including how to use a mouse/what is a computer, internet safety, Microsoft Office, and 3D printing). Computers are also available for public use (the availability may have changed due to the pandemic). At Longwood University, computers are also available for public use (the availability may have changed due to the pandemic). At Hampden Sydney College computers are also available for public use. The library allows public access to the internet-capable computers. The Prince Edward County Public Schools GED program is unique – they are funded through the ISAEP grant that allows them to work with currently enrolled students to earn a GED. They are not open to anyone outside of those who are enrolled in the school system and the Woodlands is host to classes during the week.

Cumberland County: The County's library has computers with Internet access and offers computer classes. The public schools have a digital option for students, and the Southside Virginia Community College campus on US 60 used to offer computer classes.

Lunenburg County: The County's two libraries have computers with Internet access and one of them has (or at least use to have) a GED program. Additionally, the public schools have a digital option for students.

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.

Answer:

The table below identifies key individuals who will be responsible for the management of the project and

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a brief synopsis of their roles and responsibilities. Prince Edward County has more than adequate experience managing grants, from DHCD to VDOT to FEMA grants. The IPS partner, Kinex Telecom, has nearly 20 years of experience in the Internet business. They started in 2002, in response to the loss of service-oriented ISP and computer repair business. Today, Kinex designs and installs networks and maintains networks for businesses throughout Central Virginia. They provide broadband fixed wireless, DSL, leased fiber lines, and Fiber connectivity to the internet. They specialize in firewalls, VPN tunnels, and all aspects of wire line and fiber connectivity. Letters of support from community stakeholders are included in this application as Attachment 11.

Name Affiliation Role

Doug Stanley

Prince Edward County Administrator

Sign all project-related documents, approve all pay requests

Chelsey White

Prince Edward County Director of Economic Development & Tourism

Project Manager

Tracy Gee

Lunenburg County Administrator

TBD

Taylor Newton

Lunenburg County Director of Planning and Economic Development

TBD

Stephany Johnson

Cumberland County (interim) Administrator

TBD

Jennifer Crews

Cumberland County Director of Finance

TBD

James Garrett

Kinex Telecom, Inc.

ISP

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Other staff from Kinex and/or consultants

TBD

TBD

Other stakeholders as needed (VDOT, Dominion Energy, etc.)

TBD

TBD

Todd Fortune

CRC

Project Admin

DHCD Grant Manager

VDHCD

Program Manager

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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:

The project budget is included in Attachment 12. The documentation of supporting cost estimates is included in Attachment 13.

In early 2020, Kinex and 29 other providers formed a consortium to bid on the RDOF auction in an effort to minimize duplicated efforts and be as cost-effective as possible by negotiating pricing as a group. Fibersmith, the engineering and project management group, because of their experience with USDA, CAF I and CAFII projects and software tools they had built, took on the task of being the lead for this. After sitting all previous auctions out, Kinex knew it needed to participate in RDOF or lose its homefield of service to another bidder. Kinex won 23 of the 25 Census Block Groups (CBG), then ended up gaining those remaining two blocks when Wilkes Telephone defaulted on them. Kinex used Fibersmith's prebuilt spreadsheet to determine the lowest acceptable bid for each CBG before the auction began. Fibersmith has built over 8,000 miles of fiber, so they have determined the amount of materials used per mile (based upon the population density in the area) using a 1 x 32 distributed split method of deployment. Prices are updated in the spreadsheet, as well as currently negotiated labor rates. In this case, the consortium met with Power & Tel's President and sales and management staff in April, at their new warehouse in Tennessee, and negotiated cost and margin for all items being purchased for the 6-year term of the project in exchange for Kinex contracting for them to be our sole source material provider. Fibersmith provided Power & Tel with basic material estimates for the first year, so Superior Essex was brought in to commit to the fiber needs during the project. They were unable to commit to the full amount, so Perlite was brought in and they committed to the balance. All of this was based upon lead times and much of the 2022 build materials has been ordered to assure delivery in January 2022.

Kinex used the current negotiated price list from Power & Tel to update the project data and it gave a cost of \$37,150,581 for the entire project. Kinex then built its budget spreadsheet using Fibersmith's construction cost per mile and cost inputs from DZS and Power and Tel's current pricing, and came out with a project total of \$37,778,482. Kinex is comfortable with this estimate because they have a little tolerance, since they currently have an 8-man fiber crew (that is growing) and have built almost 150 miles with 4 bucket trucks, 2 drills, 2 large tracked plows, and 2 smaller plows, a splicing trailer and a splicing van, with fusion splicers, OTDRs, etc. Kinex believes it will be able to realize some savings from in kind work that will be part of its \$3.5 million contribution.

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:
- Total VATI funding request
 - Number of serviceable units
(up to 125 points)

Answer:

Total VATI funding request: \$15,000,000.00

Total number of passings: 12,076

Cost benefit score: $15,000,000/12,076 = 1,242.13$

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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:

Participating localities have identified a number of businesses that could benefit from this project and have a significant impact on the community and the local economy with access to reliable broadband. Businesses in Cumberland that could have an impact include New Life Church, T&K Homes, Harold Collins Clearing & Grading, Dollar General (two locations – Route 45 and US 60), Family Dollar (currently under construction), C&F Bank, ABC Store, Cumberland Animal Hospital, Cumberland Pharmacy, Crossroads Community Services Board, and Bear Creek Academy. Businesses in Lunenburg County that could have an impact include Parrish Trucking, Rosewood, Waverly Estates, Hood Brothers, Precision Pipes, Foster Auto, Nutbush Grocery, Meridian Waste/Lunenburg Landfill, Lignetics, Brickland Chicken Houses, Lunenburg Regional Airport, Daniel Bond, LLC (at the airport), Starlight Banquet Hall, Parrish Farms, Parrish Pumpkin Patch, Hite Farms, Willowland Farm, E. F. Brown Construction, Flat Rock Creek Gymnastics, Crossroads Group Home-Unity Home, George Jones- Janitorial Services, Phillips Tree Service, Greg Gunn Timber Management, Mathews Machine Shop, Sunset Arabian Farm, Arrowhead Gun Club, Bridgeforth Manor, Powell Mechanical, Steve Fix Construction, Nowlin's Towing, Dundas Ruritan Club, Hardtimes Tree Service, Lewis Welding and Fabrication, and Three Rivers Treatment Facility. Businesses in Prince Edward County that could have an impact include Amos Construction-Radon Sltns, Ranck's Quality Fencing LLC, Central Virginia Land Surveying Plc, Cornerstone Kennel, Loverde Construction LLC, Glenndale Farm, Helton House Inc., and Crosby Plumbing & Water Treatment. These businesses, and others, have no Internet or have internet that is unreliable or doesn't meet the 25/3 mbps threshold.

Mid-Atlantic Broadband Communities Corporation is upgrading many of their routes because of the low count fiber that was originally put in. Two of those routes go right through two of our counties, so we are in initial talks about cost-sharing for just under 100 miles of fiber build. (Installing 2 innerducts instead of one and then splitting the cost.)

There will be no special construction costs involved. Kinex intends to extend fiber all the way to the premises at no additional cost to the customer.

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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 two most recent Form 447 submittals to the FCC are included in this application as Attachment 14.

Point and polygon shapefiles showing proposed passings are included in .zip files form as Attachment 15.

Attachment 16 is N/A, as this is not a wireless project.

A Kinex network diagram is included in this application as Attachment 17.

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap982021111847.pdf

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

Attachment2DocumentationofFederalFundingArea98202131525.pdf

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

Attachment3RDOFAwardedPassingsForm9132021120851.pdf

Application to DHCD Submitted through CAMS

Commonwealth Regional Council

Fiber Buildout - Prince Edward, Cumberland, and Lunenburg Counties

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteria982021111915.pdf

Passings Form (Use template provided)

Attachment5VATIPassingsForm9132021120842.pdf

Propagation Map if Wireless Project

Attachment6PropgationMapNA982021112312.pdf

Timeline/Project Management Plan

Attachment7TimelineandProjectManagementPlan914202144554.pdf

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

Attachment8MOUBetweenApplicantandCoApplicant914202190014.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTable914202144604.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFunding914202140845.pdf

Letters of Support

Attachment11LettersofSupport913202144426.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts914202122010.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates914202122506.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwomostrecentForm477submittals982021111933.pdf

Application to DHCD Submitted through CAMS

Commonwealth Regional Council

Fiber Buildout - Prince Edward, Cumberland, and Lunenburg Counties

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

Attachment15PointKinexProposedPassings982021111950.zip

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

Attachment16ShapefilesforWirelessApplicantsNA982021112320.pdf

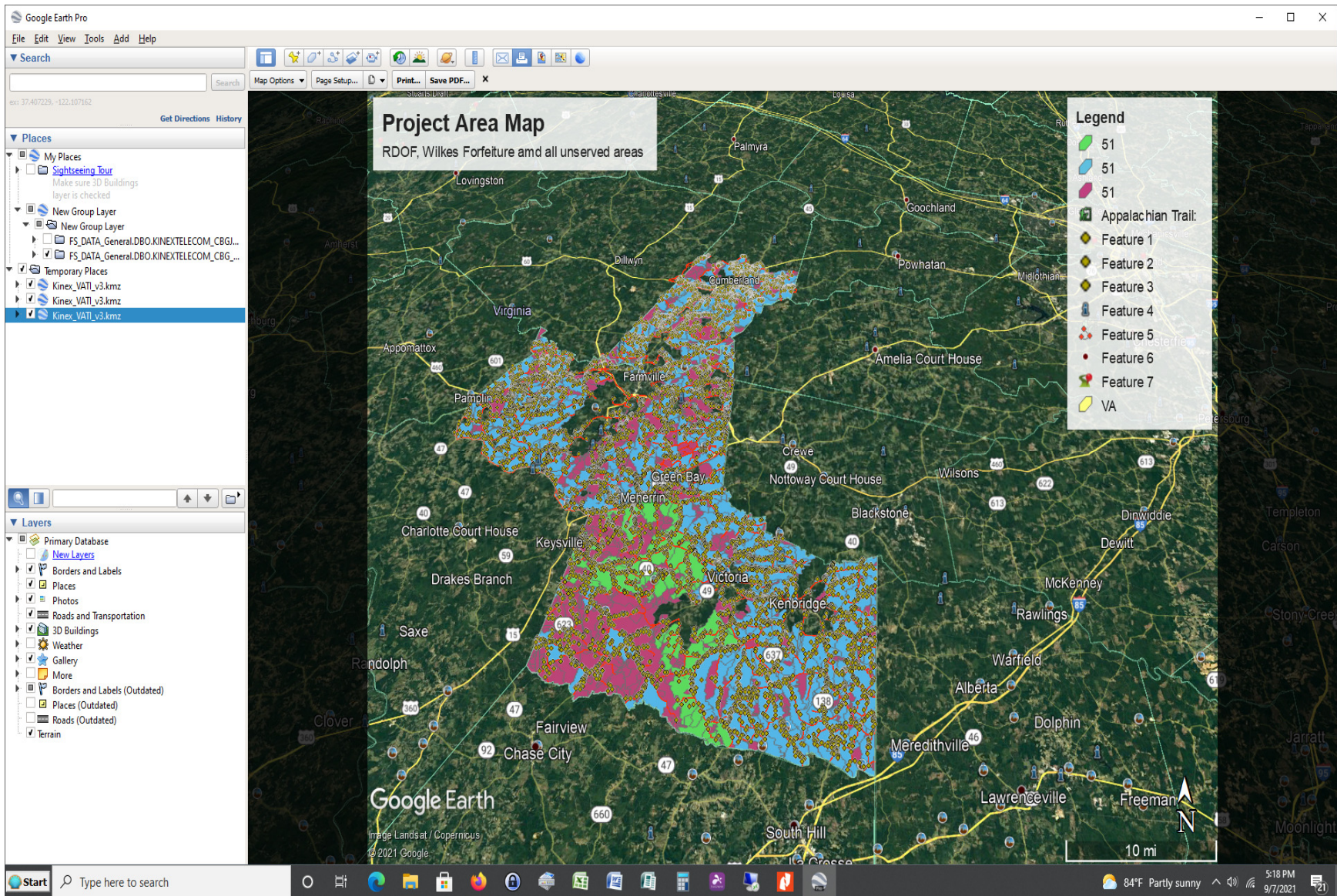
Optional

Attachment17NetworkDiagram982021112019.pdf

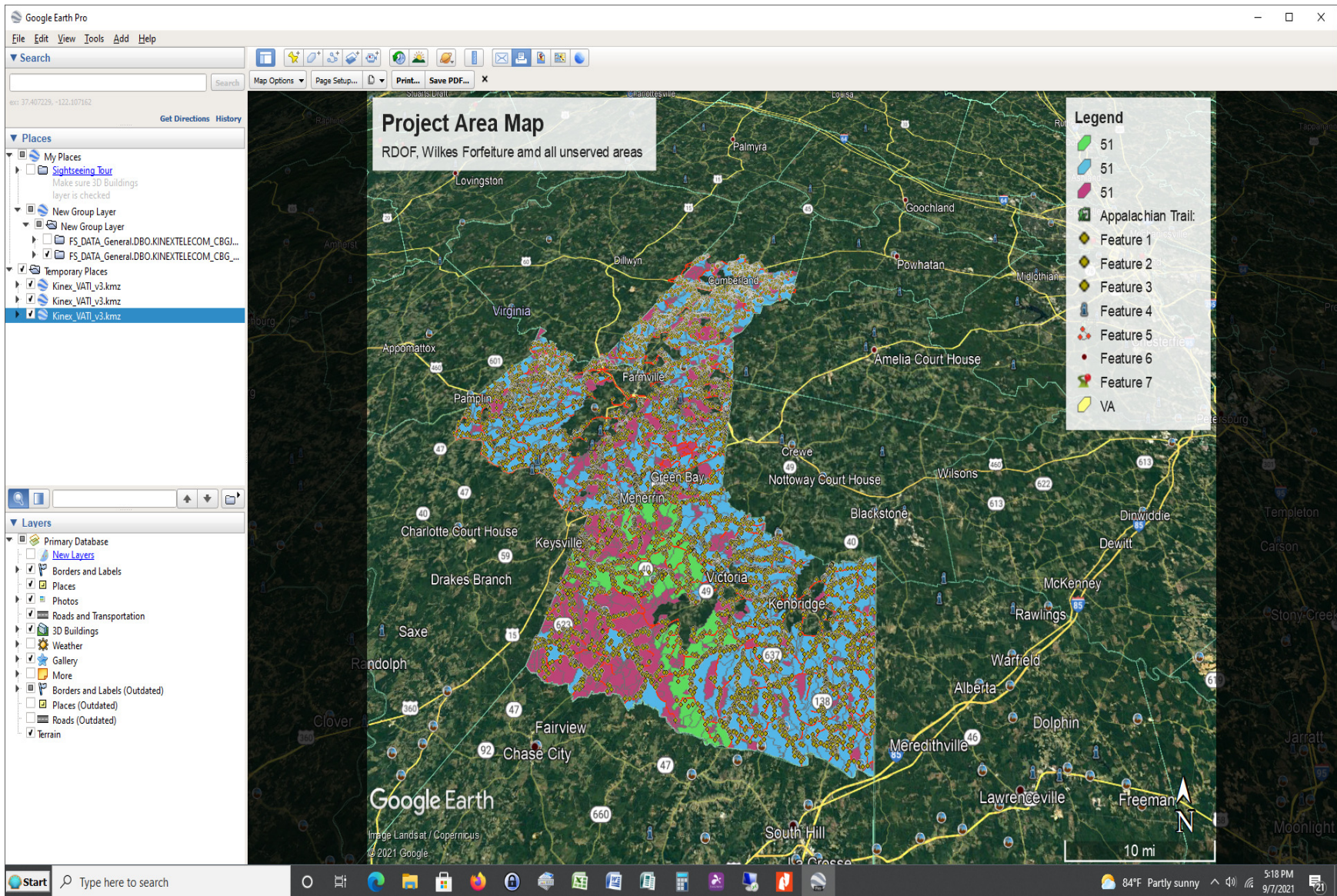
Optional

Attachment18DetailedNarrativeforQuestion998202122448.pdf

Attachment 1 - Project Area Map



Attachment 2 - Documentation of Federal Funding Area



2022 Virginia Telecommunication Initiative (VATI) RDOF Passings Form

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas ¹
Residential	7,167
Businesses (non-home based)	295
Businesses (home-based)	306
Community Anchors	80
Non-residential	129
Total Number of RDOF Passings	7,977

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

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

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.

CBG	Feet	Miles	Addresses - Total	Addresses - Kinex RDOF	VAAddressSiteCountAddresses - Wilkes RDOF	Addresses - Unserved, No RDOF	County
510499302001	299015.02	56.63	441	400	0	41	Cumberland
510499301005	423184.99	80.15	933	870	0	63	Cumberland
510499302002	207795.26	39.36	459	370	0	89	Cumberland
510499301004	293602.34	55.61	363	248	0	115	Cumberland
510499302003	37017.39	7.01	97	97	0	0	Cumberland
511119301001	348985.51	66.10	399	380	0	19	Lunenburg
511119303001	499961.01	94.69	798	745	0	53	Lunenburg
511119302003	350640.45	66.41	483	0	483	0	Lunenburg
511119301002	200291.91	37.93	376	346	0	30	Lunenburg
511119302004	463093.09	87.71	583	144	0	439	Lunenburg
511119303002	311393.81	58.98	550	502	0	48	Lunenburg
511119301003	183894.46	34.83	326	321	0	5	Lunenburg
511479303003	349323.95	66.16	510	483	0	27	Lunenburg
511119302001	79841.96	15.12	87	86	0	1	Lunenburg
511119302002	487804.89	92.39	859	0	859	0	Lunenburg
511479302022	200474.94	37.97	309	158	0	151	Prince Edward
511479302011	21766.83	4.12	43	20	0	23	Prince Edward
511479302012	1905.57	0.36	0	0	0	0	Prince Edward
511479302023	196186.22	37.16	518	425	0	93	Prince Edward
511479303005	485984.89	92.04	893	635	0	258	Prince Edward
511479302021	245995.52	46.59	416	277	0	139	Prince Edward
511479303004	324169.85	61.40	839	408	0	431	Prince Edward
511479301003	429812.75	81.40	853	422	0	431	Prince Edward
511479301002	250956.33	47.53	425	176	0	249	Prince Edward
511479303002	71579.98	13.56	155	152	0	3	Prince Edward
511479303001	230034.84	43.57	361	312	0	49	Prince Edward
Total	6994713.75	1324.76	12076	7977	1342	2757	

	Total Miles	Total Passings			
Cumberland	238.75	2293	1985	0	308
Lunenburg	620.31	4971	3007	1342	622
Prince Edward	465.69	4812	2985	0	1827

The above spreadsheet lists RDOF passings that are documented in Attachment 1. We used our RDOF award area,. Added areas that have no 477 reporting with the FCC, estimated unserved areas with less than 25/3 and sent them postcards to document their speeds and submit on our website, then we added the 2 CBGs that Riverstreet defaulted on.

OID	STATEFP10	COUNTYFP	TRACTCE10	BLOCKCE	BLOCKID10	PARTFLG	HOUSING1	AddressSit	POP10	RDOF	Served_NB	BLOCKGROUP
2314	51	147	930201	2054	511479302012054	N	0	0	0		No	511479302012

2022 Virginia Telecommunication Initiative (VATI) Passing Form

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	3,679	3,679	0	3,679
Businesses (non-home based)	153	153	0	153
Businesses (home-based)	158	158	0	158
Community Anchors	42	42	0	42
Non-residential	67	67	0	67
Total	4,099	4,099	0	4,099

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.

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

²The 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.

³The 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.

⁴The 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.

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

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.

Attachment 1 – Propagation Map for ree project

A – This is not a ree project

KINEX RDOF Construction Timeline

PROJECT PLAN		YEAR 2022				YEAR 2023				YEAR 2024				YEAR 2025				YEAR 2026				YEAR 2027					
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Cumberland		Year 1 of Construction				Year 2 of Construction				Year 3 of Construction				Year 4 of Construction				Year 5 of Construction				Year 6 of Construction					
Middle Mile	Miles	25	25	25	25	25	25	25	25	20	20															240	Miles
Homes Passed	Each	230	230	230	230	230	230	230	230	230	230															2300	Passings
Installs	Each	30	50	60	60	75	75	75	75	71	71	71	71	71	71	71	71	75	75	75	75	75	75	75	75	1668	Installs
Lunenburg		Year 1 of Construction				Year 2 of Construction				Year 3 of Construction				Year 4 of Construction				Year 5 of Construction				Year 6 of Construction					
Middle Mile	Miles	40	40	40	40	40	40	40	40	40	40	40	40	40	40	40	20									620	Miles
Homes Passed	Each	311	311	311	311	311	311	311	311	311	311	311	311	311	311	311	311									4976	Passings
Installs	Each	30	50	60	60	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	1700	Installs
Prince Edward		Year 1 of Construction				Year 2 of Construction				Year 3 of Construction				Year 4 of Construction				Year 5 of Construction				Year 6 of Construction					
Middle Mile	Miles	29	29	29	29	29	29	29	29	29	29	29	29	29	29	29	29									464	Miles
Homes Passed	Each	312	300	300	300	300	300	300	300	300	300	300	300	300	300	300	300									4812	Passings
Installs	Each	30	50	60	60	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	75	1700	Installs

	Year 1 of Construction				Year 2 of Construction				Year 3 of Construction				Year 4 of Construction				Year 5 of Construction				Year 6 of Construction					
Total Miles by Quarter	94	94	94	94	94	94	94	94	89	89	69	69	69	69	69	49	0	0	0	0	0	0	0	0	1324	Miles
Total Miles by Year	376				376				316				256				0				0					
Total Passings by Quarter	853	841	841	841	841	841	841	841	841	841	611	611	611	611	611	611	0	0	0	0	0	0	0	0	12088	Passings
Total Passings by Year	3376				3364				2904				2444				0				0					
Total Installs by Quarter	90	150	180	180	225	225	225	225	221	221	221	221	221	221	221	221	225	225	225	225	225	225	225	225	5068	Total Installs
Total Installs by Year	600				900				884				884				900				900				7020	Available for Install

PROJECT MANAGEMENT PLAN

VATI Project – Prince Edward County and Kinex Telecom, Inc.

Fiber Buildout - Prince Edward, Cumberland, and Lunenburg Counties

DRAFT

PURPOSE OF PLAN: The project management plan is a contract document that identifies all major responsibilities and tasks involved in successfully completing the project. It stipulates the person(s) responsible for all tasks and schedules benchmark dates projected for all tasks. The plan also provides the management team with a tool for monitoring the project's progress to help ensure its completion within the timeframe established by DHCD. It must be maintained and updated throughout the course of the project.

The components of the plan include at least:

1. Project description, including the benefits relative to VATI Program Objectives, and project cost;
2. A management team roster with the roles and responsibilities of all persons involved in the implementation of the project clearly identified;
3. A comprehensive timeline of specific project benchmarks by which the administration and implementation of the project will be tracked and analyzed. Benchmarks should be specific dates by which tasks and subtasks will be completed;
4. A detailed explanation of other funding sources intended for use in the completion of this project, and the status of those funds;
5. The method by which local government officials, including the chief administrator of the locality, will be kept informed of the status of the project;
6. The method by which the project manager and grant administrator will oversee and monitor all aspects of the project to assure timely and effective implementation;
7. The process for review, approval and payment of invoices related to all project expenditures;
8. An identification of potential problems and complexities inherent to the project, and an analysis of how these will be anticipated and mitigated;
9. A timetable for expenditure of administrative funds based on benchmark accomplishments; and
10. Signatures of, at a minimum, the chief administrator, private sector partner, grant administrator and DHCD Community Development Specialist.

1. PROJECT DESCRIPTION:

Prince Edward County and Kinex Telecom, Inc. are working together on a fiber buildout for Prince Edward, Cumberland, and Lunenburg Counties. The project would involve the installation of broadband fiber in all of Prince Edward County, all of Lunenburg County, and the southern half of Cumberland County. These areas are rural census blocks that do not currently have broadband with at least 25Mbps download speeds and 3Mbps upload speeds. In a recent RDOF auction, Kinex won every available census block in Cumberland County from the Cumberland Courthouse Village area

back to Prince Edward County, every available census block in Prince Edward County, and every census block in Lunenburg County except for two in the West and Southwest portion of the county. The two other blocks in Lunenburg County are being included in the project because the ISP that originally won these blocks has decided to withdraw from its RDOF award. The purpose of this project is to deploy more than 1,100 miles of fiber in these areas – which will provide full broadband coverage to these areas and serve as many as 12,000 rural customers in unserved areas with connections to broadband – in fulfillment of VATI program guidelines and Governor Northam’s goal of providing full coverage throughout the Commonwealth.

2. MANAGEMENT TEAM ROSTER:

The Management Team has the authority to monitor grant progress to ensure success (on time, in budget, benefits delivered). The monthly meetings should compare the initial timeline with reality, and identify corrective measures if needed to get the project back on track to completion within the determined time frame. This group should always be looking at the “big picture” to be sure actions taken or not taken now will not create devastating delays in the future.

Name	Affiliation	Role
Doug Stanley	Prince Edward County Administrator	Sign all project-related documents, approve all pay requests
Chelsey White	Prince Edward County Director of Economic Development & Tourism	Project Manager
Tracy Gee	Lunenburg County Administrator	TBD
Taylor Newton	Lunenburg County Director of Planning and Economic Development	TBD
Stephany Johnson	Cumberland County (interim) Administrator	TBD
Jennifer Crews	Cumberland County Director of Finance	TBD
James Garrett	Kinex Telecom, Inc.	ISP
Other staff from Kinex and/or consultants	TBD	TBD
Other stakeholders as needed (VDOT, Dominion Energy, etc.)	TBD	TBD
Todd Fortune	CRC	Project Admin
DHCD Grant Manager	VDHCD	Program Manager

3. TIMELINE

Task	Person Solely Responsible	Person(s) Providing Support	Scheduled Completion Dates	Revised Completion Dates
<i>90-Day Pre-Contract Activities</i>				

Task	Person Solely Responsible	Person(s) Providing Support	Scheduled Completion Dates	Revised Completion Dates
Draft Management Plan & Distribute to Team & DHCD for Comments; Make revisions as necessary and re-distribute; obtain necessary signatures on final document	T. Fortune	C. White C. Vaughan T. Breski	Jan. 2022	
Submit Request for Pre-Authorized Costs to DHCD	C. White	T. Fortune	Jan. 2022	
Draft program-related documents and required reviews and submit to DHCD for review and approval	T. Fortune	C. White C. Vaughan T. Breski	March 2022	
Set up Grantee Project Filing System	T. Fortune	C. White	March 2022	
Appropriation of VATI Funds Through Formal Action by Governing Body (Assuming this is required for VATI)	D. Stanley	C. White	March 2022	
County executes contract with DHCD, MOU with ISP; project begins	D. Stanley J. Garrett	C. White	April 2022	
Fiber buildout completed in Prince Edward County	J. Garrett	C. White	October 2022	
Fiber buildout completed in Cumberland County	J. Garrett	C. White	April 2023	
Fiber buildout completed in Lunenburg County	J. Garrett	C. White	October 2023	
General Administration				
Process Payments to Contractor – 2-week Turnaround	C. White	D. Stanley	Ongoing	
Submit (at least) Quarterly Drawdown Requests	C. White	T. Fortune	Ongoing	
Monitor and Record VATI Expenditures	C. White	D. Stanley	Ongoing	
Submit Monthly Progress Reports to DHCD, Copy to Locality & Management Team	C. White	T. Fortune	Ongoing	
Monitor Project Milestones	C. White	T. Fortune	Ongoing	

Task	Person Solely Responsible	Person(s) Providing Support	Scheduled Completion Dates	Revised Completion Dates
Coordinate Management Plan & Budget Revisions as Necessary	C. White	T. Fortune	Ongoing	
Coordinate Management Team – call monthly meetings, prepare minutes, file minutes, and forward minutes to DHCD	C. White	T. Fortune	Ongoing	
Interim Compliance Review	C. Vaughan T. Breski	C. White T. Fortune	April 2023	
Conditional Closeout	C. Vaughan T. Breski	C. White T. Fortune	October 2023	

4. LEVERAGE FUNDING:

Provide a detailed list of leverage fund amounts and sources, including whether or not they are committed, in-hand, or in progress. If they are in progress, provide an explanation of when these funds may be available.

AMOUNT	SOURCE	STATUS OF FUNDING
\$9,975,490.00	RDOF award *	Approved
\$9,649,492.00	Kinex Telecom (Project Revenue, in-kind labor)	Committed
\$2,153,500.00	Prince Edward County	Committed
\$200,000.00	Cumberland County	Committed
\$800,000.00	Lunenburg County	Committed

*Kinex is working with the Prince Edward County IDA to secure a \$4 million loan to get that money up front and finish the project as early as possible. That loan would be covered by the RDOF award.

**Kinex can commit an additional \$698,508.00 in revenue from the first several years to this project if needed.

5. INTERNAL COMMUNICATION:

- a. The County Administrators and/or their designees will be members of the Management Team.
- b. The designees will attend Management Team meetings and give reports to their respective local governing bodies.
- c. The Project Management Team minutes will be distributed to the respective local governing bodies. Quarterly reports will be given to the local governing bodies by the Project Manager or Grant Administrator.
- d. The Project Manager or Grant Administrator will send copies of quarterly reports plus all Project Management Team minutes and any articles that appear in the local press to the DHCD point(s) of contact.

6. ID PROJECT OVERSIGHT PROCESS:

- a. The Management Team will hold monthly meetings. At each meeting, the Project Manager and/or Grant Administrator will require reports back from team members on their assignments and progress in meeting approaching deadlines. If a deadline has not been met, an explanation as to why will be required and a revised deadline established and added to the Plan's timeline. Deadlines not met will be discussed in the monthly progress report to DHCD.
- b. Brainstorm as a team how to resolve problems, especially those that might prevent the project from being finished on time and within budget.

7. ID EXPENDITURE REVIEW AND PAYMENT PROCESS: A review of the financial management system of the grant, including program income from all VATI contracts.

- a. The Project Manager and County Administrator will make sure payments are made in accordance with DHCD and local requirements, by ensuring all contractors have been paid in accordance with invoices plus change orders approved by the ISP and its agents. Approval by the ISP and its agents will be documented by signing and dating the invoices.
- b. The Project Manager and/or Grant Administrator will track program expenditures.
- c. The Project Manager and/or Grant Administrator will prepare Remittance requests in CAMS.
- d. The Project Manager and/or Grant Administrator will prepare the required monthly financial report for the Project Management Team.

8. ID POTENTIAL PROBLEMS: Identify potential problems and what steps will be taken to avoid them.

- a. DHCD observes a very strict conflict of interest position. No work can be done on the property of any person, or his/her immediate family, who has or had decision-making power in the VATI program from the time the application was planned, developed and submitted to DHCD to the grant's execution and implementation without DHCD's prior written approval regardless of any prior approval of a Program Design. This includes any elected and appointed officials, employees of the grantee, and Project Management Team members.
- b. Monthly file maintenance:
 - i. The ISP and their agents understand the importance of giving the Project Manager/Grant Administrator the grant-related paperwork needed on a regular basis (monthly) to make sure the grant files are up-to-date. A process has been identified for this.
 - ii. The Project Manager/Grant Administrator will track the progress of the project.
- c. This project may involve the need for community outreach and education. There is also a need for good relations with the community, in general, and within the project area. The process to get into the community and reach the people can be very difficult and delicate. The localities and ISP fully intend to reach the people affected by the project as needed and within the best of their ability. The project will be fully explained to each person and their questions will be answered, as

needed, whether through community meetings or door-to-door solicitation. Good public relations will be utilized throughout the entire implementation of the project. *Project Sparkplugs* may be utilized, as they could be instrumental in disseminating correct information and reporting problems or misinformation to the Project Management Team as soon as possible.

- d. Technical problems cannot always be easily categorized or identified for each passing. Many times, problems cannot always be visibly seen. For example, a there may be utility conflicts that are underground. The ISP and its agents intend to inspect all fiber routes and passings very carefully and evaluate to the greatest extent possible problems.

9. SIGNATURES:

The Project Management Plan for the Prince Edward-Cumberland-Lunenburg Fiber Buildout Project has been reviewed and approved by:

Doug Stanley, County Administrator

James Garrett, Kinex Telecom

Todd Fortune, CRC

DHCD Program Manager

BOARD OF SUPERVISORS

J. David Emert
Chairman
Odessa H. Pride, Ed.D.
Vice Chairman
Beverly M. Booth
Pattie Cooper-Jones
Llew W. Gilliam, Jr.
Robert M. Jones
Jerry R. Townsend
James R. Wilck



COUNTY OF PRINCE EDWARD, VIRGINIA

COUNTY ADMINISTRATOR
Douglas P. Stanley, AICP, ICMA-CM
Post Office Box 382
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Farmville, VA 23901
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Fax: (434) 392-6683
dstanley@co.prince-edward.va.us
www.co.prince-edward.va.us

Memorandum of Understanding

The Memorandum of Understanding (MOU) is made the _____ day of _____, 2021 between the County of Prince Edward, Virginia, herein referred to as the “County,” whose principal office is located at 111 N. South Street, Farmville, Virginia, and Kinex, Telecom, Inc. 717 East Third Street, Farmville, VA 23901 herein referred to as the “Provider.”

It is mutually understood and agreed by the parties that the Provider will perform services and tasks as required as a co-applicant with the County to compete for the 2021 Virginia Telecommunications Initiative (VATI) grant issued by the Virginia Department of Housing and Community Development (DHCD). The County VATI grant application is a regional project that will address unserved areas throughout the counties of Prince Edward, Cumberland, and Lunenburg, providing access to broadband using fixed wireless technology.

The services and tasks furnished by the Provider to the County will be at no cost to the County.

As co-applicant for the VATI grant, the Provider agrees to:

- Provide network design, engineering, equipment specifications, project budget, company background information, and all other provider-related grant submission requirements.
- Design the network according to the grant criteria to reach the greatest number of homes and businesses feasible.
- Communicate routinely with the County representatives, at least weekly, and present information promptly so that the applications are agreed upon by the County representatives.
- Pledge a minimum of 10% cash match cost share for the VATI project; amount to be determined when the design and equipment specifications are agreed upon by the County representatives.
- Follow all provider-related requirements listed in the State guidelines which are detailed in the attached VATI Program Guidelines and Criteria.
- Should the County be awarded the grant, the Provider will be expected to sign a contract with the County to provide the service as stated in the grant application.

Additionally, to expand broadband ubiquitously beyond what VATI funds can be used for, the Provider will design and submit an equipment list and budget to reach all, or as many as possible, unserved homes and businesses in all three counties.

The provider will submit a list of in-kind cash contributions they are willing to contribute to reduce outside revenue sources needed to reach structures not included in the VATI grant application.

As an applicant for VATI, County agrees to

- Provide a revised address list to the one shared in the Request for Proposal of unserved homes and businesses in all three counties.
- Provide ESRI shapefiles for vertical assets, community facilities, and unserved addresses.
- Each county will provide each match with the amount to be determined when the design and equipment specifications are agreed upon by the county representatives and approved by the respective Boards of Supervisors.
- Commonwealth Regional Council (CRC) will be responsible for writing the grant narrative and submitting it to DHCD by the deadline of September 14th at 11:59 p.m.

VATI Grant Schedule

The schedule is very aggressive to meet the schedules for the Boards of Supervisors of each County and receive approval of matching funds. As soon as the MOU is complete, work should begin immediately on reviewing unserved areas, designing the network determining costs, and writing the grant narrative.

Deadlines

July 27 (or earlier)	Submit VATI Notice of Application
September 9	Submit grant application and MOU to County Attorney
September 9	Lunenburg Board meeting: application consideration
September 14	Prince Edward and Cumberland Board meetings: application consideration
September 14 (or earlier)	Submit application

This MOU may be terminated by the County at any time and for any reason, upon a 10-day written notice to the provider, without further liability to the County.



IN WITNESS WHEREOF: The parties have caused this MOU to be duly executed intending to be bound thereby.

County of Prince Edward

Provider

By: _____

By: _____

Title: County Administrator

Title: _____

Date: _____

Date: _____

Commonwealth Regional Council:

By: _____

Title: _____

Date: _____

APPROVED AS TO FORM:

By: _____

Title: Prince Edward County Attorney

Date: _____



County of Cumberland Virginia

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Cumberland, Virginia 23040
Telephone 804 492 3800
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info@cumberlandcounty.virginia.gov
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Brian Stanley
District 1

Ron Tavernier
District 2

Eurika Tyree
District 3

Eugene "Gene" Brooks
District 4

Robert Saunders Jr
District 5

Memorandum of Understanding

The Memorandum of Understanding (MOU) is made the _____ day of _____, 2021 between the County of Cumberland, Virginia, herein referred to as the "County," whose principal office is located at 1 Courthouse Circle, Cumberland, VA 23040 and Kinex, Telecom, Inc. 717 East Third Street, Farmville, VA 23901 herein referred to as the "Provider."

It is mutually understood and agreed by the parties that the Provider will perform services and tasks as required as a co-applicant with the County to compete for the 2021 Virginia Telecommunications Initiative (VATI) grant issued by the Virginia Department of Housing and Community Development (DHCD). The County VATI grant application is a regional project that will address unserved areas throughout the counties of, Cumberland, Lunenburg, and Prince Edward providing access to broadband using fixed wireless technology.

The services and tasks furnished by the Provider to the County will be at no cost to the County.

As co-applicant for the VATI grant, the Provider agrees to:

- Provide network design, engineering, equipment specifications, project budget, company background information, and all other provider-related grant submission requirements.
- Design the network according to the grant criteria to reach the greatest number of homes and businesses feasible.
- Communicate routinely with the County representatives, at least weekly, and present information promptly so that the applications are agreed upon by the County representatives.
- Pledge a minimum of 10% cash match cost share for the VATI project; amount to be determined when the design and equipment specifications are agreed upon by the County representatives.
- Follow all provider-related requirements listed in the State guidelines which are detailed in the attached VATI Program Guidelines and Criteria.
- Should the County be awarded the grant, the Provider will be expected to sign a contract with the County to provide the service as stated in the grant application.

Additionally, to expand broadband ubiquitously beyond what VATI funds can be used for, the Provider will design and submit an equipment list and budget to reach all, or as many as possible, unserved homes and businesses in all three counties.

The provider will submit a list of in-kind cash contributions they are willing to contribute to reduce outside revenue sources needed to reach structures not included in the VATI grant application.

As a co-applicant for VATI, County agrees to

- Provide a revised address list to the one shared in the Request for Proposal of unserved homes and businesses in all three counties.
- Provide ESRI shapefiles for vertical assets, community facilities, and unserved addresses.
- Each county will provide each match with the amount to be determined when the design and equipment specifications are agreed upon by the county representatives and approved by the respective Boards of Supervisors.
- Commonwealth Regional Council (CRC) will be responsible for writing the grant narrative and submitting it to DHCD by the deadline of September 14th at 11:59 p.m.

VATI Grant Schedule

The schedule is very aggressive to meet the schedules for the Boards of Supervisors of each County and receive approval of matching funds. As soon as the MOU is complete, work should begin immediately on reviewing unserved areas, designing the network determining costs, and writing the grant narrative.

Deadlines

- July 27 (or earlier) Submit VATI Notice of Application
- September 9 Submit grant application and MOU to County Attorney
- September 9 Lunenburg Board meeting: application consideration
- September 14 Cumberland and Prince Edward Board meetings: application consideration
- September 14 (or earlier) Submit application

This MOU may be terminated by the County at any time and for any reason, upon a 10-day written notice to the provider, without further liability to the County.

IN WITNESS WHEREOF: The parties have caused this MOU to be duly executed intending to be bound thereby.

County of Cumberland

By: _____

Title: County Administrator

Date: _____

Provider

By: _____

Title: _____

Date: _____

Commonwealth Regional Council:

By: _____

Title: _____

Date: _____

APPROVED AS TO FORM:

By: _____

Title: Cumberland County Attorney

Date: _____

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Election District 7



Lunenburg County Administration
11413 Courthouse Road
Lunenburg, VA 23952

Tracy M. Gee
County Administrator

Telephone: (434) 696-2142
Facsimile: (434) 696-1798

MEMORANDUM OF UNDERSTANDING

The Memorandum of Understanding (MOU) is made the _____ day of _____, 2021 between the County of Lunenburg, Virginia, herein referred to as the "County" whose principal office is located at 11413 Courthouse Road, Lunenburg, Virginia 23952, and Kinex Telecom, Inc., P.O. Box 562, Farmville, Virginia 23901, hereinafter referred to as the "Provider."

On July 23, 2021, County in partnership with the Provider submitted a Notice of Intent to apply for the 2022 Virginia Telecommunication Initiative (VATI) application.

It is mutually understood and agreed by the parties hereto that the Provider will perform services and tasks as required as a co-applicant with the County to compete for the 2022 Virginia Telecommunication Initiative (VATI) grant issued by the Virginia Department of Housing and Community Development (DHCD). The County VATI grant is a regional project that will address unserved and under-served areas throughout the counties of Cumberland, Lunenburg, and Prince Edward providing access to broadband using fiber optic network technology. Although a formal partnership between Lunenburg County and Kinex Telecom, Inc. has not been formalized for this project both parties are collaborating on an agreement to be executed if DHCD awards them a VATI grant.

An agreement by the Provider would cover the following areas:

- Provide the network design, engineering, equipment specifications, project budget, company background information and all other provider related grant submission requirements.
- Design the network according to the grant criteria to reach the greatest number of homes and businesses feasible.
- Communicate routinely with the County representatives at least weekly and present information in a timely manner, so that application process will meet the deadlines listed below.
- Follow all Provider related requirements listed in the State guidelines, which are detailed in the attached VATI Program Guidelines and Criteria.
- Should the County be awarded the grant, the Provider will be expected to sign a contract with the County to provide the services as stated in the grant application.

Additionally, in an effort to expand broadband ubiquitously beyond what VATI funds can be used for, the Provider will design and submit an equipment list and budget in order to reach all, or as many as possible, unserved or under-served homes and businesses in all three counties.

The Provider will submit a list of in-kind and cash contributions they are willing to contribute in order to reduce outside revenue sources needed to reach structures not included in the VATI grant application.

As an applicant for VATI, County agrees to:

- Provide adequate information for brick-and-mortar businesses, home-based businesses, government (federal, state, and local facilities), fire and rescue agencies, law enforcement agencies, health care facilities, schools, churches, and community facilities.
- Provide letters of support from essential businesses, elected officials, towns, schools, and health care facilities, who will benefit from the expansion of broadband to the underserved and unserved areas.
- Each county will provide a cash match with the amount to be determined when the design and equipment specifications are agreed upon by the County representatives and approved by the respective Board of Supervisors. See attached resolutions from all three counties.

Commonwealth Regional Council (CRC) will be responsible for writing the grant narrative and submitting it to DHCD by the deadline of September 14, 2021 at 11:59 p.m.

VATI Grant Schedule

The schedule is very aggressive in order to meet the scheduled for the Board of Supervisors of each County and receive approval of matching funds. As soon as the MOU is complete, work should begin immediately on reviewing unserved areas, designing the network, determining costs, and writing the grant narrative.

Deadlines

September 14 (or earlier): Submit Grant

September 21: DHCD Posts Applications on VATI Website

October 21: Challenges Due

October 28: DHCD Notifies Challenges Applicants

November 18: Deadline for Challenge Rebuttals

December 3: DHCD Notifies All Parties of Challenge Determination

Late December: Anticipated Announcement of Awards

This MOU may be terminated by the County at any time and for any reason, upon 10 days written notice to the Provider, with no further liability to the County.

IN WITNESS WHEREOF: The parties have ensured this MOU to be duly executed intending to be bound thereby

County of Lunenburg

Provider

By: _____

By: _____

Title: County Administrator

Title: _____

Date: _____

Date: _____

APPROVED AS TO FORM:

By: _____

Title: Lunenburg County Attorney

Date: _____

DRAFT

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*	\$15,000,000.00	39.7%	PENDING
RDOF FUNDS	\$ 9,975,490.00	26.5%	COMMITTED
PRINCE ED. CO.	\$ 2,153,500.00	5.7%	COMMITTED
CUMBERLAND CO.	\$ 200,000.00	0.5%	COMMITTED
LUNENBURG CO.	\$ 800,000.00	2.1%	COMMITTED
PROJECT FUNDING (KINEX – COMMITTED PROJECT REVENUE, IN-KIND LABOR)**	\$9,649,492.00	25.5%	COMMITTED
TOTAL	\$37,778,482.00	100 %	

*Kinex is working with the Prince Edward County IDA to secure a \$4 million loan to get that money up front and finish the project as early as possible. That loan would be covered by the RDOF award.

**Kinex can commit an additional \$698,508.00 in revenue from the first several years to this project if needed.

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COUNTY OF PRINCE EDWARD, VIRGINIA

**2022 Virginia Telecommunication Initiative
VATI Application**

COUNTY ADMINISTRATOR

Douglas P. Stanley, AICP, ICMA-CM

Post Office Box 382
111 N. South Street, 3rd Floor
Farmville, VA 23901

Office: (434) 392-8837

Fax: (434) 392-6683

dstanley@co.prince-edward.va.us

www.co.prince-edward.va.us

September 9, 2021

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

Dear Dr. Holmes:

On behalf of the Prince Edward County Board of Supervisors, I would like to advise you of our support of the multi-jurisdiction application with Cumberland and Lunenburg counties for the FY 2022 Virginia Telecommunication Initiative (VATI). This project will complete a broadband fiber buildout by Kinex Telecom, Inc in unserved areas of Prince Edward County, and portions of Cumberland and Lunenburg counties.

Prince Edward County will commit matching funds not to exceed \$2,153,500 in support of the VATI application. Please note that on August 31, 2021, the Prince Edward County Finance Committee discussed this project and expressed support. The Board of Supervisors will consider the request at its meeting on September 14th, after which we will provide an excerpt of the minutes.

Our thanks to DHCD for your favorable consideration of this critical application for the County of Prince Edward. If I can address any questions or concerns, please do not hesitate to contact me.

Sincerely,

Douglas P. Stanley, AICP, ICMA-CM
County Administrator



County of Cumberland Virginia

1 Courthouse Circle | P.O. Box 110
Cumberland, Virginia 23040
Telephone 804 492 3800
Facsimile 804 492 9224
info@cumberlandcounty.virginia.gov
www.cumberlandcounty.virginia.gov

Brian Stanley
District 1

Ron Tavernier
District 2

Eurika Tyree
District 3

Eugene "Gene" Brooks
District 4

Robert Saunders Jr
District 5

September 13, 2021

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

Dear Dr. Holmes:

On July 23, 2021, Cumberland County submitted the Notice of Intent for the 2022 Virginia Telecommunications Initiative (VATI) application. This application is being submitted by Commonwealth Regional Council (CRC) on behalf of Cumberland County, Lunenburg County, Prince Edward County and Kinex Telecom, Inc. as a collaborative effort to provide broadband to unserved areas. For Cumberland County, this project will extend service for 244 miles and provide service to approximately 1,800 households and 165 businesses in our county. This project is absolutely vital to the growth and welfare of the citizens and businesses of Cumberland County. Cumberland County has agreed to contribute up to \$200,000 for this project.

We respectfully ask for your consideration of this grant application. VATI grant funds are essential to extending broadband into the unserved areas of our region and without the financial support of agencies such as yours, crucial projects such as these would not even be possible. The Cumberland County Board of Supervisors considers this project a priority for the county fully supports the collaborative grant application.

Thank you for considering our requests and if you need any other information, please let us know.

Sincerely,

Jennifer M. Crews
Interim County Administrator
P.O. Box 110
Cumberland, VA 23040
(804)492-3563
jcrews@cumberlandcounty.virginia.gov

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Election District 7



Lunenburg County Administration
11413 Courthouse Road
Lunenburg, VA 23952

Tracy M. Gee
County Administrator

Telephone: (434) 696-2142
Facsimile: (434) 696-1798

September 13, 2021

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

Dear Dr. Holmes,

On July 23, 2021, Lunenburg County submitted the Notice of Intent for the 2022 Virginia Telecommunications Initiative (VATI) application. This application is being submitted through a regional application, which is being completed by Commonwealth Regional Council (CRC), and in partnership with Cumberland County, Prince Edward County, and Kinex Telecom, Inc. In Lunenburg County, the proposed project would extend service for 536 miles and a total of 3,536 passings in qualifying unserved areas. Specific information regarding the proposed routes is provided in the grant application. Each home and business along the chosen routes will be offered service rather than resorting to "cherry picking" only the easiest and least costly connections. The total cost of the regional application is approximately \$37,000,000. Lunenburg County has agreed to contribute \$800,000 (subject to meeting procurement requirements for ARPA funds) and Kinex Telecom, Inc. contributing \$6,000,009 with \$15,000,000 requested from VATI grant funds.

We ask for favorable consideration of this grant application. Access to VATI grant funds to help cover significant costs associated with extending broadband services to sparsely populated rural areas is critical to counties like Cumberland, Lunenburg, and Prince Edward. Without financial assistance from the Commonwealth, such projects are simply not feasible and citizens will remain unserved. The Lunenburg Board of Supervisors believes the identified project would make excellent use of the VATI grant program and is pleased to demonstrate the County's strong financial backing of the project and grant application.

Thank you for your consideration of this request. Please let us know if any additional information is needed in support of this application.

Sincerely,

Tracy M. Gee
County Administrator

cc: Taylor N. Newton, Director of Planning and Economic Development
Todd Fortune, CRC

**Before the
Federal Communications Commission
Washington, D.C. 20554**

In the Matter of)	
)	
Telecommunications Carriers Eligible for Universal Service Support)	WC Docket No. 09-197
)	
Connect America Fund)	WC Docket No. 10-90

ORDER

Adopted: June 8, 2021

Released: June 8, 2021

By the Chief, Wireline Competition Bureau:

I. INTRODUCTION

1. In this Order, the Wireline Competition Bureau (Bureau) designates fifty-six (56) carriers (as identified in Attachment A) as eligible telecommunications carriers (ETCs) in eligible high-cost areas within the specified states. Designation in these areas is conditioned upon, limited to, and effective upon petitioners' authorization to receive support under the Rural Digital Opportunity Fund (RDOF) program.¹ Any such ETC designation covering RDOF supported areas, however, should not be interpreted as an entitlement to support or an indication that the Commission will ultimately authorize the petitioner for support. Fourteen (14) of these petitioners (as identified in Attachment B) also request designation as an ETC outside of areas eligible for RDOF funding authorization. For such areas, we limit the ETC designation to eligibility for Lifeline support. In making these designations, the Bureau finds that each of these petitioners meets the eligibility requirements to receive universal service support, as set forth in section 214(e)(6) of the Communications Act of 1934, as amended (Act), and related Commission rules.² If these or other entities are authorized for RDOF support, the Bureau will release separate public notices announcing funding authorizations.

II. BACKGROUND

A. Rural Digital Opportunity Fund Auction (Auction 904)

2. On January 30, 2020, the Commission adopted the framework for the Rural Digital Opportunity Fund, to award support through a reverse descending clock auction.³ At the conclusion of Auction 904, there were 180 winning bidders, with the 10-year support amount totaling \$9.23 billion and covering 5,220,833 locations in 49 states and one territory.⁴ In order to become authorized to receive support, each winning bidder, or entity assigned support through the division of winning bids, must complete a long-form application (FCC Form 683) designed to ensure that support recipients are technically and financially qualified to offer supported services and have met all regulatory prerequisites

¹ See *Rural Digital Opportunity Fund Phase I Auction (Auction 904) Closes: Winning Bidders Announced; FCC Form 683 Due January 29, 2021*, WC Docket No. 19-126 et al., Public Notice, 35 FCC Rcd 13888 (RBATF, OEA, WCB 2020) (*Auction 904 Closing Public Notice*); *Rural Digital Opportunity Fund et al.*, WC Docket No. 19-126 et al., Report and Order, 35 FCC Rcd 686 (2020) (*Auction 904 Report and Order*).

² 47 U.S.C. § 214(e)(6); 47 CFR § 54.202.

³ *Auction 904 Report and Order*, 35 FCC Rcd at 689-90, para. 8; see also *Rural Digital Opportunity Fund*, WC Docket No. 19-126, Order on Reconsideration, 35 FCC Rcd 10820 (2020).

⁴ *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13888.

and conditions for receiving Universal Service Fund (USF) support.⁵ Four-hundred seventeen (417) entities submitted long-form applications by the January 29, 2021 deadline.⁶ As part of this application, applicants must also submit, by June 7, 2021, documentation of ETC designation(s) and a letter certifying that the designations cover all relevant census blocks in a state.⁷

3. The Lifeline—or low-income—program provides support to reimburse providers for offering supported services at discounted prices to qualifying low-income households, with more support directed at such households on Tribal lands.⁸ Eligible services include voice and broadband Internet access service meeting certain requirements.⁹ In a given geographic area, a carrier may be designated as an ETC and become eligible to receive funding from both the high-cost and low-income components of the USF, or it may be designated as a Lifeline-only ETC that is only eligible to receive USF support from the Lifeline program (Lifeline-only ETC designation).¹⁰ Where, as with the petitioners identified in Attachment B, a petitioner indicates that it is seeking an ETC designation in areas not eligible for high-cost support, the Commission considers such areas for a Lifeline-only ETC designation.¹¹ ETCs are generally obligated to offer Lifeline-supported services throughout their designated service areas.¹²

C. Requirements for FCC ETC Designation

4. Section 254(e) of the Communications Act of 1934, as amended (the Act), provides that “only an eligible telecommunications carrier designated under section 214(e) shall be eligible to receive specific federal universal service support.”¹³ Congress gives primary authority for ETC designations to state commissions.¹⁴ The Commission has authority only when “a common carrier [is] providing telephone exchange service and exchange access that is not subject to the jurisdiction of a State commission.”¹⁵ The petitioning carrier must demonstrate that the Commission has jurisdiction and may do so by submitting an “affirmative statement from the state commission or a court of competent

⁵ 47 CFR § 1.21004; *Auction 904 Report and Order*, 35 FCC Rcd at 696, para. 22. Winning bidders had the opportunity to assign some or all their winning bids to one or more related entities. *Rural Digital Opportunity Fund Phase I Auction Scheduled for October 29, 2020; Notice and Filing Requirements and Other Procedures for Auction 904*, AU Docket No. 20-34 et al., Public Notice, 35 FCC Rcd 6077, 6164-65, paras. 288-93 (2020) (*Auction 904 Procedures Public Notice*).

⁶ See Long-Form Applicants Spreadsheet, Long Form Applicants tab, www.fcc.gov/auction/904/.

⁷ 47 CFR § 54.804(b)(5); *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13894, 13900-01.

⁸ See *Lifeline and Link Up Reform and Modernization et al.*, WC Docket Nos. 11-42 et al., Report and Order and Further Notice of Proposed Rulemaking, 27 FCC Rcd 6656, 6663, para. 14 (2012).

⁹ 47 CFR § 54.101; see also 47 CFR § 54.401(a).

¹⁰ 47 CFR § 54.201(a)(1); *id.* § 54.101(d).

¹¹ *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13901 n.72 (explaining that petitioners may, in addition to seeking a high-cost designation in winning bid areas, seek a Lifeline-only ETC designation in areas not eligible for high-cost support for the limited purpose of becoming eligible to receive only Lifeline support in such areas and requiring these petitioners to submit with their ETC application a map or other information delineating these Lifeline-only areas, and other information specifically required by the Commission’s Lifeline rules).

¹² See 47 U.S.C. § 214(e)(1)(A); 47 CFR § 54.101(a) (providing that voice service is the supported service); 47 CFR § 54.403(a) (setting forth Lifeline support eligibility requirements).

¹³ 47 U.S.C. § 254(e).

¹⁴ *Id.* § 214(e)(2).

¹⁵ *Id.* § 214(e)(6).

jurisdiction that the carrier is not subject to the state commission's jurisdiction."¹⁶ The Bureau has also stated, as to all ETC designations, that "[i]f a state law expressly articulates that it does not have jurisdiction over a relevant type of technology, Commission staff would consider such a statute relevant in its determination of Commission jurisdiction."¹⁷ The Commission has delegated authority to the Bureau to consider appropriate ETC designation requests.¹⁸

5. A petition for ETC designation by the Commission must include: (1) a certification that the petitioner offers or intends to offer all services designated for support by the Commission pursuant to section 254(c) of the Act; (2) a certification that the petitioner offers or intends to offer the supported services either using its own facilities or a combination of its own facilities and resale of another carrier's services;¹⁹ (3) a description of how the petitioner advertises the availability of the supported services and the charges therefor using media of general distribution;²⁰ (4) a detailed description of the geographic service area for which the petitioner requests to be designated as an ETC;²¹ and (5) a certification that neither the petitioner, nor any party to the application, is subject to a denial of federal benefits pursuant to the Anti-Drug Abuse Act of 1988.²²

6. In addition, a petitioner must demonstrate its ability to meet certain service standards. A petitioner seeking an ETC designation for purposes of becoming eligible to receive RDOF support must: (1) certify that it will comply with the service requirements applicable to the support that it receives; (2) demonstrate its ability to remain functional in emergency situations; and (3) demonstrate its ability to satisfy applicable consumer protection and service quality standards.²³ An ETC seeking Lifeline-only designation must also: (1) demonstrate its financial and technical capability to provide Lifeline-supported services in accordance with applicable Commission rules; and (2) submit information describing the terms and conditions of any voice telephony plans offered to Lifeline subscribers.²⁴

7. We note that for petitioners seeking ETC designation for the purpose of becoming authorized to receive RDOF support, the Commission has waived the same section 54.202 requirements that it previously waived for CAF Phase II auction support recipients, specifically, the requirement that the petitioner submit a five-year service plan and proof of compliance with consumer protection and

¹⁶ See *Federal-State Joint Board on Universal Service et al.*, CC Docket No. 96-45, Twelfth Report and Order, Memorandum Opinion and Order, and Further Notice of Proposed Rulemaking, 15 FCC Rcd 12208, 12267, para. 120 (2000); 47 U.S.C. § 214(e)(6).

¹⁷ *WCB Reminds Connect America Fund Phase II Auction Applicants of the Process for Obtaining a Federal Designation as an Eligible Telecommunications Carrier*, WC Docket Nos. 09-197 and 10-90, Public Notice, 33 FCC Rcd 6696, 6697 (WCB 2018) (*Auction 903 ETC Public Notice*).

¹⁸ See *Procedures for FCC Designation of Eligible Telecommunications Carriers Pursuant to Section 214(e)(6) of the Communications Act*, CC Docket No. 96-45, Public Notice, 12 FCC Rcd 22947, 22948 (1997).

¹⁹ 47 U.S.C. § 214(e)(1); 47 CFR § 54.201(d)(1).

²⁰ 47 U.S.C. § 214(e)(1); 47 CFR § 54.201(d)(2).

²¹ An ETC's "service area" is set by the designating authority and is the geographic area within which an ETC has universal service obligations and may receive universal service support. 47 U.S.C. § 214(e)(5); 47 CFR § 54.207(a). Although section 214(e)(5) of the Act, 47 U.S.C. § 214(e)(5), requires conformance of a competitive ETC's service area and an incumbent rural telephone company's service area, the Commission has separately forborne from imposing such requirements on RDOF support recipients. See *Rural Digital Opportunity Fund; Connect America Fund*, WC Docket Nos. 19-126, 10-90, Report and Order, 35 FCC Rcd 686, 728, para. 93-94 (2000).

²² 21 U.S.C. § 862; 47 CFR § 1.2002(a)-(b).

²³ 47 CFR § 54.202(a).

²⁴ *Id.* § 54.202(a)(4)-(6).

service quality standards.²⁵ These waivers are predicated upon the finding that the need for such requirements is obviated by the specific service quality standards applicable to support recipients and specific reporting obligations relating to such standards.²⁶ Accordingly, petitioners subject to this Order only need demonstrate their ability to meet applicable consumer protection and service quality standards for Lifeline-supported services in Lifeline-only eligible areas.²⁷

8. Prior to designating a carrier as an ETC pursuant to section 214(e)(6) of the Act, the Commission must determine whether such designation is in the public interest.²⁸ When making a public interest determination, the Commission historically has considered the benefits of increased consumer choice and the unique advantages and disadvantages of the applicant's service offering.²⁹ Because, however, designation of long-form applicants is conditioned upon, limited to, and effective upon petitioners' authorization to receive support under the RDOF program, designation in these areas is presumed to serve the public interest.³⁰ To be ultimately authorized, petitioners will have to complete a competitive bidding process that demonstrates their ability to provide service efficiently in unserved high-cost areas and to complete applications that demonstrate their technical and financial ability to meet their public interest obligations.³¹

D. Petitions for ETC Designation

9. Each petitioner that is the subject of this Order seeks an ETC designation to become eligible to receive RDOF support.³² We specify with respect to every petitioner that all such designations will cover all eligible census blocks covered by the award (as published by the Commission on its website) for the state indicated and for which the petitioner is authorized to receive support, regardless of any discrepancies in the description of such areas in individual petitions.³³ An exception is made when the petitioner demonstrates certain Auction 904 areas that are partially covered by a pre-existing ETC

²⁵ *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13901, n.71 (extending to Auction 904 long-form applicants the same waivers of 54.202 requirements as provided to Auction 903 long-form applicants under the same rationales); *WCB Reminds Connect America Fund Phase II Auction Applicants of the Process for Obtaining a Federal Designation as an Eligible Telecommunications Carrier*, WC Docket Nos. 09-197 and 10-90, Public Notice, 33 FCC Rcd 6696, 6699-6700 (WCB 2019).

²⁶ *WCB Reminds Connect America Fund Phase II Auction Applicants of the Process for Obtaining a Federal Designation as an Eligible Telecommunications Carrier*, WC Docket Nos. 09-197 and 10-90, Public Notice, 33 FCC Rcd 6696, 6699-6700 (WCB 2019); 47 CFR § 54.804; *id.* at § 54.806.

²⁷ 47 U.S.C. § 214(e)(6); 47 CFR § 54.202; *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13901, n.71. The requirement that a carrier submit a five-year plan is not applicable to petitioners seeking designation solely for the purpose of receiving Lifeline support. 47 CFR § 54.202(a)(1)(ii).

²⁸ 47 U.S.C. § 214(e)(6); 47 CFR § 54.202(b).

²⁹ *See, e.g., Virgin Mobile ETC Designation Order in the States of Alabama, Connecticut, Delaware, New Hampshire and the District of Columbia*, WC Docket 09-197, Order, 25 FCC Rcd 17797, 17799, para. 6 (WCB 2010).

³⁰ Accordingly, only those petitioners that seek designation for areas for which they not eligible for high-cost support need demonstrate that Lifeline-only ETC designations in those areas would serve the public interest.

³¹ *Auction 904 Closing Public Notice*, 35 FCC Rcd at 13901, n.71 (extending to Auction 904 long-form applicants the same presumption that designation will serve the public interest under the same rationales justifying the application of such presumption to Auction 903 support recipients); *WCB Reminds Connect America Fund Phase II Auction Applicants of the Process for Obtaining a Federal Designation as an Eligible Telecommunications Carrier*, WC Docket Nos. 09-197 and 10-90, Public Notice, 33 FCC Rcd 6696, 6699-6700 (WCB 2019) (explaining the basis for this presumption).

³² In the Attachments to this Order, the Bureau has identified these petitioners and among them, which petitioners seek a Lifeline-only designation in areas not eligible for RDOF support. *See* Attachments A and B.

³³ *See* Results, Long Form Applicants Spreadsheet at <https://www.fcc.gov/auction/904/round-results>.

state designation or subject to a pending state designation, which areas will be excluded from the Commission's ETC designation.³⁴ Several petitioners have also included in their descriptions of their service areas, areas not eligible for RDOF support.³⁵ In these adjacent areas, these petitioners can only receive a Lifeline-only designation.

10. The Bureau has released public notices soliciting comments on each of the petitions that is the subject of this Order.³⁶ With the exception of a comment submitted by Granite State Telephone Company, Inc. (GST) addressing the petition submitted by New Hampshire Electric Cooperative, Inc. (NHEC), no comments addressing the merits of the subject petitions or the associated ETC designations were filed.³⁷ Moreover, GST's concerns that NHEC's petition may have included a description of a service area that potentially overlapped with GST's rural study area were resolved in NHEC's supplement to its petition clarifying that it is seeking ETC designation only in areas outside of GST's study area.³⁸

III. DISCUSSION

11. We find that each of the petitioners listed in the Attachments to this order satisfies the Commission's requirements for ETC designation.³⁹ We therefore designate each petitioner listed in Attachment A as a high-cost ETC in the specified state(s), conditioned upon and limited to the high-cost areas where the Commission authorizes the petitioner to receive RDOF support and effective only upon such authorization. In these areas, petitioners must meet Auction 904 requirements, Lifeline requirements, and other service obligations attendant to their high-cost designations, as specified in the Act and the Commission's rules.⁴⁰ In all other areas included in these petitions that are not eligible for high-cost support and where the petitioner has demonstrated its ability to meet Lifeline requirements, we designate the petitioners as Lifeline-only ETCs.⁴¹ In these areas, petitioners must offer Lifeline-supported services to low-income consumers consistent with the requirements of the Act and the Commission's rules and in accordance with all representations and commitments made in their ETC petitions.

³⁴ See, e.g., Consolidated Communications of Northern New England Company, LLC (filed Jan. 5, 2021), as amended, Amended and Restated Petition for Eligible Telecommunications Carrier Designation (filed Jan. 12, 2021).

³⁵ See Attachment B.

³⁶ *Wireline Competition Bureau Seeks Comment on Rural Digital Opportunity Fund Petitions for Designation as an Eligible Telecommunications Carrier*, Docket No. 09-197, Public Notice, DA 21-515 (WCB rel. May 4, 2021); *Wireline Competition Bureau Seeks Comment on Rural Digital Opportunity Fund Petitions for Designation as an Eligible Telecommunications Carrier*, Docket No. 09-197, Public Notice, DA 21-418 (WCB rel. Apr. 13, 2021); *Wireline Competition Bureau Seeks Comment on Rural Digital Opportunity Fund Petitions for Designation as an Eligible Telecommunications Carrier*, Docket No. 09-197, Public Notice, DA 21-279 (WCB rel. Mar. 8, 2021).

³⁷ Comments of Granite State Telephone Company, Inc. at 4 (Apr. 7, 2021). NTCA-The Rural Broadband Association filed a comment in which it makes several requests relating to the Commission's process for evaluating ETC petitions filed by RDOF support recipients but does not specifically comment on any individual petition. See NTCA-The Rural Broadband Association, Comment (filed Apr. 7, 2021). Accordingly, we do not address this comment here.

³⁸ Letter from Paul J. Phillips, Counsel to New Hampshire Electric Cooperative, Inc. to Marlene K. Dortch, Secretary, FCC (filed May 21, 2021) (noting that GST "joins NHEC in this supplemental filing").

³⁹ We note that several other petitions for ETC designation remain pending before the Bureau.

⁴⁰ 47 CFR § 54.202(a)(1)(i); *id.* § 54.101.

⁴¹ We note that in a limited number of cases, we have granted the petitioner's request for a high-cost ETC designation for the RDOF-supported areas but have not yet acted on their request for Lifeline-only ETC designation in certain other areas. These requests for Lifeline ETC designations will be addressed subsequently.

A. Commission Authority

12. Each petitioner demonstrates that the Commission has the requisite authority to designate it as an ETC pursuant to section 214(e)(6) of the Act. With the exception of Northern Arapaho Tribal Industries, Inc. dba Wind River Internet (Wind River Internet), each petitioner has submitted an affirmative statement of the relevant state authority declining to assert jurisdiction⁴² and/or relevant state regulations specifically excluding from state regulatory authority the services offered by the petitioners.⁴³ As a Tribally owned and operated carrier, Wind River Internet asserts that the Commission has jurisdiction over its designation in accordance with its May 2019 ETC designation order determining that Wyoming lacks jurisdiction to designate Wind River Internet for service on the Wind River Indian Reservation.⁴⁴ There have been no apparent changes to federal or state law or the operating authority of Wind River Internet that would otherwise convince us that this determination no longer applies. Further, we note that copies of Wind River's ETC petition were served on the Wyoming Public Services Commission, the Eastern Shoshone Business Council, and the Northern Arapaho Business Council, and that none of these entities has challenged the FCC's authority to designate Wind River in this proceeding.⁴⁵ Accordingly, we find that the Bureau, acting under the Commission's delegation of

⁴² See, e.g., Cebridge Telecom WV, LLC dba Suddenlink Communications, WC Docket No. 09-197, at Exh. B (filed Apr. 6, 2021) (Public Service Commission of West Virginia Charleston, Case No. 21-0008-T-PC, Cebridge Telecom WV, LLC dba Suddenlink Commissions, Order (Mar. 5, 2021) (Order issued by the Public Service Commission of West Virginia Charleston dismissing Cebridge petition for ETC designation based on a lack of jurisdiction)); Petition of United Communications, Inc. for Designation as an Eligible Telecommunications Carrier at Exh. B (filed Jan. 6, 2021) (Letter from Kelly Cashman Grams, General Counsel, Tennessee Public Utility Commission, to Terri K. Firestein, Senior Director, CGC Consulting, Counsel for United Communications, Inc. (dated Jan. 5, 2021) (confirming that Tennessee Public Utility Commission does not regulate cellular wireless, internet broadband, or VoIP providers)).

⁴³ See, e.g., Talkie Communications Inc., Petition for Designation as an Eligible Telecommunications Carrier at 3-4 (filed Jan. 5, 2021) (citing 26 Del. Code Ann. § 202(i)(1) (West 2013) (providing that the Delaware Public Services Commission has no jurisdiction or regulatory authority over VoIP service or IP-enabled service) and Maryland Code Ann., Public Utilities, § 8-602(a) (West 2007) (providing that the Maryland Public Utilities Commission has no jurisdiction over VoIP services); North Alabama Electric Cooperative, Petition for Eligible Telecommunications Carrier Status, WC Docket No. 09-197 (filed Feb. 4, 2020) (citing Ala. Code § 37-2A-4(a) (West 2021), providing that the Alabama Public Service Commission lacks regulatory jurisdiction over broadband service, broadband enabled services, VoIP services, or information services); Mediacom Wireless of North Carolina LLC Petition for Designation as an Eligible Telecommunications Carrier in North Carolina, Petition for Eligible Telecommunications Carrier Designation (filed Mar. 30, 2021) (citing N.C. Gen. Stat. Ann. § 62-2(b1) (West 2008), providing that the North Carolina Public Utilities Commission shall have no jurisdiction over broadband services).

⁴⁴ *Telecommunications Carriers Eligible for Universal Service Support et al.*, WC Docket 09-197, 34 FCC Rcd 2934, 2938-39, para. 13 (WCB 2019) (explaining that Wind River Internet is a tribally-owned and operated entity operating on Tribal Lands, that it is governed by the laws, regulations, and authority of the Arapaho Tribe, and accordingly, that it is not subject to Wyoming's regulatory authority to designate ETCs). The Eastern Shoshone Tribe and the Northern Arapaho Tribe each have an undivided, shared interest in the Reservation and inherent Tribal sovereignty over Tribal commercial activities within the Reservation. See *id.*

⁴⁵ Northern Arapaho Tribal Industries, Inc. d/b/a Wind River Internet, Petition for Designation Northern Arapaho Tribal Industries, Inc. d/b/a Wind River Internet as an Eligible Telecommunications Carrier for Additional Areas within the Wind River Reservation, WC Docket No. 09-197 (filed Jan. 6, 2021, as amended, Jan. 8, 2021), (Certificate of Service of the Petition (dated January 7, 2021)); see also *Telecommunications Carriers Eligible for Universal Service Support*; *Standing Rock Telecommunications, Inc. Petition for Designation as an Eligible Telecommunications Carrier*; *Petition of Standing Rock Telecommunications, Inc. to Redefine Rural Service Areas*; *Petition for Reconsideration of Standing Rock Telecommunications, Inc.'s Designation as an Eligible Telecommunications Carrier on the Standing Rock Sioux Reservation*, WC Docket No. 09-197, Memorandum Opinion and Order on Reconsideration, 26 FCC Rcd 9160, 9163, para. 10 n.27 (2011) ("No party argues that either the North Dakota Commission or the South Dakota Public Utilities Commission has jurisdiction to designate Standing Rock, a Tribally owned, Tribally operated carrier that seeks to serve its own reservation as an ETC").

authority, may designate the petitioners listed in Attachment A as ETCs for purposes of eligibility for RDOF support.

B. Eligibility Requirements

13. *Offering the Services Supported by the Universal Service Support Mechanisms.* We find that each of the petitioners establishes through the required certifications and related filings that it will offer the services supported by the federal universal service support mechanisms.⁴⁶ Specifically, each petitioner has committed to offering services on a common carrier basis and has specified that their voice service meets the requirements of section 54.101(a) of the Commission's rules.⁴⁷

14. *Compliance with the Service Requirements Applicable to RDOF Support.* We find that each of the petitioners establishes its ability to comply with service requirements applicable to the support that it receives.⁴⁸ This determination takes into account that, prior to being authorized to receive RDOF support, the petitioners must certify and demonstrate, as part of their short- and long-form applications, the technical and financial ability to provide voice and broadband services meeting or exceeding Rural Digital Opportunity Fund standards,⁴⁹ certify their commitment to meeting relevant public interest obligations,⁵⁰ and certify their compliance with all statutory and regulatory requirements for receiving the universal service support or alternatively, certify their acknowledgement that they must be in compliance with these requirements prior to being authorized to receive RDOF support.⁵¹ Moreover, once authorized, the petitioners must satisfy certain reporting obligations to ensure that the support received is being used efficiently and appropriately and that service requirements are being met.⁵²

15. *Compliance with Service Requirements Applicable to Lifeline Services.* Each petitioner commits to offering Lifeline discounts to qualifying low-income consumers, consistent with the Commission's rules, in all high-cost areas where it is authorized to receive support.⁵³ In addition, each petitioner seeking a Lifeline-only designation in Lifeline-only eligible areas specifically commits to meeting Lifeline consumer enforcement and certification standards and describes how it intends to meet such standards.⁵⁴ We emphasize that all ETCs receiving Lifeline support must report certain information to the Commission, USAC, and the local regulatory authority, pursuant to section 54.422 of the Commission's rules.⁵⁵

16. *Offering the Supported Services Using a Carrier's Own Facilities.* Each petitioner certifies that it will offer supported services using its own facilities or a combination of its own facilities

⁴⁶ 47 U.S.C. § 214(e)(1)(A); 47 CFR § 54.201(d)(1); *see also* Attachment A.

⁴⁷ 47 U.S.C. § 214(e)(1), (6); 47 CFR § 54.101(a) (eligible voice telephony service must provide voice grade access to the public switched network or its functional equivalent).

⁴⁸ 47 CFR §§54.101(d), 54.202(a)(1)(i).

⁴⁹ *Id.* § 54.804(a),(b); *Rural Digital Opportunity Fund Order*, 35 FCC Rcd at 726, para. 88, 90.

⁵⁰ 47 CFR § 54.804(b)(2)(iii); *Rural Digital Opportunity Fund Order*, 35 FCC Rcd at 726, para. 89.

⁵¹ 47 CFR § 1.21001(b)(6).

⁵² *Id.* § 54.806 (providing that RDOF support recipients are subject to 54.313, 54.314, 54.316); *id.* § 54.313 (requiring annual report including certifications as to rates, functionality, and deployment, among other things); *id.* § 54.314 (requiring annual certification stating that all federal high-cost support provided was used in the preceding calendar year and will be used in the coming calendar year only for the provision, maintenance, and upgrading of facilities and services for which the support is intended); *id.* § 54.316 (requiring build-out milestone reporting).

⁵³ *Id.* § 54.400 et seq.

⁵⁴ *Id.* § 54.410 (setting forth the Commission's rules on subscriber eligibility determination and certification).

⁵⁵ 47 CFR § 54.422; *see also id.* § 54.410.

and resale of another carrier's services.⁵⁶ Facilities are the ETC's "own" if the ETC has an exclusive right to use the facilities to provide the supported services or when service is provided by any affiliate within the holding company structure.⁵⁷ An ETC may satisfy its obligation to "offer" supported voice service (or its functional equivalent, including VoIP) through a third-party vendor but cannot simply rely on the availability of over-the-top voice options.⁵⁸ Instead, the ETC must remain legally responsible, through a managed service solution, that ensures that the service meets consumer protection and service quality standards.⁵⁹

17. *Advertising Supported Services.* Each petitioner commits to advertising the availability of the supported services and related charges using media of general distribution.⁶⁰ We emphasize that, as part of this commitment, an ETC must advertise the availability of its services and charges in a manner reasonably designed to reach Lifeline-eligible consumers.⁶¹

18. *Ability to Remain Functional in Emergency Situations.* Each petitioner states that it can remain functional in emergency situations.⁶² Each petitioner states that it has sufficient back-up power to ensure functionality in the designated service area without an external power source, can re-route traffic around damaged facilities, and can manage traffic spikes resulting from emergency situations.⁶³

19. *Anti-Drug Abuse Act Certification.* Each petitioner submits a certification that satisfies the requirements of the Anti-Drug Abuse Act of 1988, as codified in sections 1.2001-1.2003 of the Commission's rules.⁶⁴

20. *Consumer Protection and Service Quality Standards in Lifeline-Only Eligible Areas.* Each petitioner seeking a Lifeline-only designation in Lifeline-only eligible areas commits to abiding by all applicable state and federal consumer protection and service quality standards, including specific obligations under the Act and its implementing rules, in Lifeline-only eligible areas.⁶⁵

21. *Technical and Financial Ability to Offer Lifeline Services in Lifeline-Only Eligible Areas.* Each petitioner seeking a Lifeline-only designation in Lifeline-only eligible areas demonstrates the technical and financial ability to offer Lifeline-supported voice and broadband Internet access services in

⁵⁶ 47 U.S.C. § 214(e)(1)(A); 47 CFR § 54.201(d)(1).

⁵⁷ *Auction 903 ETC Public Notice*, 33 FCC Rcd at 6698; *see also* 47 U.S.C. § 153(2) (defining an affiliate as "a person that (directly or indirectly) owns or controls, is owned or controlled by, or is under common ownership or control with, another person").

⁵⁸ *Id.* at 6699 (citing *Connect America Fund et al.*, WC Docket Nos. 10-90, 14-58, 14-259, Order on Reconsideration, 33 FCC Rcd 1380, 1387-88, para. 20 (2018) (rejecting arguments contending that "because VoIP is provided over broadband networks and over-the-top voice options are available, broadband service providers need only offer broadband as a standalone service," and requiring carriers to "offer VoIP over their broadband network on a standalone basis"); *cf. Phase II Challenge Process Order*, 28 FCC Rcd 7224, n.21 (explaining that a broadband provider would be considered to be providing voice service if it did so through an affiliated competitive local exchange company or "through a managed voice solution obtained from a third party vendor . . . , so long as the broadband provider is the entity responsible for dealing with any customer problems, and it provides quality of service guarantees to end user customers").

⁵⁹ *Auction 903 ETC Public Notice*, 33 FCC Rcd at 6699.

⁶⁰ 47 U.S.C. § 214(e)(1)(B); 47 CFR § 54.201(d)(2); *see also* Attachment A.

⁶¹ 47 CFR § 54.405.

⁶² *See* Attachment A.

⁶³ *Id.* § 54.202(a)(2).

⁶⁴ *Id.* § 1.2002; *see also* Attachment A.

⁶⁵ *Id.* § 54.202(a)(3).

Lifeline-only eligible areas.⁶⁶ This determination is informed by the technical and financial information filed by the petitioner in its Auction 904 application for the high-cost eligible areas generally contiguous with the Lifeline-only eligible area.⁶⁷

22. *Terms and Conditions of Service Plans in Lifeline-only Eligible Areas.* Each petitioner seeking a Lifeline-only designation in Lifeline-only eligible areas sufficiently describes the terms and conditions of service plans that it will make available to the public in Lifeline-only eligible areas.⁶⁸

C. Public Interest Analysis

23. We conclude that the petitioners' participation in universal service programs would be in the public interest and would provide numerous benefits to consumers. As noted above, these designations are conditioned upon, limited to, and effective upon petitioners' authorization to receive support under the RDOF program, and if they are ultimately authorized, we presume that the designation will serve the public interest.

24. We further find that granting the petitions to serve additional areas not eligible for RDOF support serves the public interest. These petitioners will offer advanced services to underserved areas at competitive prices.⁶⁹ Pursuant to the grant of their Lifeline-only designations, the petitioners commit to offering Lifeline-supported services and to meeting or exceeding Lifeline requirements. Given these commitments and all associated representations made in the petitions, granting the Lifeline-only ETC designations will help ensure increased consumer choice, affordability, and improved quality of service in these areas.

25. Accordingly, based on the information, representations, and certifications in their petitions, we find that the petitioners have met all applicable conditions and prerequisites for ETC designation and that conditionally granting these petitions serves the public interest.

D. Regulatory Oversight

26. Under section 254(e) of the Act, each petitioner must use universal service support "only for the provision, maintenance, and upgrading of facilities and services for which the support is intended."⁷⁰ Under section 214(e) of the Act, each petitioner must provide supported services throughout the service area for which it receives an ETC designation.⁷¹ When authorized to receive high-cost support, each petitioner must file an annual certification that all federal high-cost support received was used in the preceding calendar year and will be used in the coming calendar year only for the provision, maintenance, and upgrading of facilities and services for which the support is intended.⁷² The Commission conditions future support awarded through the high-cost program on the filing of such certification.⁷³

⁶⁶ *Id.* § 54.202(a)(4); *see also* Attachment B.

⁶⁷ *Id.* § 54.804(a) (requiring applicants seeking to participate in Auction 904 to submit certifications and supporting information regarding their technical and financial ability to provide service); *id.* § 54.804(b)(2)(ii) (requiring further certifications and information in the long-form application regarding the winning bidders' technical and financial ability to provide service).

⁶⁸ *Id.* § 54.202(a)(5), (6); *see also* Attachment B.

⁶⁹ *Id.*; *see also* Attachment B.

⁷⁰ 47 U.S.C. § 254(e).

⁷¹ *Id.* § 214(e).

⁷² 47 CFR § 54.314(b).

⁷³ *Id.*

27. An ETC receiving Lifeline support uses that support as intended when it reduces the price of its telecommunications services by the amount of the support for the eligible consumer.⁷⁴ In addition, the ETC must file annual reports that include, among other things, a certification of compliance with applicable minimum service standards, service quality standards, and consumer protection rules.⁷⁵

28. We find that reliance on petitioners' commitments to meet these and other regulatory requirements in their applications, as well as representations and commitments made in their petitions, is reasonable and consistent with the public interest and the Act. We conclude that fulfillment of these additional reporting requirements will further the Commission's goal of ensuring that petitioners satisfy their obligation under section 214(e) of the Act to provide supported services throughout their respective designated service areas.

29. The Commission may initiate an inquiry on its own motion to examine any ETC's records and documentation to ensure that the universal service support the ETC receives is being used "only for the provision, maintenance, and upgrading of facilities and services" in the areas in which it is designated as an ETC.⁷⁶ Petitioners must provide such records and documentation to the Commission and USAC upon request.⁷⁷ If a petitioner fails to fulfill the requirements of the Act, the Commission's rules, and the terms of this Order after it begins receiving universal service support, the Commission has authority to revoke the petitioner's ETC designation.⁷⁸ The Commission also may assess forfeitures for violations of Commission rules and orders.⁷⁹

30. As the Bureau has previously explained, a carrier that cannot appropriately use universal service support must relinquish its ETC designation pursuant to section 214(e)(4) of the Act and section 54.205 of the Commission's rules.⁸⁰ For ETCs designated by the Commission, the ETC must file a notice of relinquishment in WC Docket No. 09-197, Telecommunications Carriers Eligible for Universal Service Support, using the Commission's Electronic Comment Filing System (ECFS). The Bureau will release an order approving the relinquishment if the relinquishing ETC demonstrates that the affected area will continue to be served by at least one ETC.⁸¹ The ETC must then send a copy of its relinquishment notice and a copy of the relinquishment order (within one week of its release) to USAC at hcorders@usac.org. A carrier that intends to discontinue service must first seek authorization to discontinue service under section 63.71 of the Commission's rules.⁸² In addition, ETCs seeking to transfer control of their domestic

⁷⁴ See *Petition of TracFone Wireless, Inc. for Forbearance from 47 U.S.C. § 214(e)(1)(A) and 47 C.F.R. § 54.201(i)*, CC Docket No. 96-45, Order, 20 FCC Rcd 15095, 15105-06, para. 26 (2005).

⁷⁵ 47 CFR § 54.422(b)(3); see also *id.* §§ 54.416, 54.422 (requiring an officer of the company to certify that the ETC has policies and procedures in place to ensure that its Lifeline subscribers are eligible to receive Lifeline services and that will comply with all federal Lifeline certification procedures).

⁷⁶ 47 U.S.C. §§ 220, 403.

⁷⁷ 47 CFR § 54.417.

⁷⁸ *Id.* § 54.806(b) (providing that RDOF support recipients are subject to the compliance measures, recordkeeping requirements and audit requirements set forth in section 54.320(a)-(c) of the Commission's rules); *id.* § 54.320(c); *Federal-State Joint Board on Universal Service; Western Wireless Corp. Petition for Preemption of an Order of the South Dakota Public Utilities Commission*, CC Docket No. 96-45, Declaratory Ruling, 15 FCC Rcd 15168, 15174, para. 15 (2000).

⁷⁹ See 47 U.S.C. § 503(b).

⁸⁰ 47 U.S.C. § 214(a); 47 CFR § 54.205. See, e.g., *Connect America Phase II Support Authorized for Six Winning Bids*, AU Docket No. 17-182, WC Docket No. 10-90, Public Notice, 35 FCC Rcd 12869, 12874 (RBAFT, OEA, WCB 2020) (summarizing ETC obligations relating to relinquishment); *Connect America Phase II Support Authorized for 856 Winning Bids*, AU Docket No. 17-182, WC Docket No. 10-90, Public Notice, 34 FCC Rcd 4725, 4720-30 (RBAFT, OEA, WCB 2019).

⁸¹ 47 U.S.C. § 214(e)(4).

⁸² 47 CFR § 63.71.

authorizations to operate pursuant to section 214 of the Act or to engage in the sale of assets under section 214 (including any authorization to receive RDOF support) must first receive approval from the Commission in accordance with sections 63.03 and 63.04 of the Commission's rules governing the procedures for domestic transfer of control/asset applications.⁸³ Transfers of control and assignments of international section 214 authorizations are separately subject to section 63.24 of the Commission's rules.⁸⁴ Except where the Commission has forborne from the application of section 214, this requirement applies to all transfers of control or asset acquisitions involving ETCs.

IV. ORDERING CLAUSES

31. Accordingly, IT IS ORDERED, pursuant to the authority contained in section 214(e)(6) of the Communications Act of 1934, as amended, 47 U.S.C. § 214(e)(6), and the authority delegated in sections 0.91 and 0.291 of the Commission's rules, 47 CFR §§ 0.91, 0.291, that EACH OF THE PETITIONERS SPECIFIED IN ATTACHMENT A TO THIS ORDER IS CONDITIONALLY DESIGNATED AN ELIGIBLE TELECOMMUNICATIONS CARRIER IN ALL CENSUS BLOCKS IN THE SPECIFIED STATES FOR WHICH IT IS ELIGIBLE TO RECEIVE SUPPORT AWARDED THROUGH THE RURAL DIGITAL OPPORTUNITY FUND PHASE I AUCTION (AUCTION 904). These designations are contingent upon the petitioners becoming authorized to receive such support, are limited to those areas where support is authorized, and are effective only upon authorization.

32. IT IS FURTHER ORDERED that, pursuant to the authority contained in section 214(e)(6) of the Communications Act of 1934, as amended, 47 U.S.C. § 214(e)(6), and the authority delegated in sections 0.91 and 0.291 of the Commission's rules, 47 CFR §§ 0.91, 0.291, that EACH PETITIONER SPECIFIED IN ATTACHMENT B TO THIS ORDER THAT IS SEEKING DESIGNATION IN AREAS NOT ELIGIBLE FOR HIGH-COST SUPPORT IS DESIGNATED AS AN ELIGIBLE TELECOMMUNICATIONS CARRIER ELIGIBLE ONLY FOR LIFELINE SUPPORT IN SUCH AREAS, to the extent described in this Order.

33. IT IS FURTHER ORDERED that a copy of this Order SHALL BE TRANSMITTED to the relevant state commissions, the relevant tribal authorities, and to the Universal Service Administrative Company.

34. IT IS FURTHER ORDERED that, pursuant to section 1.102(b)(1) of the Commission's rules, 47 CFR § 1.102(b)(1), this order SHALL BE effective upon release.

FEDERAL COMMUNICATIONS COMMISSION

Kris Anne Monteith
Chief
Wireline Competition Bureau

⁸³ 47 U.S.C. § 214; 47 CFR §§ 63.03; 63.04; *Connect America Phase II Support Authorized for Six Winning Bids*, AU Docket No. 17-182, WC Docket No. 10-90, Public Notice, 35 FCC Rcd 12869, 12874-75 (RBAFT, OEA, WCB 2020) (summarizing ETC obligations relating to transfers of control); *Connect America Phase II Support Authorized for 856 Winning Bids*, AU Docket No. 17-182, WC Docket No. 10-90, Public Notice, 34 FCC Rcd 4725, 4730 (RBAFT, OEA, WCB 2020). Regardless of whether an applicant for RDOF support has received ETC designation during the resubmission period, transfers of control constitute major modifications requiring waiver. Absent such waiver, the application may be dismissed. 47 CFR § 1.21001(d)(5) (prohibiting major modifications to an application during a resubmission period, including any changes in the ownership of the applicant that constitute an assignment or transfer of control); *Auction 904 Procedures Public Notice*, 35 FCC Rcd at 6140-41, para. 182 n.407.

⁸⁴ 47 CFR § 63.24.

ATTACHMENT A
ETC PETITIONS GRANTED FOR AUCTION 904 ELIGIBLE AREAS

Petitioner Name(s)	Date Filed	State
Broadlife Communications, LLC	1/21/2021	AL
Central Alabama Electric Cooperative	2/4/2021	AL
Coosa Valley Technologies, Inc.	2/4/2021	AL
Covington Electric Cooperative, Inc.	2/4/2021	AL
Joe Wheeler Electric Company	1/28/2021	AL
Mediacom Wireless of Alabama LLC	1/6/2021	AL
North Alabama Electric Cooperative	2/4/2021	AL
Pine Belt RDOF Holdings, L.L.C.	2/10/2021	AL
Point Broadband Fiber Holding, LLC	1/6/2021	AL
Roanoke Telephone Company, Inc.	1/19/2021	AL
Troy Cablevision, Inc.	4/16/2021	AL
Mediacom Wireless of Florida, LLC	1/6/2021	FL
Carolina West Wireless, Inc.	2/17/2021	NC
Mediacom Wireless of North Carolina	3/30/2021	NC
Roanoke Connect Holdings, LLC	3/26/2021	NC
Consolidated Communications of Northern New England Company, LLC	1/5/2021	NH
East Central Vermont Telecommunications District dba EC Fiber	1/6/2021	NH
New Hampshire Electric Cooperative, Inc.	1/4/2021	NH
Castle Cable TV, Inc	3/8/2021	NY

DTC Cable, Inc.	1/6/2021	NY
Heart of the Catskills Communication Inc., dba MTC Cable	1/6/2021	NY
OEConnect, LLC	1/5/2021	NY
Point Broadband Fiber Holding, LLC	1/6/2021	NY
Snake River Solutions, LLC	1/6/2021	OR
Advantage Cellular Systems, Inc.	1/29/2021	TN
Aeneas Communications, LLC	1/19/2021	TN
Cumberland Connect, LLC	12/29/2020	TN
Forked Deer Connect, LLC	1/5/2021	TN
Foursight Communications, LLC d/b/a Trilight	2/10/2021	TN
Gibson Connect, LLC	1/5/2021	TN
HolstonConnect, LLC	12/31/2020	TN
Megawatt Communications, LLC	1/4/2021	TN
Meriwether Lewis Connect, LLC	2/4/2021	TN
Peoples Telephone Company	1/19/2021	TN
Scott County Telephone Cooperative, Inc.	1/29/2021	TN
SVE Connect, LLC	2/4/2021	TN
TEPA Connect, LLC	1/6/2021	TN
Twin Lakes Communications, Inc.	2/12/2021	TN
United Communications, Inc.	1/6/2021	TN
West Kentucky Rural Telephone Cooperative Corporation, Inc.	1/22/2021	TN

West Tennessee Telephone Company, Inc.	1/19/2021	TN
All Points Northern Neck, LLC	12/23/2020	VA
Atlantic Broadband (Delmar), LLC	1/7/2021	VA
BARConnects, LLC	2/25/2021	VA
Central Virginia Services, Inc.	1/6/2021	VA
Empower Broadband Inc.	1/8/2021	VA
Fiberlight of Virginia, LLC	1/5/2021	VA
KINEX Telecom, Inc.	12/28/2020	VA
PGEC Enterprises, LLC	1/5/2021	VA
Point Broadband Fiber Holding, LLC	1/6/2021	VA
Scott County Telephone Cooperative, Inc.	1/29/2021	VA
Cebridge Telecom WV, LLC d/b/a Suddenlink Communications	4/6/2021	WV
Gigabeam Networks, LLC	3/17/2021	WV
Micrologic Inc.	1/4/2021	WV
Shenandoah Cable Television, LLC	3/3/2021	WV
Northern Arapaho Tribal Industries, Inc. d/b/a Wind River Internet	1/6/2021	WY

ATTACHMENT B
ETC PETITIONS GRANTED FOR LIFELINE SUPPORT IN AREAS NOT ELIGIBLE FOR
HIGH-COST SUPPORT

Petitioner Name(s)	Date Filed	State
Joe Wheeler Electric Company	1/28/2021	AL
Roanoke Connect Holdings, LLC	3/26/2021	NC
OEConnect, LLC	1/5/2021	NY
Aeneas Communications, LLC	1/19/2021	TN
Cumberland Connect, LLC	12/30/2020	TN
Forked Deer Connect, LLC	1/5/2021	TN
Foursight Communications, LLC d/b/a Trilight	2/10/2021	TN
Gibson Connect, LLC	1/5/2021	TN
TEPA Connect, LLC	1/6/2021	TN
Twin Lakes Communications, Inc.	2/12/2021	TN
West Kentucky Rural Telephone Cooperative Corporation, Inc.	1/22/2021	TN
Central Virginia Services, Inc.	1/5/2021	VA
Shenandoah Cable Television, LLC	3/3/2021	WV
Northern Arapaho Tribal Industries, Inc. d/b/a Wind River Internet	1/6/2021	WY

PRINCE EDWARD COUNTY PUBLIC SCHOOLS

Michelle C. Wallace, Ed.D.

Assistant Superintendent of Curriculum and Instruction

September 7, 2021

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

Dear Dr. Holmes:

Prince Edward County Public Schools would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of Prince Edward County Public Schools located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Prince Edward County Public Schools strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality and to supporting our students' and families' educational needs. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,



Michelle C. Wallace, Ed. D.
Assistant Superintendent of Curriculum and Instruction

UNITED IN EXCELLENCE



Prince Edward Volunteer Rescue Squad, Inc.

Post Office Box 87 Farmville, Virginia 23901

August 27, 2021

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

Dear Dr. Holmes:

Prince Edward Volunteer Rescue Squad would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of Prince Edward Volunteer Rescue Squad located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. As we continue to face COVID-19 telehealth is truly essential to our response and we are unable to provide that in much of our rural response area. Telehealth has helped mitigate volume for hospitals and has resulted in better patient outcomes throughout communities with access. This service could directly relate to healthier and longer lives through access to remote healthcare.

To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Prince Edward Volunteer Rescue Squad strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical for the health of our community. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,
Deanna Lester, MPH, NRP



Central Virginia
Regional Library

September 3, 2021

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

Dear Dr. Holmes:

Central Virginia Regional Library would like to express support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of a public educational institution located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to nearly 7,600 eligible service locations.

Central Virginia Regional Library strongly supports the Prince Edward County and Kinex Telecom, Inc.'s grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting Prince Edward County and Kinex Telecom, Inc. request for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Morgan Hayes

Central Virginia Regional Library
Farmville Branch Manager



September 1, 2021

Ilsa Loeser
Principle
Letterpress Communications
118 N Main St., Suite C.
Farmville, VA 23901

Dear Dr. Holmes:

Letterpress works extensively with non- and for-profits throughout Southside Virginia. A consistent challenge that our clients and the communities they are trying to reach is lack of high speed internet. This has held back progress during the unprecedented times of a global pandemic. It has reduced my team's capacity to work because they've had to drive in from their homes to work in the office. It has slowed down our work-productivity because of slow load times and edit times on cloud software. Our ability to operate as a digital agency using local employees is impacted weekly by limited access to high speed internet.

In addition, the marketing and communications efforts of our clients are curtailed and challenged by similar impacts they face. We recently conducted focus groups for black and minority business owners on behalf of nonprofit clients supporting entrepreneurship in the region. At each of the four locations, including Farmville and South Boston, where focus groups were held, participants spontaneously raised the issue of high speed internet as a barrier to starting or growing their business.

Letterpress would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of a marketing agency located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

Letterpress Communications strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince

Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Ilsa Loeser,
Principal



217 N Main Street
Farmville, VA 23901
mainlyclay.com

434-315-5715
434-390-8138
butlerp@mainlyclay.com

August 31, 2021

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

Dear Dr. Holmes:

Mainly Clay would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of the local business community, offering classes, gifts and supplies located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Mainly Clay strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Pam W. Butler
Mainly Clay Owner



September 3, 2021

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

Dear Dr. Holmes:

The Farmville Area Chamber of Commerce would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As the Executive Director of the Chamber of Commerce located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

The Farmville Area Chamber of Commerce strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Anne Tyler Paulek
Anne Tyler Paulek
Executive Director
Farmville Area Chamber of Commerce



August 31, 2021

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

Dear Dr. Holmes:

As an accredited Virginia Main Street community, Farmville Downtown Partnership would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As the organization in the community responsible for championing economic development through Farmville downtown located within Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

FARMVILLE
— DOWNTOWN —
PARTNERSHIP

Farmville Downtown Partnership strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Jennifer Cox', is written over a light blue horizontal line.

Jennifer Cox

**President, Board of Directors
Farmville Downtown Partnership
434-395-2493**



CENTRA
Southside Community Hospital
September 30, 2021

800 Oak Street
Farmville, Virginia 23901

PHONE: 434.392.8811
FAX: 434.392.7654
WEB: centrahealth.com

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

Dear Dr. Holmes:

Centra Southside Community Hospital would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of the only hospital located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Centra Southside Community Hospital strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Kerry Davis Mossler

Kerry Davis Mossler
Community Engagement
Centra Southside Community Hospital





HAMPDEN-SYDNEY COLLEGE

September 3, 2021

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

Dear Dr. Holmes:

Hampden-Sydney College would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of an educational institution, located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Hampden-Sydney College strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink that reads "Andrew C. King".

Andrew C. King, Ph.D.
Director of the Flemming Center for Entrepreneurship and Innovation at
Hampden-Sydney College

LONGWOOD
UNIVERSITY

315 West Third Street
Farmville, Virginia 23901
tel: 434.395.2086
fax: 434.395.2359
tts: 711

September 3, 2021

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

Dear Dr. Holmes:

Longwood University Office of Community and Economic Development and the Longwood Small Business Development Center would like to express our support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of a higher education institution and a Small Business Development Center located in Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper, and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

Longwood University strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,



Sheri McGuire
Associate VP – Community and Economic Development
Executive Director – Longwood University SBDC





SOUTHSIDE VIRGINIA COMMUNITY COLLEGE

September 3, 2021

Dr. Tamarah Holmes, Director
Office of Broadband
Department of Housing and Community Development
600 East Main Street, Ste 300
Richmond, VA 23219

Dear Dr. Holmes:

Southside Virginia Community College (SVCC) would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. As a representative of a higher education institution that serves the residents of Prince Edward County, I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

SVCC strongly supports the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

Quentin R. Johnson, Ph.D.
President

Christanna Campus 109 Campus Drive, Alberta, VA 23821 434-949-1000

John H. Daniel Campus 200 Daniel Road, Keysville, VA 23947 434-736-2000

Southside Virginia Education Center 1100 Greenville County Circle, Emporia, VA 23847 434-634-9358
Southern Virginia Higher Education Center .. 820 Bruce Street, South Boston, VA 24592 434-572-5451
Estes Community Center 316 N. Main Street, Chase City, VA 21924 434-373-0194

Lake Country Advanced Knowledge Center... 116 E. Damville Road, South Hill, VA 23970 434-955-2252
Occupational Technical Center Pickett Park, 1041 W. 10th Street, Blackstone, VA 23824 . . 434-292-3101
Cumberland County Community Center 1874 Anderson Highway, Cumberland, VA 23040 804-492-9275



225 Industrial Park Rd. Farmville, VA 23901 | (434) 315-5909

September 1, 2021

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Letter of Support for Prince Edward County's Joint VATI Grant Application

Dear Dr. Holmes:

As President and CEO of STEPS, Inc. I am writing to express our support of Prince Edward County's joint VATI application with Cumberland County, Lunenburg County and Kinex Telecom for expanding broadband access in the county. Broadband access can greatly improve citizens' access to education, healthcare, employment opportunities, and public services, thereby improving citizens' quality of life and their ability to compete and prosper. The COVID-19 pandemic has increased reliance on broadband while emphasizing how the lack of broadband access can mean loss of access to basic services. While our region's topography and low population density make universal broadband access a challenge, it does not diminish our citizens' need for that access.

STEPS, Inc. is a 501c3 not for profit Community Action Organization that provides eight (8) empowerment services to the citizens in Cumberland, Lunenburg and Prince Edward Counties:

1. **Head Start** - We operate Early Childhood Education Centers in Lunenburg and Prince Edward Counties and are challenged daily with lack of connectivity. Last year during the peak of the pandemic, we provided virtual instruction to our enrolled infants, toddlers, preschool children and pregnant mothers. However, it was often frustrating when the parents were not able to connect, stay connected or have a strong enough signal that would allow us to see each other. Based on current pandemic numbers, I am fearful we will once again find ourselves providing virtual instruction and without consistent and reliable internet, the experience is even more frustrating for all involved. In Cumberland County, we have a preschool classroom based in the Cumberland Elementary School.
2. **EnergyShare** - A partnership with Dominion Energy aids with paying heating and cooling bills of families in need.
3. **Virginia Homeless Solutions Program** - Our Housing Case Managers provide services to individuals and families who are homeless or at risk of becoming homeless through three branches of programming: shelter, rapid-rehousing, and prevention. The Virginia Department of Housing and Community Development funds this service.

4. **WIOA Out of School Youth Program** - STEPS provides a *Workforce Innovation and Opportunity Act (WIOA)* program serves out-of-school youth 16 to 24 years of age that do not have a job. This program provides work-readiness training, educational training, work experiences, and assistance finding self-sustaining employment by providing supportive services to overcome barriers. Again, it is extremely frustrating to the young people who want to engage in our program but are unable to communicate without adequate broadband access. Often, we have to rely on cell service and that is not ideal either. These youth are already facing barriers to success and the lack of access to what should be considered an essential utility is heartbreaking.
5. **Employment for Citizens with Disabilities** – We provide several employment related services to citizens living with disabilities in Prince Edward County. *Assistive Technology* is often the best way to “level the playing field” for individuals with disabilities, but again, without accessible, reliable and affordable internet, job search, completing online applications and participating in virtual interviews is difficult and extremely frustrating.
6. **Workplace Supports Program** – This employment/placement program assists TANF recipients to locate and sustain employment with the goal of exiting public assistance and reaching independence. Our staff work directly with clients of the Prince Edward County Department of Social Services. We provide soft skills training classes that include resume writing, how to complete an application, appropriate attire, and communication for an interview, etc. COVID has severely limited out face to face interactions and most trainings are conducted virtually. But again, Prince Edward County citizens must leave their homes and travel to sites where broadband can be accessed.
7. **Whole Family** – This innovative approach supports whole families by providing necessary support to all family members to break down barriers and help those families pull themselves out of poverty.
8. **Senior Community Service Employment Program (SCSEP)** – Through *Title V of the Older Americans Act*, STEPS is honored to work with our senior population to upgrade their work skills through training provided at community partner/host agencies. While most seniors have a tremendous work ethic, many are woefully behind in technology skills. And for those seniors living in Prince Edward County, they must often travel outside of their home county to secure that onsite training.

We recognize the importance of providing broadband access to citizens in our region. The proposed broadband expansion will increase educational opportunities and economic growth locally and regionally. Prince Edward County's proposed investment in broadband infrastructure utilizing a VATI Grant can help our citizens, our businesses, and our community grow and prosper. Please consider their application and know we will stand in support of their efforts. Should you have any questions or like to discuss our services further, please do not hesitate to contact me.

Most Sincerely,



Sharon L. Harrup, MS
President & CEO

sharrup@STEPS-inc.org

(434) 390-0692 mobile

www.STEPS-inc.org



County of Cumberland Virginia

1 Courthouse Circle | P.O. Box 110
Cumberland, Virginia 23040
Telephone 804 492 3800
Facsimile 804 492 9224
info@cumberlandcounty.virginia.gov
www.cumberlandcounty.virginia.gov

Brian Stanley
District 1

Ron Tavernier
District 2

Eurika Tyree
District 3

Eugene "Gene" Brooks
District 4

Robert Saunders Jr.
District 5

August 24, 2021

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

Dear Dr. Holmes:

Cumberland County is pleased to partner with Prince Edward and Lunenburg counties and Kinex Telecom, Inc. to complete a broadband fiber buildout for our community. Cumberland County fully supports their application for a Virginia Telecommunication Initiative (VATI) grant to provide broadband to unserved, rural areas such as Cumberland County.

The Cumberland County Board of Supervisors recognizes the overwhelming need for broadband in our community and the surrounding areas. Broadband is an absolute necessity to support businesses and families, for economic growth and sustainability for our rural community. With the addition of broadband, all citizens will be better served, from school-aged children to the elderly. The past eighteen months has continued to bring this need to the forefront as virtual learning, teleworking, and virtual-health has become a necessity. The lack of broadband for much of our county has made this all the more challenging, and in many cases, impossible.

This project is expected to benefit approximately 1,800 households 165 businesses in our county. The impact of broadband in our community is immeasurable. Cumberland's economic development hinges on the ability to bring broadband to businesses and households alike. The success of our school system to adequately educate students is also contingent largely on the expansion of broadband. Cumberland County greatly appreciates your agency's consideration in awarding the VATI grant for this project.

The Board of Supervisors and the citizens of Cumberland County appreciate your assistance and fully support the efforts of this broadband project. We are thankful for the opportunity to be a part of this initiative.

Sincerely,

Jennifer M. Crews
Interim County Administrator

P.O. Box 110
Cumberland, VA 23040
(804)492-3563

jcrews@cumberlandcounty.virginia.gov



CUMBERLAND COUNTY PUBLIC SCHOOLS

P. O. BOX 170
CUMBERLAND, VIRGINIA 23040
(804) 492-4212
FAX (804) 492-9869

DONALD C. "Chip" JONES, JR., Ed.D.
Division Superintendent

GINGER SANDERSON
School Board Chairman

LATESHA ANDERSON
School Board Member

GEORGE LEE DOWDY III
School Board Member

LEIGH McCREA
School Board Member

CHRISTINE ROSS, Ph.D.
School Board Vice Chairman

August 31, 2021

Dr. Tamarah Holmes, Director
Office of Broadband
Department of Housing and Community Development
600 East Main Street, STE 300
Richmond, VA 23219

RE: Letter of Support for VATI

Dear Dr. Holmes:

Cumberland County Public Schools is delighted to provide this letter of support for the Virginia Telecommunication Initiative (VATI). This project will provide much needed broadband access to underserved, rural areas such as Cumberland, Prince Edward, and Lunenburg.

Cumberland County Public Schools (CuCPS) is a small, rural school division located in the heart of Virginia. The division is composed of three schools, (one elementary, one middle, and one high) and serves the needs of approximately 1250 students in grades PreK-12. Since the division is located in an area of limited job opportunities and high poverty, under the Community Eligibility Program, all CCES students receive free breakfast and lunch.

The rural location and the level of poverty have both contributed to the lack of broadband access. In many areas of the county, students must rely on dial-up Internet (which makes connectivity very slow and prohibits virtual learning), or secure satellite service (which can be very expensive). Many citizens must rely on their phones (often with limited data plans) for Internet service. The current pandemic has reinforced the need for fast, affordable Internet connectivity. In order to facilitate learning, the division had to place mobile hotspots around the county or, in some instances, provide individual WiFi hotspots for families in need. Still other students relied on having information, assignments, and learning videos sent home on flash drives.

This initiative is projected to impact approximately 1,800 households, many of which have children of school age. This would greatly impact the ability of CuCPS to provide learning opportunities for all students. The division is fully in support of this project to increase broadband availability.

Sincerely,


Chip Jones, Ed.D.
Superintendent

BOARD OF SUPERVISORS

David E. Wingold, Sr. CHAIRMAN
Election District 2

Charles R. Slayton, VICE-CHAIRMAN
Election District 4

T. Wayne Hoover
Election District 1

Frank W. Bacon
Election District 3

Edward Pennington
Election District 5

Alvester Edmonds
Election District 6

Robert G. Zava
Election District 7



Lunenburg County Administration
11413 Courthouse Road
Lunenburg, VA 23952

Tracy M. Gee
County Administrator

Telephone: (434) 696-2142
Facsimile: (434) 696-1798

August 25, 2021

Tamarah Holmes, Ph.D.
Director
Office of Broadband
Department of Housing and Community Development
600 E Main Street, Ste 300
Richmond, VA 23219

RE: 2022 Virginia Telecommunication Initiative (VATI) Letter of Support

Dear Dr. Holmes,

Lunenburg County seeks assistance from the Department of Housing and Community Development to meet the critical need for broadband service in our rural community. Please accept this letter of support for a Virginia Telecommunication Initiative (VATI) grant request from Lunenburg County in partnership with Cumberland County, Prince Edward County, and Kinex Telecom. This project is designed to provide over 2500 passes in Lunenburg County, including home-based businesses and remote learners, with a fiber optic network solution.

Lunenburg County recognizes the need for broadband in our community to support education, health care, and our economic base. The regional partnership strives to seek solutions for unserved and under-served areas in our County. The COVID-19 pandemic has significantly amplified this need. Our excellent school system cannot educate our children remotely without broadband. Our aging citizens cannot receive tele-health services without broadband. Our shrinking economic base cannot expand without broadband. Quite simply, the lack of broadband creates a crisis in Lunenburg that we lack the resources to address without support from your agency.

If you have questions, or need additional information, feel free to contact myself or Tracy Gee, County Administrator, at 434.696.2142 or via email at taylor@lunenburgva.net or tgee@lunenburgva.net. Thank you for your consideration of this application.

Sincerely,

A handwritten signature in black ink that reads "Taylor N. Newton". The signature is written in a cursive style.

Taylor N. Newton

Director of Planning and Economic Development

cc: Lunenburg County Board of Supervisors
Tracy Gee, County Administrator
Todd Fortune, CRC
James Garrett, Kinex Telecom



PO Box 1421
1809 Main Street
Victoria, Virginia 23974

September 13, 2021

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

Dear Dr. Holmes,

As town manager for the Town of Victoria, I am writing in support of the Cumberland County, Prince Edward County, and Lunenburg County broadband application through the Virginia Telecommunications Initiative (VATI) grant program through the Virginia Department of Housing and Community Development.

The Town of Victoria is a small incorporated town in Lunenburg County and is one of two hubs in the county for needs of the citizens. Although the town is served by Comcast and Centurylink, the needs for Internet access outside the corporate limits are critical.

A number of school children are still attending school virtually and for those that live outside the towns the availability of reliable Internet makes this a serious challenge for the students and parents.

During events to promote Lunenburg County and attempts to entice businesses and homeowners to locate in the county, one of the first questions asked is what kind of Internet service is available. Sadly, with the current infrastructure the answer is usually one that the potential business or resident does not want to hear. Residents and businesses gained by the county, even if not located within the corporate limits of the town, will have an impact on the town.

We hope that the Commonwealth will not only fund this regional project but continue to address the lack of broadband until all Virginians are served. Thank you for your time and consideration of this request. Please feel free to contact me if you have any questions.

Sincerely,

Rodney C. Newton

Rodney C. Newton
Town Manager
Town of Victoria
Rodney.newton@victoriava.net



Lunenburg Landfill
45 Landfill Road
Lunenburg, VA 23952
p: (434) 696-2559

September 9, 2021

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

Dear Dr. Holmes:

On behalf of Meridian Waste Virginia, LLC, and our disposal facility located in Lunenburg County, I wish to formally communicate my support for the 2022 Virginia Telecommunications Initiative grant application through Virginia Department of Housing and Community Development (DHCD).

We live in a digital age and those who do not have access to affordable, high speed broadband service are at a significant disadvantage. The fact is that the digital divide poses unnecessary burdens on all members of a community but most notably students, teachers and parents. The pandemic has cast a light on how debilitating a lack of broadband connectivity is to economic, government and school infrastructures, and we must address this shortcoming in short order.

Our facility is located in Lunenburg County, which is extremely rural. We are reminded on a daily basis that our internet connection at the facility and throughout the entire County is slow and unreliable. We, too, feel the communal frustrations with an intolerable internet that hampers our work capabilities, efficiencies and overall communication with our customers who we work extremely hard to provide high quality service to every day. Safe and environmentally sound solid waste disposal services are a vital infrastructure asset. Clear and consistent communication regarding what is accepted, not accepted and how to properly prepare solid waste for potential recycling and/or final disposal is of great importance to our Lunenburg County community. Strong and reliable internet capabilities are critical in sharing this information and, ultimately, ensuring a safe and healthy environment.

Our employees are also parents with children in public schools and have experienced firsthand how online learning has exposed the extent of internet access disparities among students.

In closing, our entire community will greatly benefit from this effort, and I hope that Virginia will fund this project and see to it that our entire state has acceptable connectivity to thrive in today's digital world. Thank you for your consideration and please contact me with any questions.

Sincerely,

A handwritten signature in blue ink that reads "Bob Pfister".

Bob Pfister, Area President
Meridian Waste Virginia, LLC
Lunenburg Landfill (RWG5, LLC)
BPfister@MeridianWaste.com

cc: Tracy Gee, Lunenburg County Administrator





SOUTHSIDE VIRGINIA COMMUNITY COLLEGE

September 10, 2021

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Dear Dr. Holmes:

RE: Letter of Support for Lunenburg County's Joint VATI Grant Application

We are writing to express our support of Lunenburg County's joint VATI application for expanding broadband access in the county. Broadband access can greatly improve citizens' access to education, healthcare, employment opportunities, and public services, thereby improving citizens' quality of life and their ability to compete and prosper. The COVID-19 pandemic has increased reliance on broadband while emphasizing how the lack of broadband access can mean loss of access to basic services.

Southside Virginia Community College serves a ten-county, 4,200 square mile service area in rural southside Virginia. Our college operates out of two full-service campuses and one, the John H. Daniel Campus, is just over the Lunenburg County line. In the last fiscal year, the college provided educational opportunities to over 4,000 students. We know firsthand the challenges our students face with limited or no available broadband services.

We recognize the importance of providing broadband access to citizens in Lunenburg County. The proposed broadband expansion will increase educational opportunities and economic growth locally and regionally. Lunenburg County's proposed investment in broadband infrastructure utilizing a VATI Grant can help our students, our citizens, our businesses, and our community grow and prosper. Please consider their application and know we will stand in support of their efforts.

Sincerely,

Quentin R. Johnson, Ph.D.
President

Christanna Campus 109 Campus Drive, Alberta, VA 23821 434-949-1000 **John H. Daniel Campus** 200 Daniel Road, Keysville, VA 23947 434-736-2000

Southside Virginia Education Center 1300 Greensville County Circle, Emporia, VA 23847 434-824-9258 **Lake Country Advanced Knowledge Center** 116 E. Demville Road, South Hill, VA 23870 434-954-9257
Southern Virginia Higher Education Center 820 Bruce Street, South Boston, VA 24350 434-372-5421 **Occupational Technical Center** Pickens Park, 1041 W. 10th Street, Blacksburg, VA 24060 434-252-3161
Easten Community Center 116 N. Main Street, Chase City, VA 23924 434-372-6101 **Cumberland County Community Center** 1574 Audubon Highway, Cumberland, VA 23840 804-480-9275

Lunenburg County Board of Education



Office of the Superintendent
Post Office Box 710
Kenbridge, Virginia 23944

School Board Office
(434) 676-2467

Fax
(434) 676-1000

August 31, 2021

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

Dear Dr. Holmes

Please accept this letter as indication of my strong support for the countywide broadband wireless deployment in Lunenburg County. As the Superintendent of Schools for Lunenburg County Public Schools, I strongly support the broadband initiative as it directly relates to the needs of our students in the Lunenburg community and their advancement through public education. Access to high speed internet throughout the county is critical to all residents but especially to students who use the tools and resources available on the worldwide web.

The internet is the fastest growing tool in directly linking students to a broad array of resources to facilitate student access and success. The processes of applying to college and financial assistance to tutoring sessions can all be completed online. In addition, the offering of online classes allows students the opportunity to balance multiple responsibilities while attending school virtually or in-person. Without a strong internet service, it is difficult to meet the technical education and training needs of students and employers in the area. With this, it is essential that students have the abilities to be well versed and comfortable with technology in order to be competitive in the job market. Thus, the broadband initiative provides students the experiences that would be necessary to achieve the technological skills that employers in today's advanced society are requiring.

"Everyone should learn something NEW every day."

Dr. Tamarah Holmes

Page 2

August 31, 2021

The issue of rural telecommunications is not only one of technology; it is essential infrastructure for modern community and economic development. Many rural communities in Virginia evolved around industry sectors that have dramatically declined such as agriculture, rail, textile, manufacturing, and resources to name a few. Broadband availability promotes sustainability and growth of communities by providing access to healthcare, educational opportunities through distance learning and virtual learning, and with many local businesses and local households the ability to conduct business or purchases through telecommunication. Broadband has gone from being a luxury to a full participation necessity in the twenty-first century economy.

Lunenburg County Public Schools fully support the efforts of this grant to provide a reliable and universal broadband service for the citizens and communities of Lunenburg County for continual growth and prosperity.

Sincerely,



Charles M. Berkley, Jr.
Division Superintendent

"Everyone should learn something **NEW** every day."

KEN BLACKBURN
MAYOR

COUNCIL
MICHAEL BENDER
CATHERINE A. GILLEY
RAYMOND E. HITE, JR.
R. MICHAEL MCGRATH
WANDA MORRISON
PAUL PERUSSE



TESSIE BACON
TOWN ATTORNEY

A. J. "TONY" MATTHEWS
TOWN MANAGER

MARSHA A. NASH
TREASURER/CLERK

September 3, 2021

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

Dear Dr. Holmes,

As Town Manager of Kenbridge, I am writing in support of the partnership between Lunenburg, Cumberland and Prince Edward Counties, and Kinex Telecom, Inc. and the submission of a regional application for the 2022 Virginia Telecommunications Initiative (VATI) grant through Virginia Department of Housing and Community Development (DHCD). The end goal is to provide broadband to the underserved and unserved areas of Cumberland, Lunenburg and Prince Edward Counties. The lack of broadband access here in our town and surrounding county has been a detrimental hinderance to our school aged children as well as our citizens who would be able to work from home, or if their jobs required them to work from home. The lack of coverage in our area renders our tele-working, tele-medicine and virtual learning for elementary, middle and high school, and many college or university students almost useless in our areas. Access to broadband in this area will mean a step into a safer and more progressive world for the citizens of our town and surrounding areas. Thank you for your time and consideration.

Sincerely,


Tony Matthews
Kenbridge Town Manager

Town of Kenbridge
KENBRIDGE COMMUNITY CENTER
511 East Fifth Avenue, Second Floor | P. O. Box 478 Kenbridge, Virginia 23944
(434) 676-2452 | Fax (434) 676-8068
www.kenbridgeva.net

BOB GOOD
5TH DISTRICT, VIRGINIA

COMMITTEE ON EDUCATION
AND LABOR
SUBCOMMITTEES
HIGHER EDUCATION AND
WORKFORCE INVESTMENT
WORKFORCE FUTURETECH
COMMITTEE ON BUDGET

1212 Longworth House Office Building
WASHINGTON, DC 20515
(202) 225-4711

20436 Lynnhurst Highway, Suite F
LYNNBURG, VA 24502
(434) 791-2596

Congress of the United States
House of Representatives
Washington, DC 20515-4605

September 7, 2021

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

Dear Dr. Holmes,

I am writing to offer my support for the application by Cumberland, Lunenburg and Prince Edward counties for a regional Virginia Telecommunications Initiative (VATI) broadband project.

All communities are facing some economic struggles as they work through the pandemic, but those without adequate broadband face an even greater challenge. As you well know, the needs for high-speed internet are great especially in rural communities which are too often left on the wrong side of the digital divide, and that is certainly true in my Congressional district. With teleworking becoming the norm, kids returning to school in-person and remotely, and doctors opting to meet with at-risk patients online, it is a given that access to broadband is a critical element of modern life. The VATI is an important factor in closing these gaps and financing worthy projects throughout the Commonwealth. By partnering with our local counties and providers, we can do together what we could never do alone.

This regional VATI project would meet growing demand across all three counties and is in keeping with the governor's overarching goal of universal coverage. This project promises to connect hundreds of homes in our area, at a time when it is needed the most.

Locally-driven efforts like this one represent the very best of Virginia and demonstrates what we can accomplish when we work as a team. I cannot think of a better investment of state resources than to expand broadband services to our rural communities. I wholeheartedly support it.

Sincerely,



Member of Congress



COMMONWEALTH OF VIRGINIA
HOUSE OF DELEGATES
RICHMOND

THOMAS C. "TOMMY" WRIGHT, JR.
POST OFFICE BOX 1323
VICTORIA, VIRGINIA 23974

SIXTY-FIRST DISTRICT

COMMITTEE ASSIGNMENTS:
GENERAL LAWS
FINANCE
PUBLIC SAFETY

August 30, 2021

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

Dear Dr. Holmes,

In my district, counties are struggling to expand their broadband service area to incorporate rural communities that have been left on the wrong side of the digital divide. In this day and time, the needs for high-speed internet are great and well documented. All communities are struggling in the age of the pandemic, but those bereft of adequate broadband, face an even greater challenge. With teleworking becoming the norm, kids returning to school in-person and remotely, and doctors opting to meet with at-risk patients online, it is a given that access to broadband is a critical element of modern life. We know that the Virginia Telecommunications Initiative (VATI) is an important factor in closing these gaps and financing worthy projects throughout the Commonwealth. By partnering with our local counties and provider, we can do together what we could never do alone.

With this in mind, I am pleased to offer my enthusiastic support to the application of Cumberland, Lunenburg, and Prince Edward counties for a regional VATI project to extend broadband access to meet this critical demand. In keeping with the governor's overarching mission of universal coverage, this project promises to connect hundreds of homes in our area, at a time when it's needed the most. I can't think of a better investment of state resources than to expand broadband services to our rural communities.

The regional effort represents the very best of Virginia and demonstrates what we can accomplish when we work as a team. I wholeheartedly support their efforts.

Sincerely,



Administration
100 S. Broad Street
P.O. Box 569
Kenbridge, VA 23944

Phone: (434) 676-9054
Fax: (434) 676-2703
www.BCBonline.com

September 1, 2021

Tamarah Holmes, PH. D
Director
Office of Broadband
Department of Housing and Community Development

Dear Dr. Holmes

As President & CEO of Benchmark Community Bank, I am writing in support of Cumberland County, Lunenburg County, Prince Edward County and Kinex Telecom, Inc in their request for a grant through the Virginia Department of Housing and Community Development (DHCD) for universal broadband coverage with fiber optic networks. The three counties mentioned above are in my bank's trade area and we serve many of these citizens with their financial needs.

My position with the bank, as well as my 33 years of living in Southside Virginia, has allowed me to see first-hand, the need for this vital service. From an economic perspective, these three counties are all underserved and at the lower end of state-wide household incomes. The lack of economic activity forces many of our youth to leave the area creating an aging population, which has led to many blighted towns in Southside Virginia. Universal broadband would help raise household incomes, keep more of our youth in the area, and help improve some of these decaying towns.

In addition, many of these localities do not have access to major highways, further limiting economic growth. Over the past several decades, I've witnessed declines in the tobacco, manufacturing and textile industries leading to some of the highest unemployment numbers in the state. Having broadband service will help outside citizens consider relocating to these areas and allow many to work from home, which will help increase economic activity. During the recent Covid outbreak many of my employees have been working from home allowing the bank to continue to operate safely. Improved broadband would help my customers bank online from home and allow local students the ability to attend school from home when necessary. The lack of internet access reduces all these options.

Convenient locations throughout Southside Virginia and northern North Carolina since 1971

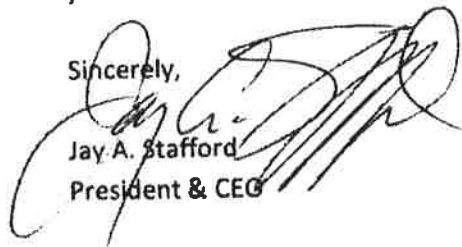
MEMBER FEDERAL RESERVE SYSTEM

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

EQUAL HOUSING LENDER

Benchmark Community Bank hopes the Commonwealth will fund our regional project. Thank you for considering this request and feel free to contact me should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Jay A. Stafford", written over a circular stamp or seal.

Jay A. Stafford
President & CEO

Convenient locations throughout Southside Virginia and northern North Carolina since 1971

MEMBER FEDERAL RESERVE SYSTEM

MEMBER FEDERAL DEPOSIT INSURANCE CORPORATION

EQUAL HOUSING LENDER

Southern Dominion Health System, Inc.

August 31, 2021

Lunenburg Medical Center
1508 K-V Road
PO Box 70
Victoria, VA 23974
434.696.2165
434.696.1557 (Fax)

**Dinwiddie Medical Center
& Counseling Center**
13855 Courthouse Road
Dinwiddie, VA 23841
804.469.3731
804.469.5307 (Fax)

Emporia Medical Center
510 N. Main Street
PO Box 267
Emporia, VA 23847
434.634.7723
434.634.7725 (Fax)

Amelia Healthcare Center
8920 Otterburn Road
Amelia, VA 23002
804.561.5150
804.561.6643 (Fax)

SDHS Family Dentistry
1685 K-V Road
PO Box 70
Victoria, VA 23974
434.696.4180
434.696.4182 (Fax)

**SDHS Counseling and
Behavioral Services**
1685 K-V Road
PO Box 70
Victoria, VA 23974
434.696.2319
434.696.2326 (Fax)



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

Dear Dr. Holmes,

As CEO of Southern Dominion Health System, Inc. , I am writing in support of Lunenburg County, in partnership with Cumberland County, Prince Edward County, and Kinex Telecom, Inc. for the 2022 Virginia Telecommunications Initiative Grant.

The lack of broadband access in this rural area is a significant problem and affects the majority of the residents in the above mentioned counties.

SDHS, Inc. serves the majority of Lunenburg County residents at its Lunenburg Medical Center and we see firsthand at how many of our patients lack strong internet connectivity or internet connectivity at all. During the pandemic, Lunenburg Medical Center offered tele-health appointments to our patients to avoid them having to come inside and risk the chance of contracting COVID-19. A vast majority of the patients had to drive to the medical center and sit in the parking lot in order to obtain internet connectivity (through our Wi-Fi) to complete their tele-health visit.

It is my sincere hope that the Commonwealth will fund this project and the residents of these counties will be afforded the opportunity to have high speed internet.

Thank you for your time and consideration of this request. Should you have any questions or need additional information, please feel free to contact me.

Sincerely,

A handwritten signature in black ink that reads "Jill W. Seamans".

Jill W. Seamans
CEO



Dundas Ruritan Club
P. O. Box 184
Dundas, VA 23938

September 9, 2021

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

Dear Dr. Holmes,

As current President of the Dundas Ruritan Club, I am writing in support of the County of Lunenburg 2022 VATI grant application through Virginia DHCD. I understand that this grant will be in partnership with Cumberland County, Prince Edward County and Kinex Telecom, Inc.

The Dundas Ruritan Club was directly involved in the need for this internet service from the start of the COVID-19 Pandemic. The Lunenburg County School Board chose to place "hot spots" throughout the unserved and underserved areas in the County for students and teachers to work virtually through the last school year; the Dundas Ruritan Club building was the location of one of those "hot spots". We are not sure how many families used the service provided, but we know (as evidenced by cars in the parking lot areas) that this access was used and was available in this area that lacks reliable internet access.

The lack of broadband or internet service is a substantial problem in Lunenburg County; cell service as well as internet service is spotty at best in most of the rural areas of the County including Dundas. As our world becomes more dependent upon and uses broadband and the internet more everyday, access to this valuable service has become a NEED.

We hope that the Commonwealth of Virginia will fund this regional grant project which includes the County of Lunenburg. We also hope that the state legislature will make ensuring that broadband is available to all citizens at a reasonable cost a priority until all are served.

We thank you for your time and consideration of our support of the County of Lunenburg for applying for this funding through the VATI 2022 grant process.

Sincerely,

Robert A. Hawthorne
President



225 Industrial Park Rd. Farmville, VA 23901 | (434) 315-5909

September 1, 2021

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Letter of Support for Lunenburg County's Joint VATI Grant Application

Dear Dr. Holmes:

As President and CEO of STEPS, Inc. I am writing to express our support of Lunenburg County's joint VATI application with Cumberland County, Prince Edward County and Kinex Telecom for expanding broadband access in the county. Broadband access can greatly improve citizens' access to education, healthcare, employment opportunities, and public services, thereby improving citizens' quality of life and their ability to compete and prosper. The COVID-19 pandemic has increased reliance on broadband while emphasizing how the lack of broadband access can mean loss of access to basic services. While our region's topography and low population density make universal broadband access a challenge, it does not diminish our citizens' need for that access.

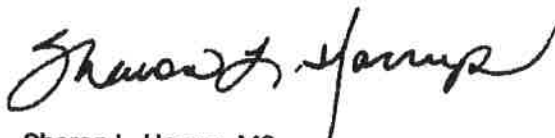
STEPS, Inc. is a 501c3 not for profit Community Action Organization that provides eight (8) empowerment services to the citizens in Lunenburg, Prince Edward and Cumberland Counties:

1. **Head Start** - We operate Early Childhood Education Centers in Lunenburg and Prince Edward Counties and are challenged daily with lack of connectivity. Last year during the peak of the pandemic, we provided virtual instruction to our enrolled infants, toddlers, preschool children and pregnant mothers. However, it was often frustrating when the parents were not able to connect, stay connected or have a strong enough signal that would allow us to see each other. Based on current pandemic numbers, I am fearful we will once again find ourselves providing virtual instruction and without consistent and reliable internet, the experience is even more frustrating for all involved. In Cumberland County, we have a preschool classroom based in the Cumberland Elementary School.
2. **EnergyShare** - A partnership with Dominion Energy aids with paying heating and cooling bills of families in need.
3. **Virginia Homeless Solutions Program** - Our Housing Case Managers provide services to individuals and families who are homeless or at risk of becoming homeless through three branches of programming: shelter, rapid-rehousing, and prevention. The Virginia Department of Housing and Community Development funds this service.

4. **WIOA Out of School Youth Program** - STEPS provides a *Workforce Innovation and Opportunity Act (WIOA)* program serves out-of-school youth 16 to 24 years of age that do not have a job. This program provides work-readiness training, educational training, work experiences, and assistance finding self-sustaining employment by providing supportive services to overcome barriers. Again, it is extremely frustrating to the young people who want to engage in our program but are unable to communicate without adequate broadband access. Often, we have to rely on cell service and that is not ideal either. These youth are already facing barriers to success and the lack of access to what should be considered an essential utility is heartbreaking.
5. **Employment for Citizens with Disabilities** - We provide several employment related services to citizens living with disabilities in Lunenburg County. *Assistive Technology* is often the best way to "level the playing field" for individuals with disabilities, but again, without accessible, reliable and affordable internet, job search, completing online applications and participating in virtual interviews is difficult and extremely frustrating.
6. **Workplace Supports Program** - This employment/placement program assists TANF recipients to locate and sustain employment with the goal of exiting public assistance and reaching independence. Our staff work directly with clients of the Lunenburg County Department of Social Services. We provide soft skills training classes that include resume writing, how to complete an application, appropriate attire, and communication for an interview, etc. COVID has severely limited out face to face interactions and most trainings are conducted virtually. But again, Lunenburg County citizens must leave their homes and travel to sites where broadband can be accessed.
7. **Whole Family** - This innovative approach supports whole families by providing necessary support to all family members to break down barriers and help those families pull themselves out of poverty.
8. **Senior Community Service Employment Program (SCSEP)** - Through *Title V of the Older Americans Act*, STEPS is honored to work with our senior population to upgrade their work skills through training provided at community partner/host agencies. While most seniors have a tremendous work ethic, many are woefully behind in technology skills. And for those seniors living in Lunenburg County, they must often travel outside of their home county to secure that onsite training.

We recognize the importance of providing broadband access to citizens in our region. The proposed broadband expansion will increase educational opportunities and economic growth locally and regionally. Lunenburg County's proposed investment in broadband infrastructure utilizing a VATI Grant can help our citizens, our businesses, and our community grow and prosper. Please consider their application and know we will stand in support of their efforts. Should you have any questions or like to discuss our services further, please do not hesitate to contact me.

Most Sincerely,



Sharon L. Harrup, MS
President & CEO
sharrup@STEPS-inc.org
(434) 390-0692 mobile
www.STEPS-inc.org



COMMONWEALTH OF VIRGINIA
HOUSE OF DELEGATES
RICHMOND

ROSLYN C. TYLER
25359 BLUE STAR HIGHWAY
JARRATT, VIRGINIA 23867
SEVENTY-FIFTH DISTRICT

COMMITTEE ASSIGNMENTS:
EDUCATION (CHAIR)
APPROPRIATIONS
AGRICULTURE, CHESAPEAKE AND
NATURAL RESOURCES

September 3, 2021

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

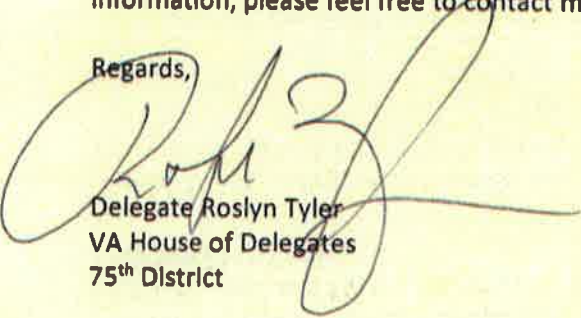
Dear Dr. Holmes,

I am writing you this letter in support for the County of Lunenburg in partnership with Cumberland, Prince Edward, and Kinex Telecom, Inc. regional application for the Virginia Telecommunication Initiative (VATI) Grant.

The Governor of Virginia and the General Assembly has made broadband expansion/accessibility a priority and essential to enhance economic development, improve quality of life, and overall prosperity of all communities. Southside Virginia and rural areas are specifically underserved and will require assistance to build broadband infrastructure. The COVID-19 pandemic, unfortunately, has amplified the urgency for funding broadband expansion and making services affordable in socio-economic deprived districts and rural areas.

Therefore, funding the grant for VATI will promote businesses, improve education, enhance family services, and advance our communities to the new world of technology. Thank you for favorably considering to fund the VATI Grant for the regional application. Should you need any additional information, please feel free to contact me.

Regards,



Delegate Roslyn Tyler
VA House of Delegates
75th District



COMMONWEALTH OF VIRGINIA

HOUSE OF DELEGATES
RICHMOND

JAMES E. EDMUNDS II

POST OFFICE BOX 1115
HALIFAX, VIRGINIA 24558

SIXTIETH DISTRICT

COMMITTEE ASSIGNMENTS:
COURTS OF JUSTICE
HEALTH, WELFARE AND INSTITUTIONS
AGRICULTURE, CHESAPEAKE AND NATURAL
RESOURCES

September 3, 2021

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

Dear Dr. Holmes:

I would like to express its support for the grant application submitted by Prince Edward County and Kinex Telecom, Inc. to the Virginia Telecommunication Initiative (VATI) for funds to complete a broadband fiber buildout in unserved areas of Prince Edward County. I recognize that broadband internet access is critical to economic growth, household income, educational performance, healthcare access, and employment searches. Access to information allows our community to prosper and broadband connectivity speaks to our prosperity as a county.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities like ours. In certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access. Educational institutions rely on broadband capability for distance learning. For healthcare providers, broadband is essential for telemedicine, and businesses need broadband capability for sales and services. It has also been difficult for realtors to sell homes where broadband is not available. To provide a solution to these issues, this broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, this project consists of broadband fiber buildout in parts of Cumberland, and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

I strongly support the Prince Edward County and Kinex Telecom, Inc. grant application. We feel that broadband expansion in Prince Edward County is critical to economic vitality. We ask that the VATI Commission consider supporting the request by Prince Edward County and Kinex Telecom, Inc. for funding this broadband expansion project. Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "J E Edmunds II".

James E. Edmunds II

United States Senate

WASHINGTON, DC 20510-4606

September 1, 2021

Ms. Tamarah Holmes
Director
Office of Broadband
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219-2430

Dear Ms. Holmes,

I write today in support of Prince Edward County's grant proposal to the Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative (VATI) program. If approved, Prince Edward and Kinex Telecom, Inc. will utilize funds to complete a broadband fiber buildout in unserved areas of Prince Edward County.

The switch to virtual brought on by the COVID-19 pandemic has further highlighted the digital divide that exists in rural communities. It is my understanding that in certain areas of Prince Edward County, teleworking is not possible due to the lack of high-speed internet access, which has also impacted several other industries. Expanding broadband access will improve Prince Edward's ability to provide distance learning education, expand telemedicine services, and assist businesses with internet sales and services. The proposed broadband expansion project will deploy more than 1,100 miles of the fiber-optic network across the county. In addition to servicing parts of Prince Edward County, the project consists of broadband fiber buildout in parts of Cumberland and Lunenburg Counties, providing broadband to over 9,000 eligible service locations.

I ask that you give this proposal every appropriate consideration. Should you or your staff have any questions, please contact Bianca Casper at 804-775-2314 or bianca_casper@warner.senate.gov.

Thank you for your service on behalf of my constituents.

Sincerely,



MARK R. WARNER
United States Senator

MRW/bc

180 WEST MAIN STREET
ABINGDON, VA 24210
PHONE: (276) 628-8158

101 WEST MAIN STREET
SUITE 7771
NORFOLK, VA 23510
PHONE: (757) 441-3079

819 EAST MAIN STREET
SUITE 830
RICHMOND, VA 23219
PHONE: (804) 775-2314

110 KIRK AVENUE, SW
ROANOKE, VA 24011
PHONE: (540) 857-2876

8000 TOWERS CRESCENT DRIVE
SUITE 200
VIENNA, VA 22182
PHONE: (703) 442-0670

<http://warner.senate.gov>

PRINTED ON RECYCLED PAPER

CDBG Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate
EXAMPLE				
<u>Construction</u>				
200 LF of fiber @\$150/LF	\$30,000	\$15,000	\$15,000	Company A
Tower	\$100,000	\$80,000	\$20,000	Company B
Engineering	\$20,000	\$0	\$20,000	ABC Engineering Firm

Product	Total	VATI	Non-VATI	Source of Estimate
Engineering	\$1,936,360.00		\$1,936,360.00	Kinex/ISP Consurtium
Middle Mile Cost	\$29,150,000.00	\$15,000,000.00	\$14,150,000.00	Kinex/ISP Consurtium
Annual Pole Rent	\$28,322.00	\$0.00	\$28,322.00	Kinex/ISP Consurtium
Last Mile Install	\$5,428,800.00	\$0.00	\$5,428,800.00	Kinex/ISP Consurtium
Inside Wiring and Install	\$870,000.00	\$0.00	\$870,000.00	Kinex/ISP Consurtium
Bank Fees	\$65,000.00	\$0.00	\$65,000.00	Kinex/ISP Consurtium
Project Management/Admin	\$300,000.00	\$0.00	\$300,000.00	Kinex/ISP Consurtium
TOTAL	\$37,778,482.00	\$15,000,000.00	\$22,778,482.00	

CDBG Derivation of Cost

Date
9/5/2016
9/5/2016
9/5/2016

Date
9/13/2021
9/13/2021
9/13/2021
9/13/2021
9/13/2021
9/13/2021
9/13/2021

Contractor	Contractor & Materials Middle Mile Costcost per mile (with materials)	Contractor Miles per year	Contractor cost per middle mile for the year	Total Miles
Year 1	\$22,000.00	250	\$5,500,000.00	250
Year 2	\$22,000.00	250	\$5,500,000.00	500
Year 3	\$22,000.00	250	\$5,500,000.00	750
Year 4	\$22,000.00	250	\$5,500,000.00	1000
Year 5	\$22,000.00	250	\$5,500,000.00	1250
Year 6	\$22,000.00	75	\$1,650,000.00	1325

REVENUE

Loan for mandatory \$1 million credit line - 10 years that sits in Live Oak Bank and returns at the end of RDOF

	Client Adds	Cumulative	Project Annual Revenue	Kinex Contribution = \$3.5 million in kind: Splicing, permitting, last mile installs, contractor supervision	RDOF Money	Cumberland Contribution	Lunenburg Contribution	Prince Edward Contribution	VATI Grant	\$1,000,000.00	\$4 million IDA Loan to get years 7,8,9,10 of RDOF up front then repay in the last four of 10 years.	Credit Line Money Returned	Annual Total Revenue/Loans/Grants
Year 1	900	900	\$468,000.00	\$500,000.00	\$997,548.96	\$200,000.00	\$800,000.00	\$2,100,000.00	\$15,000,000.00	\$1,000,000.00	\$1,000,000.00	\$0.00	\$21,065,548.96
Year 2	900	1800	\$936,000.00	\$500,000.00	\$997,548.96			\$0.00		\$1,000,000.00	\$1,000,000.00	\$0.00	\$3,433,548.96
Year 3	1000	2800	\$1,456,000.00	\$1,000,000.00	\$997,548.96			\$0.00		\$1,000,000.00	\$1,000,000.00	\$0.00	\$4,453,548.96
Year 4	1000	3800	\$1,976,000.00	\$1,000,000.00	\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$3,973,548.96
Year 5	1000	4800	\$2,496,000.00	\$500,000.00	\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$3,993,548.96
Year 6	1000	5800	\$3,016,000.00	\$0.00	\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$4,013,548.96
Year 7	1000	6800	\$5,304,000.00		\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$6,301,548.96
Year 8	1000	7800	\$6,084,000.00		\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$7,081,548.96
Year 9	1000	8800	\$6,864,000.00		\$997,548.96			\$0.00		\$0.00	\$0.00	\$0.00	\$7,861,548.96
Year 10	1000	9800	\$7,644,000.00		\$997,548.96			\$0.00		\$0.00	\$1,000,000.00	\$1,000,000.00	\$9,641,548.96

45 work weeks per year makes 20 installs per week @ 900 per year

County Contributions
VATI Grant
IDA Loan
RDOF Required build period
RDOF Payments years 7 through 10

Average Client Revenue:	\$65.00
Take rate:	65%

OLT & ONT per port/client	\$261.00
Client materials per install	\$325.00
Labor per client	\$350.00

Total install	\$936.00
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c. RDOF Project Forecast

EXPENSES

TOTALS

High & Low Level Design, Maps, Staking, Etc.	Middle Mile Cost	Annual Pole Rent	Administrative labor cost: logistics and grant management, permitting, ROW and easement fees	Last Mile Install cost to include closures & Splicing	Inside Wiring and Install	Live Oak Credit Line Cost	Subtotal	Monthly Loan Payments	Months	Annual Loan Payments	Annual Cost	Revenue	Balance
\$387,272.00	\$5,500,000.00	\$1,666.00	\$50,000.00	\$842,400.00	\$135,000.00	\$15,000.00	\$6,931,338.00	\$0.00	12	\$0.00	\$6,931,338.00	\$21,065,548.96	\$14,134,210.96
\$387,272.00	\$5,500,000.00	\$3,094.00	\$50,000.00	\$842,400.00	\$135,000.00	\$10,000.00	\$6,927,766.00	\$0.00	12	\$0.00	\$6,927,766.00	\$3,433,548.96	\$10,639,993.92
\$387,272.00	\$5,500,000.00	\$4,641.00	\$50,000.00	\$936,000.00	\$150,000.00	\$10,000.00	\$7,037,913.00	\$0.00	12	\$0.00	\$7,037,913.00	\$4,453,548.96	\$8,055,629.88
\$387,272.00	\$5,500,000.00	\$6,307.00	\$50,000.00	\$936,000.00	\$150,000.00	\$10,000.00	\$7,039,579.00	\$0.00	12	\$0.00	\$7,039,579.00	\$3,973,548.96	\$4,989,599.84
\$387,272.00	\$5,500,000.00	\$6,307.00	\$50,000.00	\$936,000.00	\$150,000.00	\$10,000.00	\$7,039,579.00	\$0.00	12	\$0.00	\$7,039,579.00	\$3,993,548.96	\$1,943,569.80
\$0.00	\$1,650,000.00	\$6,307.00	\$50,000.00	\$936,000.00	\$150,000.00	\$10,000.00	\$2,802,307.00	\$0.00	12	\$0.00	\$2,802,307.00	\$4,013,548.96	\$3,154,811.76
\$0.00	\$0.00	\$6,307.00		\$936,000.00	\$150,000.00	\$10,000.00	\$1,102,307.00	\$0.00	12	\$1,000,000.00	\$2,102,307.00	\$6,301,548.96	\$4,199,241.96
\$0.00	\$0.00	\$6,307.00		\$936,000.00	\$150,000.00	\$10,000.00	\$1,102,307.00	\$0.00	12	\$1,000,000.00	\$2,102,307.00	\$7,081,548.96	\$9,178,483.92
\$0.00	\$0.00	\$6,307.00		\$936,000.00	\$150,000.00	\$10,000.00	\$1,102,307.00	\$0.00	12	\$1,000,000.00	\$2,102,307.00	\$7,861,548.96	\$14,937,725.88
\$0.00	\$0.00	\$6,307.00		\$936,000.00	\$150,000.00	\$10,000.00	\$1,102,307.00	\$0.00	12	\$1,000,000.00	\$2,102,307.00	\$9,641,548.96	\$22,476,967.84
Project cost over 6 years											\$37,778,482.00		
\$1,936,360.00	\$29,150,000.00	\$28,322.00	\$300,000.00	\$5,428,800.00	\$870,000.00	\$65,000.00	\$37,778,482.00						

Drop/Subscriber Inputs

Include Inside Plant									
Aerial Drop Percentage			Yes						
Aerial Drop Labor per Foot			10%						
			\$ 1.15						
Underground Drop Labor per Foot			\$ 2.30						
Drop Material Per Foot			\$ 0.15						
Drop Length			500.00						
Average Drop Cost			\$ 1,167.50						
Access- ONTs per install			\$ 210.00						
Inside wiring			100						
Labor			250						
Gateway									
UPS			50						
ARPU									
Take Rate			65%						
Rev Per User Per Month			\$ 63.00						
OLT Cost Per Customer passing			\$ 50.00						

Underground Construction Inputs

Current Density	6.477
Working Density	5.200

Fiber Construction costs/ Mile	Comment	12	24	48	72	144	288
Fiber Price per foot		\$ 0.22	\$ 0.27	\$ 0.33	\$ 0.38	\$ 0.77	\$ 1.24
Plow labor per foot		\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50	\$ 1.50
Bore labor per foot		\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00	\$ 7.00
Fiber Labor per Foot		\$ 2.19	\$ 2.19	\$ 2.19	\$ 2.19	\$ 2.19	\$ 2.19
Conduit and Blowing per foot		\$ 1.40	1.4	1.4	1.4	1.4	1.4
MST Per Mile	Set to approx. density/2	-	0	0	0	0	0
MST Cost		\$ 300.00	300	300	300	300	300
Splice Cases per Mile	Set to approx. density/2	3	2.6	2.6	2.6	2.6	2.6
Splice Cannister Cost (w/Labor)		\$ 600.00	600	600	600	600	600
ML Splices Per Mile	Set to approx. density	6	12	24	36	72	144
Customer Splices per Mile	Set to 2xDensity	10	10.4	10.4	10.4	10.4	10.4
Node Splicing		1	1	1	1	1	1
Splicing Overage		50%	50%	50%	50%	50%	50%
Splice Rate		\$ 28.00	28	28	28	28	28
Labor Cost per SM HH		125	125	125	125	125	125
Material Cost per SM HH		75	75	75	75	75	75
SM HH per mile	Set to approx. density/2	3	2.6	2.6	2.6	2.6	2.6
Labor Cost per LRG HH		450	450	450	450	450	450
Material Cost per LG HH		309	309	309	309	309	309
LRG HH per mile		4	4	4	4	4	4
Fiber Price		\$ 1,326.73	\$ 1,663.73	\$ 2,009.83	\$ 2,336.51	\$ 4,693.66	\$ 7,511.06
Labor		\$ 11,563.20	\$ 11,563.20	\$ 11,563.20	\$ 11,563.20	\$ 11,563.20	\$ 11,563.20
MST		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Splice cases		\$ 1,560.00	\$ 1,560.00	\$ 1,560.00	\$ 1,560.00	\$ 1,560.00	\$ 1,560.00
Splicing		\$ 756.00	\$ 1,008.00	\$ 1,512.00	\$ 2,016.00	\$ 3,528.00	\$ 6,552.00
SM HH per Mile		\$ 520.00	\$ 520.00	\$ 520.00	\$ 520.00	\$ 520.00	\$ 520.00
Lrg HH per Mile		\$ 3,036.00	\$ 3,036.00	\$ 3,036.00	\$ 3,036.00	\$ 3,036.00	\$ 3,036.00
Fiber Dollars per Mile		\$ 18,761.93	\$ 19,350.93	\$ 20,201.03	\$ 21,031.71	\$ 24,900.86	\$ 30,742.26

Fiber Distribution Percentages

	Current	Default Values
12 Count	27%	25%
24 Count	32%	30%
48 Count	19%	15%
72 Count	15%	10%
144 Count	7%	15%
288 Count	0%	5%
Total	100%	

Base Version	14
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CAPEX SUMMARY

Category	Total
Outside Plant - Mainline	\$ 24,576,058
Outside Plant - Drop	\$ 6,555,513
ONT, CPE, Inside House	\$ 3,425,150
Inside Plant - Switching Equipment	\$ 34,000
Inside Plant - Routing	\$ 192,400
Inside Plant - Access	\$ 431,100
Engineering	\$ 1,936,360
Total	\$ 37,150,581

PROJECT STATISTICS

Project Cost per Passing	\$ 4,657.21
Project Cost per Mile	\$ 30,163.21
Project OSP Cost per Mile	\$ 19,953.74
Total Miles	1,232
Total Passings	7,977
Passings per Mile	6.48
Total Customers	5,185
Monthly Revenue Total	\$ 237,478.19
10 Year Total	\$ 28,497,382.20
Total Rev From Cust. and RDOF	\$ 38,472,871.83
Monthly Payment @10 Year Rate	\$ (394,039.55)
10 Year Interest Rate	5.00%
Monthly Payment @20 Year Rate	\$ (266,158.30)
20 Year Interest Rate	6.00%

CAPEX OVER/UNDER SUPPORT

(\$27,175,091)

PFSA
25

SUPPORT VALUES

Target Dollars of Support per Month	\$ -	Current Density	6.48
Target Passing Cost	\$ 1,000,000.00		
Cleared % Funded?	100%		
Reserve Price FCC Total Monthly	\$ 83,129	Bottom Current Value	Current Value
Reserve Price FCC Total 10 yr	\$ 9,975,490	\$ 503,011	\$ 1,322,291

AWARD AMOUNTS BASED ON INDIVIDUAL VALUES

PROJECT-WIDE SETTINGS

Aerial Construction Percentage	10%
Plow Percentage of Underground	90%
Use Duct with Plow?	No
Include Inside Plant	Yes

Milestones End of Year	Construction %	Drop %	Drops Connected	Revenue from Subs
1	7.5%	5.0%	259.25	\$ 16,332.75
2	25.0%	20.0%	1,037.00	\$ 65,331.00
3	45.0%	40.0%	2,074.00	\$ 130,662.00
4	65.0%	60.0%	3,111.00	\$ 195,993.00
5	85.0%	80.0%	4,148.00	\$ 261,324.00
6	100.0%	95.0%	4,925.75	\$ 310,322.25
7	100.0%	103.0%	5,340.55	\$ 336,454.65
8	100.0%	106.0%	5,496.10	\$ 346,254.30
9	100.0%	108.0%	5,599.80	\$ 352,787.40
10	100.0%	110.0%	5,703.50	\$ 359,320.50
				\$ 237,478.19

Households Per PFSA

Target \$ per HH per Month	0.00	Target \$ Per Passing	1000000.00
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PFSA	Households	Reserve	Miles	Reserve per Household	Include	Passings Per Mile	Cost per Passing per PFSA	Drops On/OFF	Values of construction from ConstMilesPerPFSA	Total Support at Reserve * Selected %	Plus or Minus on Support Value	Annual Support @ Estimated Rate	Bid/Awarded Percent	
510299301021	204	72471	79.25	29.60	No	2.57	\$7,751.24	1	1581252.06	\$ 724,710.00	\$ (856,542.06)	\$ 72,471.00		Buckingham
510299301022	225	31009	45.03	11.48	No	5.00	\$3,993.59	1	898558.02	\$ 310,090.00	\$ (588,468.02)	\$ 31,009.00		Buckingham
510299301023	170	33864	35.70	16.60	No	4.76	\$4,190.51	1	712386.39	\$ 338,640.00	\$ (373,746.39)	\$ 33,864.00		Buckingham
510299302011	90	11308	35.74	10.47	No	2.52	\$7,922.93	1	713064.13	\$ 113,080.00	\$ (599,984.13)	\$ 11,308.00		Buckingham
510299302012	339	66382	84.60	16.32	No	4.01	\$4,979.67	1	1688109.06	\$ 663,820.00	\$ (1,024,289.06)	\$ 66,382.00		Buckingham
510299302013	140	54857	88.20	32.65	No	1.59	\$12,570.41	1	1759857.83	\$ 548,570.00	\$ (1,211,287.83)	\$ 54,857.00		Buckingham
510299302021	100	13916	28.99	11.60	No	3.45	\$5,783.82	1	578381.65	\$ 139,160.00	\$ (439,221.65)	\$ 13,916.00		Buckingham
510299302023	103	29896	23.54	24.19	No	4.37	\$4,561.11	1	469794.47	\$ 298,960.00	\$ (170,834.47)	\$ 29,896.00		Buckingham
510499301004	264	111162	46.25	35.09	Yes	5.71	\$3,495.78	1	922886.89	\$ 222,324.00	\$ (700,562.89)	\$ 22,232.40	20%	Cumberland
510499301005	775	240842	87.33	25.90	Yes	8.87	\$2,248.55	1	1742627.29	\$ 481,684.00	\$ (1,260,943.29)	\$ 48,168.40	20%	Cumberland
510499302001	306	138673	62.14	37.76	Yes	4.92	\$4,052.36	1	1240022.89	\$ 277,346.00	\$ (962,676.89)	\$ 27,734.60	20%	Cumberland
510499302002	375	88327	48.27	19.63	Yes	7.77	\$2,568.21	1	963080.24	\$ 176,654.00	\$ (786,426.24)	\$ 17,665.40	20%	Cumberland
510499302003	95	8346	11.35	7.32	Yes	8.37	\$2,383.11	1	226395.87	\$ 16,692.00	\$ (209,703.87)	\$ 1,669.20	20%	Cumberland
511119301001	386	167767	67.67	36.22	Yes	5.70	\$3,498.27	1	1350333.00	\$ 671,068.00	\$ (679,265.00)	\$ 67,106.80	40%	Lunenburg
511119301002	336	100392	33.17	24.90	Yes	10.13	\$1,969.64	1	661797.93	\$ 401,568.00	\$ (260,229.93)	\$ 40,156.80	40%	Lunenburg
511119301003	317	180369	43.52	47.42	Yes	7.28	\$2,739.32	1	868363.35	\$ 721,476.00	\$ (146,887.35)	\$ 72,147.60	40%	Lunenburg
511119302001	86	24385	15.28	23.63	Yes	5.63	\$3,544.64	1	304838.80	\$ 97,540.00	\$ (207,298.80)	\$ 9,754.00	40%	Lunenburg
511119302002	548	192978	70.42	29.35	Yes	7.78	\$2,564.21	1	1405185.49	\$ -	\$ -	\$ -	0%	Lunenburg
511119302003	479	262619	71.35	45.69	Yes	6.71	\$2,972.43	1	1423796.05	\$ -	\$ -	\$ -	0%	Lunenburg
511119302004	155	42778	42.96	23.00	Yes	3.61	\$5,530.88	1	857287.04	\$ 171,112.00	\$ (686,175.04)	\$ 17,111.20	40%	Lunenburg
511119303001	728	399895	97.97	45.78	Yes	7.43	\$2,685.14	1	1954785.40	\$ 1,599,580.00	\$ (355,205.40)	\$ 159,958.00	40%	Lunenburg
511119303002	501	247996	61.77	41.25	Yes	8.11	\$2,460.13	1	1232522.75	\$ 991,984.00	\$ (240,538.75)	\$ 99,198.40	40%	Lunenburg
511479301002	166	54118	35.59	27.17	Yes	4.66	\$4,277.55	1	710072.72	\$ 246,507.49	\$ (463,565.23)	\$ 24,650.75	46%	Prince Edward
511479301003	396	60502	61.90	12.73	Yes	6.40	\$3,118.88	1	1235078.39	\$ 302,510.00	\$ (932,568.39)	\$ 30,251.00	50%	Prince Edward
511479302011	13	4972	4.64	31.87	Yes	2.80	\$7,129.21	1	92679.72	\$ 24,860.00	\$ (67,819.72)	\$ 2,486.00	50%	Prince Edward
511479302021	260	69169	39.08	22.17	Yes	6.65	\$2,999.30	1	779817.08	\$ 345,568.32	\$ (434,248.75)	\$ 34,556.83	50%	Prince Edward
511479302022	155	35509	31.59	19.09	Yes	4.91	\$4,066.76	1	630347.58	\$ 177,545.00	\$ (452,802.58)	\$ 17,754.50	50%	Prince Edward
511479302023	387	49370	38.59	10.63	Yes	10.03	\$1,989.92	1	770100.29	\$ 246,850.00	\$ (523,250.29)	\$ 24,685.00	50%	Prince Edward
511479303001	271	64545	42.14	19.85	Yes	6.43	\$3,102.77	1	840850.09	\$ 322,725.00	\$ (518,125.09)	\$ 32,272.50	50%	Prince Edward
511479303002	155	68809	19.74	36.99	Yes	7.85	\$2,541.28	1	393897.91	\$ 285,970.20	\$ (107,927.70)	\$ 28,597.02	42%	Prince Edward
511479303003	497	160098	61.72	26.84	Yes	8.05	\$2,478.10	1	1231616.53	\$ 640,392.00	\$ (591,224.53)	\$ 64,039.20	40%	Prince Edward
511479303004	407	91182	45.41	18.67	Yes	8.96	\$2,226.23	1	906075.39	\$ 455,910.00	\$ (450,165.39)	\$ 45,591.00	50%	Prince Edward
511479303005	564	243808	91.79	36.02	Yes	6.14	\$3,247.52	1	1831599.82	\$ 1,097,623.62	\$ (733,976.20)	\$ 109,762.36	45%	Prince Edward

PFSA/Census BlockGroup	Customer	ONT	Inside Wiring		Gateway	Labor	UPS		Total	Drop	Aerial	Underground	Make Ready	12			24			48		
			210	100			0	250						50	1167.5	lump	14413	14872	16007	14413	14872	16007
510299301021	133	No	27930	13300	0	33250	\$6,650	\$81,130	155277.5	10%	90%	30905.91	\$392,133	\$479,356	\$297,847							
510299301022	147	No	30870	14700	0	36750	\$7,350	\$89,670	171622.5	10%	90%	17562.51	\$222,833	\$272,397	\$169,254							
510299301023	111	No	23310	11100	0	27750	\$5,550	\$67,710	129592.5	10%	90%	13923.74	\$176,664	\$215,960	\$134,186							
510299302011	59	No	12390	5900	0	14750	\$2,950	\$35,990	68882.5	10%	90%	13936.99	\$176,832	\$216,165	\$134,314							
510299302012	221	No	46410	22100	0	55250	\$11,050	\$134,810	258017.5	10%	90%	32994.45	\$418,633	\$511,750	\$317,975							
510299302013	91	No	19110	9100	0	22750	\$4,550	\$55,510	106242.5	10%	90%	34396.80	\$436,426	\$533,500	\$331,490							
510299302021	65	No	13650	6500	0	16250	\$3,250	\$39,650	75887.5	10%	90%	11304.59	\$143,432	\$175,336	\$108,945							
510299302023	67	No	14070	6700	0	16750	\$3,350	\$40,870	78222.5	10%	90%	9182.23	\$116,504	\$142,418	\$88,491							
510379302001	2	No	420	200	0	500	\$100	\$1,220	2335	10%	90%	539.49	\$6,845	\$8,368	\$5,199							
510379303002	39	No	8190	3900	0	9750	\$1,950	\$23,790	45532.5	10%	90%	6996.77	\$88,775	\$108,521	\$67,429							
510499301004	172	Yes	36120	17200	0	43000	\$8,600	\$104,920	200810	10%	90%	18038.02	\$228,866	\$279,773	\$173,836							
510499301005	504	Yes	105840	50400	0	126000	\$25,200	\$307,440	588420	10%	90%	34060.02	\$432,153	\$528,277	\$328,244							
510499302001	199	Yes	41790	19900	0	49750	\$9,950	\$121,390	232332.5	10%	90%	24236.51	\$307,512	\$375,912	\$233,573							
510499302002	244	Yes	51240	24400	0	61000	\$12,200	\$148,840	284870	10%	90%	18823.61	\$238,834	\$291,957	\$181,407							
510499302003	62	Yes	13020	6200	0	15500	\$3,100	\$37,820	72385	10%	90%	4424.96	\$56,144	\$68,632	\$42,644							
510839301001	117	No	24570	11700	0	29250	\$5,850	\$71,370	136597.5	10%	90%	15107.05	\$191,678	\$234,313	\$145,590							
510839301002	88	No	18480	8800	0	22000	\$4,400	\$53,680	102740	10%	90%	5887.56	\$74,701	\$91,317	\$56,740							
510839301003	113	No	23730	11300	0	28250	\$5,650	\$68,930	131927.5	10%	90%	10511.40	\$133,368	\$163,034	\$101,301							
510839304001	95	No	19950	9500	0	23750	\$4,750	\$57,950	110912.5	10%	90%	11527.92	\$146,266	\$178,800	\$111,097							
510839305001	136	No	28560	13600	0	34000	\$6,800	\$82,960	158780	10%	90%	11460.99	\$145,417	\$177,762	\$110,452							
510839305002	52	No	10920	5200	0	13000	\$2,600	\$31,720	60710	10%	90%	8717.56	\$110,608	\$135,211	\$84,013							
510839305003	28	No	5880	2800	0	7000	\$1,400	\$17,080	32690	10%	90%	5675.39	\$72,009	\$88,026	\$54,695							
511119301001	251	Yes	52710	25100	0	62750	\$12,550	\$153,110	293042.5	10%	90%	26392.55	\$334,868	\$409,353	\$254,351							
511119301002	219	Yes	45990	21900	0	54750	\$10,950	\$133,590	255682.5	10%	90%	12934.98	\$164,119	\$200,624	\$124,657							
511119301003	207	Yes	43470	20700	0	51750	\$10,350	\$126,270	241672.5	10%	90%	16972.35	\$215,345	\$263,244	\$163,566							
511119302001	56	Yes	11760	5600	0	14000	\$2,800	\$34,160	65380	10%	90%	5958.14	\$75,597	\$92,412	\$57,420							
511119302002	357	Yes	74970	35700	0	89250	\$17,850	\$217,770	416797.5	10%	90%	27464.65	\$348,471	\$425,981	\$264,683							
511119302003	312	Yes	65520	31200	0	78000	\$15,600	\$190,320	364260	10%	90%	27828.40	\$353,086	\$431,623	\$268,188							
511119302004	101	Yes	21210	10100	0	25250	\$5,050	\$61,610	117917.5	10%	90%	16755.86	\$212,598	\$259,886	\$161,480							
511119303001	474	Yes	99540	47400	0	118500	\$23,700	\$289,140	553395	10%	90%	38206.70	\$484,766	\$592,592	\$368,206							
511119303002	326	Yes	68460	32600	0	81500	\$16,300	\$198,860	380605	10%	90%	24089.92	\$305,652	\$373,639	\$232,160							
#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	10%	90%	#REF!	#REF!	#REF!	#REF!							
511479301002	108	Yes	22680	10800	0	27000	\$5,400	\$65,880	126090	10%	90%	13878.52	\$176,090	\$215,258	\$133,750							
511479301003	258	Yes	54180	25800	0	64500	\$12,900	\$157,380	301215	10%	90%	24139.87	\$306,286	\$374,414	\$232,641							
511479302011	9	Yes	1890	900	0	2250	\$450	\$5,490	10507.5	10%	90%	1811.44	\$22,984	\$28,096	\$17,457							
511479302021	169	Yes	35490	16900	0	42250	\$8,450	\$103,090	197307.5	10%	90%	15241.69	\$193,386	\$236,401	\$146,888							
511479302022	101	Yes	21210	10100	0	25250	\$5,050	\$61,610	117917.5	10%	90%	12320.28	\$156,319	\$191,090	\$118,733							
511479302023	252	Yes	52920	25200	0	63000	\$12,600	\$153,720	294210	10%	90%	15051.77	\$190,977	\$233,456	\$145,057							
511479303001	177	Yes	37170	17700	0	44250	\$8,850	\$107,970	206647.5	10%	90%	16434.59	\$208,522	\$254,903	\$158,384							
511479303002	101	Yes	21210	10100	0	25250	\$5,050	\$61,610	117917.5	10%	90%	7698.82	\$97,682	\$119,410	\$74,195							
511479303003	324	Yes	68040	32400	0	81000	\$16,200	\$197,640	378270	10%	90%	24072.21	\$305,428	\$373,364	\$231,989							
511479303004	265	Yes	55650	26500	0	66250	\$13,250	\$161,650	309387.5	10%	90%	17709.44	\$224,697	\$274,676	\$170,670							
511479303005	367	Yes	77070	36700	0	91750	\$18,350	\$223,870	428472.5	10%	90%	35799.01	\$454,217	\$555,249	\$345,003							

72	144	288			
17014	20671	CPM	Cost	Total Miles	
\$245,226	\$135,784	\$0	19953.74	\$ 1,581,252.06	79.24591852
\$139,351	\$77,160	\$0	19953.74	\$ 898,558.02	45.03207116
\$110,479	\$61,173	\$0	19953.74	\$ 712,386.39	35.70190659
\$110,584	\$61,232	\$0	19953.74	\$ 713,064.13	35.73587236
\$261,798	\$144,960	\$0	19953.74	\$ 1,688,109.06	84.60115615
\$272,925	\$151,121	\$0	19953.74	\$ 1,759,857.83	88.19691249
\$89,697	\$49,666	\$0	19953.74	\$ 578,381.65	28.98613443
\$72,857	\$40,342	\$0	19953.74	\$ 469,794.47	23.54418709
\$4,281	\$2,370	\$0	19953.74	\$ 27,602.04	1.3833018
\$55,517	\$30,740	\$0	19953.74	\$ 357,978.77	17.94043935
\$143,124	\$79,249	\$0	19953.74	\$ 922,886.89	46.25133502
\$270,252	\$149,641	\$0	19953.74	\$ 1,742,627.29	87.33338789
\$192,307	\$106,482	\$0	19953.74	\$ 1,240,022.89	62.14490082
\$149,358	\$82,701	\$0	19953.74	\$ 963,080.24	48.26566234
\$35,110	\$19,441	\$0	19953.74	\$ 226,395.87	11.34603963
\$119,868	\$66,372	\$0	19953.74	\$ 772,928.64	38.73603818
\$46,715	\$25,867	\$0	19953.74	\$ 301,227.51	15.0962971
\$83,404	\$46,181	\$0	19953.74	\$ 537,799.17	26.95230569
\$91,469	\$50,647	\$0	19953.74	\$ 589,807.97	29.55877521
\$90,938	\$50,353	\$0	19953.74	\$ 586,383.43	29.38715143
\$69,170	\$38,300	\$0	19953.74	\$ 446,020.34	22.35272434
\$45,032	\$24,935	\$0	19953.74	\$ 290,372.33	14.55227944
\$209,414	\$115,955	\$0	19953.74	\$ 1,350,333.00	67.6731946
\$102,634	\$56,829	\$0	19953.74	\$ 661,797.93	33.16661913
\$134,669	\$74,567	\$0	19953.74	\$ 868,363.35	43.5188375
\$47,275	\$26,177	\$0	19953.74	\$ 304,838.80	15.27728004
\$217,921	\$120,665	\$0	19953.74	\$ 1,405,185.49	70.4221782
\$220,807	\$122,263	\$0	19953.74	\$ 1,423,796.05	71.35486397
\$132,951	\$73,616	\$0	19953.74	\$ 857,287.04	42.9637377
\$303,155	\$167,860	\$0	19953.74	\$ 1,954,785.40	97.96588904
\$191,144	\$105,838	\$0	19953.74	\$ 1,232,522.75	61.7690245
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\$110,120	\$60,975	\$0	19953.74	\$ 710,072.72	35.58595509
\$191,540	\$106,058	\$0	19953.74	\$ 1,235,078.39	61.89710292
\$14,373	\$7,959	\$0	19953.74	\$ 92,679.72	4.64473034
\$120,937	\$66,964	\$0	19953.74	\$ 779,817.08	39.08125839
\$97,756	\$54,129	\$0	19953.74	\$ 630,347.58	31.59045531
\$119,430	\$66,129	\$0	19953.74	\$ 770,100.29	38.59429267
\$130,402	\$72,205	\$0	19953.74	\$ 840,850.09	42.13998458
\$61,087	\$33,824	\$0	19953.74	\$ 393,897.91	19.7405602
\$191,003	\$105,760	\$0	19953.74	\$ 1,231,616.53	61.72360861
\$140,517	\$77,806	\$0	19953.74	\$ 906,075.39	45.40881113
\$284,051	\$157,281	\$0	19953.74	\$ 1,831,599.82	91.79232922

Construction Miles Per Fiber Size Per PFSA

Miles

PFSA/Route	Count12						Count24						TotalMiles	Construction Method		MakeReady	Count12		Count24	
	Count12	Count24	Count48	Count72	Count144	Count288	Count12	Count24	Count48	Count72	Count144	Count288		Aerial	UG		Count12	Count24	Count12	Count24
5.10299E+11	21.3964	25.35869	15.05672	11.88689	5.547214	0	21.3964	25.35869	15.05672	11.88689	5.547214	0	79.24592	10%	90%	\$ 30,905.91	\$ 30,839.50	\$ 37,713.08		
5.10299E+11	12.15866	14.41026	8.556094	6.754811	3.152245	0	12.15866	14.41026	8.556094	6.754811	3.152245	0	45.03207	10%	90%	\$ 17,562.51	\$ 17,524.77	\$ 21,430.74		
5.10299E+11	9.639515	11.42461	6.783362	5.355286	2.499133	0	9.639515	11.42461	6.783362	5.355286	2.499133	0	35.70191	10%	90%	\$ 13,923.74	\$ 13,893.83	\$ 16,990.52		
5.10299E+11	9.648686	11.43548	6.789816	5.360381	2.501511	0	9.648686	11.43548	6.789816	5.360381	2.501511	0	35.73587	10%	90%	\$ 13,936.99	\$ 13,907.04	\$ 17,006.68		
5.10299E+11	22.84231	27.07237	16.07422	12.69017	5.922081	0	22.84231	27.07237	16.07422	12.69017	5.922081	0	84.60116	10%	90%	\$ 32,994.45	\$ 32,923.56	\$ 40,261.64		
5.10299E+11	23.81317	28.22301	16.75741	13.22954	6.173784	0	23.81317	28.22301	16.75741	13.22954	6.173784	0	88.19691	10%	90%	\$ 34,396.80	\$ 34,322.89	\$ 41,972.86		
5.10299E+11	7.826256	9.275563	5.507366	4.34792	2.029029	0	7.826256	9.275563	5.507366	4.34792	2.029029	0	28.98613	10%	90%	\$ 11,304.59	\$ 11,280.30	\$ 13,794.48		
5.10299E+11	6.356931	7.53414	4.473396	3.531628	1.648093	0	6.356931	7.53414	4.473396	3.531628	1.648093	0	23.54419	10%	90%	\$ 9,182.23	\$ 9,162.50	\$ 11,204.66		
5.10379E+11	0.373491	0.442657	0.262827	0.207495	0.096831	0	0.373491	0.442657	0.262827	0.207495	0.096831	0	1.383302	10%	90%	\$ 539.49	\$ 538.33	\$ 658.31		
5.10379E+11	4.843919	5.740941	3.408683	2.691066	1.255831	0	4.843919	5.740941	3.408683	2.691066	1.255831	0	17.94044	10%	90%	\$ 6,996.77	\$ 6,981.74	\$ 8,537.84		
5.10499E+11	12.48786	14.80043	8.787754	6.9377	3.237593	0	12.48786	14.80043	8.787754	6.9377	3.237593	0	46.25134	10%	90%	\$ 18,038.02	\$ 17,999.26	\$ 22,010.98		
5.10499E+11	23.58001	27.94668	16.59334	13.10001	6.113337	0	23.58001	27.94668	16.59334	13.10001	6.113337	0	87.33339	10%	90%	\$ 34,060.02	\$ 33,986.84	\$ 41,561.91		
5.10499E+11	16.77912	19.88637	11.80753	9.321735	4.350143	0	16.77912	19.88637	11.80753	9.321735	4.350143	0	62.1449	10%	90%	\$ 24,236.51	\$ 24,184.43	\$ 29,574.72		
5.10499E+11	13.03173	15.44501	9.170476	7.239849	3.378596	0	13.03173	15.44501	9.170476	7.239849	3.378596	0	48.26566	10%	90%	\$ 18,823.61	\$ 18,783.16	\$ 22,969.60		
5.10499E+11	3.063431	3.630733	2.155748	1.701906	0.794223	0	3.063431	3.630733	2.155748	1.701906	0.794223	0	11.34604	10%	90%	\$ 4,424.96	\$ 4,415.45	\$ 5,399.57		
5.10839E+11	10.45873	12.39553	7.359847	5.810406	2.711523	0	10.45873	12.39553	7.359847	5.810406	2.711523	0	38.73604	10%	90%	\$ 15,107.05	\$ 15,074.59	\$ 18,434.46		
5.10839E+11	4.076	4.830815	2.868296	2.264445	1.056741	0	4.076	4.830815	2.868296	2.264445	1.056741	0	15.0963	10%	90%	\$ 5,887.56	\$ 5,874.91	\$ 7,184.32		
5.10839E+11	7.277123	8.624738	5.120938	4.042846	1.886661	0	7.277123	8.624738	5.120938	4.042846	1.886661	0	26.95231	10%	90%	\$ 10,511.40	\$ 10,488.81	\$ 12,826.59		
5.10839E+11	7.980869	9.458808	5.616167	4.433816	2.069114	0	7.980869	9.458808	5.616167	4.433816	2.069114	0	29.55878	10%	90%	\$ 11,527.92	\$ 11,503.15	\$ 14,067.00		
5.10839E+11	7.934531	9.403888	5.583559	4.408073	2.057101	0	7.934531	9.403888	5.583559	4.408073	2.057101	0	29.38715	10%	90%	\$ 11,460.99	\$ 11,436.36	\$ 13,985.33		
5.10839E+11	6.035236	7.152872	4.247018	3.352909	1.564691	0	6.035236	7.152872	4.247018	3.352909	1.564691	0	22.35272	10%	90%	\$ 8,717.56	\$ 8,698.83	\$ 10,637.65		
5.10839E+11	3.929115	4.656729	2.764933	2.182842	1.01866	0	3.929115	4.656729	2.764933	2.182842	1.01866	0	14.55228	10%	90%	\$ 5,675.39	\$ 5,663.19	\$ 6,925.42		
5.11119E+11	18.27176	21.65542	12.85791	10.15098	4.737124	0	18.27176	21.65542	12.85791	10.15098	4.737124	0	67.67319	10%	90%	\$ 26,392.55	\$ 26,335.84	\$ 32,205.63		
5.11119E+11	8.954987	10.61332	6.301658	4.974993	2.321663	0	8.954987	10.61332	6.301658	4.974993	2.321663	0	33.16662	10%	90%	\$ 12,934.98	\$ 12,907.19	\$ 15,783.97		
5.11119E+11	11.75009	13.92603	8.268579	6.527826	3.046319	0	11.75009	13.92603	8.268579	6.527826	3.046319	0	43.51884	10%	90%	\$ 16,972.35	\$ 16,935.88	\$ 20,710.59		
5.11119E+11	4.124866	4.88873	2.902683	2.291592	1.06941	0	4.124866	4.88873	2.902683	2.291592	1.06941	0	15.27728	10%	90%	\$ 5,958.14	\$ 5,945.34	\$ 7,270.45		
5.11119E+11	19.01399	22.5351	13.38021	10.56333	4.929552	0	19.01399	22.5351	13.38021	10.56333	4.929552	0	70.42218	10%	90%	\$ 27,464.65	\$ 27,405.64	\$ 33,513.87		
5.11119E+11	19.26581	22.83356	13.55742	10.70323	4.99484	0	19.26581	22.83356	13.55742	10.70323	4.99484	0	71.35486	10%	90%	\$ 27,828.40	\$ 27,768.60	\$ 33,957.74		
5.11119E+11	11.60021	13.7484	8.16311	6.444561	3.007462	0	11.60021	13.7484	8.16311	6.444561	3.007462	0	42.96374	10%	90%	\$ 16,755.86	\$ 16,719.85	\$ 20,446.42		
5.11119E+11	26.45079	31.34908	18.61352	14.69488	6.857612	0	26.45079	31.34908	18.61352	14.69488	6.857612	0	97.96589	10%	90%	\$ 38,206.70	\$ 38,124.60	\$ 46,621.91		
5.11119E+11	16.67764	19.76609	11.73611	9.265354	4.323832	0	16.67764	19.76609	11.73611	9.265354	4.323832	0	61.76902	10%	90%	\$ 24,089.92	\$ 24,038.16	\$ 29,395.84		
#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	10%	90%	#REF!	#REF!	#REF!		
5.11479E+11	9.608208	11.38751	6.761331	5.337893	2.491017	0	9.608208	11.38751	6.761331	5.337893	2.491017	0	35.58596	10%	90%	\$ 13,878.52	\$ 13,848.70	\$ 16,935.33		
5.11479E+11	16.71222	19.80707	11.76045	9.284565	4.332797	0	16.71222	19.80707	11.76045	9.284565	4.332797	0	61.8971	10%	90%	\$ 24,139.87	\$ 24,088.00	\$ 29,456.79		
5.11479E+11	1.254077	1.486314	0.882499	0.69671	0.325131	0	1.254077	1.486314	0.882499	0.69671	0.325131	0	4.64473	10%	90%	\$ 1,811.44	\$ 1,807.55	\$ 2,210.42		
5.11479E+11	10.55194	12.506	7.425439	5.862189	2.735688	0	10.55194	12.506	7.425439	5.862189	2.735688	0	39.08126	10%	90%	\$ 15,241.69	\$ 15,208.94	\$ 18,598.75		
5.11479E+11	8.529423	10.10895	6.002187	4.738568	2.211332	0	8.529423	10.10895	6.002187	4.738568	2.211332	0	31.59046	10%	90%	\$ 12,320.28	\$ 12,293.81	\$ 15,033.88		
5.11479E+11	10.42046	12.35017	7.332916	5.789144	2.7016	0	10.42046	12.35017	7.332916	5.789144	2.7016	0	38.59429	10%	90%	\$ 15,051.77	\$ 15,019.43	\$ 18,367.00		
5.11479E+11	11.3778	13.4848	8.006597	6.320998	2.949799	0	11.3778	13.4848	8.006597	6.320998	2.949799	0	42.13998	10%	90%	\$ 16,434.59	\$ 16,399.28	\$ 20,054.39		
5.11479E+11	5.329951	6.316979	3.750706	2.961084	1.381839	0	5.329951	6.316979	3.750706	2.961084	1.381839	0	19.74056	10%	90%	\$ 7,698.82	\$ 7,682.28	\$ 9,394.52		
5.11479E+11	16.66537	19.75155	11.72749	9.258541	4.320653	0	16.66537	19.75155	11.72749	9.258541	4.320653	0	61.72361	10%	90%	\$ 24,072.21	\$ 24,020.48	\$ 29,374.23		
5.11479E+11	12.26038	14.53082	8.627674	6.811322	3.178617	0	12.26038	14.53082	8.627674	6.811322	3.178617	0	45.40881	10%	90%	\$ 17,709.44	\$ 17,671.38	\$ 21,610.03		
5.11479E+11	24.78393	29.37355	17.44054	13.76885	6.425463	0	24.78393	29.37355	17.44054	13.76885	6.425463	0	91.79233	10%	90%	\$ 35,799.01	\$ 35,722.09	\$ 43,683.91		

				Underground					
Count48	Count72	Count144	Count288	Count12	Count24	Count48	Count72	Count144	Count288
\$ 24,101.82	\$ 20,224.48	\$ 11,466.50	\$ -	\$ 361,293.99	\$ 441,642.83	\$ 273,745.24	\$ 225,001.37	\$ 124,317.35	\$ -
\$ 13,696.03	\$ 11,492.71	\$ 6,515.92	\$ -	\$ 205,307.94	\$ 250,966.76	\$ 155,557.73	\$ 127,858.67	\$ 70,644.24	\$ -
\$ 10,858.36	\$ 9,111.54	\$ 5,165.89	\$ -	\$ 162,770.33	\$ 198,969.13	\$ 123,327.83	\$ 101,367.72	\$ 56,007.51	\$ -
\$ 10,868.69	\$ 9,120.21	\$ 5,170.81	\$ -	\$ 162,925.18	\$ 199,158.42	\$ 123,445.16	\$ 101,464.16	\$ 56,060.79	\$ -
\$ 25,730.56	\$ 21,591.20	\$ 12,241.38	\$ -	\$ 385,709.32	\$ 471,487.93	\$ 292,244.24	\$ 240,206.39	\$ 132,718.40	\$ -
\$ 26,824.17	\$ 22,508.87	\$ 12,761.67	\$ -	\$ 402,102.91	\$ 491,527.33	\$ 304,665.34	\$ 250,415.75	\$ 138,359.25	\$ -
\$ 8,815.83	\$ 7,397.60	\$ 4,194.15	\$ -	\$ 132,152.12	\$ 161,541.68	\$ 100,129.02	\$ 82,299.76	\$ 45,472.11	\$ -
\$ 7,160.72	\$ 6,008.75	\$ 3,406.73	\$ -	\$ 107,341.47	\$ 131,213.34	\$ 81,330.49	\$ 66,848.55	\$ 36,935.04	\$ -
\$ 420.72	\$ 353.03	\$ 200.16	\$ -	\$ 6,306.68	\$ 7,709.23	\$ 4,778.45	\$ 3,927.58	\$ 2,170.06	\$ -
\$ 5,456.40	\$ 4,578.61	\$ 2,595.89	\$ -	\$ 81,793.14	\$ 99,983.28	\$ 61,973.03	\$ 50,937.94	\$ 28,144.13	\$ -
\$ 14,066.86	\$ 11,803.88	\$ 6,692.34	\$ -	\$ 210,866.75	\$ 257,761.80	\$ 159,769.52	\$ 131,320.50	\$ 72,556.96	\$ -
\$ 26,561.54	\$ 22,288.49	\$ 12,636.72	\$ -	\$ 398,165.97	\$ 486,714.85	\$ 301,682.40	\$ 247,963.96	\$ 137,004.60	\$ -
\$ 18,900.72	\$ 15,860.10	\$ 8,992.07	\$ -	\$ 283,327.89	\$ 346,337.71	\$ 214,671.88	\$ 176,446.79	\$ 97,490.06	\$ -
\$ 14,679.50	\$ 12,317.96	\$ 6,983.81	\$ -	\$ 220,050.37	\$ 268,987.78	\$ 166,727.77	\$ 137,039.74	\$ 75,716.95	\$ -
\$ 3,450.78	\$ 2,895.64	\$ 1,641.72	\$ -	\$ 51,728.29	\$ 63,232.24	\$ 39,193.49	\$ 32,214.59	\$ 17,799.14	\$ -
\$ 11,781.16	\$ 9,885.89	\$ 5,604.92	\$ -	\$ 176,603.39	\$ 215,878.55	\$ 133,808.86	\$ 109,982.47	\$ 60,767.31	\$ -
\$ 4,591.38	\$ 3,852.75	\$ 2,184.36	\$ -	\$ 68,826.28	\$ 84,132.68	\$ 52,148.29	\$ 42,862.62	\$ 23,682.38	\$ -
\$ 8,197.26	\$ 6,878.54	\$ 3,899.87	\$ -	\$ 122,879.59	\$ 150,207.01	\$ 93,103.41	\$ 76,525.15	\$ 42,281.54	\$ -
\$ 8,989.99	\$ 7,543.74	\$ 4,277.01	\$ -	\$ 134,762.87	\$ 164,733.04	\$ 102,107.14	\$ 83,925.65	\$ 46,370.44	\$ -
\$ 8,937.79	\$ 7,499.94	\$ 4,252.18	\$ -	\$ 133,980.42	\$ 163,776.57	\$ 101,514.28	\$ 83,438.36	\$ 46,101.21	\$ -
\$ 6,798.35	\$ 5,704.67	\$ 3,234.33	\$ -	\$ 101,909.41	\$ 124,573.24	\$ 77,214.73	\$ 63,465.65	\$ 35,065.92	\$ -
\$ 4,425.92	\$ 3,713.91	\$ 2,105.64	\$ -	\$ 66,346.02	\$ 81,100.83	\$ 50,269.05	\$ 41,318.00	\$ 22,828.95	\$ -
\$ 20,582.09	\$ 17,270.98	\$ 9,791.98	\$ -	\$ 308,532.21	\$ 377,147.27	\$ 233,768.69	\$ 192,143.17	\$ 106,162.59	\$ -
\$ 10,087.28	\$ 8,464.51	\$ 4,799.05	\$ -	\$ 151,211.57	\$ 184,839.80	\$ 114,569.99	\$ 94,169.33	\$ 52,030.26	\$ -
\$ 13,235.80	\$ 11,106.51	\$ 6,296.96	\$ -	\$ 198,408.89	\$ 242,533.41	\$ 150,330.45	\$ 123,562.18	\$ 68,270.35	\$ -
\$ 4,646.42	\$ 3,898.94	\$ 2,210.55	\$ -	\$ 69,651.40	\$ 85,141.31	\$ 52,773.48	\$ 43,376.48	\$ 23,966.29	\$ -
\$ 21,418.17	\$ 17,972.56	\$ 10,189.75	\$ -	\$ 321,065.24	\$ 392,467.54	\$ 243,264.72	\$ 199,948.30	\$ 110,475.07	\$ -
\$ 21,701.84	\$ 18,210.59	\$ 10,324.70	\$ -	\$ 325,317.49	\$ 397,665.46	\$ 246,486.56	\$ 202,596.46	\$ 111,938.22	\$ -
\$ 13,066.97	\$ 10,964.84	\$ 6,216.64	\$ -	\$ 195,878.10	\$ 239,439.80	\$ 148,412.92	\$ 121,986.09	\$ 67,399.53	\$ -
\$ 29,795.30	\$ 25,002.03	\$ 14,175.19	\$ -	\$ 446,641.13	\$ 545,970.49	\$ 338,411.06	\$ 278,152.61	\$ 153,684.37	\$ -
\$ 18,786.40	\$ 15,764.17	\$ 8,937.68	\$ -	\$ 281,614.22	\$ 344,242.93	\$ 213,373.46	\$ 175,379.57	\$ 96,900.40	\$ -
#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
\$ 10,823.10	\$ 9,081.95	\$ 5,149.12	\$ -	\$ 162,241.69	\$ 198,322.92	\$ 122,927.29	\$ 101,038.50	\$ 55,825.61	\$ -
\$ 18,825.36	\$ 15,796.86	\$ 8,956.21	\$ -	\$ 282,198.14	\$ 344,956.72	\$ 213,815.90	\$ 175,743.22	\$ 97,101.32	\$ -
\$ 1,412.65	\$ 1,185.39	\$ 672.07	\$ -	\$ 21,176.02	\$ 25,885.39	\$ 16,044.65	\$ 13,187.69	\$ 7,286.44	\$ -
\$ 11,886.16	\$ 9,973.99	\$ 5,654.87	\$ -	\$ 178,177.30	\$ 217,802.48	\$ 135,001.38	\$ 110,962.65	\$ 61,308.88	\$ -
\$ 9,607.91	\$ 8,062.25	\$ 4,570.99	\$ -	\$ 144,025.61	\$ 176,055.73	\$ 109,125.33	\$ 89,694.16	\$ 49,557.65	\$ -
\$ 11,738.05	\$ 9,849.71	\$ 5,584.41	\$ -	\$ 175,957.15	\$ 215,088.59	\$ 133,319.22	\$ 109,580.01	\$ 60,544.95	\$ -
\$ 12,816.44	\$ 10,754.61	\$ 6,097.45	\$ -	\$ 192,122.49	\$ 234,848.97	\$ 145,567.37	\$ 119,647.23	\$ 66,107.27	\$ -
\$ 6,003.88	\$ 5,038.02	\$ 2,856.36	\$ -	\$ 90,000.16	\$ 110,015.47	\$ 68,191.33	\$ 56,048.98	\$ 30,968.08	\$ -
\$ 18,772.59	\$ 15,752.58	\$ 8,931.11	\$ -	\$ 281,407.16	\$ 343,989.82	\$ 213,216.58	\$ 175,250.62	\$ 96,829.15	\$ -
\$ 13,810.61	\$ 11,588.85	\$ 6,570.43	\$ -	\$ 207,025.56	\$ 253,066.36	\$ 156,859.13	\$ 128,928.34	\$ 71,235.25	\$ -
\$ 27,917.68	\$ 23,426.47	\$ 13,281.91	\$ -	\$ 418,494.95	\$ 511,564.83	\$ 317,085.26	\$ 260,624.15	\$ 143,999.58	\$ -

Routing/Switching/Access Per PFSA

PFSA	Passings	Included	FSA	Access Equipment	Total ISP
510299301021	204	No	7	\$ 10,200.00	\$ 10,200.00
510299301022	225	No	8	\$ 11,250.00	\$ 11,250.00
510299301023	170	No	6	\$ 8,500.00	\$ 8,500.00
510299302011	90	No	3	\$ 4,500.00	\$ 4,500.00
510299302012	339	No	12	\$ 16,950.00	\$ 16,950.00
510299302013	140	No	5	\$ 7,000.00	\$ 7,000.00
510299302021	100	No	4	\$ 5,000.00	\$ 5,000.00
510299302023	103	No	4	\$ 5,150.00	\$ 5,150.00
510379302001	3	No	1	\$ 150.00	\$ 150.00
510379303002	59	No	2	\$ 2,950.00	\$ 2,950.00
510499301004	264	Yes	9	\$ 13,200.00	\$ 13,200.00
510499301005	775	Yes	26	\$ 38,750.00	\$ 38,750.00
510499302001	306	Yes	11	\$ 15,300.00	\$ 15,300.00
510499302002	375	Yes	13	\$ 18,750.00	\$ 18,750.00
510499302003	95	Yes	4	\$ 4,750.00	\$ 4,750.00
510839301001	180	No	6	\$ 9,000.00	\$ 9,000.00
510839301002	134	No	5	\$ 6,700.00	\$ 6,700.00
510839301003	173	No	6	\$ 8,650.00	\$ 8,650.00
510839304001	145	No	5	\$ 7,250.00	\$ 7,250.00
510839305001	208	No	7	\$ 10,400.00	\$ 10,400.00
510839305002	79	No	3	\$ 3,950.00	\$ 3,950.00
510839305003	43	No	2	\$ 2,150.00	\$ 2,150.00
511119301001	386	Yes	13	\$ 19,300.00	\$ 19,300.00
511119301002	336	Yes	12	\$ 16,800.00	\$ 16,800.00
511119301003	317	Yes	11	\$ 15,850.00	\$ 15,850.00
511119302001	86	Yes	3	\$ 4,300.00	\$ 4,300.00
511119302002	548	Yes	19	\$ 27,400.00	\$ 27,400.00
511119302003	479	Yes	16	\$ 23,950.00	\$ 23,950.00
511119302004	155	Yes	6	\$ 7,750.00	\$ 7,750.00
511119303001	728	Yes	25	\$ 36,400.00	\$ 36,400.00
511119303002	501	Yes	17	\$ 25,050.00	\$ 25,050.00
#REF!	#REF!	#REF!	#REF!	#REF!	#REF!
511479301002	166	Yes	6	\$ 8,300.00	\$ 8,300.00
511479301003	396	Yes	14	\$ 19,800.00	\$ 19,800.00
511479302011	13	Yes	1	\$ 650.00	\$ 650.00
511479302021	260	Yes	9	\$ 13,000.00	\$ 13,000.00
511479302022	155	Yes	6	\$ 7,750.00	\$ 7,750.00
511479302023	387	Yes	13	\$ 19,350.00	\$ 19,350.00
511479303001	271	Yes	10	\$ 13,550.00	\$ 13,550.00
511479303002	155	Yes	6	\$ 7,750.00	\$ 7,750.00
511479303003	497	Yes	17	\$ 24,850.00	\$ 24,850.00
511479303004	407	Yes	14	\$ 20,350.00	\$ 20,350.00
511479303005	564	Yes	19	\$ 28,200.00	\$ 28,200.00

Routing/Switching Kits

Routing Kit - Primary Site

Description	Qty	Cost	Total
Juniper MX104	1	\$ 25,000.00	\$ 25,000.00
Dell R630	3	\$ 4,500.00	\$ 13,500.00
HP DL180 NAS	1	\$ 7,500.00	\$ 7,500.00
Misc Cables/Optics	1	\$ 1,800.00	\$ 1,800.00
Misc Software License/Suppo	1	\$ 5,500.00	\$ 5,500.00
Misc Software One time	1	\$ 15,000.00	\$ 15,000.00
Building/Pwered Cabinet	1	\$ 40,000.00	\$ 40,000.00
IP space /21 (8 /24's)	1	\$ 50,000.00	\$ 50,000.00
Routing Kit - Primary Site - Total			\$ 158,300.00

Routing Kit - Secondary Site

Description	Qty	Cost	Total
Juniper MX204	1	\$ 12,000.00	\$ 12,000.00
Dell R630	2	\$ 4,500.00	\$ 9,000.00
HP DL180 NAS	1	\$ 7,500.00	\$ 7,500.00
Misc Cables/Optics	1	\$ 1,600.00	\$ 1,600.00
Misc Software License/Suppo	1	\$ 4,000.00	\$ 4,000.00
Routing Kit - Secondary Site - Total			\$ 34,100.00

Switching Kit - Primary Site

Description	Qty	Cost	Total
Arista 7050S	2	\$ 8,500.00	\$ 17,000.00
Switching Kit - Primary Site - Total			\$ 17,000.00

Kit Description	Cost	Qty	Extended
Routing Kit - Primary Site	\$ 158,300.00	1	\$ 158,300.00
Routing Kit - Secondary Site	\$ 34,100.00	1	\$ 34,100.00
Routing Total			\$ 192,400.00

Switching Kit - Primary Site	\$ 17,000.00	2	\$ 34,000.00
Switching Total			\$ 34,000.00



Enabling the
Hyper-Connected World

KINEX TELECOM INC

DZS Inc.
5700 Tennyson Parkway
Plano
TX
US 75024
Phone (469) 327-1531
Fax (510) 777-7001
<https://dzsi.com>

Quote Number Q-09604
Contract Start Date 7/5/2021
Quote Date 7/12/2021
Quote Expires 11/20/2021

Prepared By Dennis Hensley
Email dennis.hensley@dzsi.com
Phone

Please reference this quote number in your purchase order. We thank you for your inquiry and offer you the following configuration:

Customer Reference :

MXK-F219 - XGS

Product Category	Product	Product Description	Net Unit Price	Quantity	Net Total Price
Chassis	MXK-CHASSIS-F219	ROHS, MXK 2U, 19" CHASSIS, (2) NETWORK SLOTS, (2) ACCESS SLOTS, 48 VDC	USD 911.40	3	USD 2,734.20
Card	MXK-MC-AETG2-TOP	ROHS, REQ MIN 3.1.2.132.3, MXK-F 2U MGMNT CARD W/2X10G ETH, SFP+/SFP BASED, E1/T1/BITS/TOP SYNCH	USD 1,565.20	6	USD 9,391.20
Pluggable Optics	MXK-10GE-SFP +-20KM-1310	SFP+ LONG REACH (20KM), SINGLE MODE, 1310NM, DUPLEX LC/UPC, SUPPORTING 10GBPS ETHERNET; I-TEMP	USD 240.00	12	USD 2,880.00
Card	V2-LC-NGPS16-5	ROHS, REQ MIN. XXX, (16) 10/10 XGS-PON (OR GPON) PORT LC, SINGLE SLOT (REQ SFP+ XCVR)	USD 6,791.40	6	USD 40,748.40
Pluggable Optics	XCVR-XGS-SFP +-N2-RSSI	XGSPON OLT 10G SFP+, 1577NM CW MODE DOWN, 1270NM APD/TIA UP, I TEMP, RSSI	USD 666.40	96	USD 63,974.40
Service	SVC-MAINT-YEAR1-BACS-S	BACS EQUIP - SILVER SUPPORT - 1ST YEAR. ADDS TAC SUPPORT, SW/FW UPDATES.	USD 4,834.02	1	USD 4,834.02
MXK-F219 - XGS Grand Total:					USD 124,562.22



Enabling the
Hyper-Connected World

XGS ONT w/ WiFi

Product Category	Product	Product Description	Net Unit Price	Quantity	Net Total Price
ONT-IN	HX-5228XG-NA	5228XG XGS-PON ONT, 2XPOTS, 1X2.5GE, 4XGE, 2.4GHZ 3X3 .11AX, 5GHZ 4X4 .11AX, 1XUSB3, 3.0A NA PSU	USD 222.00	800	USD 177,600.00
Service	SVC-MAINT-YEAR1-CPE-S	CPE EQUIP - SILVER SUPPORT - 1ST YEAR. ADDS TAC SUPPORT, SW/FW UPDATES.	USD 2,376.00	1	USD 2,376.00
XGS ONT w/ WiFi Grand Total:					USD 179,976.00

Grand Total:	USD 304,538.22
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Payment Terms : Due Upon Receipt

TERMS OF OFFER

DZS Inc. (hereinafter "DZS") and Customer (hereinafter "CUSTOMER") agree that the following terms and conditions apply to the products and services purchased by CUSTOMER hereunder. DZS objects to and rejects additional or different provisions that may appear in any document furnished by CUSTOMER unless such provision is expressly agreed to in writing by DZS.

Terms:

This Agreement commences on the date on which CUSTOMER issues a purchase order for the products and services purchased by CUSTOMER hereunder and shall continue in effect for a period of one (1) year ("Initial Term"). This Agreement shall be automatically renewed each year on the anniversary of the coterminous purchase order for additional one (1) year periods unless terminated by either party upon at least three (3) month written notice to the other prior to the expiration of the Initial Term, except where termination is for default.

Orders and Prices:

All orders placed by CUSTOMER hereunder are subject to the terms of this Agreement. CUSTOMER will issue written purchase orders, which are subject to acceptance by DZS. Acceptance occurs upon issuance of an Order Acknowledgement. Changes in delivery schedule (including cancellation) made within five (5) days of scheduled delivery will be subject to a rescheduling charge of five percent (5%) of the net order value of the rescheduled portion of the order. Delivery is Ex-Works DZS's factory/distribution site, such delivery to be made to a carrier/freight forwarder selected by DZS. If CUSTOMER requests use of a specific qualified carrier/freight forwarder, DZS will not unreasonably withhold its consent. DZS will package products in accordance with DZS's standard practices. Products are deemed accepted by CUSTOMER, and title, possession and risk of loss shall pass to CUSTOMER, upon delivery of the Products to the carrier/freight forwarder. DZS prices are exclusive of charges for transportation and other related services, including any taxes (other than taxes on the net income of DZS), duties, assessments and shipping, handling, insurance, brokerage and other charges which CUSTOMER may be required to collect or pay upon the order transaction. DZS shall include these separate items in its invoice prices to the CUSTOMER.

Payment:

All items sold are invoiced in full upon shipment. Payment is due net thirty (30) days from invoice date. All payments shall be made within thirty (30) days after the days of invoice. Accounts are past due may be subject to a monthly charge of one and one-half percent (1.5%) per month, or pro-rated portion of a month, of the total invoice. Accounts more than 60 days past due will be subject to suspension of Service until payment is received. DZS reserves the right to determine CUSTOMER's credit limit at any time, and may delay delivery until CUSTOMER pays all past due amounts or makes full or partial payment for future deliveries. CUSTOMER grants DZS a purchase money security interest in the products and proceeds thereof until payment has been made in full, and hereby appoints DZS or its designee as CUSTOMER's attorney in fact to act in CUSTOMER's name to execute and file documents as appropriate to perfect such interest. This appointment is coupled with an interest and, hence, irrevocable. The price of service(s) will be at DZS's standard published Service rates or special custom quote. Products subsequently purchased that are in same product family as products covered hereunder must also be covered under this Agreement and will be invoiced upon shipment. All billing will be, coterminous with the date of the original shipment so that support for all subsequent products added to the Agreement will renew as of the same date. Service requested by CUSTOMER outside the scope of this Agreement shall be billable at DZS's standard Time & Material rates. If CUSTOMER desires any Time and Material service, DZS will require CUSTOMER's written authorization to proceed. Maintenance charges for new equipment will begin upon shipment. For previously installed equipment or software, maintenance charges will begin upon commencement date unless otherwise provided in this Agreement. Maintenance charges provided for in this Agreement shall be payable in advance on an annual basis unless otherwise specified in this Agreement. Renewals will be processed on a quarterly basis in the month following each calendar quarter. Maintenance charges for Time and Material services shall be invoiced separately as incurred.

Changes in Rates:

Prices shall remain fixed for the Initial Term of this Agreement. Thereafter, pricing may be increased upon three (3) month prior written notice to CUSTOMER. If pricing increases, CUSTOMER may, upon receipt of such notice, terminate this service, upon furnishing DZS with thirty (30) days written notice prior to the effective date of the

increase in prices. In the absence of such a termination notice to DZS, the new prices will become effective on the date specified by DZS.

Limited Warranty and Support:

Subject to the disclaimer below, DZS offers a limited warranty for its hardware products and software products and/or support solely as set forth in this Section. Each hardware product will conform in all material respects to the standard, published DZS data sheet for such product and will be free from defects in materials and workmanship, for one (1) year after shipment. If CUSTOMER notifies DZS within one (1) month of receipt of any unit (but in any event no later than ninety (90) days following shipment of such unit) that the unit is "dead on arrival" (DOA), DZS will provide an advance replacement unit. If the DOA unit is not returned to DZS within Ten (10) business days following CUSTOMER's receipt of the replacement unit, CUSTOMER will be obligated to pay for the replacement unit at CUSTOMER's standard pricing. This warranty does not cover the results of accidents, abuse, neglect, vandalism, use contrary to handling or operating instructions supplied by DZS, or repair or modification by anyone other than DZS. This warranty extends only to CUSTOMER and is not assignable. CUSTOMER shall promptly, but no later than ten (10) days after the term of this warranty, notify DZS in writing of any nonconformity to the warranty, and provide such details as DZS reasonably requests. CUSTOMER will, upon DZS's request and in accordance with DZS's return procedures, return such products to DZS at CUSTOMER's expense and risk. DZS will determine in its sole reasonable discretion whether products fail to conform to warranty and, as to conforming products, return such products at CUSTOMER's expense and risk. If DZS determines that products fail to conform, CUSTOMER's sole remedy shall be, at DZS's option and expense, the repair or replacement and return of the products, or a refund of the price paid by CUSTOMER for the products. All DZS applications and embedded software will conform in all material respects to the standard, published DZS end user documentation for such applications and software for ninety (90) days following shipment. After such ninety (90) day warranty period, software and technical updates will not be provided for any software or equipment not covered by a service maintenance package as further described at www.dzsi.com/support/#ServicePlans

. To the extent of any errors or other issues associated with software, CUSTOMER will be entitled to receive technical assistance and support based solely on the technical support package separately purchased by CUSTOMER.

Service Exclusions:

Third party devices (hardware, cabling, etc.) not provided by DZS, or DZS Hardware or Software which has been modified by anyone other than DZS, that may impact the performance of DZS systems or the ability to diagnose and troubleshoot the DZS systems is outside the scope of this Agreement. If materials are provided by DZS, or extraordinary services rendered (e.g.: a site visit) that are the direct result of the failure of or the existence of such third party equipment, CUSTOMER will be invoiced for such products or services. CUSTOMER is responsible for the compatibility of third party devices. CUSTOMER must provide a proper environment for DZS systems. The term environment applies to factors such as temperature and humidity, stability and reliability of power provisioning, and physical installation and access. Any failure, service interruption, or Hardware damage that results from adverse environments is outside the scope of this Agreement, and may result in voiding of warranty, billing for additional services, and/or billing for hardware replacement. The high level of availability offered in a DZS system comes in part from the use of redundant common equipment. Remote support and diagnostics can usually be accomplished at remote sites without affecting system operation providing the equipment was purchased with the appropriate redundancy. In systems configured with minimal or no redundant equipment, system availability may be affected when performing such activities, as well as by the failure of any of the components that could have been made redundant.

Patent and Copyright Indemnity:

DZS will defend any suit brought against CUSTOMER claiming that the DZS products infringe any valid United States patent, copyright, mask work, trademark or trade secret, and will pay the amount of any final judgment that may be awarded against CUSTOMER in any such suit; provided that CUSTOMER (i) gives prompt written notice to DZS of any such suit and furnishes all papers received in connection therewith; (ii) permits DZS to control the defense and settlement of any such suit; and (iii) provides reasonable assistance to DZS in the conduct of such defense. This indemnity shall not apply to infringement caused by (i) modifications to standard products by or at the request of CUSTOMER (whether or not with DZS's approval), (ii) combination of the products with other products or services not provided by DZS, or (iv) CUSTOMER's failure to use the most recent release of Software provided by DZS. In the event of a claimed infringement, DZS may, at its option, elect to (i) procure the right to use the products; (ii) replace



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or modify the products so that they become non-infringing; or (iii) refund to CUSTOMER the depreciated value of the infringing products (based on the straightline depreciation of book value over a five-year life).

THE FOREGOING INDEMNITY CONSTITUTES THE ENTIRE LIABILITY OF DZS AND THE SOLE REMEDY OF CUSTOMER WITH RESPECT TO ANY CLAIM OR ACTION BASED IN WHOLE OR IN PART UPON INFRINGEMENT OF INTELLECTUAL PROPERTY OR PROPRIETARY RIGHTS.

Software License:

DZS does not transfer to CUSTOMER any right, title or interest to software contained in or constituting the products. DZS and/or its affiliates grant CUSTOMER a nonexclusive license to use such software solely in connection with the products and in accordance with DZS's End User License Agreement accompanying such software. CUSTOMER agrees to refrain from taking any steps, such as reverse assembly or reverse compilation, to derive a source code equivalent of the software. CUSTOMER is permitted to make a single archive copy of software. Any copy must contain the same copyright notice and proprietary markings as are on the original software.) Use of software on any equipment other than that for which it was obtained, or any other material breach by CUSTOMER hereunder, shall automatically terminate this license). If the terms of this Agreement differ from the terms of any agreement packaged with software, the terms of the packaged software agreement shall govern.

Use of Software and Information:

CUSTOMER agrees that any software or technical and business information owned by DZS or its suppliers and furnished to CUSTOMER under this Agreement shall remain the property of DZS or the supplier and shall be kept in confidence by CUSTOMER. All software and information furnished to CUSTOMER under this Agreement: (1) shall be used by CUSTOMER only to install or operate the product for which they were originally furnished; (2) shall not be reproduced or copied, in whole or in part, except as necessary for use as authorized under this Agreement; (3) shall not be disclosed or transferred without DZS's written permission; and (4) shall, together with any copies, be returned or destroyed when no longer needed or permitted for use with the product for which they were initially furnished. If any equipment provided to CUSTOMER is subsequently transferred to another end user, upon written request to DZS, DZS will grant the new end user the right to use any related software and information. The new end user must agree in writing to DZS's terms and conditions respecting ownership, use and confidentiality of software and information and to payment of any scheduled fees.

Governing Law:

This Agreement is governed and construed in accordance with the internal laws of the State of California without application of conflict of laws principles but shall not be governed by the United Nations Convention on the International Sale of Goods. Any dispute, claim or controversy arising out of or relating to this Agreement or the breach, termination, enforcement, interpretation or validity thereof, including the determination of the scope or applicability of this agreement to arbitrate, shall be determined by arbitration in Alameda County, State of California before a single arbitrator. The arbitration shall be administered by JAMS (<https://www.jamsadr.com/>) pursuant to its Comprehensive Arbitration Rules and Procedures and in accordance with the Expedited Procedures in those Rules. Award may be entered in any court having jurisdiction. This clause shall not preclude parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction. The prevailing party in any legal proceeding shall recover its expenses in connection therewith, including reasonable attorney's fees. CUSTOMER covenants not to import or export products except pursuant to the laws of all relevant jurisdictions. CUSTOMER shall comply with all applicable requirements of international, federal, state and local laws, ordinances, administrative rules and regulations. CUSTOMER shall not directly or indirectly export the products acquired hereunder or any technical data relating thereto without first complying with, and obtaining any licenses and/or other approvals required by, the United States Export Administration Act and Export Administration Regulations or any other applicable laws and regulations of the United States. CUSTOMER shall contractually require its subcontractors, customers and agents to comply with all such legal requirements as well, and CUSTOMER shall indemnify, defend and hold harmless DZS for any damages, losses, costs, or penalties incurred by DZS or its affiliates by virtue of such noncompliance by CUSTOMER or its subcontractors, customer's or agents.

Contact:

For commercial questions, please contact your sales representative.

Dennis Hensley

dennis.hensley@dzsi.com



This is an electronically created offer that is valid without signature based on the current terms and conditions (see above).
Details on the processing of your data can be found in our privacy policy.



Power & Telephone
 200 Keough Drive
 Suite 101
 Piperton, TN 38017

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UPC Vndr	Ack Date	Order #
000001	08/17/21	7300826-00
PO #	Page #	
1330	1	

Ship **Kinex Telecom**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Contact: **Mauree Hedrick**
(901)866-5002
mauree.hedrick@ptsupply.com

Cust #: **316842**
 Bill **Kinex Telecom**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	Cash in Adv
Power & Tel TN Dist Center	Via	Ship Date
Requested Ship Date	WHS ROUTING	Freight In / Out
08/17/21		N/Y

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
1	MST06MH00B0100U TERMINAL 6 PORT MULTI SERV 100' TONEABLE STUB	150	EA	99.99	EA	14,998.50
2	MST04MH00B0100U TERMINAL 4 PORT MULTI SERV 100' TONEABLE STUB	150	EA	77.86	EA	11,679.00
3	FHDHJ1D0350F CABLE DROP HARDEN SC/APC 350F	400	EA	95.54	EA	38,216.00
4	FHDHJ1D0400F CABLE DRIP HARDEN SC/APC 400F	400	EA	104.70	EA	41,880.00
5	FHDHJ1D0300F CABLE HRDND CONN TO SCA FLAT TONEABLE DROP 300'	200	EA	86.40	EA	17,280.00
6	MST02MH00B0750U TERMINAL 2 PORT MULTI SERV 750' TONEABLE STUB	200	EA	158.26	EA	31,652.00
6	Lines Total	Qty Shipped Total	1,500			Total 155,705.50
						Taxes 8,252.41
						Invoice Total 163,957.91

ACKNOWLEDGEMENT

This sale is subject to Seller's full Terms and Conditions of Sale available at <https://www.ptsupply.com/terms-and-conditions>. Seller will not be bound by any different or additional terms or conditions in Buyer's purchase order or otherwise communicated by Buyer unless such terms are expressly and specifically agreed to by Seller in writing. No conduct on the part of Seller including, but not limited to, (i) acceptance of a purchase order without expressly rejecting any Buyer terms or conditions reflected therein; (ii) or delivery of goods; or (iii) acceptance of payment, will constitute acceptance by Seller of such different or additional terms or conditions.



TERMS AND CONDITIONS OF SALE

EXCLUSIVE TERMS: ACCEPTANCE OF BIDS, QUOTES, OFFERS, PURCHASE ORDERS, COST ESTIMATES, AND COUNTEROFFERS FOR PRODUCTS, SERVICES, OR MATERIAL ("PRODUCTS") IS CONDITIONAL ON THE PERSON, FIRM, OR COMPANY ORDERING PRODUCTS' ("BUYER") ASSENT TO THESE TERMS AND CONDITIONS OF SALE ("TERMS"). Seller will not be bound by any different or additional terms or conditions proposed or submitted by Buyer, regardless of form, unless expressly and specifically agreed to by Seller in writing. No conduct on the part of Seller, including but not limited to, (i) acceptance of a purchase order without expressly rejecting any Buyer terms or conditions reflected therein; (ii) delivery of Product; or (iii) acceptance of payment for Product, will constitute acceptance by Seller of such different or additional terms or conditions.

GENERAL: Purchases are subject to current credit approval and to these Terms. Prices quoted are valid for 14 days or until stated expiration date on quote. Changes in the quantity, payment terms, shipping destination or special handling that differs from quote may result in price adjustments. All Products quoted as stock are subject to changes in availability without notice. Unless otherwise agreed by Seller in writing, payment of invoices is due within 30 days of the invoice date. Seller retains a security interest in all Product until the invoice is paid in full. Good faith dispute of invoice must be made in accordance with current procedures within 15 days of invoice date, regardless of payment terms binding sale of Products. Invoices must be disputed per line charge; all non-disputed charges are due and payable per payment terms. Invoices not paid when due are subject to finance charges computed up to the rate allowed by applicable law on the unpaid balance from due date until paid. Return of Products requires prior written authorization by Seller and not all Products are returnable. Cancellation and/or restocking fees may be imposed by Seller or the Product manufacturer. From time to time, Seller may designate certain Products as non-cancelable, non-returnable, non-reschedulable ("NCNR"). All NCNR Products are subject to the following restrictions: (i) purchase orders accepted by Seller for NCNR Products cannot be canceled for any reason; (ii) NCNR Products cannot be returned for any reason other than a manufacturing defect or nonconformity subject to the terms of any manufacturer warranty applicable to the NCNR Products; and (iii) the shipment date requested by Buyer for the NCNR Products cannot be rescheduled by Buyer. All shipping and performance dates are approximate. All Products are deemed accepted unless Buyer notifies Seller of any nonconformities or defects within 15 days from the date of receipt of the Products. Unless otherwise agreed by Seller in writing, title and risk of loss transfers to Buyer when Products are consigned to the carrier and it is Buyer's responsibility to file any claim against the carrier. Prices quoted do not reflect applicable taxes, duties, export fees, transportation and freight charges. Seller part numbers are for reference only. Seller reserves the right to ship functionally equivalent Products from any manufacturer without prior notice to the Buyer.

FORCE MAJEURE: Seller's nonperformance shall be excused to the extent that such performance is rendered impossible by (i) strike, fire, flood, governmental acts or orders or restrictions; (ii) epidemic, disease, or pandemic; (iii) failure of Seller's suppliers; or (iv) any other reason where failure to perform is beyond the reasonable control of and is not caused by Seller's negligence.

GOVERNING LAW AND DISPUTE RESOLUTION: All sales are governed by, and the rights and obligations of the parties shall be construed and enforced in accordance with, the laws of State of Tennessee. Any dispute, controversy or claim shall be solely and finally settled by arbitration conducted in Memphis, Tennessee in accordance with the Commercial Arbitration rules of the American Arbitration Association then in force. The parties shall abide by all awards rendered in arbitration proceedings, and all such awards may be enforced and executed upon by any court having jurisdiction over the party against whom enforcement of such award is sought.

SEVERABILITY. If any part or provision of these Terms is determined to be invalid, or unenforceable, this shall not affect the validity or enforceability of the remaining provisions of these Terms, which shall remain in effect.

WARRANTY DISCLAIMER: SELLER DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, ON PRODUCTS SOLD BY SELLER, INCLUDING ANY WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT, OR FITNESS FOR A PARTICULAR PURPOSE. THIS DISCLAIMER BY SELLER IN NO WAY AFFECTS THE TERMS OF ANY WARRANTY PROVIDED BY THE MANUFACTURER OF THE PRODUCTS OR THE PROVIDER OF SERVICES SOLD BY SELLER.

LIMITATION OF LIABILITY AND REMEDY: Failure to give Seller written notice of any claim related to the Products within 30 days after Buyer's receipt of the products, services, or material shall constitute a waiver by Buyer of all such claims, including claims for damaged or defective goods, shortage, negligence or any other cause whatsoever. **SELLER'S LIABILITY ARISING OUT OF OR RELATED TO THE SALE OF THE PRODUCTS, WHETHER IN CONTRACT, TORT, UNDER ANY WARRANTY, NEGLIGENCE OR OTHERWISE, SHALL NOT EXCEED THE AMOUNT OF THE PURCHASE PRICE PAID BY BUYER TO SELLER, OR IN SELLER'S SOLE DISCRETION, THE REPAIR OR REPLACEMENT OF THE PRODUCTS AT ISSUE. UNDER NO CIRCUMSTANCES WILL SELLER BE LIABLE FOR SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES, INCLUDING LOST PROFITS. THE PRICE STATED FOR THE PRODUCTS IS IN CONSIDERATION FOR LIMITING SELLER'S LIABILITY AS PROVIDED HEREIN.** No action, regardless of form, arising out of the transactions under these Terms and Conditions of Sale may be brought by Buyer more than one (1) year after the cause of action has accrued. Seller neither assumes nor authorizes any other person to assume for it any greater liability in connection with any sales of Products.



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 Suite 101
 Piperton, TN 38017

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UPC Vndr	Ack Date	Order #
000001	08/31/21	7311070-00
PO #	Page #	
1335	1	

Ship **Kinex Telecom**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Contact: **Mauree Hedrick**
(901)866-5002
mauree.hedrick@ptsupply.com

Cust #: **316842**
 Bill **Kinex Telecom, INC**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	
Net 30 Days		
** Drop Ship **	Via	Ship Date
Requested Ship Date	Drop Ship	Freight In / Out
08/31/21		N/Y

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
1	MA0024FSN02TFBU01 FIBER, 24 SJ SA LT 29x20000	580,000	FT	0.27410	FT	158,978.00
2	MA0048FSN04TFBU01 FIBER, 48 SJ SA LT 13x20000'	260,000	FT	0.33130	FT	86,138.00
3	MA0144FSN12TFBU01 FIBER, 144 SJ SA LT 11x20000'	220,000	FT	0.77360	FT	170,192.00
3	Lines Total	Qty Shipped Total	0			Total 415,308.00
						Taxes 22,011.32
						Invoice Total 437,319.32

ACKNOWLEDGEMENT

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TERMS AND CONDITIONS OF SALE

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LIMITATION OF LIABILITY AND REMEDY: Failure to give Seller written notice of any claim related to the Products within 30 days after Buyer's receipt of the products, services, or material shall constitute a waiver by Buyer of all such claims, including claims for damaged or defective goods, shortage, negligence or any other cause whatsoever. **SELLER'S LIABILITY ARISING OUT OF OR RELATED TO THE SALE OF THE PRODUCTS, WHETHER IN CONTRACT, TORT, UNDER ANY WARRANTY, NEGLIGENCE OR OTHERWISE, SHALL NOT EXCEED THE AMOUNT OF THE PURCHASE PRICE PAID BY BUYER TO SELLER, OR IN SELLER'S SOLE DISCRETION, THE REPAIR OR REPLACEMENT OF THE PRODUCTS AT ISSUE. UNDER NO CIRCUMSTANCES WILL SELLER BE LIABLE FOR SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES, INCLUDING LOST PROFITS. THE PRICE STATED FOR THE PRODUCTS IS IN CONSIDERATION FOR LIMITING SELLER'S LIABILITY AS PROVIDED HEREIN.** No action, regardless of form, arising out of the transactions under these Terms and Conditions of Sale may be brought by Buyer more than one (1) year after the cause of action has accrued. Seller neither assumes nor authorizes any other person to assume for it any greater liability in connection with any sales of Products.



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000001	08/30/21	7310487-00
PO #	Page #	
1335	1	

Ship To: Kinex Telecom
 717 E. 3rd Street
 Farmville, VA 23901

Contact: Mauree Hedrick
 (901)866-5002
 mauree.hedrick@ptsupply.com

Cust #: 316842
 Bill To: Kinex Telecom, INC
 717 E. 3rd Street
 Farmville, VA 23901

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	
** Drop Ship **	Net 30 Days	
Requested Ship Date	Via	Ship Date
08/31/21	WHS ROUTING	
	Freight In / Out	N/Y

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
1	17301012 HANDHOLE 17X30X24 HDPE BLK W/ 300LB GRN COVER	700	EA	189.81	EA	132,867.00
2	24361073 VAULT 24X36X24 BLK/GRN 4X EZLCK T CVR	300	EA	316.35	EA	94,905.00
2	Lines Total	Qty Shipped Total	0			Total 227,772.00
						Taxes 12,071.92
						Invoice Total 239,843.92

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UPC Vndr	Ack Date	Order #
000001	09/10/21	7318490-00
PO #	Page #	
1337	1	

Ship **Kinex Telecom**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Contact: **Mauree Hedrick**
(901)866-5002
mauree.hedrick@ptsupply.com

Cust #: **316842**
 Bill **Kinex Telecom, INC**
 To: **717 E. 3rd Street**
Farmville, VA 23901

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	
** Drop Ship **	Net 30 Days	
Requested Ship Date	Via	Ship Date
01/07/22	Drop Ship	
	Freight In / Out	N/Y

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount	
1	CCP3R1SAN BOX WALL 1 PORT PATCH & SPLICE SM SCAPC ADAPTER	800	EA	9.18	EA	7,344.00	
2	506F010102D DEVICE FIBER INTERFACE 2 PORT SC/APC CABLE CLAMP	800	EA	21.99	EA	17,592.00	
2 Lines Total		Qty Shipped Total		0	Total	24,936.00	
						Taxes	1,321.61
						Invoice Total	26,257.61

ACKNOWLEDGEMENT

This sale is subject to Seller's full Terms and Conditions of Sale available at <https://www.ptsupply.com/terms-and-conditions>. Seller will not be bound by any different or additional terms or conditions in Buyer's purchase order or otherwise communicated by Buyer unless such terms are expressly and specifically agreed to by Seller in writing. No conduct on the part of Seller including, but not limited to, (i) acceptance of a purchase order without expressly rejecting any Buyer terms or conditions reflected therein; (ii) or delivery of goods; or (iii) acceptance of payment, will constitute acceptance by Seller of such different or additional terms or conditions.



TERMS AND CONDITIONS OF SALE

EXCLUSIVE TERMS: ACCEPTANCE OF BIDS, QUOTES, OFFERS, PURCHASE ORDERS, COST ESTIMATES, AND COUNTEROFFERS FOR PRODUCTS, SERVICES, OR MATERIAL ("PRODUCTS") IS CONDITIONAL ON THE PERSON, FIRM, OR COMPANY ORDERING PRODUCTS' ("BUYER") ASSENT TO THESE TERMS AND CONDITIONS OF SALE ("TERMS"). Seller will not be bound by any different or additional terms or conditions proposed or submitted by Buyer, regardless of form, unless expressly and specifically agreed to by Seller in writing. No conduct on the part of Seller, including but not limited to, (i) acceptance of a purchase order without expressly rejecting any Buyer terms or conditions reflected therein; (ii) delivery of Product; or (iii) acceptance of payment for Product, will constitute acceptance by Seller of such different or additional terms or conditions.

GENERAL: Purchases are subject to current credit approval and to these Terms. Prices quoted are valid for 14 days or until stated expiration date on quote. Changes in the quantity, payment terms, shipping destination or special handling that differs from quote may result in price adjustments. All Products quoted as stock are subject to changes in availability without notice. Unless otherwise agreed by Seller in writing, payment of invoices is due within 30 days of the invoice date. Seller retains a security interest in all Product until the invoice is paid in full. Good faith dispute of invoice must be made in accordance with current procedures within 15 days of invoice date, regardless of payment terms binding sale of Products. Invoices must be disputed per line charge; all non-disputed charges are due and payable per payment terms. Invoices not paid when due are subject to finance charges computed up to the rate allowed by applicable law on the unpaid balance from due date until paid. Return of Products requires prior written authorization by Seller and not all Products are returnable. Cancellation and/or restocking fees may be imposed by Seller or the Product manufacturer. From time to time, Seller may designate certain Products as non-cancelable, non-returnable, non-reschedulable ("NCNR"). All NCNR Products are subject to the following restrictions: (i) purchase orders accepted by Seller for NCNR Products cannot be canceled for any reason; (ii) NCNR Products cannot be returned for any reason other than a manufacturing defect or nonconformity subject to the terms of any manufacturer warranty applicable to the NCNR Products; and (iii) the shipment date requested by Buyer for the NCNR Products cannot be rescheduled by Buyer. All shipping and performance dates are approximate. All Products are deemed accepted unless Buyer notifies Seller of any nonconformities or defects within 15 days from the date of receipt of the Products. Unless otherwise agreed by Seller in writing, title and risk of loss transfers to Buyer when Products are consigned to the carrier and it is Buyer's responsibility to file any claim against the carrier. Prices quoted do not reflect applicable taxes, duties, export fees, transportation and freight charges. Seller part numbers are for reference only. Seller reserves the right to ship functionally equivalent Products from any manufacturer without prior notice to the Buyer.

FORCE MAJEURE: Seller's nonperformance shall be excused to the extent that such performance is rendered impossible by (i) strike, fire, flood, governmental acts or orders or restrictions; (ii) epidemic, disease, or pandemic; (iii) failure of Seller's suppliers; or (iv) any other reason where failure to perform is beyond the reasonable control of and is not caused by Seller's negligence.

GOVERNING LAW AND DISPUTE RESOLUTION: All sales are governed by, and the rights and obligations of the parties shall be construed and enforced in accordance with, the laws of State of Tennessee. Any dispute, controversy or claim shall be solely and finally settled by arbitration conducted in Memphis, Tennessee in accordance with the Commercial Arbitration rules of the American Arbitration Association then in force. The parties shall abide by all awards rendered in arbitration proceedings, and all such awards may be enforced and executed upon by any court having jurisdiction over the party against whom enforcement of such award is sought.

SEVERABILITY. If any part or provision of these Terms is determined to be invalid, or unenforceable, this shall not affect the validity or enforceability of the remaining provisions of these Terms, which shall remain in effect.

WARRANTY DISCLAIMER: SELLER DISCLAIMS ALL WARRANTIES, EXPRESS OR IMPLIED, ON PRODUCTS SOLD BY SELLER, INCLUDING ANY WARRANTIES OF MERCHANTABILITY, NON-INFRINGEMENT, OR FITNESS FOR A PARTICULAR PURPOSE. THIS DISCLAIMER BY SELLER IN NO WAY AFFECTS THE TERMS OF ANY WARRANTY PROVIDED BY THE MANUFACTURER OF THE PRODUCTS OR THE PROVIDER OF SERVICES SOLD BY SELLER.

LIMITATION OF LIABILITY AND REMEDY: Failure to give Seller written notice of any claim related to the Products within 30 days after Buyer's receipt of the products, services, or material shall constitute a waiver by Buyer of all such claims, including claims for damaged or defective goods, shortage, negligence or any other cause whatsoever. **SELLER'S LIABILITY ARISING OUT OF OR RELATED TO THE SALE OF THE PRODUCTS, WHETHER IN CONTRACT, TORT, UNDER ANY WARRANTY, NEGLIGENCE OR OTHERWISE, SHALL NOT EXCEED THE AMOUNT OF THE PURCHASE PRICE PAID BY BUYER TO SELLER, OR IN SELLER'S SOLE DISCRETION, THE REPAIR OR REPLACEMENT OF THE PRODUCTS AT ISSUE. UNDER NO CIRCUMSTANCES WILL SELLER BE LIABLE FOR SPECIAL, INDIRECT, OR CONSEQUENTIAL DAMAGES, INCLUDING LOST PROFITS. THE PRICE STATED FOR THE PRODUCTS IS IN CONSIDERATION FOR LIMITING SELLER'S LIABILITY AS PROVIDED HEREIN.** No action, regardless of form, arising out of the transactions under these Terms and Conditions of Sale may be brought by Buyer more than one (1) year after the cause of action has accrued. Seller neither assumes nor authorizes any other person to assume for it any greater liability in connection with any sales of Products.

Form 477 Filing Summary

FRN:

0013866488

Data as of:

Dec 31, 2020

Operations:

Non-ILEC

Submission Status:

Revised - Submitted

Last Updated:

Filer Identification

Section	Field	Response
Filer Information	Company Name	KINEX TELECOM, INC.
	Holding Company Name	Kinex Networking Solutions, Inc.
	Filing Type	Non-ILEC
	SAC ID	N/A
	499 ID	827027
Data Contact Information	Data Contact Name	James R. Garrett
	Data Contact Phone Number	(434) 392-4804
	Data Contact E-mail	jgarrett@kinextel.com
Emergency Operations Contact Information	Emergency Operations Name	James R. Garrett
	Emergency Operations Phone Number	(434) 392-4804
	Emergency Operations E-mail	jgarrett@kinextel.com
Certifying Official Contact Information	Certifying Official Name	James R. Garrett
	Certifying Official Phone Number	(434) 392-4804
	Certifying Official E-mail	jgarrett@kinextel.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Kinex 477 Deployment March 2021.csv	Apr 17, 2021 05:40 PM	366

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Subscription	Kinex 477 Subscription March 2021 Table rev 1.csv	Apr 17, 2021 06:32 PM	254
Fixed Voice Subscription	Kinex 477 VoIP March 2021 Table rev 1.csv	Apr 17, 2021 06:05 PM	43

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Kinex Telecom	Asymmetric xDSL	61
		Cable Modem other than DOCSIS 1, 1.1, 2.0, 3.0 or 3.1	1
		Optical Carrier/Fiber to the End User	222
		Terrestrial Fixed Wireless	82
Total			366

Fixed Broadband Subscription

Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Virginia	Asymmetric xDSL	23	71	28	99
	Cable Modem	1	0	1	1
	Optical Carrier/Fiber to the End User	190	153	437	590
	Terrestrial Fixed Wireless	40	86	36	122
Total		254	310	502	812

Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
0.500	0.500	0	1	1
0.768	0.256	2	0	2
1.500	0.512	9	3	12

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
1.500	1.500	0	1	1
3.000	0.512	21	2	23
3.000	1.000	3	2	5
5.000	0.512	25	8	33
5.000	1.000	15	20	35
5.000	2.000	0	2	2
5.000	5.000	0	2	2
7.000	1.000	3	0	3
10.000	1.000	19	8	27
10.000	2.000	1	0	1
10.000	3.000	13	20	33
10.000	5.000	0	6	6
10.000	10.000	0	41	41
16.000	3.000	0	1	1
20.000	1.000	0	3	3
20.000	3.000	1	8	9
20.000	5.000	0	3	3
20.000	10.000	0	9	9
20.000	20.000	0	6	6
25.000	5.000	33	18	51
25.000	10.000	0	1	1
25.000	25.000	0	1	1
30.000	10.000	0	2	2
30.000	30.000	0	2	2
50.000	5.000	12	0	12
50.000	10.000	109	132	241
50.000	25.000	0	4	4
50.000	50.000	0	36	36
75.000	5.000	3	0	3

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
75.000	10.000	20	12	32
75.000	25.000	0	6	6
75.000	50.000	0	1	1
80.000	20.000	0	1	1
85.000	10.000	0	1	1
100.000	10.000	17	24	41
100.000	20.000	0	2	2
100.000	25.000	0	3	3
100.000	50.000	0	1	1
100.000	100.000	0	36	36
150.000	10.000	2	5	7
150.000	150.000	0	1	1
200.000	200.000	1	20	21
250.000	250.000	1	6	7
300.000	75.000	0	10	10
300.000	300.000	0	1	1
350.000	350.000	0	1	1
500.000	500.000	0	2	2
1,000.000	100.000	0	1	1
1,000.000	1,000.000	0	18	18
2,000.000	2,000.000	0	8	8
Total		310	502	812

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Asymmetric xDSL	0.500	0.500	0	1	1
	0.768	0.256	2	0	2
	1.500	0.512	9	3	12
	3.000	0.512	16	2	18

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
	5.000	0.512	25	8	33
	10.000	1.000	19	8	27
	10.000	5.000	0	6	6
Cable Modem	16.000	3.000	0	1	1
Optical Carrier/Fiber to the End User	1.500	1.500	0	1	1
	5.000	1.000	1	11	12
	5.000	2.000	0	2	2
	5.000	5.000	0	2	2
	10.000	3.000	3	14	17
	10.000	10.000	0	41	41
	20.000	1.000	0	3	3
	20.000	3.000	0	4	4
	20.000	5.000	0	3	3
	20.000	10.000	0	9	9
	20.000	20.000	0	6	6
	25.000	5.000	0	9	9
	25.000	10.000	0	1	1
	25.000	25.000	0	1	1
	30.000	30.000	0	2	2
	50.000	10.000	108	130	238
	50.000	25.000	0	4	4
	50.000	50.000	0	36	36
	75.000	10.000	20	11	31
	75.000	25.000	0	6	6
	75.000	50.000	0	1	1
	80.000	20.000	0	1	1
	85.000	10.000	0	1	1
	100.000	10.000	17	24	41

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
	100.000	20.000	0	2	2
	100.000	25.000	0	3	3
	100.000	50.000	0	1	1
	100.000	100.000	0	36	36
	150.000	10.000	2	5	7
	150.000	150.000	0	1	1
	200.000	200.000	1	20	21
	250.000	250.000	1	6	7
	300.000	75.000	0	10	10
	300.000	300.000	0	1	1
	500.000	500.000	0	2	2
	1,000.000	100.000	0	1	1
	1,000.000	1,000.000	0	18	18
	2,000.000	2,000.000	0	8	8
Terrestrial Fixed Wireless	3.000	0.512	5	0	5
	3.000	1.000	3	2	5
	5.000	1.000	14	9	23
	7.000	1.000	3	0	3
	10.000	2.000	1	0	1
	10.000	3.000	10	6	16
	20.000	3.000	1	4	5
	25.000	5.000	33	9	42
	30.000	10.000	0	2	2
	50.000	5.000	12	0	12
	50.000	10.000	1	2	3
	75.000	5.000	3	0	3
	75.000	10.000	0	1	1
	350.000	350.000	0	1	1

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Total			310	502	812

Fixed Voice Subscription

VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
North Carolina	0	0	1	0
Virginia	0	0	1,645	39
Total	0	0	1,646	39

Fixed Voice Subscription (iVoIP)

Over-the-Top VoIP Subscriptions by State and End User Type

State	Total	Consumer	Business/Govt.
North Carolina	0	0	0
Virginia	0	0	0
Total	0	0	0

All Other VoIP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

State	Total	by End User Type		by Bundle		by Last-Mile Medium			
		Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
North Carolina	1	0	1	1	0	1	0	0	0
Virginia	1,645	39	1,606	1,607	38	1,607	0	38	0
Total	1,646	39	1,607	1,608	38	1,608	0	38	0

Reminder: You must continue to use Census 2010 geographic codes in FCC Form 477.

Federal Communications Commission
445 12th Street SW, Washington, DC 20554

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Form 477 Filing Summary

FRN:

0013866488

Data as of:

Jun 30, 2021

Operations:

Non-ILEC

Submission Status:

Original - Submitted

Last Updated:

Filer Identification

Section	Field	Response
Filer Information	Company Name	KINEX TELECOM, INC.
	Holding Company Name	Kinex Networking Solutions, Inc.
	Filing Type	Non-ILEC
	SAC ID	N/A
	499 ID	827027
Data Contact Information	Data Contact Name	James R Garrett
	Data Contact Phone Number	(434) 392-4804
	Data Contact E-mail	jgarrett@kinextel.com
Emergency Operations Contact Information	Emergency Operations Name	James R Garrett
	Emergency Operations Phone Number	(434) 392-4804
	Emergency Operations E-mail	jgarrett@kinextel.com
Certifying Official Contact Information	Certifying Official Name	James R Garrett
	Certifying Official Phone Number	(434) 392-4804
	Certifying Official E-mail	jgarrett@kinextel.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Kinex Deployment Sept 2021 csv.csv	Aug 27, 2021 01:52 PM	387

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Subscription	Kinex Subscription Sept 2021 csv.csv	Aug 27, 2021 01:42 PM	271
Fixed Voice Subscription	Kinex 477 VoIP Sept 2021 Table csv.csv	Aug 27, 2021 01:57 PM	44

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Kinex Telecom	Asymmetric xDSL	60
		Cable Modem other than DOCSIS 1, 1.1, 2.0, 3.0 or 3.1	1
		Optical Carrier/Fiber to the End User	243
		Terrestrial Fixed Wireless	83
Total			387

Fixed Broadband Subscription

Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Virginia	Asymmetric xDSL	23	67	26	93
	Cable Modem	1	0	1	1
	Optical Carrier/Fiber to the End User	207	208	468	676
	Terrestrial Fixed Wireless	40	93	37	130
Total		271	368	532	900

Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
0.500	0.500	0	1	1
0.768	0.256	2	0	2
1.500	0.500	9	1	10

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
1.500	1.500	0	1	1
3.000	0.500	16	2	18
3.000	1.000	3	2	5
5.000	0.500	24	6	30
5.000	1.000	15	19	34
5.000	2.000	0	2	2
7.000	1.000	3	0	3
10.000	1.000	16	7	23
10.000	1.500	0	1	1
10.000	2.000	1	0	1
10.000	3.000	13	19	32
10.000	5.000	0	1	1
10.000	10.000	0	37	37
16.000	3.000	0	1	1
20.000	1.000	0	3	3
20.000	3.000	1	8	9
20.000	5.000	0	3	3
20.000	10.000	0	10	10
20.000	20.000	0	7	7
25.000	5.000	40	10	50
25.000	10.000	0	1	1
25.000	25.000	0	1	1
26.000	5.000	0	6	6
30.000	10.000	0	2	2
30.000	30.000	0	2	2
50.000	5.000	16	0	16
50.000	10.000	121	143	264
50.000	20.000	1	0	1
50.000	25.000	0	4	4

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
50.000	50.000	0	22	22
51.000	51.000	0	4	4
75.000	5.000	3	0	3
75.000	10.000	31	15	46
75.000	25.000	0	6	6
75.000	50.000	0	1	1
76.000	10.000	17	0	17
80.000	20.000	0	1	1
85.000	10.000	0	1	1
100.000	10.000	18	32	50
100.000	20.000	4	2	6
100.000	25.000	0	4	4
100.000	50.000	0	3	3
100.000	100.000	0	12	12
102.000	102.000	0	23	23
150.000	10.000	8	5	13
150.000	150.000	0	1	1
160.000	160.000	0	2	2
200.000	50.000	2	4	6
200.000	200.000	2	29	31
250.000	250.000	1	3	4
300.000	75.000	1	14	15
300.000	300.000	0	3	3
350.000	350.000	0	1	1
500.000	500.000	0	12	12
1,000.000	100.000	0	2	2
1,000.000	1,000.000	0	20	20
1,050.000	1,050.000	0	2	2
2,000.000	2,000.000	0	8	8

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Total		368	532	900

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Asymmetric xDSL	0.500	0.500	0	1	1
	0.768	0.256	2	0	2
	1.500	0.500	9	1	10
	3.000	0.500	16	2	18
	5.000	0.500	24	6	30
	10.000	1.000	16	7	23
	10.000	1.500	0	1	1
	10.000	5.000	0	1	1
	200.000	200.000	0	4	4
	1,000.000	1,000.000	0	3	3
Cable Modem	16.000	3.000	0	1	1
Optical Carrier/Fiber to the End User	1.500	1.500	0	1	1
	5.000	1.000	1	10	11
	5.000	2.000	0	2	2
	10.000	3.000	3	13	16
	10.000	10.000	0	37	37
	20.000	1.000	0	3	3
	20.000	3.000	0	4	4
	20.000	5.000	0	3	3
	20.000	10.000	0	10	10
	20.000	20.000	0	7	7
	25.000	5.000	0	1	1
	25.000	10.000	0	1	1
	25.000	25.000	0	1	1
	26.000	5.000	0	6	6

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
	30.000	30.000	0	2	2
	50.000	10.000	119	140	259
	50.000	20.000	1	0	1
	50.000	25.000	0	4	4
	50.000	50.000	0	22	22
	51.000	51.000	0	4	4
	75.000	10.000	31	14	45
	75.000	25.000	0	6	6
	75.000	50.000	0	1	1
	76.000	10.000	17	0	17
	80.000	20.000	0	1	1
	85.000	10.000	0	1	1
	100.000	10.000	18	32	50
	100.000	20.000	4	2	6
	100.000	25.000	0	4	4
	100.000	50.000	0	3	3
	100.000	100.000	0	12	12
	102.000	102.000	0	23	23
	150.000	10.000	8	5	13
	150.000	150.000	0	1	1
	160.000	160.000	0	2	2
	200.000	50.000	2	4	6
	200.000	200.000	2	25	27
	250.000	250.000	1	3	4
	300.000	75.000	1	14	15
	300.000	300.000	0	3	3
	500.000	500.000	0	12	12
	1,000.000	100.000	0	2	2

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
	1,000.000	1,000.000	0	17	17
	1,050.000	1,050.000	0	2	2
	2,000.000	2,000.000	0	8	8
Terrestrial Fixed Wireless	3.000	1.000	3	2	5
	5.000	1.000	14	9	23
	7.000	1.000	3	0	3
	10.000	2.000	1	0	1
	10.000	3.000	10	6	16
	20.000	3.000	1	4	5
	25.000	5.000	40	9	49
	30.000	10.000	0	2	2
	50.000	5.000	16	0	16
	50.000	10.000	2	3	5
	75.000	5.000	3	0	3
	75.000	10.000	0	1	1
	350.000	350.000	0	1	1
Total			368	532	900

Fixed Voice Subscription

VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
North Carolina	0	0	1	0
Virginia	0	0	1,693	48
Total	0	0	1,694	48

Fixed Voice Subscription (iVoIP)

Over-the-Top VoIP Subscriptions by State and End User Type

State	Total	Consumer	Business/Govt.
North Carolina	1	0	1
Virginia	1,693	48	1,645
Total	1,694	48	1,646

All Other VoIP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

State	Total	by End User Type		by Bundle		by Last-Mile Medium			
		Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
North Carolina	0	0	0	0	0	0	0	0	0
Virginia	0	0	0	0	0	0	0	0	0
Total	0	0	0	0	0	0	0	0	0

Reminder: You must continue to use Census 2010 geographic codes in FCC Form 477.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an [online e-support ticket](#).

Federal Communications Commission
445 12th Street SW, Washington, DC 20554

[Phone: 1-888-225-5322](tel:1-888-225-5322)

[TTY: 1-888-835-5322](tel:1-888-835-5322)

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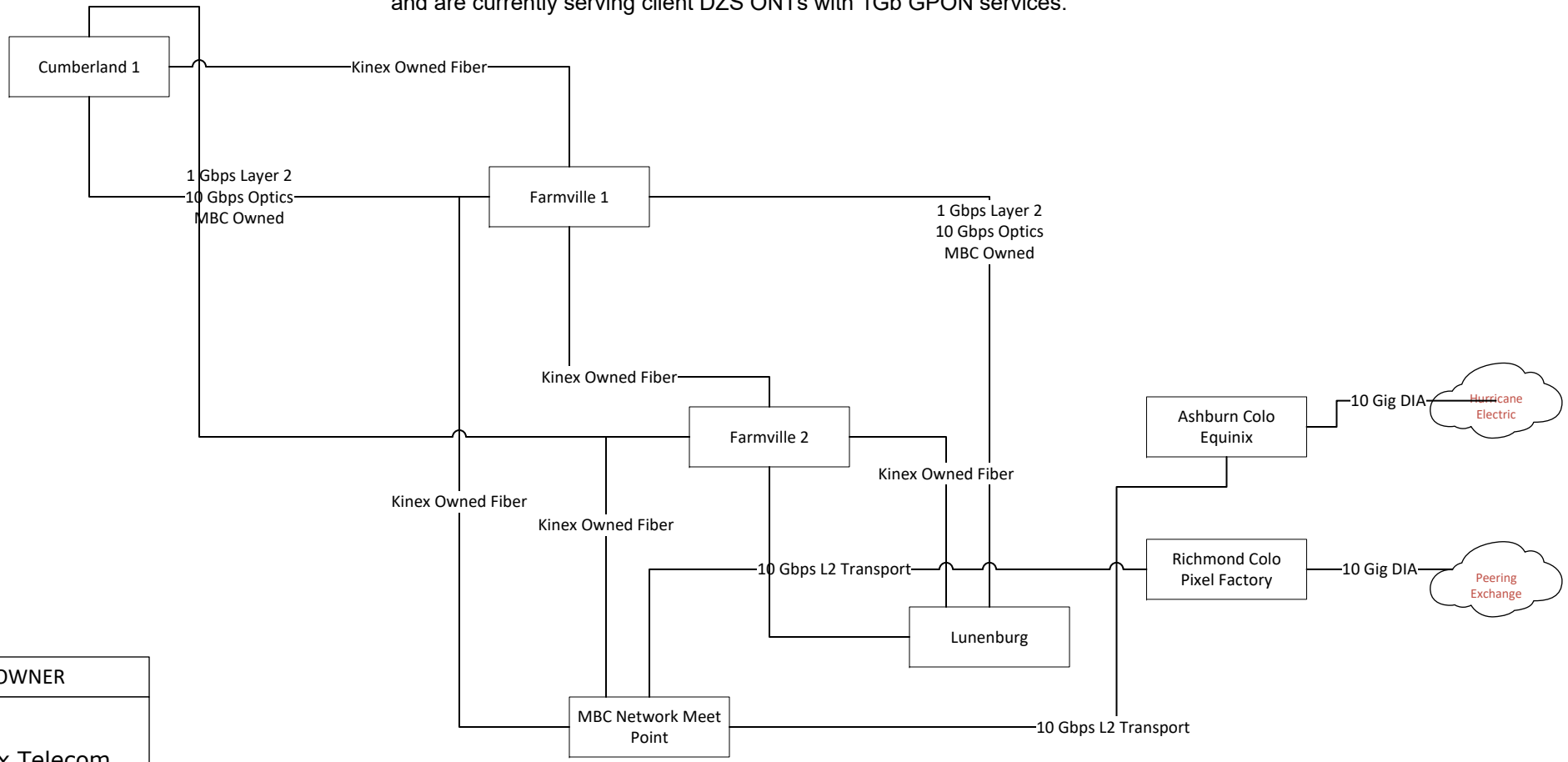
[Wireline](#)

[Offices](#)

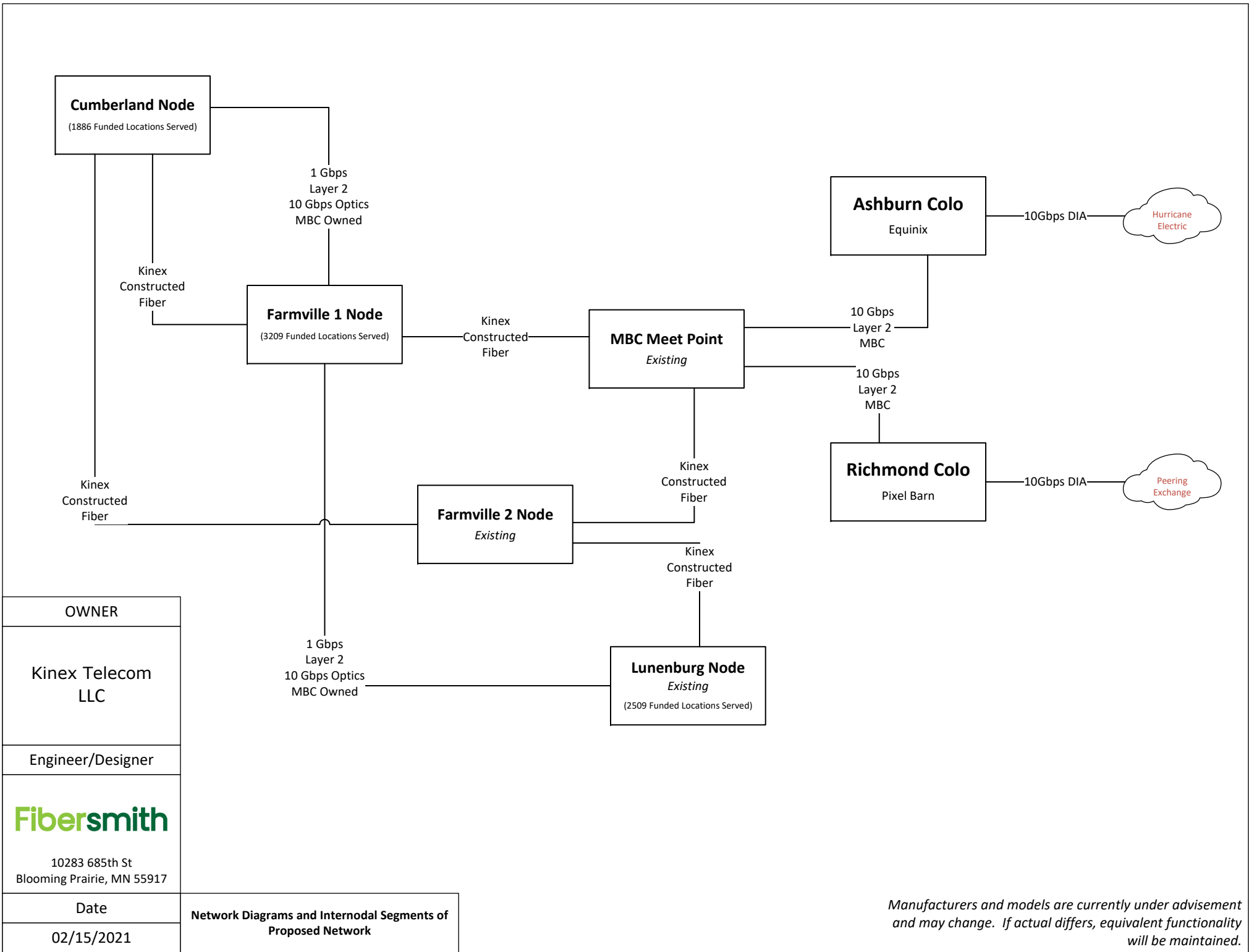
Attachment 1 – have or ree Applicant

A – This is not a ree project

Cumberland, Farmville 1, Farmville 2, MBC Meet Point and Lunenburg all have DZS OLTs co-located and are currently serving client DZS ONTs with 1Gb GPON services.

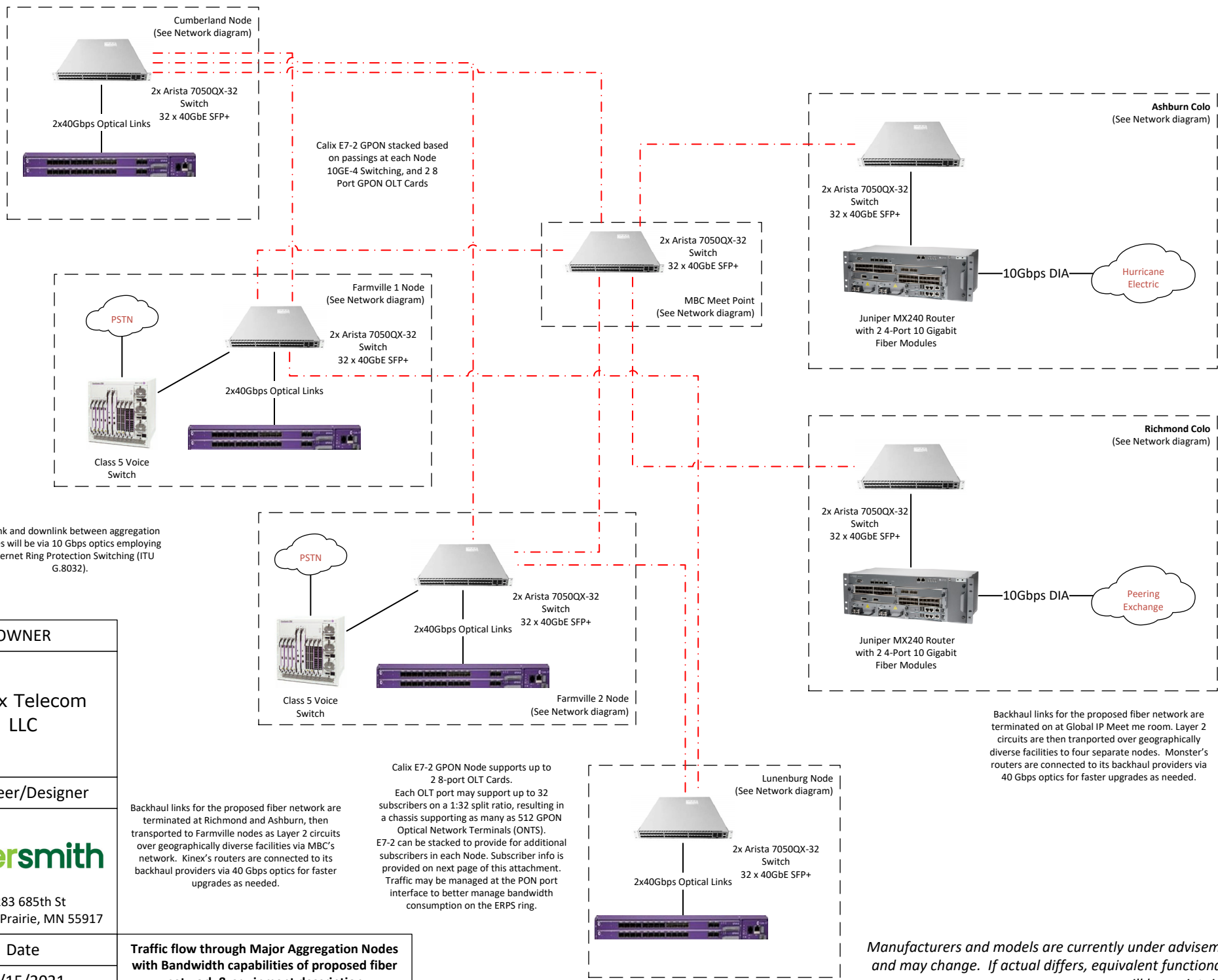


OWNER
Kinex Telecom LLC
Engineer/Designer
Fibersmith
10283 685th St Blooming Prairie, MN 55917
Date
02/15/2021



OWNER	
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Engineer/Designer	
Fibersmith	
10283 685th St Blooming Prairie, MN 55917	
Date	Network Diagrams and Internodal Segments of Proposed Network
02/15/2021	

Manufacturers and models are currently under advisement and may change. If actual differs, equivalent functionality will be maintained.



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Date
02/15/2021

Traffic flow through Major Aggregation Nodes with Bandwidth capabilities of proposed fiber network & equipment description

Manufacturers and models are currently under advisement and may change. If actual differs, equivalent functionality will be maintained.

To adjacent GPON Node ←

10 Gig Resilient ERPS Ring

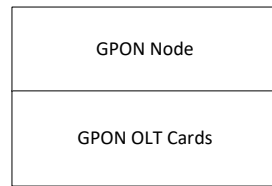
10 Gig Resilient ERPS Ring →

To adjacent GPON Node



2x Arista 7050QX-32 Switch
32 x 40GbE SFP+

Multiple Calix E7-2 and multiple 2x8 port GPON OLT Cards At each Node based on passings (See page 1)



Calix E7-2 GPON Node supports up to 2 8-port OLT Cards.

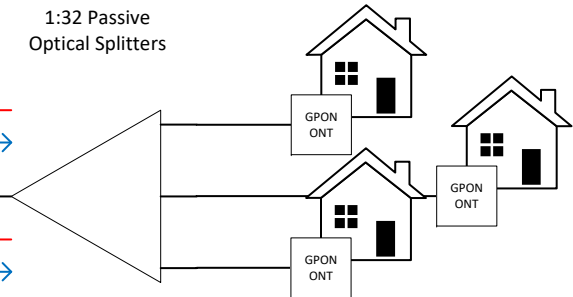
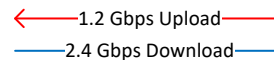
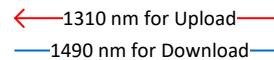
Each OLT port may support up to 32 subscribers on a 1:32 split ratio, resulting in a chassis supporting as many as 512 GPON Optical Network Terminals (ONTs).

E7-2 can be stacked to provide for additional subscribers in each Node. Traffic may be managed at the PON port interface to better manage bandwidth consumption on the ERPS ring.

GPON ONTs are proposed to be Calix Gigacenter 844G or equivalent, providing at least 2 Gigabit Ethernet ports for in-premise networking.

1 Splitter Fed per OLT Port

1:32 Passive Optical Splitters



Manufacturers and models are currently under advisement and may change. If actual differs, equivalent functionality will be maintained.

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02/15/2021

GPON Nodes Description

Additional information for Narrative Question #9

Re: Network Design

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.

PON is a point to multipoint technology that connects an Optical Line Terminal (OLT) to many Optical Network Terminals (ONTs) or Optical Network Units (ONUs). PON networks utilize passive splitters between the OLT and ONT, and offer service providers flexibility in designing the network. The OLT broadcasts traffic downstream to every ONTs and each ONT only reads the content that is addressed to it. Encryption is used to prevent ONTs from eavesdropping on traffic not addressed to them. Quality of Service (QoS) features are used to ensure proper service prioritization and delivery. Oversubscription on a GPON network with a 32-way split is 12.8 to 1 if all customers are sold 1Gbps service (32 Gigabits/2.5 Gigabits).

Kinex will be utilizing GPON for its proposed network (ITU G.984) providing 2.5Gbps downstream over 1490nm and 1.24Gbps upstream over 1300nm.

Kinex will be using DZS for its access infrastructure, whose cards and modules offer non-blocking, full duplex switches and the ability to aggregate standards-based Ethernet traffic from the full range of DZS broadband solutions, customer-provided Ethernet switches and customer-provided routers.

DZS aggregation solutions deliver high-density aggregation and transport flexibility to support 10GE business and residential services and provide outside plant cost savings. Uplink and downlink aggregation can be provided through the use of Gigabit Ethernet interfaces, ranging from 1GE, 10GE, Kinex will be utilizing the following protocols:

- ITU G.8032 Ethernet Ring Protection Switching (ERPS)
- IEEE 802.1w Rapid Spanning Tree Protocol (RSTP)
- IEEE 802.3ad/802.1AX Link Aggregation (LAG)

As Kinex will be utilizing DZS as its access platform, it's important to note that DZS offers a variety of premises solutions (ONTs) that support Session Initiation Protocol (SIP) based voice. An Integrated Access Device (IAD) function is embedded in the ONT and interfaces to the POTS interfaces on the ONT. The ONT performs the call handling and IP packetization required for VoIP implementation. Voice services are delivered in conjunction with the class 4/5 switches described above.

The ONT SIP solution supports standard voice service offerings including Caller-ID, Call Waiting, Call Transfer, Three-Way Calling, Distinctive Ring, Ring Splash, and E911 support.

Over Subscription: Utilizing 1 by 32 splitting will provide up to 32 x 1Gig services on a 2.5G GPON. This would result in an effective 12.8:1 oversubscription (32x 1G/2.5G) at the last mile. If in the distant future, the demand exceeds this, the hardware would be updated to XGS PON that would allow for 1.28:1 at gigabit speed.

For middle mile: The DZS E7-2 platform can have 10 to 40 gigabits of transport. This would mean that the effective oversubscription rate would range from approximately a maximum of 40:1 to, at a minimum, 12.8:1 if network traffic aggregation demands became higher. This assumes that all customers choose gigabit service. If the network should become overloaded at that capacity, which is highly unlikely, 100Gbps switches would be utilized between points on the network to upgrade the speeds and transport circuits to meet demand. These switches are able to aggregate multiple 100Gbps circuits creating ratios that would be less than 6:1 at gigabit speeds.

As a rule of thumb, as network utilization increases, Kinex plans to augment its IP backhaul whenever it reaches a network utilization of 65-75%. This percentage allows enough time to get new contracts in place, circuits provisioned and equipment in place before the utilization causes an impact in service. DZS notes that the following usage for Gigabit clients on a GPON blade for Peak Usage is 10.6Mbps per person times 1:32 split equals 339.2Mbps per GPON (This is the current highest peak average of Gbps service provided over GPON which significantly exceeds normal PON operation studies of 1-4Mbps in multiple studies by Adtran and others). Kinex is using this metric for our usage calculations for all our winning bid locations and not considering the speed differences. 7595 locations times 70% equals 5317 locations. 5317 divided by 32 equals 166.2 PONs. 166.2 PONs times 339Mbps equals 56.3418 Gbps with full utilization. Current fiber transport out of the network is on the 2 Layer 2 10Gbps circuits with upgrades when Transport and/or Transit are at 65-75% utilization. This bandwidth amount is further supported by utilizing Queuing Theory to determine the allocation of a scarce resource within the network.

Beginning at the edge of its network, Kinex will be utilizing redundant backhaul providers at redundant nodes within its network in Richmond and Ashburn.

Each of the Kinex nodes have at least two paths to the edge of Kinex network, either through protected or collapsed rings.

At the access level, Kinex will be using the DZS whose Intelligent Access Edge Systems provides redundancy at several levels.

- Facility Protection – The following protocols are supported:
- ITU G.8032 Ethernet Ring Protection Switching (ERPS)
- IEEE 802.1w Rapid Spanning Tree Protocol (RSTP)
- IEEE 802.3ad/802.1AX Link Aggregation (LAG)

- Common Control Protection – designated primary and secondary shelf controllers that contains the provisioning database for the entire shelf. Line unit swaps do not involve moving the provisioning database from one card to another or restoring the database to a replaced line unit.
- -48Vdc CO battery inputs on each system can be installed as redundant feeds so that a single fuse or power supply failure will not cause an outage.
- BITS timing -- inputs can be redundant on any or all shelves
- Integrated power management, redundant -48/60 Vdc battery feeds (A and B), input range of -42.5VDC to -72VDC, fuse: 7.5 Amps (A and B).

Further, AXOS software is built in a micro-containerized fashion, in which each process runs separately, can be terminated and restarted separately, and can be upgraded separately without needing to restart the entire system. This method allows some upgrades to be non-service-affecting.

The current network is depicted in the first page of Attachment 17, which has five live DZS OLTs providing GPON services in the three counties awarded in RDOF. We began building in these counties before RDOF was ever announced and continue to do so to this day. The other two pages of the network diagram note the additional equipment needed to support the additional RDOF and VATI clients.