

Application to DHCD Submitted through CAMS

Eastern Shore of Virginia Broadband Authority

Accomack and Northampton Counties Broadband Network Expansion Project FY2022

Application ID: 86507232021175659
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2022
Organization Name: Eastern Shore of Virginia Broadband Authority
Organization Address:

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Project Name: Accomack and Northampton Counties Broadband Network Expansion Project
FY2022
Project Contact Name: Robert Brigham
Project Contact Phone: (757) 414-0304
Project Contact Email: rbridgham@esvba.com
Project Location: 4174 Lankford Hwy
Exmore, VA 23350-2644
Project Service Area: Accomack County, Northampton County

Total Requested Amount: \$12,310,777.25
Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$12,310,777.25	\$3,314,865.50	\$15,625,642.75
Construction	\$6,329,827.48	\$3,314,865.50	\$9,644,692.98
Construction Related Soft Costs	\$1,122,523.77	\$0.00	\$1,122,523.77
Contingencies	\$2,604,274.00	\$0.00	\$2,604,274.00
Other: Special construction	\$2,254,152.00	\$0.00	\$2,254,152.00
Total:	\$12,310,777.25	\$3,314,865.50	\$15,625,642.75

Budget Narrative:

The proposed project comprises two main service areas in Accomack and Northampton counties including the five (5) phase project in the Captains Cove area. The total project cost is \$15,625,642 to build 269 miles, that is 421 segments or 14,526 passings. The cost includes 1,948 special construction installations and 73.16 miles of underground installations. The total match funds from the two counties and the ESVBA is \$3,314,865, which is 21.20 % of the total project cost. The total fund requested from VATI is \$12,310,777, which is 78.8% of the total project cost. In Accomack County, 175 segments or 146 miles including 9,333 passings will be built. The total cost is \$8,372,784. The cost includes 35.76 miles of underground installations. The minimum 20% match required is \$1,674,557; of which \$745,049 has previously been spent since June 17, 2020. Accomack County is providing some additional \$929,508 to meet the required 20% match. 664 passings in Accomack County require special construction costs which we have budgeted for 30% of them being funded through the VATI grant at \$888,233. The contingency fund requested is \$1,395,464; that is 20 % of the total funding requested for the Northampton County service area. In Northampton County, 251 segments or 123 miles including 5,193 passings will be built. The total cost is \$7,252,858. The cost includes the cost of 37.4 miles of underground installations. The minimum 20% match required is \$1,450,572; of which \$696,556 has previously been expended since June 17, 2020. Northampton County is providing some additional \$754,015 to meet the required 20% match. 1,284 passings in Northampton County require special construction which we have budgeted for 30% of them being funded through the VATI grant at \$1,365,919. The contingency fund is \$1,208,810; that is 20% of the total funding requested for the Northampton County service area.

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:

This proposed project area is jointly determined by the counties of Accomack and Northampton and the Eastern Shore of Virginia Broadband Authority (ESVBA) to respond to the broadband needs in the counties. The proposed project will ensure coverage of all eligible areas in both counties by 2024. The project area was selected because the economic status of most of the residents does not allow them to afford expensive installations without the support of the counties, the state or the ESVBA.

The project area has been a priority selection because of the low population density, the long distance to homes and businesses, and the unreasonable capital cost for private providers which makes construction too costly for both providers and residents. According to the U.S. Census Bureau 2019 data, the median income per household is \$47,227 for Northampton County and \$46,073 for Accomack County. The poverty rate is

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18.1% and 16.4% respectively. This poverty rate is six to eight percent higher than the national rate of 10.5%.

The proposed geographic area comprises all areas in Accomack County and Northampton County that are outside any area covered by federal grants and other providers. In other words, the proposed area is outside areas covered by the Declaration Network Group, Inc (DNG) and private communities. It is noted that DNG was awarded a grant by the United States Department of Agriculture (USDA) to build portions in Accomack and Northampton Counties.

There are two main service areas in the proposed project which are all outside occupied areas. One area is in Accomack County and the other in Northampton County. The service area in Accomack County includes the five-phase project in Captains Cove. The following project areas are included in the application:

Tangier Island

Chincoteague Island

Captains Cove and Greenbackville

Eastern New Church / Horntown

Sanford/Saxis as well Northwest Accomack County

Mid-Western Accomack County (Bloxom, Lee Mont and Bayside)

Hacksneck & Harborton

Area North of Quinby

Upshurs Neck and Bells Neck

Occhohannock Neck and South of Exmore

Birdsnest area and East of Wilsonia Neck

Cape Charles: The South & North side

Seaview & South Cheriton

Arlington, Sand Hill, and Capeville Areas

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Capeville Area

Kiptopeke & Townsend

The service area in Accomack County also includes qualified builds and engineering in Captains Cove, Tangier, Chincoteague Town, Tangier, Justice Farm, and Red Bank. The service area in Northampton includes qualified builds and engineering in Cherrystone Inlet, Wellington Neck, Cheriton to Exmore, Bayford Neck, and Beach Lane. The builds and engineering were completed after June 17, 2020 and per the 2022 VATI guidelines are eligible to be included in the application.

The proposed project takes a ubiquitous approach with regards to all VATI requirements to bring the two counties to universal coverage when implemented and completed. The VATI grant will allow the expansion of the backbone and attract internet service to use the open-access network to provide services to unserved communities. At project completion, the Eastern Shore of Virginia region would have reached universal broadband coverage.

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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:

There are five (5) major existing providers in the Eastern Shore of Virginia: The Declaration Network Group (DNG) a/k/a NuBeam, Charter Communications/Spectrum, Verizon, Eastern Shore Communications, and The Eastern Shore of Virginia Broadband Authority as the predominant operator. The information about the providers and their internet speeds were obtained from their website, press publications, and from the ESVBA's long years of experience operating alongside these providers in the Eastern Shore of Virginia.

The Declaration Network Group (DNG) is a wireless internet provider that provides services in several areas in the Eastern Shore of Virginia. DNG offers services as low as 5Mbps up to 30/5Mbps. The DNG was awarded the United States Department of Agriculture (USDA) Farm Bill grant to build portions of Northampton and Accomack counties. The USDA area was determined using the Telecommunications Program Funded Service Areas Map. DNG uses wireless technologies as its exclusive delivery mechanism to provide services to end-users. DNG uses the ESVBA nearly exclusively as its backbone and backhaul provider around the Eastern Shore.

Charter/Spectrum Communications is one of the providers in the area. According to the Charter/Spectrum website, Charter Communications provides internet speed at 100/10Mbps, 400/20Mbps or 940/35Mbps. Charter has services in pockets around the proposed areas and through some of the areas but does not provide any reasonable mechanism to verify their coverage across the proposed areas.

Verizon offers digital subscriber line (DSL) internet service in communities in the Eastern Shore of Virginia. Currently, the internet speed offered by Verizon in the Eastern Shore of Virginia is below 15 mbps/3. Verizon also has several pockets of service areas in the proposed project area but has nearly no capacity for new subscribers and is turning away end-users needing or wanting to subscribe.

Eastern Shore Communications (ESC) is the other internet provider in the Eastern Shore of Virginia. Eastern Shore Communications provides fiber internet and praises itself as "...the first provider to utilize the fiber optic backbone built by the ESVBA (Eastern Shore of Virginia Broadband Authority) using taxpayer money and stimulus grants." The internet speed is at or above 25/3 mbps. There are pockets of locations that ESC is providing services in the project area but those services are served by the ESVBA and ESC is using wireless technology to serve its end-users. ESC also uses the ESVBA nearly exclusively as its backbone and backhaul provider around the Eastern Shore.

The Eastern Shore of Virginia Broadband Authority (ESVBA) operates an open access backbone, provides wholesale services to new and incumbent private providers, and provides residential and non-residential services to households and commercial entities. The ESBVA offers services above 25/3mbps and the board of directors is moving to approve a 200Mbps symmetric package as well as a 100Mbps symmetric package in October 2021 with the same costs as its existing pricing to enhance its product sets that already support 100/50Mbps of broadband. According to the BroadbandNow website, the ESBVA provides the fastest internet speed on the Eastern Shore of Virginia

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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:

None of the areas planned for the VATI grant received federal CAF II, ACAM, ReConnect nor Community Connect funding. There is some minor coverage of the Eastern Shore with RDOF however, it is exclusively Satellite service and not relevant to a fiber deployment. However, portions of Northampton and Accomack counties near the proposed project area received grants from the USDA Farm Bill. The USDA grant, awarded to the Declaration Network Group(DNG), affects a total of 17,546 units. Of the total units, 3,569 units are in Northampton County and 13,977 units are in Accomack County. (See Attachment 2-Documentation on Federal Funding Area). None of these units are in the proposed area. However, it is anticipated that the construction of five installations will pass through the USDA area to reach needing units outside the USDA area. DNG is currently one of the providers serving larger portions. The proposed project covers any area outside the DNG/USDA area.

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

Answer:

The only RDOF areas on the Eastern Shore of Virginia are satellite internet service by Space Exploration Technologies Corp (SpaceX). According to Page 12 of the VATI guidelines, satellite providers are not considered served under VATI definitions. Therefore, no eligible RDOF blocks are included in the VATI application. See Attachment 3-RDOF Awarded Areas Form in VATI Area.

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:

The proposed areas for the VATI application are unserved and therefore were selected by the counties and the ESVBA as eligible to receive broadband services. Using the USDA map, the BroadbandNow website, and reports of residents calling counties and the ESVBA to request service, it is anticipated that there is less than 5% service overlap with any current proposed area. Existing providers operate in minimal portions of the proposed areas and mostly provide services below the minimum required bandwidth level of 10/1mbps. However, because it has been challenging obtaining detailed information from all the providers themselves, some minimal overlap is possible but may not exceed the allowed overlap of 10%. See Attachment4-Documentation of Unserved Area VATI Criteria.

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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 serviceable units in the proposed areas is 12,578. The remaining 1,948 are special construction passings. To determine the number of passings, the ESVBA used GIS data analyzed by the Record and GIS Technician. The ESVBA used data from counties and review of reports and data from its 13 years' experience operating on the Eastern Shore of Virginia.

The total number of VATI passings is 14,526. Of these passings, there are 14,227 residential units, 291 home-based businesses (1 in every 50 passings), and eight (8) community anchor institutions. There are fewer community anchor institutions because most of the institutions are established in areas previously built by the ESVBA and have access to broadband. Details are included in Attachment 5-Passings Form.

Based on our field verification, public data, and consideration of the FCC estimates on internet access in rural America, we determined that the vast majority of residential passings, home-based businesses and community anchor institutions receive less than 10/1mbps. This is because most of the areas and passings are remote and require extensive capital investment beyond the capacity of most providers. Based on our experience, most low-income families that need special construction are more likely to have internet speed less than 10/1 mbps.

Of the 1,948 passings requiring special construction, there are 664 passings in Accomack County and 1,284 passings in Northampton County. The numbers were determined using the GIS system to isolate all passings that require drops longer than the standard length of 150 feet. Any passing with a long drop longer than 150 feet is considered a special construction. VATI's consideration of the special construction will give broadband access to almost all the 1,948 units because residents will find it affordable using broadband service. The total special construction cost is \$2,254,152; of which \$1,365,919 goes to Northampton and \$888,233 goes to Accomack County.

The cost for building special passings can be unbearable for residents and counties without significant grant funds. This once-in-generation funds will save families from the insurmountable conditions of special constructions that otherwise could trap families without broadband for several years to come.

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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:

Does Not Apply.

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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 ESVBA currently offers fiber to the home (FTTH) products that 100% comply with Virginia's current definition of broadband(10/5). Additionally, the ESVBA has service offerings that also comply with the current FCC definition new VATI requirements of broadband (25/3). The ESVBA also has services that currently comply with the American Rescue Plan Act (ARPA) bandwidth levels at or above 100Mbps and will have services that are symmetric to further meet current and new definitions as of October 2021.

The ESVBA residential broadband product is a shared internet infrastructure whereby the ESVBA builds oversubscription into its residential and small business products but manages this to ensure the highest-quality services while limiting the actual congestion due to oversubscription. Because the ESVBA's network is all fiber, the ESVBA can scale its oversubscription infrastructure with minimal changes and nearly zero lead-time to contain any capacity issues encountered.

The ESVBA also offers dedicated non-oversubscribed internet (Dedicated Internet Access (DIA)) to commercial, enterprise and wholesale consumers to best fit the broadband needs of all consumers in the region. The ESVBA network far exceeds the capacity of any and all providers on the Eastern Shore of Virginia allowing it to not only solve the broadband needs of 2021 but also all bandwidth needs in the future.

Residential Rates and Speeds

Current service packages-Download/ Upload Speed

- 10/5 Mbps-\$39.99 (24 months); \$45.99 (12 months)
- 25/12Mbps- \$59.99 (24 months); \$69.99 (12 months)
- 50/25 Mbps- \$85.99 (24 months); \$99.99 (12 months)
- 100/50Mbps-\$149.99 (24 months); \$175.99 (12 months) Residential

Service Package upon October 2021 Rate Hearing Download/ Upload Speed

- 25/25 Mbps-\$39.99 (24 months); \$45.99 (12 months)
- 50/50Mbps- \$59.99 (24 months); \$69.99 (12 months)
- 100/100 Mbps- \$85.99 (24 months); \$99.99 (12 months)
- 200/200Mbps-\$149.99 (24 months); \$175.99 (12 months)

9.

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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:

The ESVBA network architecture is designed to allow the provision of highly reliable and scalable services to residents in the Eastern Shore of Virginia. The ESVBA network infrastructure is currently designed at a level of performance to generally achieve a “four nines” (99.99%) availability. Four nines is less than one hour of downtime per year. The network elements are “five nines” (99.999%) capable and the ESVBA can provide network services to any customers or service providers requiring this level of service.

The ESVBA network, an all-fiber network design, calls for fiber to be built out to all areas that are unserved. The ESVBA is using GPON technology to efficiently utilize the fiber infrastructure supporting up to 32 subscribers on a single fiber strand. We have multiple network hubs as aggregation points to capitalize on the fiber asset. The ESVBA then operates a diverse and redundant 100Gbps Ethernet backbone connecting the North end of the Shore to the South. This network can failover in a sub-second timeframe to provide reliability and dependability for the needs as simple as an end-user and as complex as operating the 911 network for the Eastern Shore. The ESVBA also operates SONET and DWDM networks overlaid on the Ethernet backbone to support a myriad of telecommunications needs for those on the Shore. Each hub location contains redundant power with generators and batteries to operate >24hrs without utility power.

The equipment is all ordered with redundant cards and optics to maintain operational status during component failure. The ESVBA network is the ONLY network on the shore that has diverse paths out of the Eastern Shore to ensure that if either of our paths North or South were to fail, we can failover and continue operating where all other providers only have a single path off of the Shore. All backbone electronics are network equipment building system (NEBS) compliant and engineered to Telcordia standards. The ESVBA implements dual fully redundant diverse Internet POPs with Cisco 9K core routers as the core routing platform supporting multiple 100Gbps line cards and terabytes of data per second with many spare slots allowing growth with minimal effort and no need for a fork-lift upgrade.

The ESVBA also implements A10 Thunder Series networks core equipment for its oversubscribed network that is monitored 24x7 by our network operations for threshold alerts, capacity profiling, and utilization monitoring to ensure that oversubscribed utilization never exceeds 80% of the capacity of any network component. It is an expectation that a shared bandwidth product will contain some moments of congestion however, the ESVBA utilizes its data gathering systems to minimize and preemptively mitigate the risk and duration of congestion. Since the broadband services are all of equal priority, capacity is constrained with a FIFO queuing strategy and traffic shapers limiting the pain of congestion experiences. The types of hardware and underlying fiber infrastructure ensure that upgrades to keep pace with capacity needs are nearly zero impact and are readily implemented to provide the highest-quality network on the Shore and one of the best

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networks nationwide.

The ESVBA offers Ethernet ELAN & ELINE Services, SONET services, WISP Services, Dedicated Internet, and FTTH. It is an IPV6 enabled network providing massive capability (340 undecillion addresses - 3.4×10^{38}). The virtual and physical network is monitored 24/7/365 for threat and mitigation. The network provides speeds up to 100 Gbps and wavelength services.

With Fiber being the backbone component, the ESVBA can allocate additional fibers to increase capacities or implement additional DWDM carding to reuse existing fibers and support capacities dozens of times the current speeds.

The proposed project is an expansion of the open access backbone across the two counties. The project will expand the regionalized and community networks connecting unserved towns and communities to the backbone. With the proposed project, the backbone network will be expanded throughout the two counties. With the backbone and the community network expanded, several thousands of residents will have access to broadband internet. The special construction component will bring the network closer to low-income residents for greater accessibility. The information is obtained from the operations of the ESVBA and its knowledge of the state of broadband availability in the counties. For over a decade, the ESVBA has committed to building a network that sustains the demand of the ISP and residents using the most sophisticated technological equipment.

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

Answer:

This proposed project achieves universal broadband coverage for the two counties because any eligible area has been included to get access to broadband by 2024. To date, 600 miles of fiber network has been built by the ESBVA. With a strong presence in the communities and the VATI offering the opportunity for expansion, the ESBVA and the counties planned and designed all the unserved areas. The plan carefully prioritized micro-communities, strategic segments, and high-cost installations for low, and moderate-income individuals. Once the proposed project is completed, over half of the 14,526 units in unserved areas will have access to reliable connectivity.

Put otherwise, any area that is not considered in the VATI grant application is either already built or is within a federal funding area such as the USDA grant which covered 17,456 units. Some additional 3,036 units are covered by other providers serving private communities. The inclusion of 1,948 special construction units in the VATI application will allow low-income households to get broadband connectivity. The special construction contributes to advance the counties' strategic plan to provide broadband assistance to low-income households who otherwise cannot afford the installation costs in any foreseeable future.

The proposed project will connect residents in remote and low-density areas, non-residential, community anchors, businesses as well as bring internet service providers in areas where they could provide services without having to make exorbitant capital investment. With homes and businesses located far from the backbone associated with the low-density, the VATI grant will allow residents to connect at affordable cost and attract internet service providers, which increases the take rate.

That is why the counties work with the ESBVA in a global approach to ensure availability, quality, and affordability of services. For example, the ESBVA service package rates are extremely competitive in the region while providing the highest internet speed and reliability that is unsurpassed. Currently, there are 26 wifi hotspots available to residents free of charge. The full buildout through the VATI funds will empower all the different forces and parties on the Eastern Shore of Virginia to operate effectively and efficiently; which will inevitably lead to achieving fast and quality universal broadband coverage for all residents and entities.

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11. Project Readiness

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

Answer:

The planning and preliminary engineering of project areas, segments, passings, and especial construction passings and associated costs have been finalized for both the Accomack County and Northampton County. The project management team is designated and is composed of staff and employees with several years of experience in projects similar to the VATI grants. The counties have committed the financial resources to match the requirements of the VATI guidelines. The buildout including the special construction will be completed within 18 months from the award date of the grant. The award date is the contract execution date between DHCD and the Accomack and Northampton Counties. The project timeline is shown in Attachment 7 – Timeline/Project Management Plan.

The memorandum of understanding (MOU) between the Accomack and Northampton counties and ESVBA has been executed. The MOU is included in Attachment 8 – MOU/MOA between Applicant/Co-Applicant. A formal agreement will be signed between the Counties and the ESVBA when the grant is awarded by VATI.

Similar to previous projects completed in collaboration with counties, the role of the ESVBA is to implement the project according to the management plan. The ESVBA will report progress of work to the counties and request necessary assistance from the counties for the completion of work. The ESVBA will also submit payments to the counties as required by contractual agreements. When the construction of segments and project areas is complete and is available for use, the ESVBA will issue a notice of service availability to the counties no later than a month prior the service availability date.

In the past, the counties have responded to requests for payment in a timely manner, assisted with securing rights of ways and required permits, and contacted citizens for additional permissions. Their assistance was key for timely completion of projects. The counties and the ESVBA have a comprehensive knowledge of the project areas, the conditions of the areas, and eventual requirements for working together for over 10 years. It is anticipated that the project will be completely executed within 18 months from the contract execution date. This timeline takes into account all special construction conditions and any normal delays based on similar projects completed in the past.

However, in case of extraordinary circumstances beyond control, the ESVBA will ask for extension to complete the project. The ESVBA and the counties will send a request for extension before the expiration of the required 18 month period.

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:

No. The applicant has not received any previous 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 total cost to complete the project is \$15,625,642. The amount of VATI funds requested for the project is \$12,310,777, which represents 78.8% of the total project cost. The two counties are collectively contributing \$3,125,129 which is the required 20% match. The ESVBA is contributing \$189,737, exceeding the total match required by 6%. The total match is therefore \$3,314,865, representing 21.20% of the total project cost. The breakdown of the funds and sources is included in Attachment 9-Funding Sources Table. The match fund is documented in Attachment 10-Documentation of Match Funding including three letters of funding commitment from the counties and the ESVBA. Based on previous similar projects completed, there have been no issues with accessing in-kind resources.

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:

Does not apply!

15. Marketing: Describe the broadband adoption plan.

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

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

Answer:

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The ESVBA and counties have several ways of informing residents and businesses of broadband availability. The counties understand the importance of engaging the community. The most frequently used marketing strategy is the placement of door hangers at each home by well-trained sales representatives. Availability of service has always been communicated through libraries, schools, regional chamber of commerce, social services, and major institutions. Availability of service in new areas is aired on local radios and published in newspapers.

For over 10 years, the ESVBA has worked closely with community-minded leaders and residents, which makes it easier and more effective to inform all residents of broadband options available to them. In addition, most ESBVA employees have strong local connections, which helps with information sharing and promotion. Word-of-mouth has been important in passing the information to residents and communities. The customer service representatives are trained to not only take customers' concerns but also inform customers of the availability of broadband in new areas or new service packages. Whenever broadband becomes available in an area, the information is advertised on the website of the ESVBA and the counties for residents and retail providers. The counties obtained timely information because officials of both counties serve on the board of directors of the ESVBA.

The ESVBA has got four years of experience in residential service provision. Based on the experience with take rates, a take rate of 55-65 is expected in the proposed areas. Of the 1,948 special construction units, over 1,500 will receive connectivity within the first year of the project. Of the 14,526 units, at least half will receive connectivity within the 18 months of the start of the project. It is anticipated that at least seven retail providers that used the ESVBA open access network will expand their services to the newly-built areas, which will further increase the overall take rate. The same is true for bigger providers such as Spectrum and Verizon that have preferred to use the open access network to provide services in some areas. Once the project is completed, the ESVBA will inform all private stakeholders including the ISPs and big providers to participate in an information campaign to inform all communities.

The ESVBA currently provides the most reliable and fastest high speed internet on the Eastern Shore of Virginia. More and more residents than ever before are relying on their home internet connection for news, information, education, healthcare, telework and entertainment. The reliability and accessibility of high speed lead residents of all ages, students, and business owners to trust the power of digital literacy in connecting them with a larger world of bigger opportunities. With reliable speed, they can digitally self-educate or participate in digital literacy activities to get the level of proficiency needed to conduct online businesses of their choice. The ESVBA receives compliments on the quality of services from residents and community organizations and businesses through phone calls, emails, in-person feedback, and google reviews. Several residents and entities provided letters to support the VATI application urging its consideration to expand broadband in their communities. The letters were added to Attachment 11. They highlight the importance of broadband not only for the local economic development but also for the ability to participate in the 21st century economic market activity taking place online.

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 key individuals that are responsible for the management of the VATI project include the Executive Director, the Geographical and Information Systems (GIS) Technician, the Account/Sales and Marketing

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Manager, and the Construction Manager. The management team is composed of experienced staff with several years of experience in the execution of similar projects. All the individuals work for the Eastern Shore of Virginia Broadband Authority (ESVBA). Please see the table below for the responsibilities and background of the management team members.

The ESVBA director and staff have 13 years' experience implementing large scale projects in Accomack and Northampton counties. The work includes the construction of an all-fiber network that is 600 miles long. The work includes underground and aerial installations and splicing. The ESBVA offers wholesale services to big and incumbent providers and to internet service providers (ISP) using the open access network.. Since 2017, the ESVBA started offering residential services to residents on the Eastern Shore of Virginia and is currently serving close to 1,600 residents.

The ESVBA and the counties have been collaborating to ensure that residents have access to broadband connectivity. They have implemented local level broadband assistance programs and federal levels programs including the Emergency Broadband Benefit (EBB) program , which reduces the cost of connectivity to residents. The counties provide in-kind resources to the ESVBA and its staff when needed, including resources for the 2022 VATI grant application.

Using their previous experience and strategic collaboration with counties, the ESVBA, staff, and counties will efficiently and effectively implement the VATI project to meet the goals of the VATI program for universal broadband access.

See Attachment 11- Letters of Support for letters from stakeholders. Attachment 10-Documentation of Match Funding includes letters from the two counties stating their committed funds and their support for the VATI project.

Name

Title and Organization

Responsibilities

Background

Robert Bridgham

Executive Director

Eastern Shore of Virginia Broadband Authority

All applicant activities including but not limited to project oversight, procurement, personnel management, vendor relations, network design and overall project deliverables.

Over 25 years in customer relations, Internet technologies, telecommunications and ISP services as well as over two decades of experience in management of multiple teams, budgeting, collaboration as well as many engagements with local, regional, state and federal partners on projects and network deployments.

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Nicole DeStefano

Technician - Records and Geographical Information Systems (GIS)

Eastern Shore of Virginia Broadband Authority

Maintain all records of the network and all GIS data. Design digital maps and analyze geospatial data

5 years experience in the telecommunications industry.

3 years experience in operations with city utility services and event planning

Kyle Bundick

Manager of Construction

Oversees jobs with internal and contract crews.

Reviews the engineering, architectural and splicing drawings to ensure that all standards and specifications are being followed.

Manages the ESVBA project management system to ensure jobs are tracked and progress communicated within the system.

10+ years of engineering experience in multiple industries, including 6 years as engineer at electrical cooperative, 3 years as engineer at precast/prestressed concrete company, 3 years as engineer and crew leader for surveying firm.

Olivia Justice

Account Manager

Eastern Shore of Virginia Broadband Authority

Sales and marketing associated with customer acquisition.

Bachelor's in Business Administration. 10 years of experience in sales, marketing, and customer service. 3 years of experience in sales and marketing in the telecommunication industry

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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:

To provide details on the project budget and cost appropriateness, Attachment 12-Derivation of Costs and Attachment 13-Documentation of Supporting Cost Estimates are completed and included in the indicated Attachment Section. The detailed budget includes all construction costs and itemized the electronics and fiber.

The total project cost is \$ 15,625,642. The two counties are contributing a total of \$3,125,129. The ESVBA is contributing \$189,737. The total combined match fund “Other Funding” is \$3,314,865; which represents 21.20% of the total project cost. The remaining 78.8%, which is \$12,310,777, is being requested from DHCD.

The cost for each service area has specified. The total cost for the Accomack County project area is \$8,372,784. The match funds is \$ 1,674,557, representing the 20% match required. The cost covers 146 miles of construction and 664 special construction units.

The total cost for the Northampton County project area is \$7,252,858. The match funds is \$1,450,572 , representing the 20% match required. The cost covers 123 miles of construction and 1,284 special construction units.

The ESVBA has 13 years of experience planning projects in the Eastern Shore where it implemented dozens of projects. The estimates by the ESVBA have always been accurate and three times lower than the estimates of expert groups hired to provide estimates, including the CTC Technology and Energy.

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:

a. Total VATI funding request: \$12,310,777

b. Number of serviceable units: 12,578 units

Cost per unit: \$978.76.

19.

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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:

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The ESVBA, through its partnerships with the counties, has been serving most of the community anchors including 23 schools, 46 government agencies and offices, and 35 medical and health facilities and sites and many more including 911 buildings, sheriff offices, library facilities, NASA, NAVY, and NOAA. With the new projects, eight new (8) community anchor institutions including four (4) community support organizations will have access to broadband. The broadband network expansion will have a significant impact for power companies because they will better monitor their electric grid of which 166 collector sites are in the proposed area. In addition, there are six (6) Sprint Cell Towers and 17 AT&T Cell Towers.

With the VATI application, the two counties in the Eastern Shore of Virginia will be completely built and ready for services, connection, and distribution to unserved and underserved communities. Broadband service connectivity will be available to residential homes, community anchor institutions, and businesses. Remote areas and poor communities will have access through the ESVBA network. Furthermore, there are several ISPs in the area that can use the expanded open-network to provide services.

For the counties, the board of directors of the ESVBA, and the management of the ESVBA, digital equity is a priority. The current rates are fixed with digital equity in mind to ensure that low to moderate households can afford the cost while accessing high speed connections higher than 25/3 mps. When COVID-19 hit, the ESVBA doubled the speed of all residential services from their base rates to help subscribers meet the needs of conducting personal and professional business online. Furthermore, there are currently 26 ESVBA wifi hotspots for free access on the Eastern Shore region.

The counties take a proactive approach to ensure access to connectivity for residents. Accomack County is implementing a broadband assistance program that awards up to \$1,000 to low-income households to offset the installation costs. The ESVBA also implemented larger projects to help offset the installation cost for residents. The ESVBA implemented discount programs including the Emergency Broadband Benefit (EBB) program which allowed residents to benefit from up to \$50 discounts on their monthly bills. The proposed project includes special construction units to ensure that low-income households benefit from the VATI financial assistance through which access to broadband will become affordable. The ESVBA anticipated that close to 1,500 special construction units will have access to broadband within one year of project completion.

This proposed project contributes to the goal of ensuring universal broadband coverage to all residents, organizations, and businesses regardless of economic status, size, and geographical location on the Eastern Shore of Virginia. At the state level, this means that the Commonwealth of Virginia will achieve universal broadband access by 2024. The VATI grant application has been a comprehensive planning with regard to the specific and special conditions of the counties and their residents. The expansion of the network will now and in the future allow all residents in both counties to be active online the same way American urban and suburban areas are.

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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 477 submitted to the FCC are included in Attachment 14-Two most recent Form 477 submitted to the FCC.

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap914202161121.pdf

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

Attachment2DocumentationofFederalFundingArea9132021125716.pdf

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

Attachment3RDOFAwardedAreasincludedinVATIApplication914202145748.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationofUnservedAreaVATICriteria914202153711.pdf

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Passings Form (Use template provided)

Attachment5PassingsForm914202115124.pdf

Propagation Map if Wireless Project

Attachment6PropagationMap914202142939.pdf

Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan9132021124437.pdf

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

Attachment8MOUMOAbetweenApplicantandCoApplicant914202191642.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTable9142021101554.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFunding914202115322.pdf

Letters of Support

Attachment11LettersofSupport9142021122647.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts9142021122718.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates914202143846.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwomostrecentForm477submittedtotheFCCorEquivalent9132021124410.pdf

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

Attachment15914202133756.zip

Application to DHCD Submitted through CAMS

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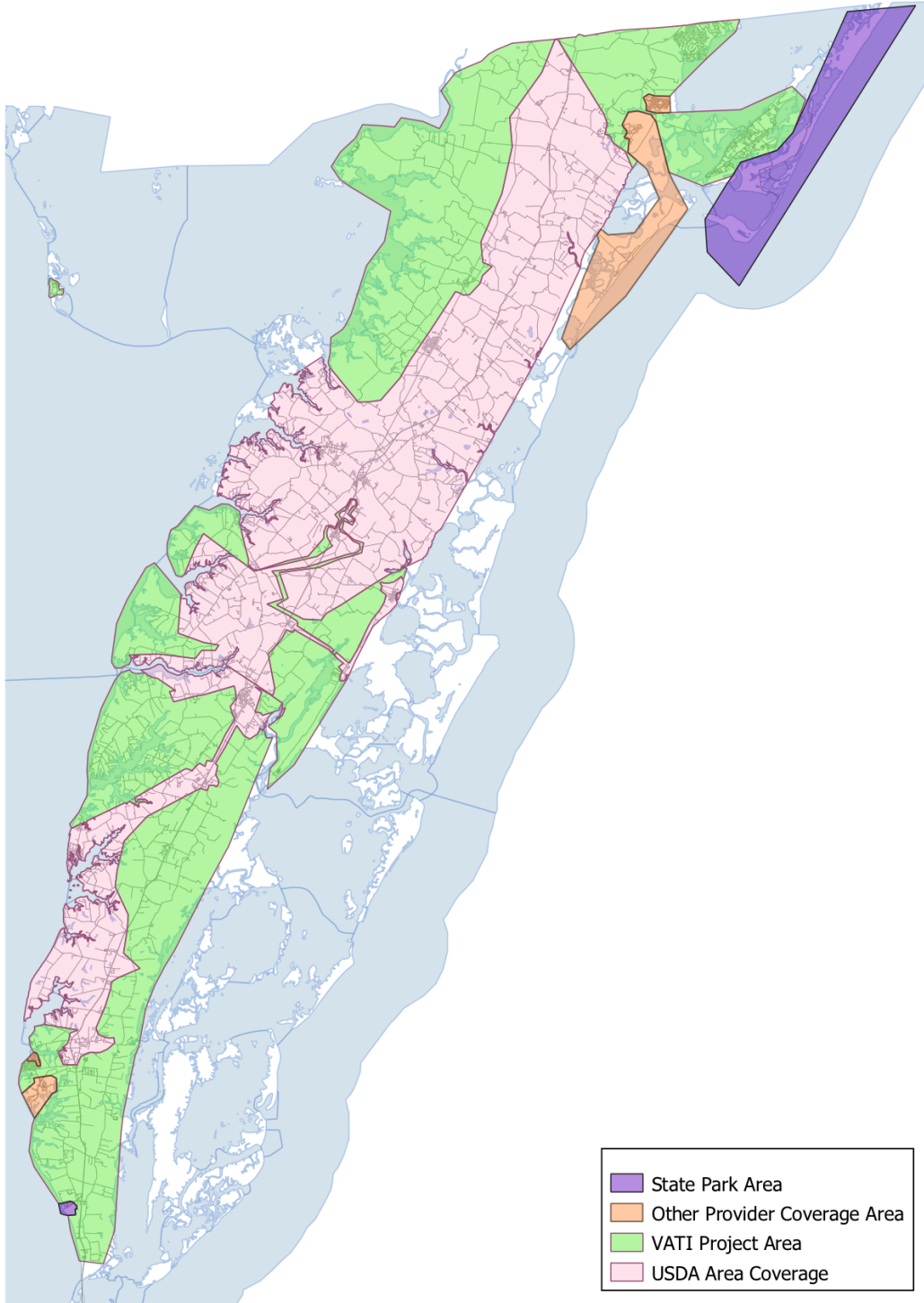
Accomack and Northampton Counties Broadband Network Expansion Project FY2022

Notes:

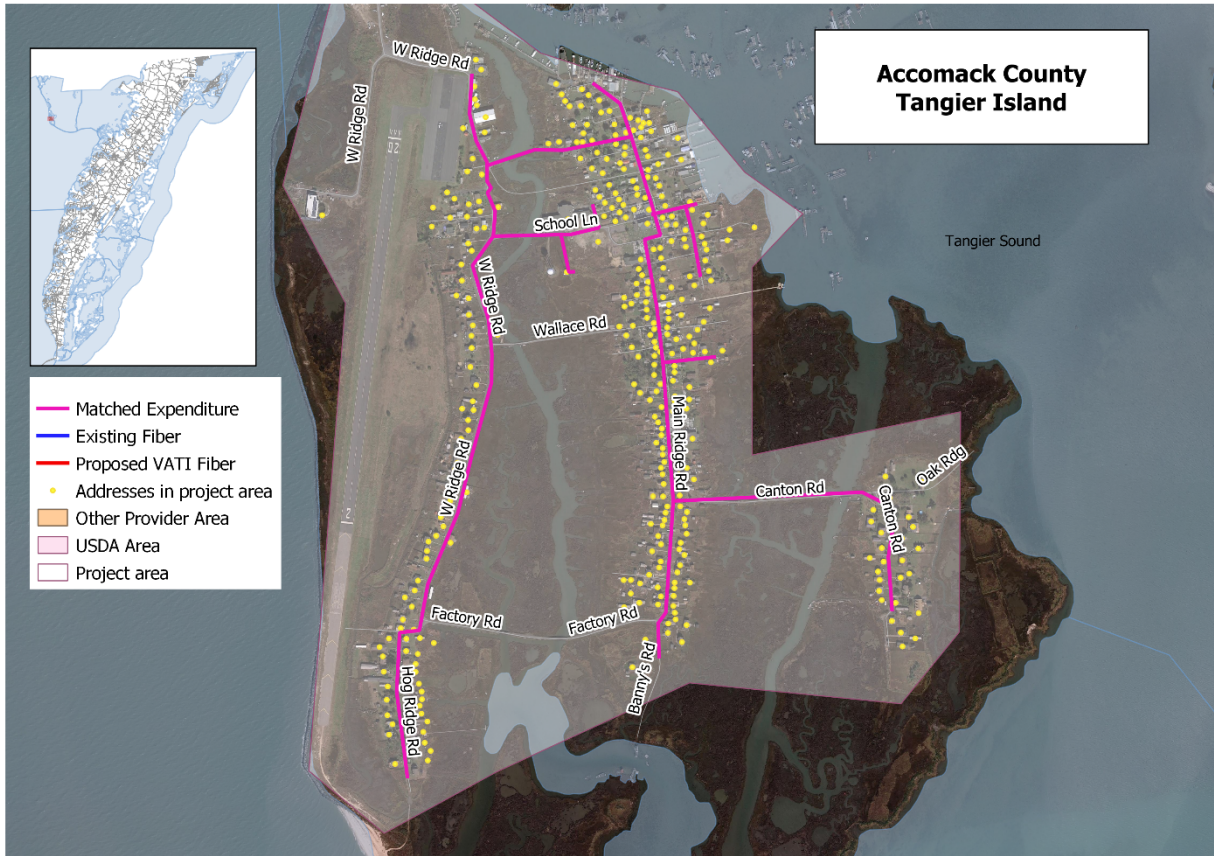
Dear Dr. Homes: The Accomack County and the Northampton County and the Eastern Shore of Virginia Broadband Authority (ESVBA) are pleased with the opportunity to apply for the 2022 Virginia Telecommunication Initiative (VATI) to continue the expansion of the open access fiber network in the region. The project meticulously identified the areas and communities that are not currently served and are left out the digital world. I have responded to the questions that applied to my agency and the counties and uploaded all applicable documentation. If you need some clarifications while you are reviewing my application, do not hesitate to reach out to my office. I appreciate your time and consideration of this application for the 2022 VATI grant. Robert Bridham Executive Director, Eastern Shore of Virginia Broadband Authority (ESVBA). Email: rbridgham@esvba.com Phone: 757 414-0304

Attachment 1. – Accomack County, Northampton County, ESVBA Project Area Maps

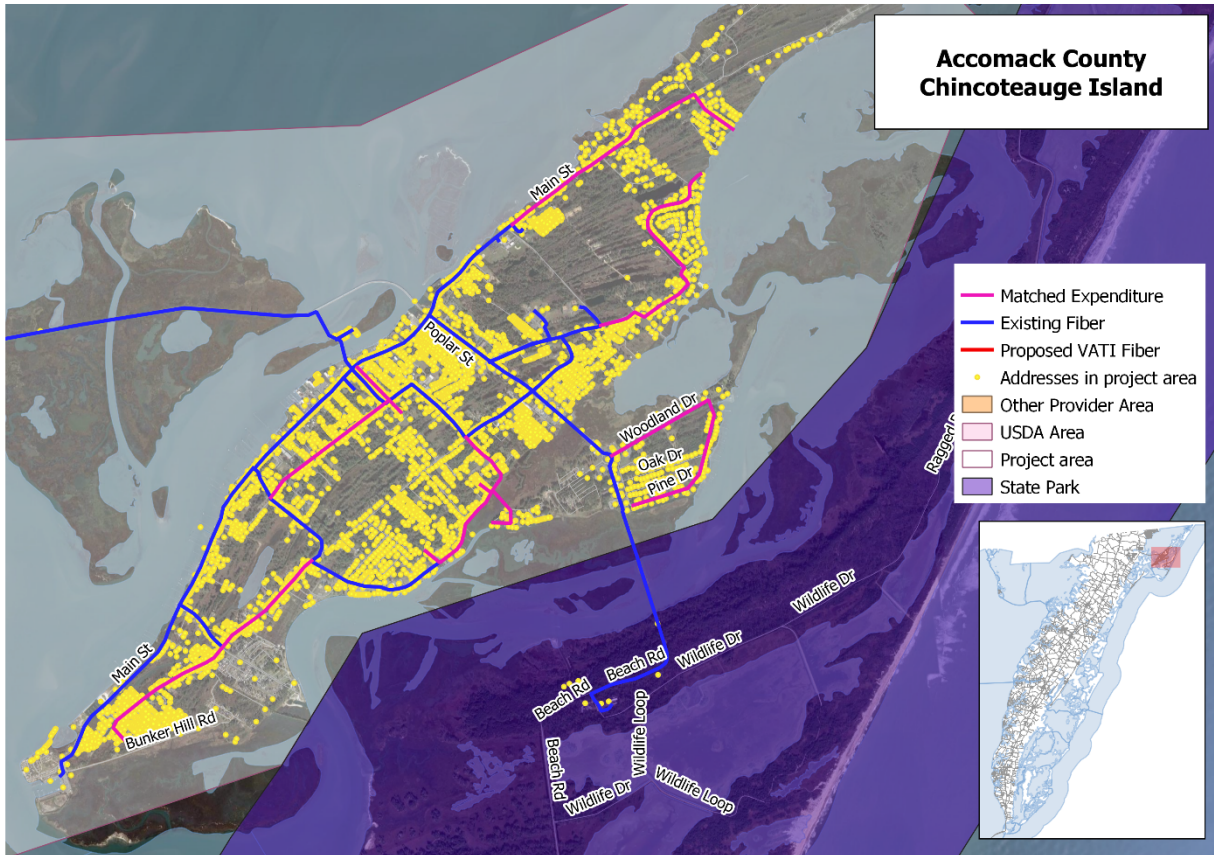
This first area is an overview map of the Eastern Shore showing the green areas where the project is proposed which avoid State Parks, USDA protected areas or areas covered by other providers.



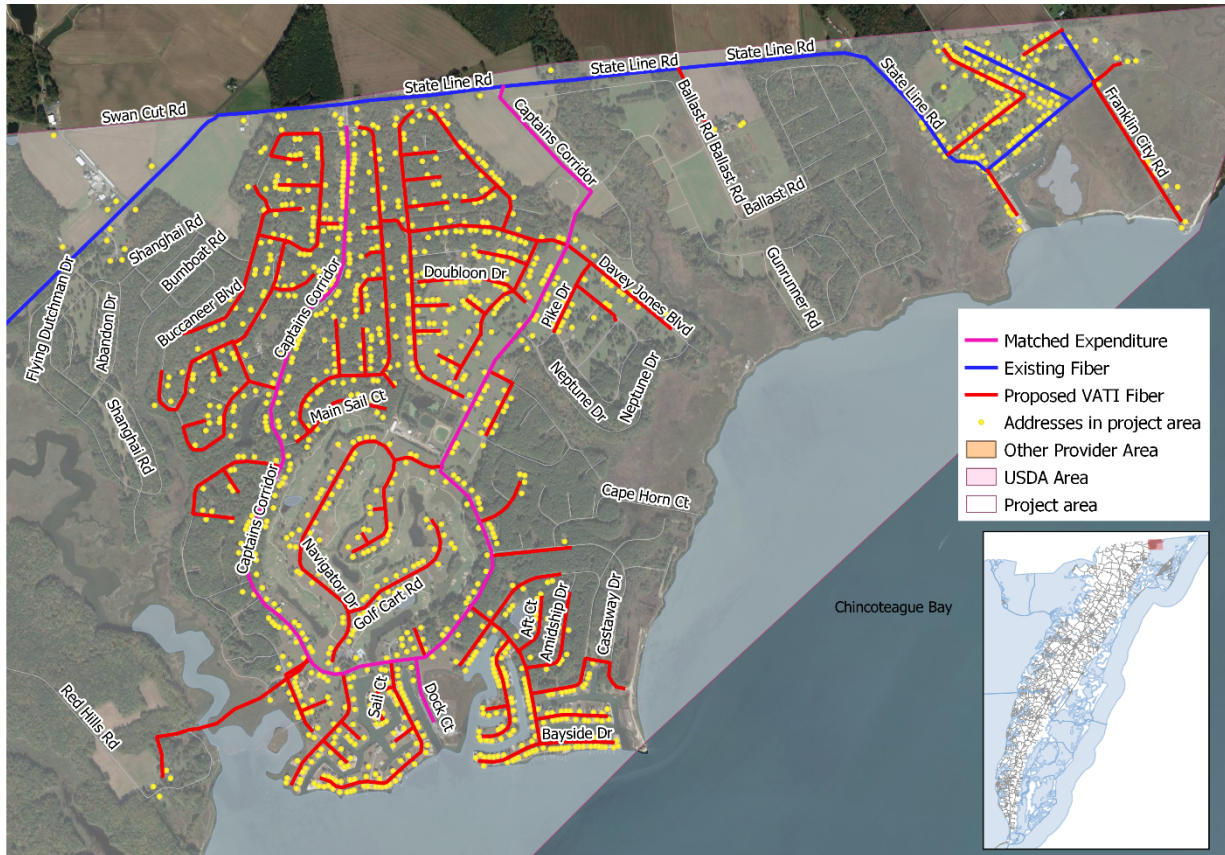
Area 1. Tangier Island are covering the whole island



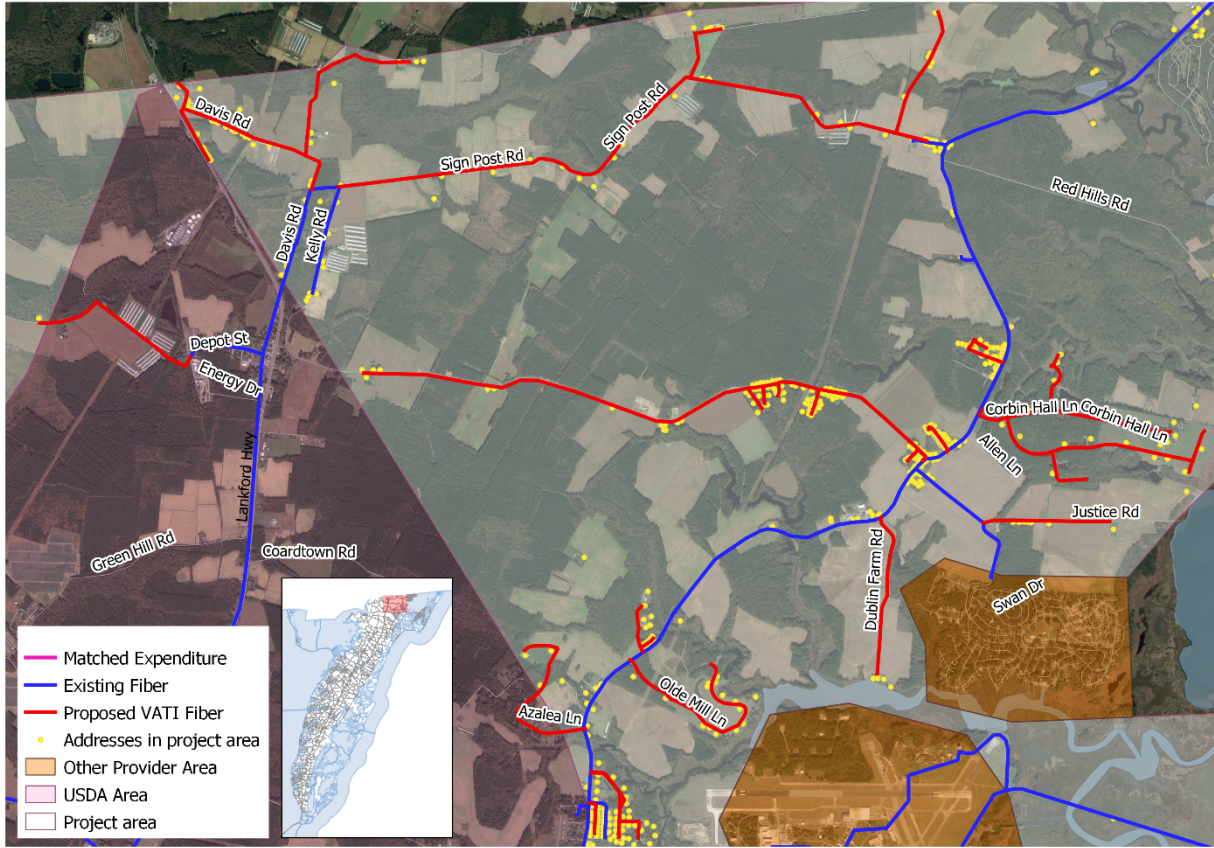
Area 2. Chincoteague Island are covering the whole island. The ESVBA had existing infrastructure on the Island but build expanded network to provide coverage to all addresses on the island.



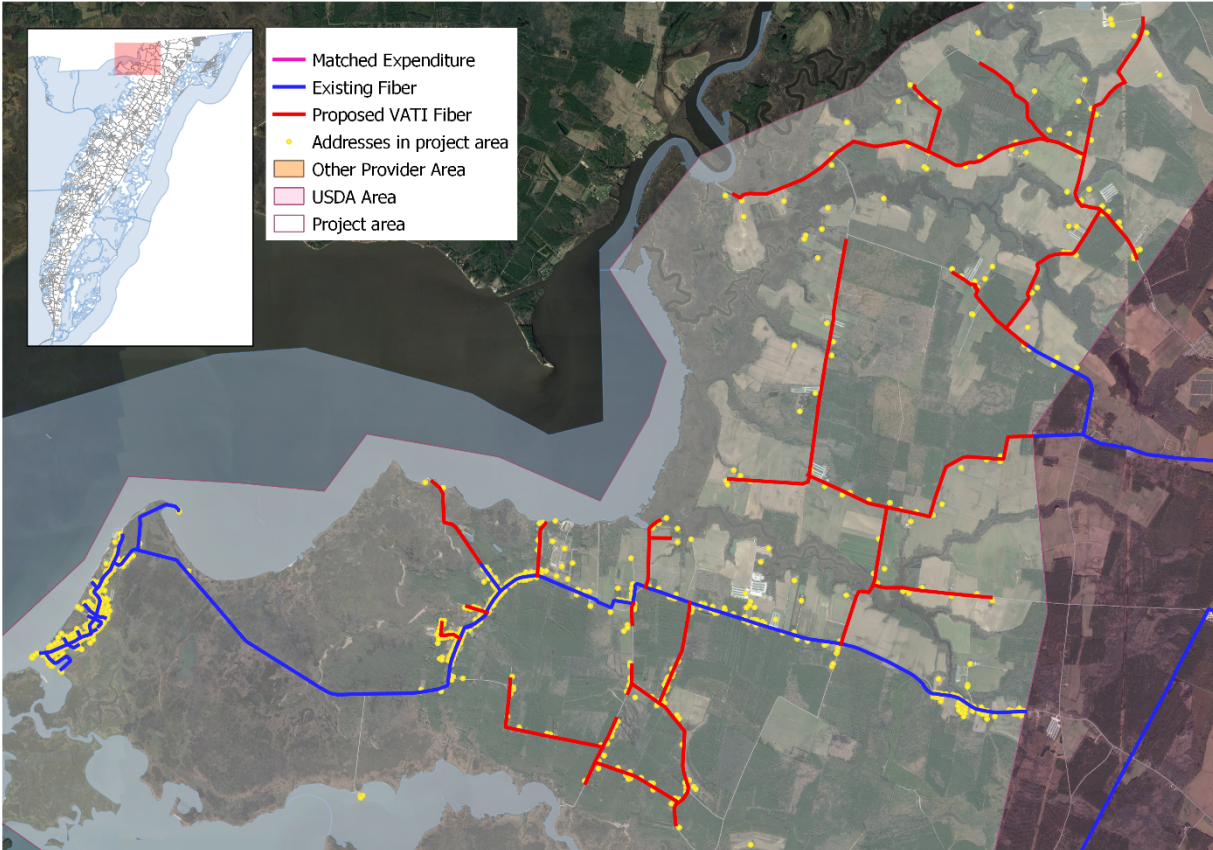
Area 3. Captains Cove and Greenbackville: The ESVBA had network on State Line Rd and in December 2020 built a main ring into Captains Cove. The expansion (red lines) will cover the remaining homes within the community as well as any remaining homes not already covered.



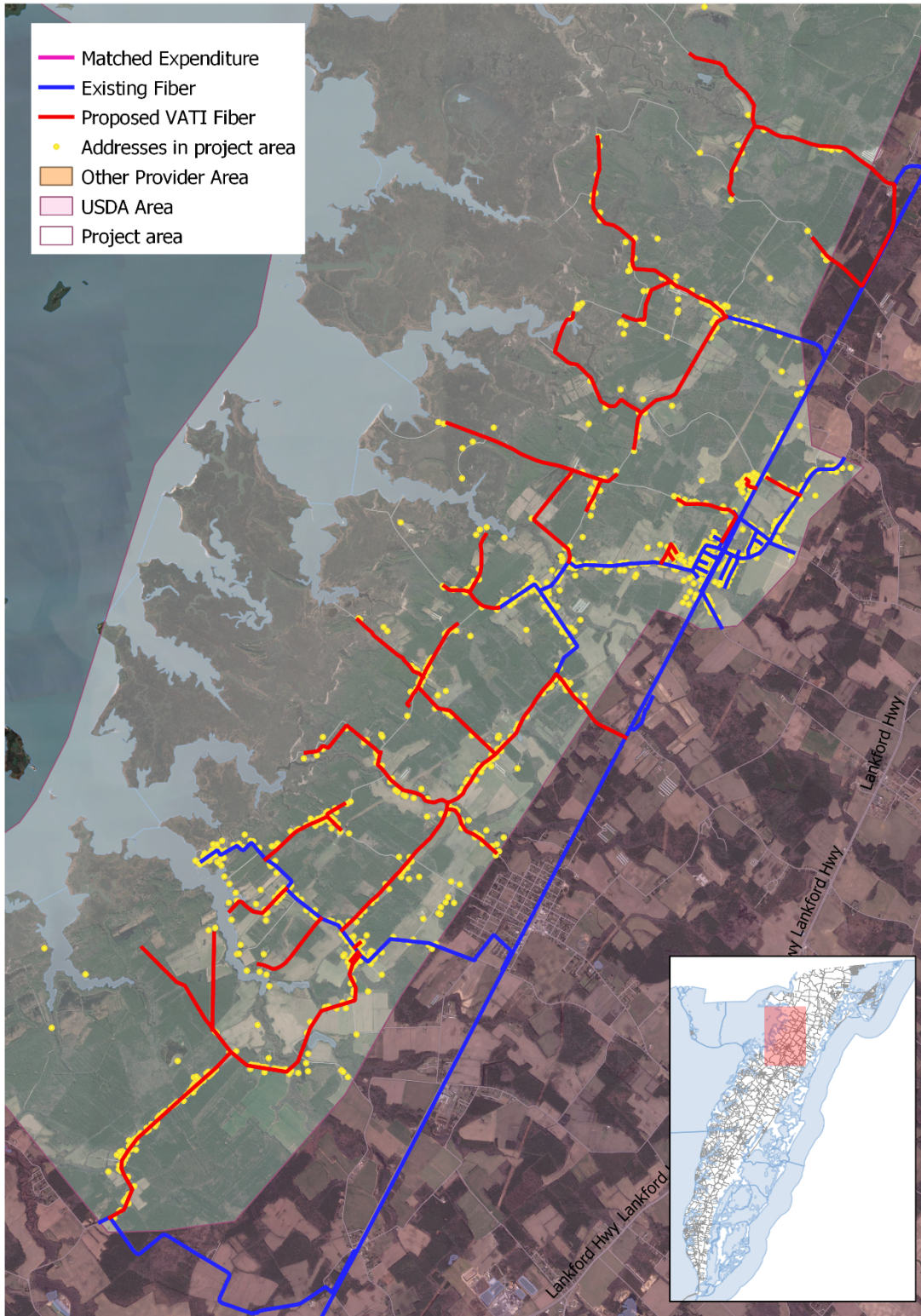
Area 4. Eastern New Church / Horntown: The South East side that is shaded in brownish-red is covered by Eastern Shore Communications(ESC). The ESVBA network feeds ESC to serve this community. The second brownish-red area is the NASA Wallops Base that we have fiber on and serve but do not have residential services.



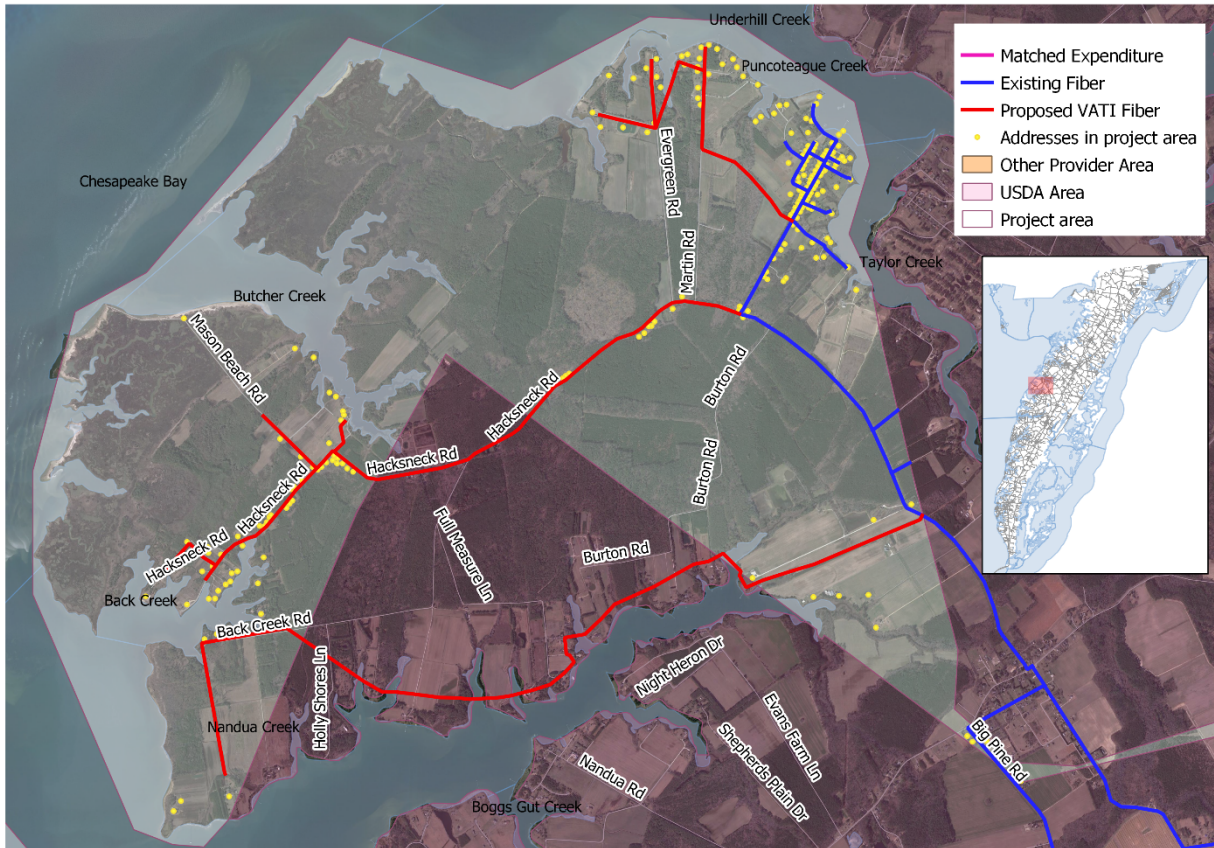
Area 5. Sanford/Saxis as well Northwest Accomack County



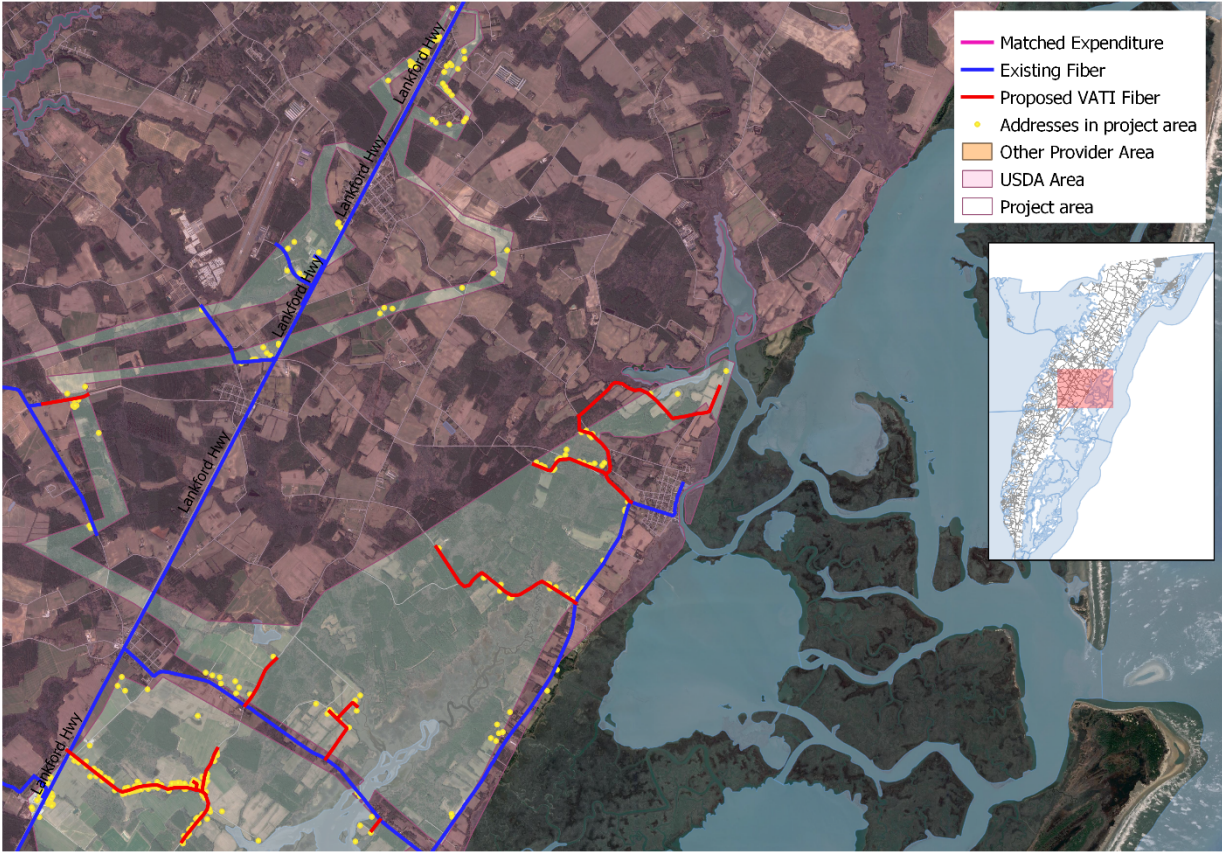
Area 6. Mid-Western Accomack County (Bloxom, Lee Mont and Bayside)



Area 7. Hacksneck & Harborton outside of USDA protected area



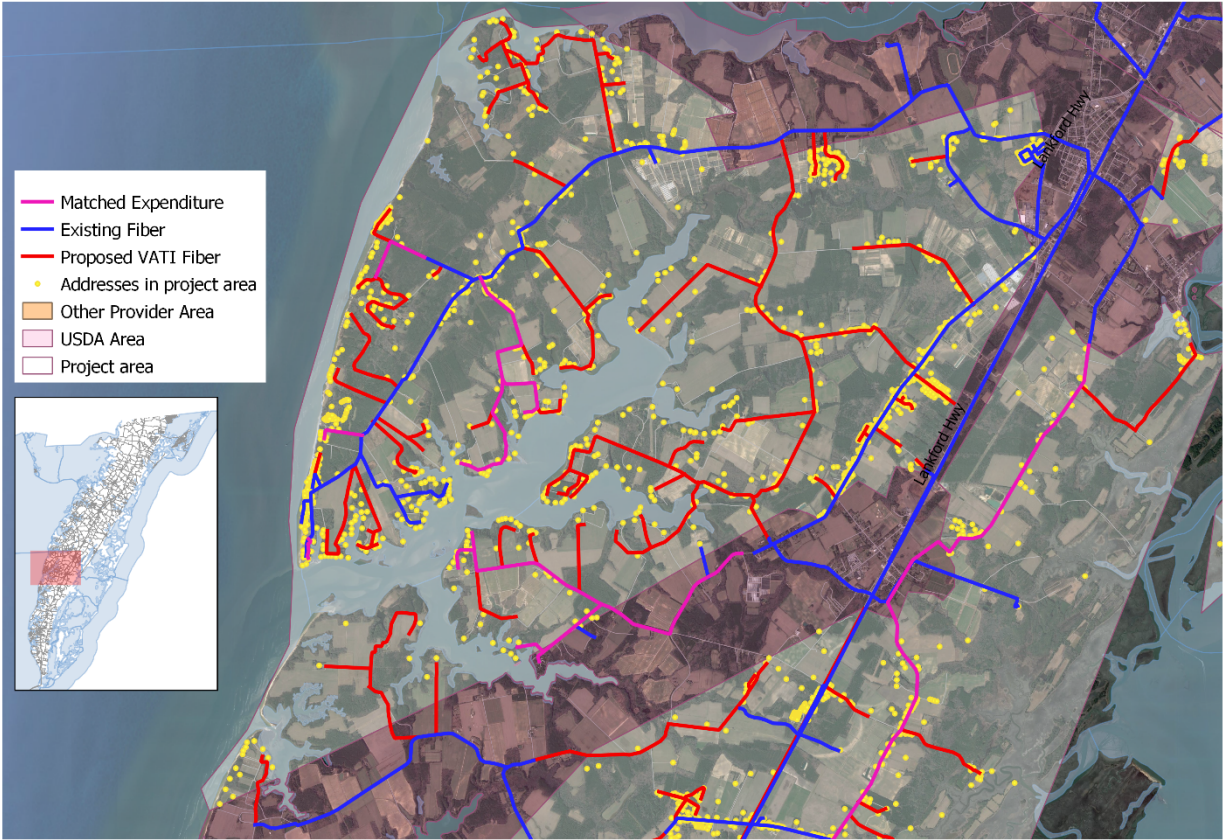
Area 8. Area North of Quinby outside of USDA protected area



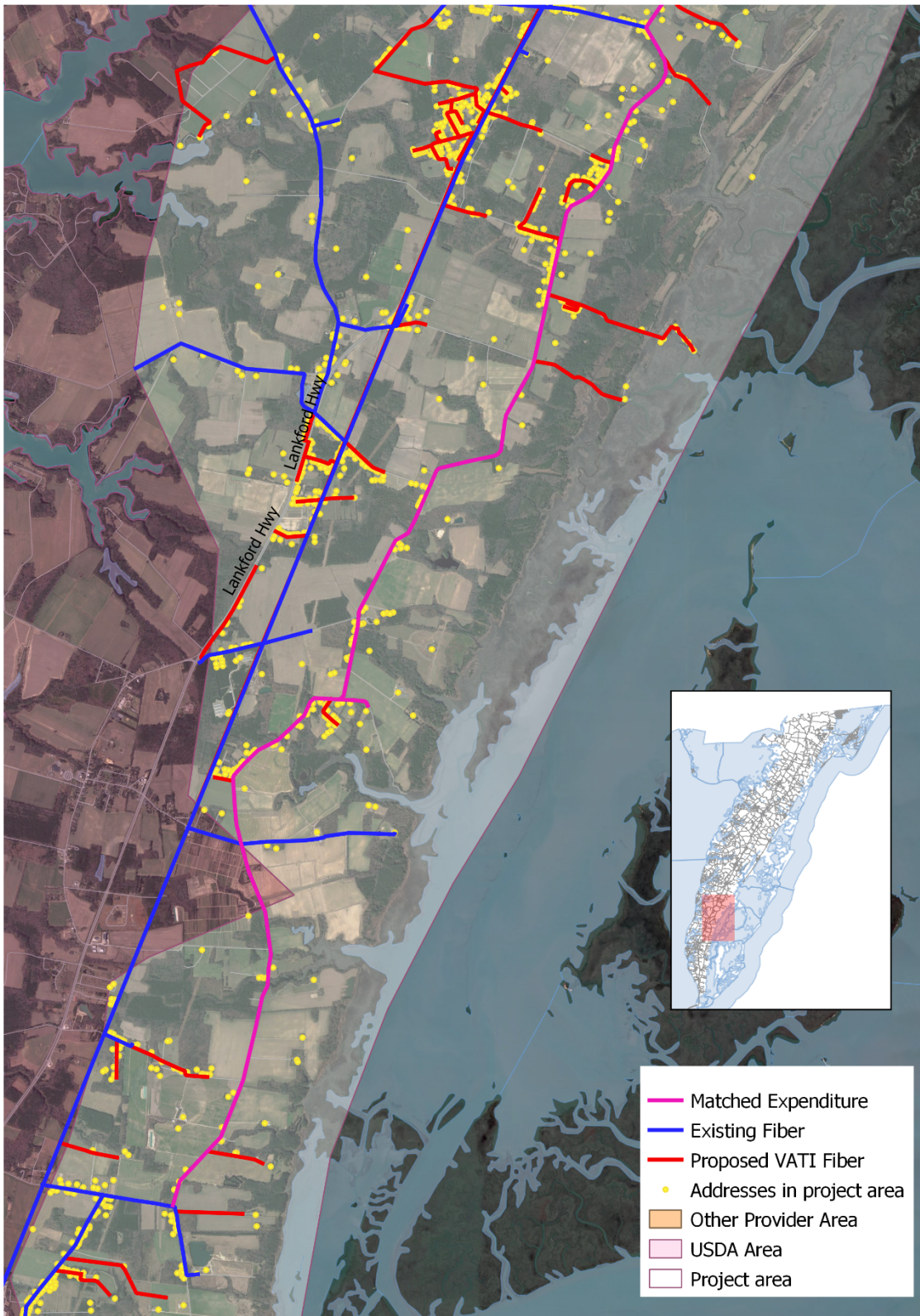
Area 9. Upshurs Neck and Bells Neck



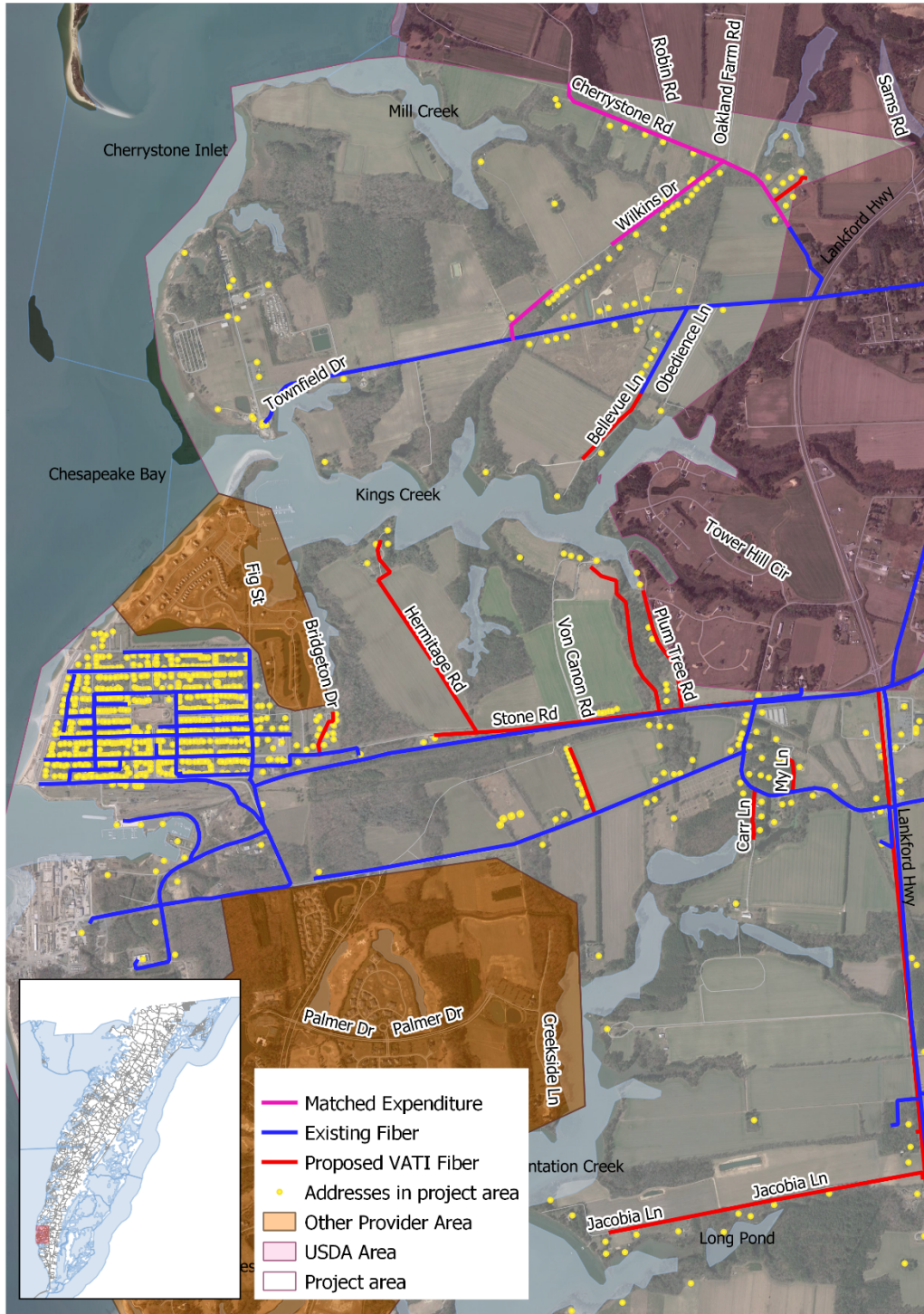
Area 10. Occohannock Neck and South of Exmore



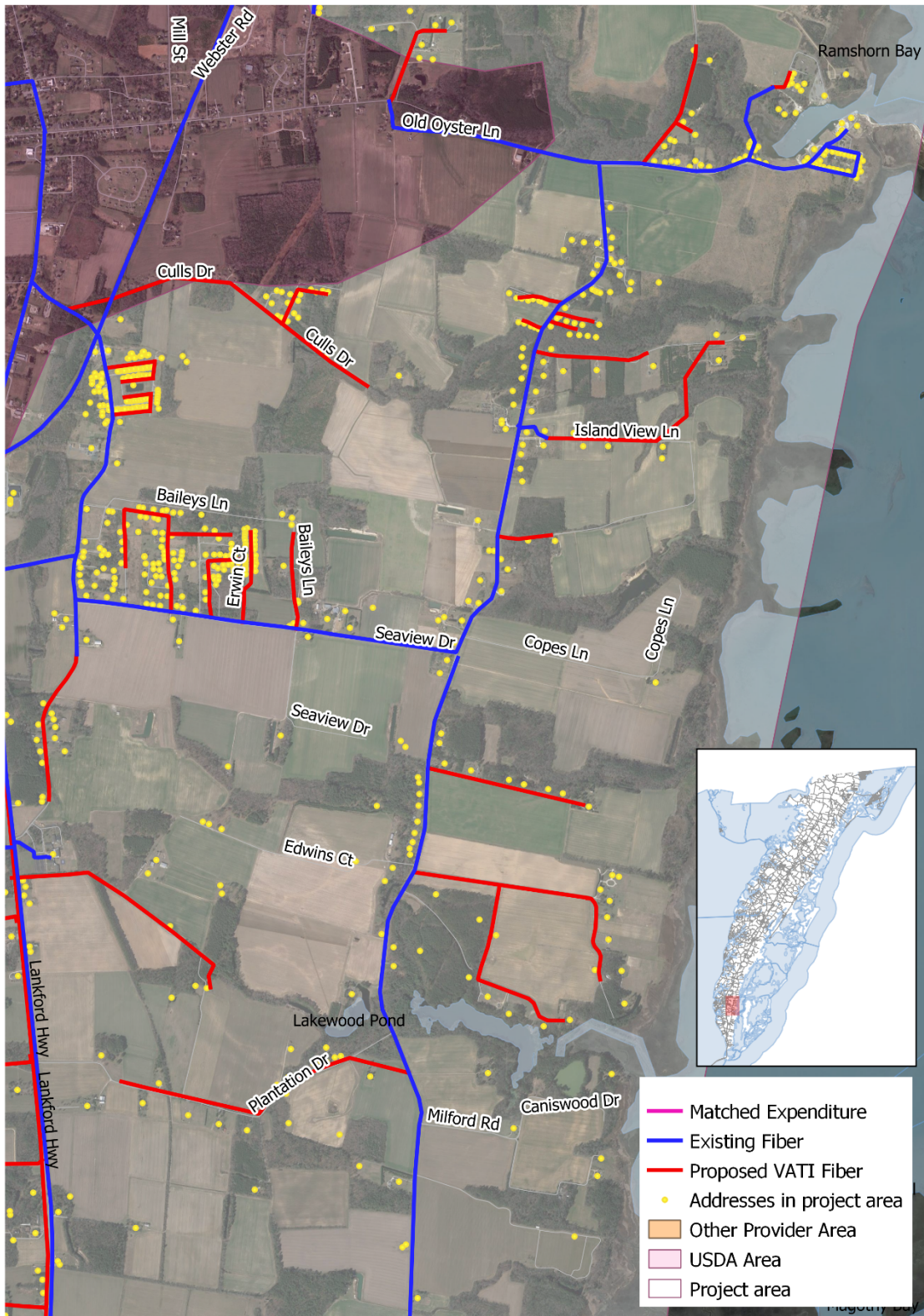
Area 11. Birdsnest area and East of Wilsonia Neck



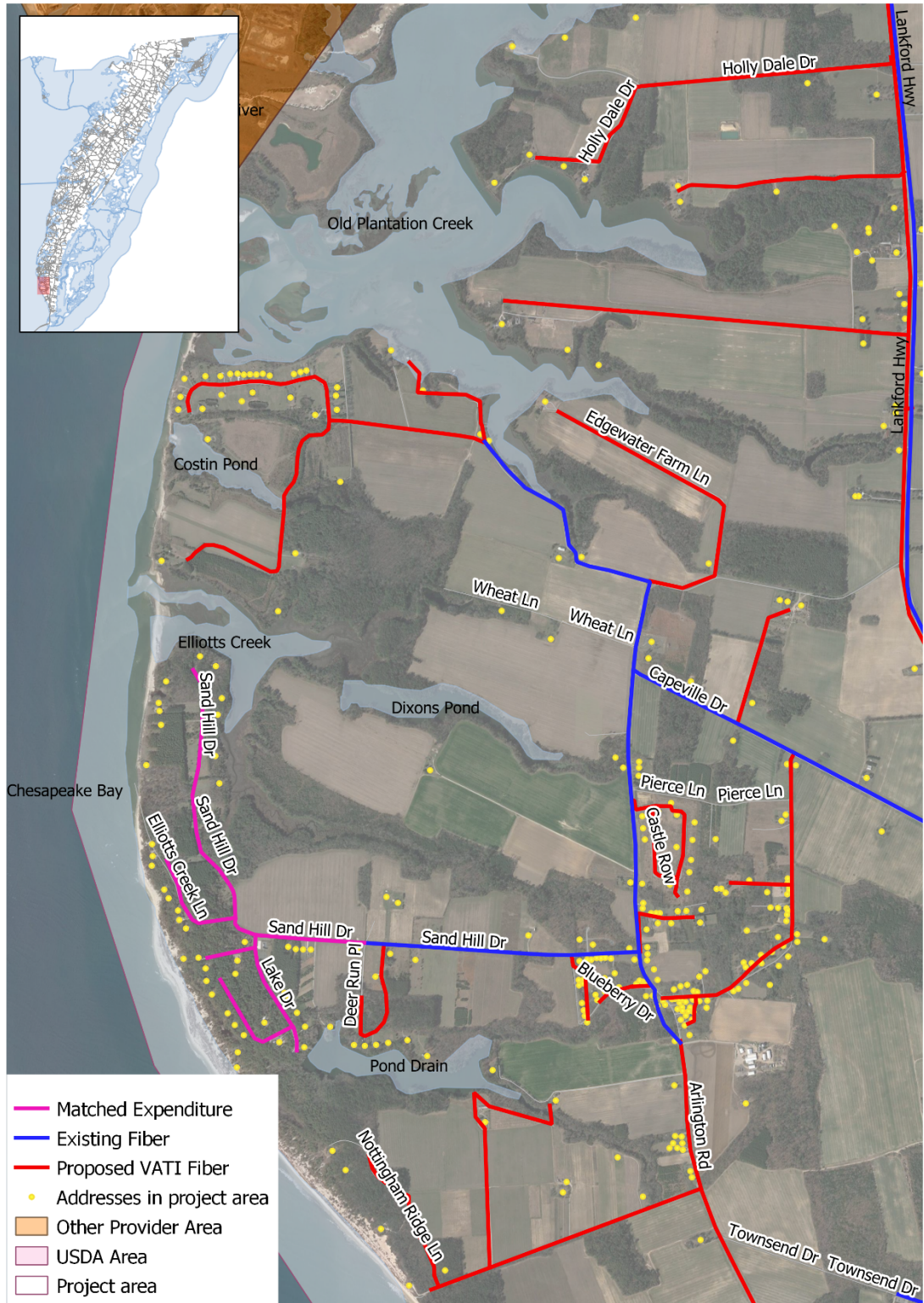
Area 12. Cape Charles: The South & North side that is shaded in brownish-red is an area that exclusively uses Charter for its coverage.



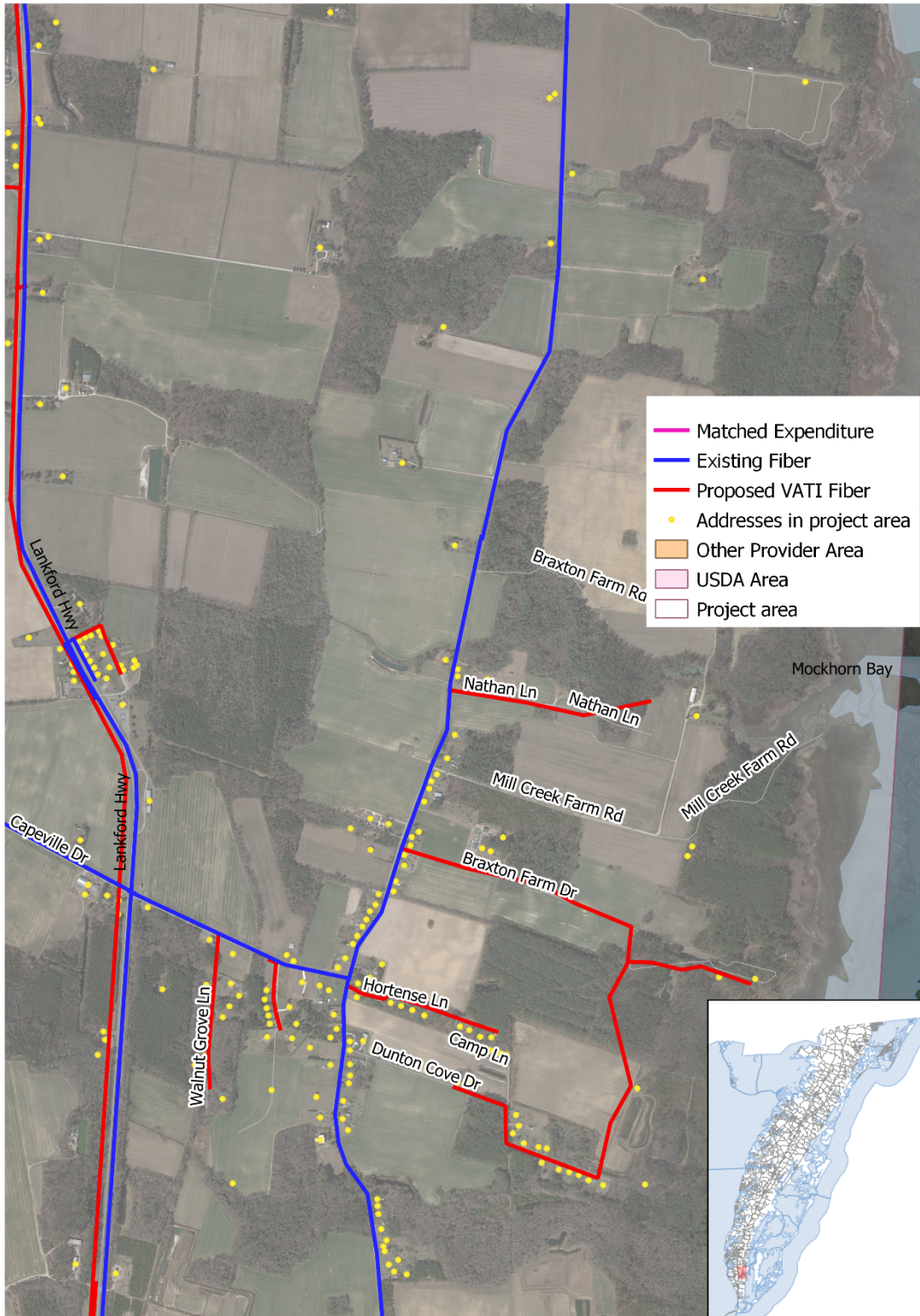
Area 13. Seaview & South Cheriton



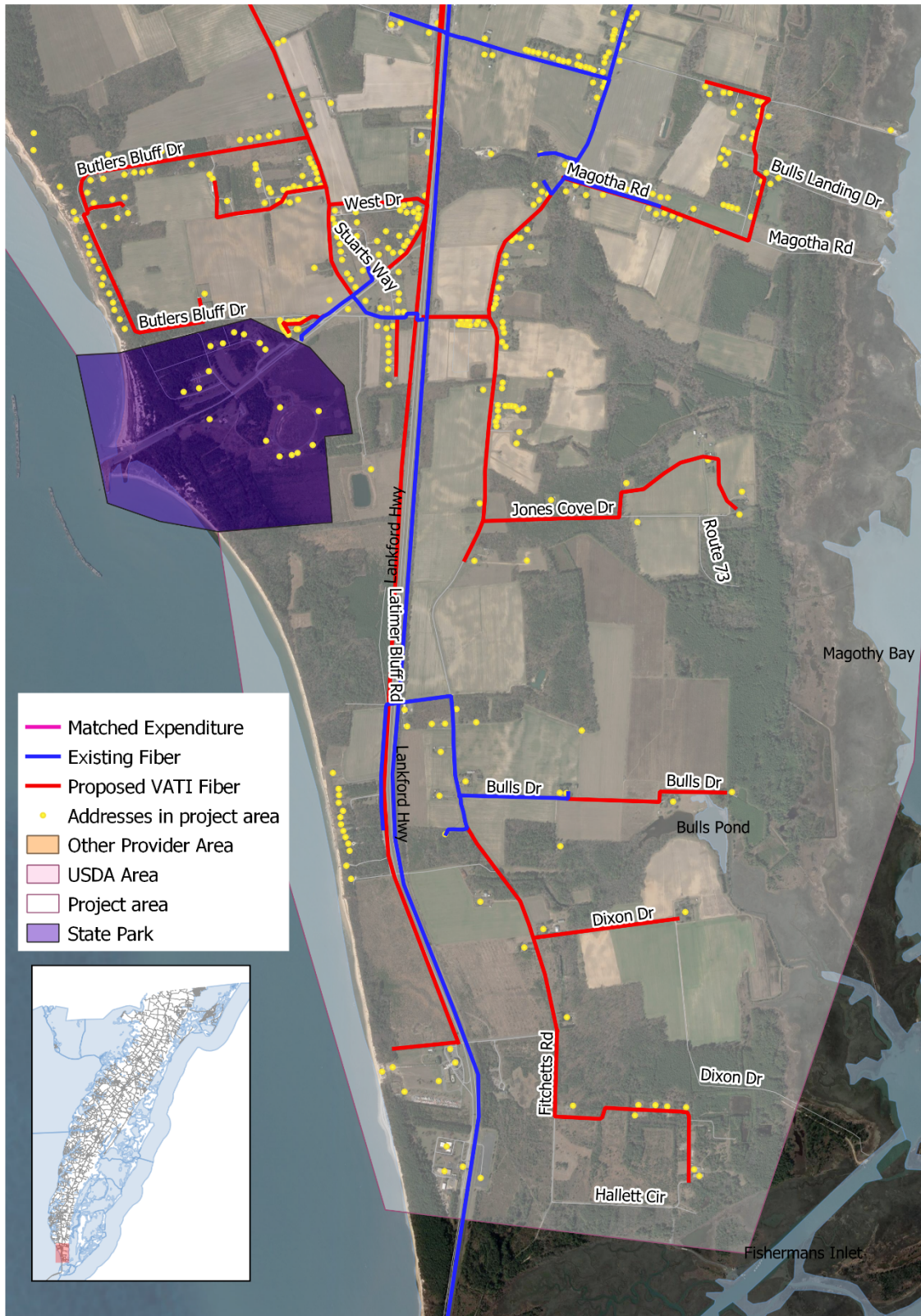
Area 14. Arlington, Sand Hill, and Capeville Areas



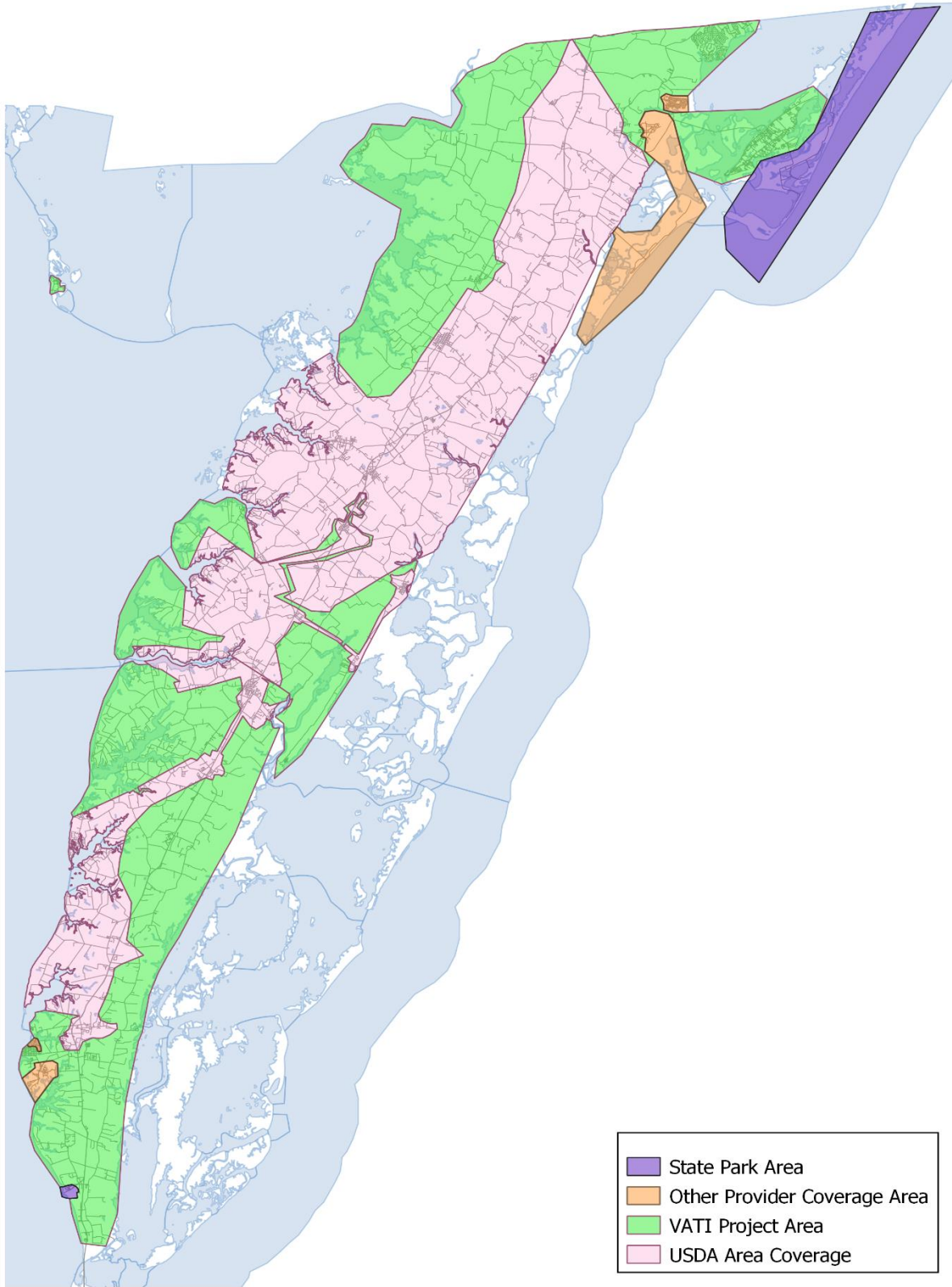
Area 15. Capeville Area



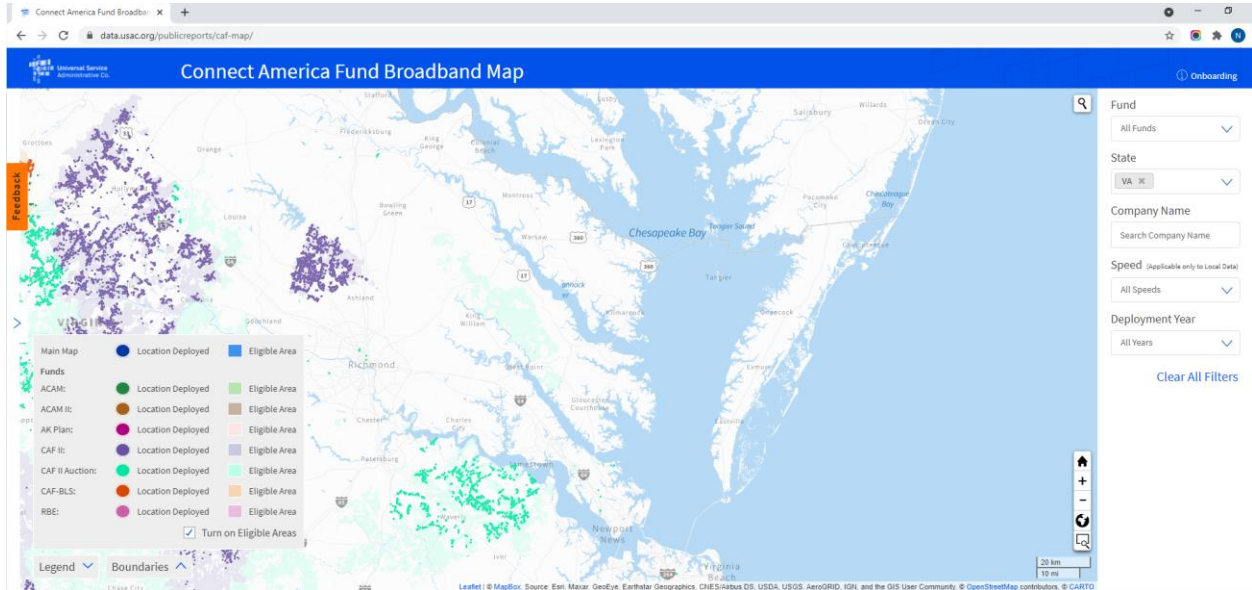
Area 16. Kiptopeke & Townsend Area



Attachment 2 : Documentation of Federal Funding Area



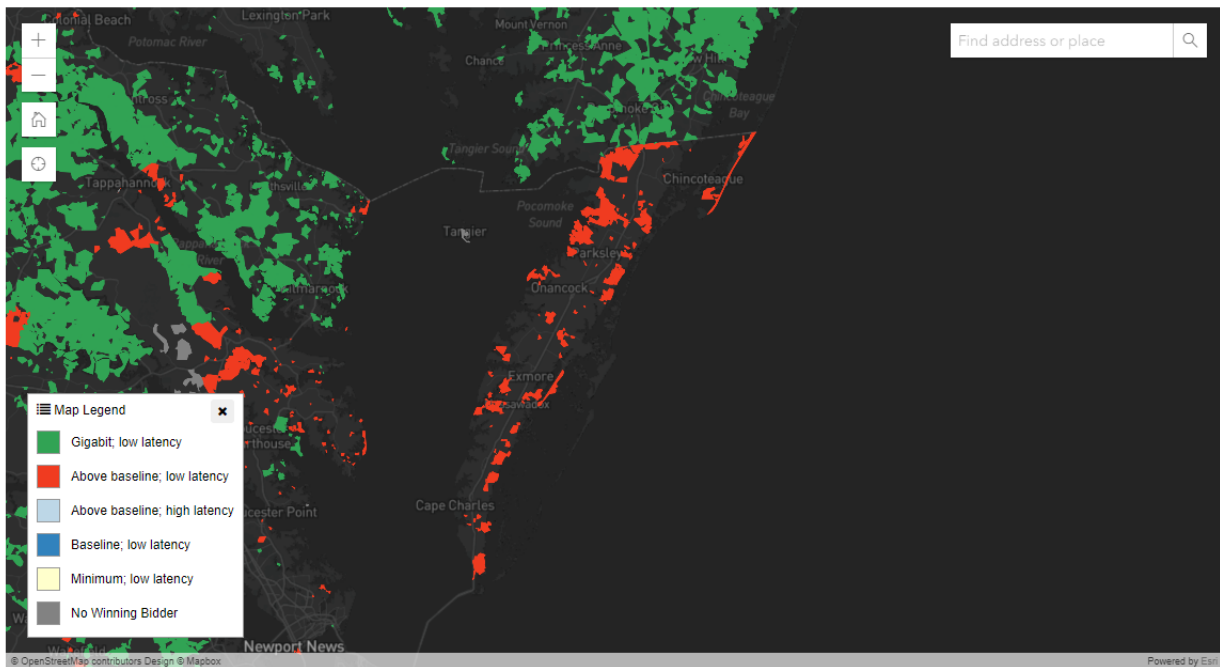
Documentation of no Connect America Fund deployed in project area:



Documentation of RDOF in project area:

Rural Digital Opportunity Fund Phase I Results

Data as of 12/07/20



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	0
Businesses (non-home based)	0
Businesses (home-based)	0
Community Anchors	0
Non-residential	0
Total Number of RDOF Passings	0

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

Definitions

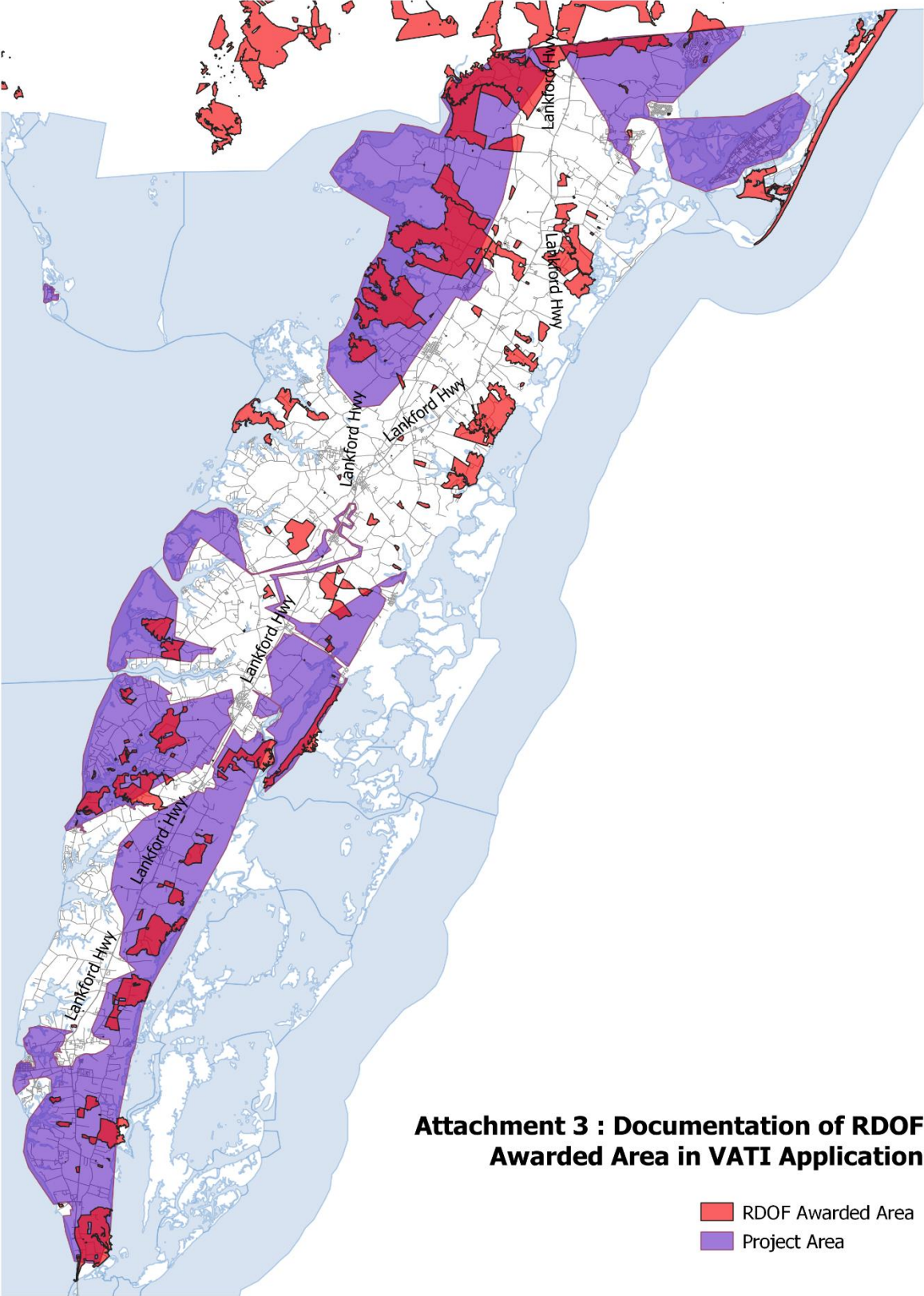
Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

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.

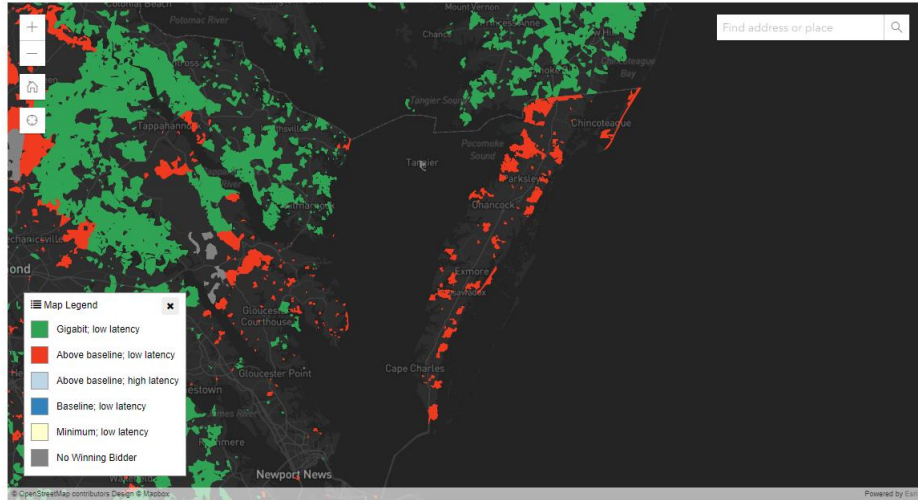
Attachment 3: Documentation of RDOF Awarded Area in VATI Application



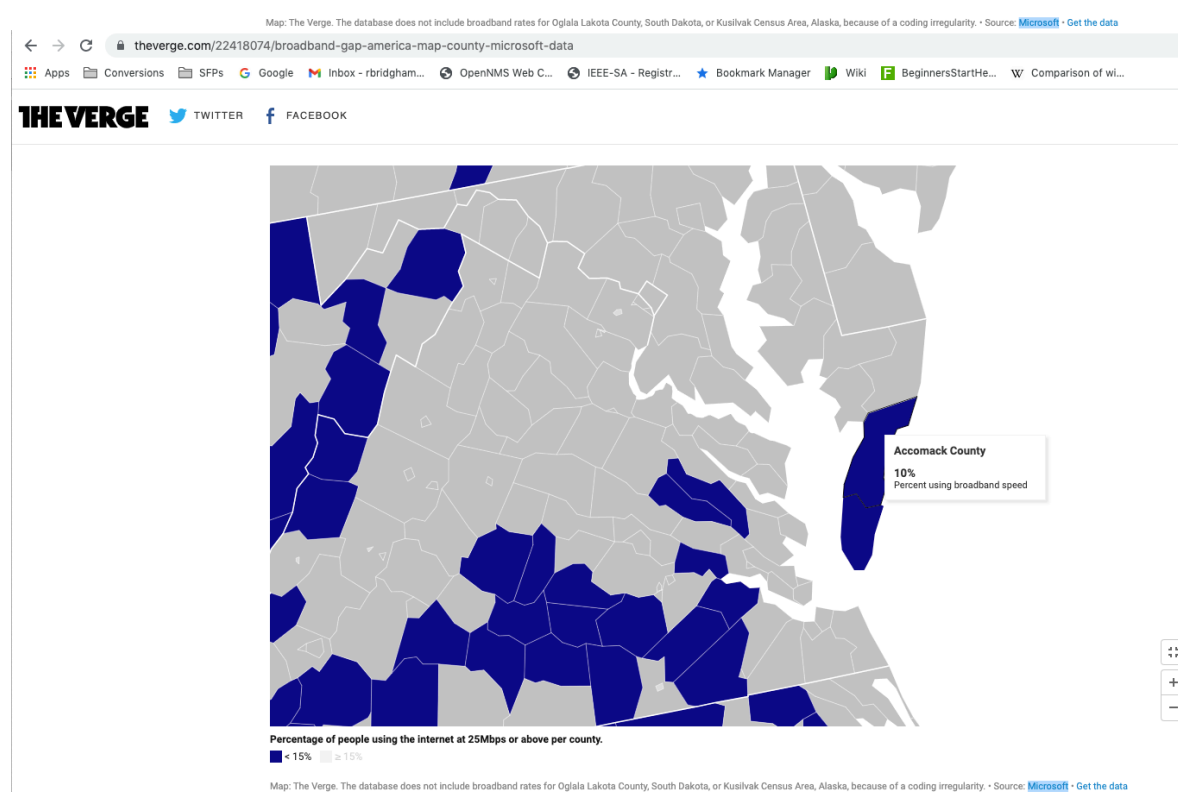
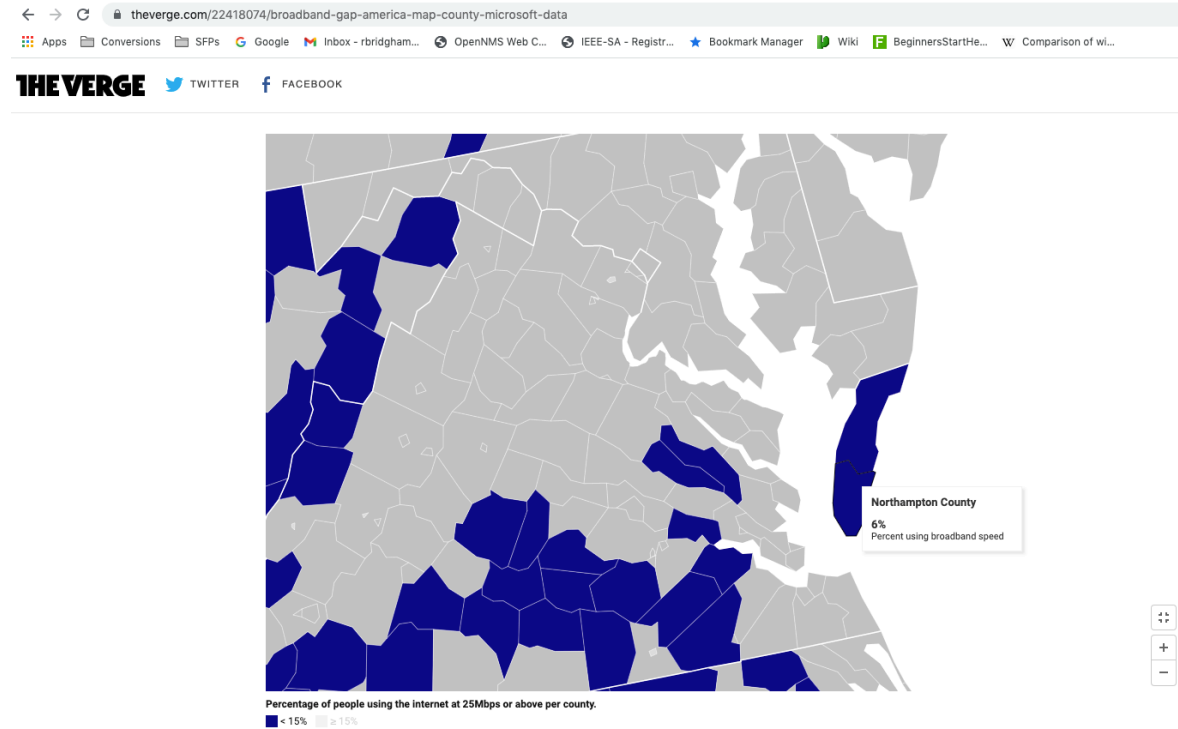
Home / Reports & Research / Maps /

Rural Digital Opportunity Fund Phase I Results

Data as of 12/07/20

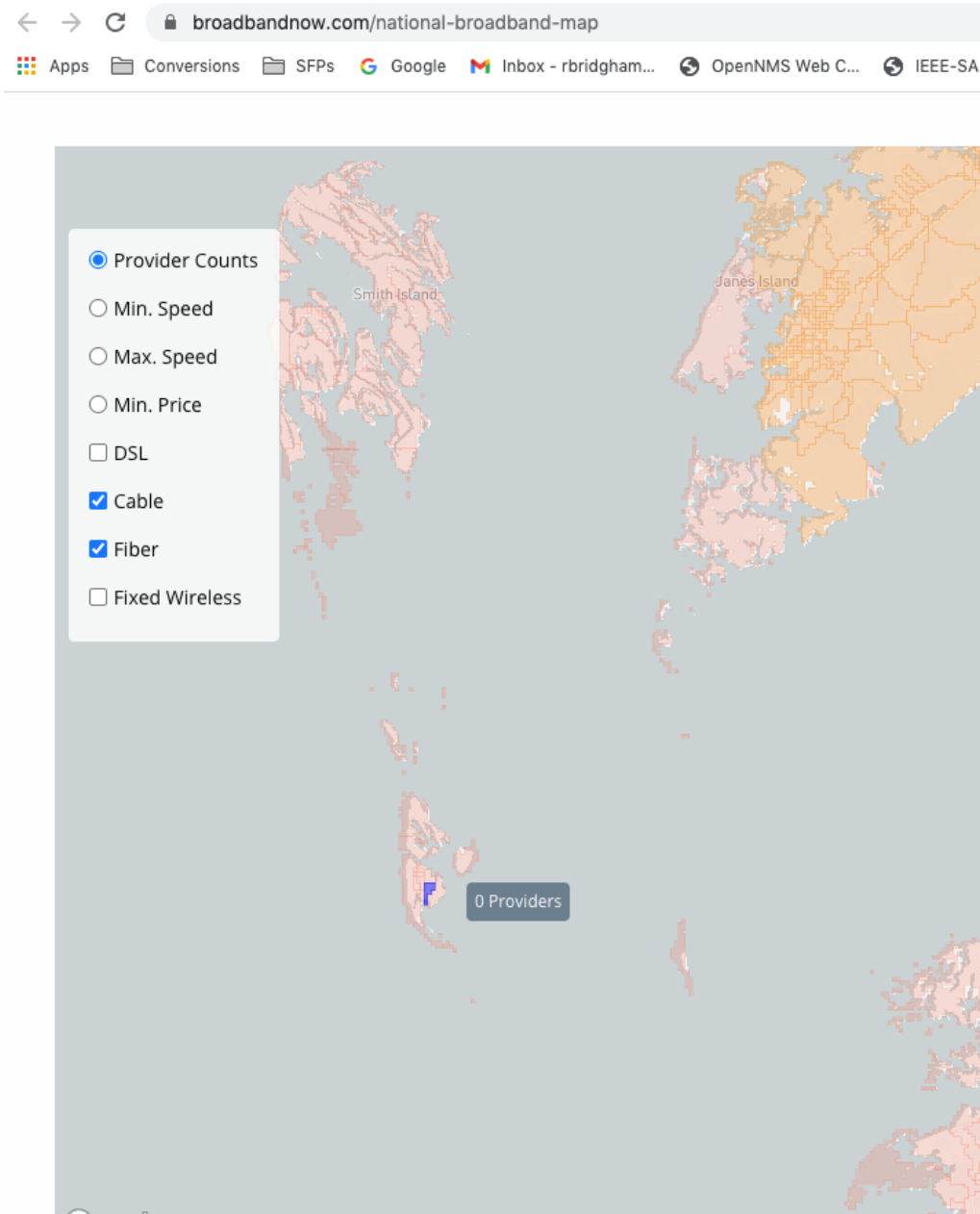


The Eastern Shore is severely lacking broadband as defined by the FCC and the new Virginia VATI FY2022 definition of 25/3Mbps. According to the website The Verge <https://www.theverge.com/22418074/broadband-gap-america-map-county-microsoft-data> Northampton County only has 6% broadband coverage and Accomack County only has 10%:



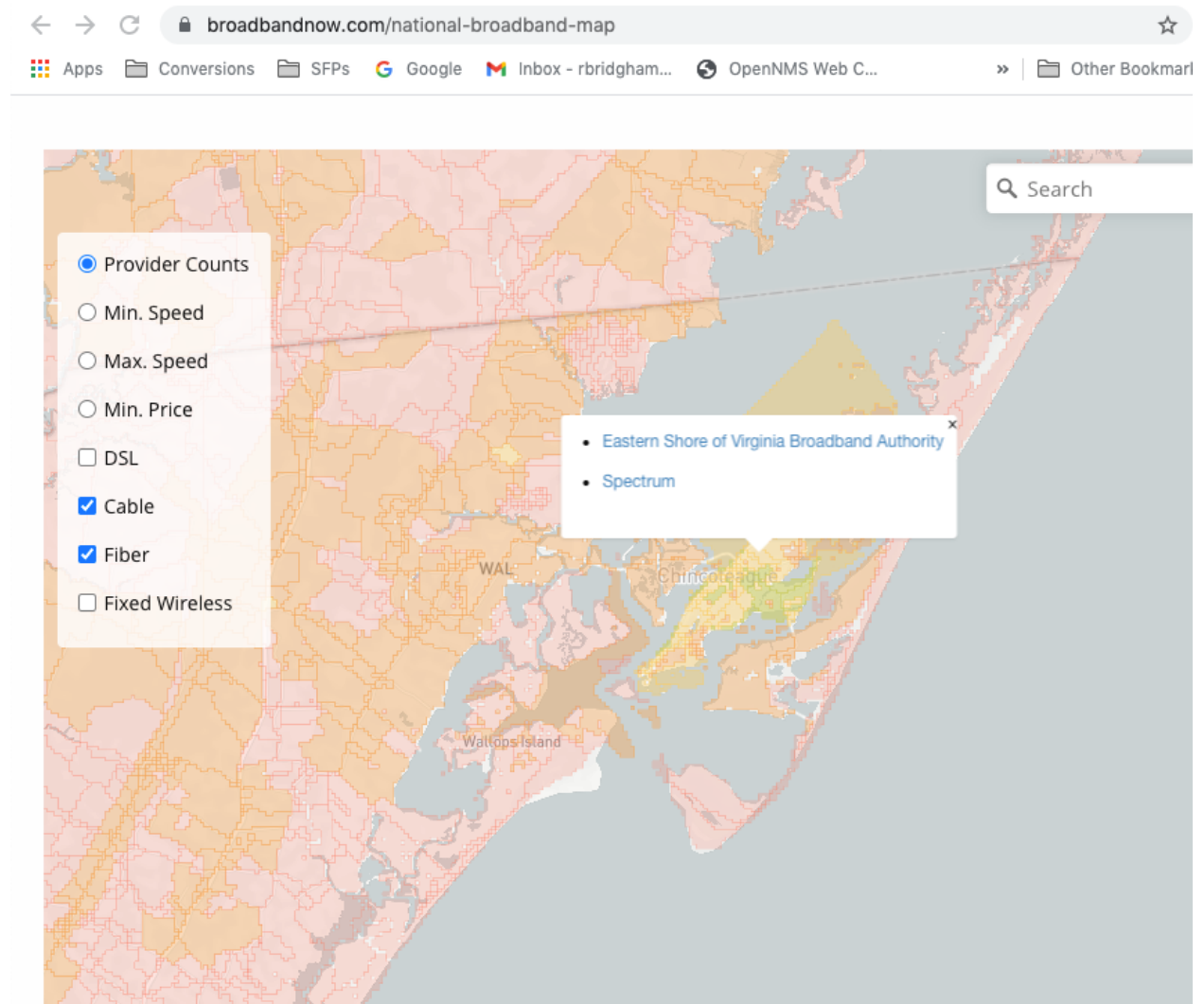
The ESVBA has been operating in both Accomack and Northampton Counties for the past 13-years and is very familiar with the coverage of providers on the shore. During that time, we have been reported by many end-users of the Shore that broadband does not exist in most areas on the shore. Attached below, we used Broadbandnow.com's National Broadband maps to show the coverage areas based upon our areas enumerated in our Project Area upload file.

Area 1. Tangier Island



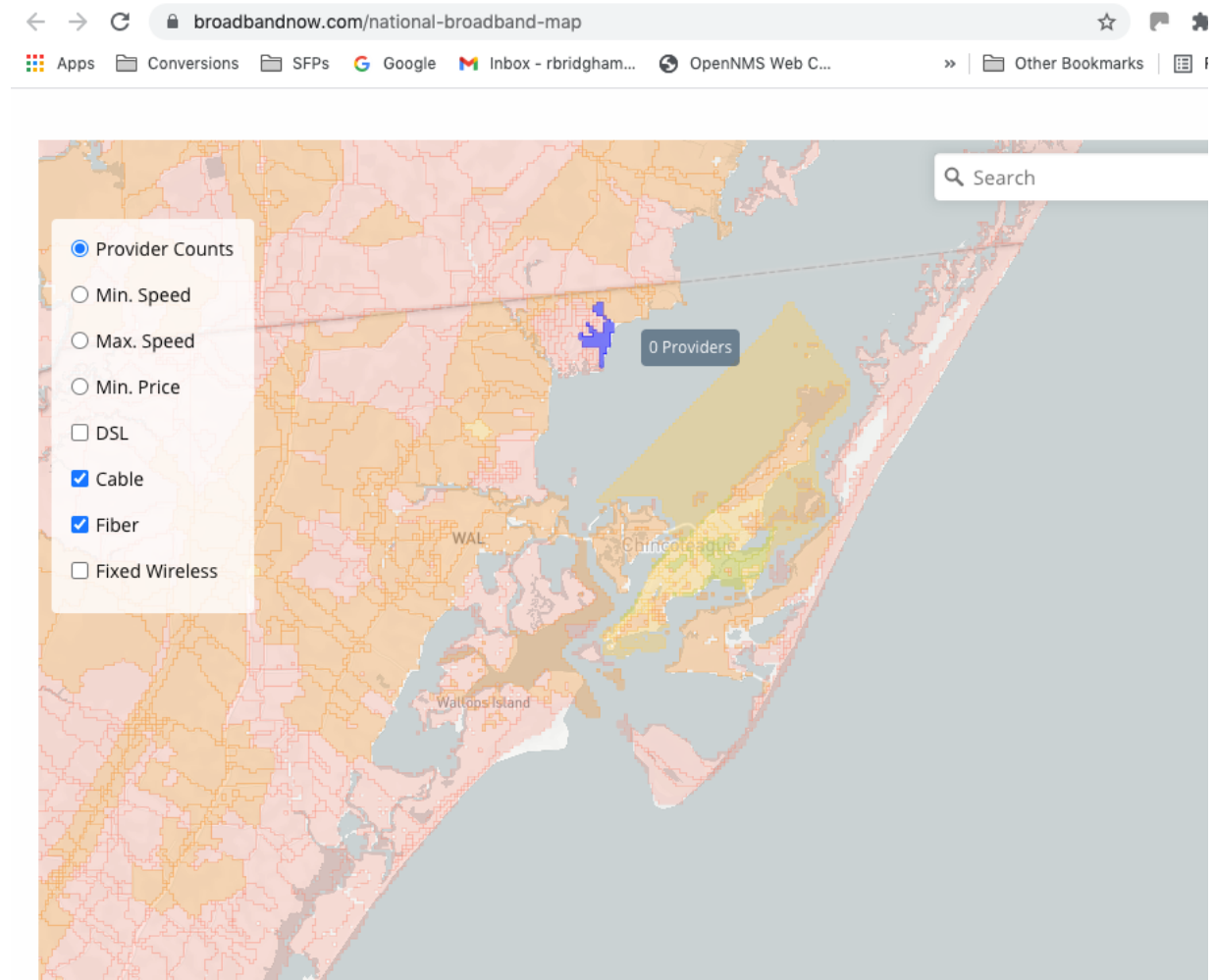
The ESVBA is the only provider to service Tangier with high-speed broadband.

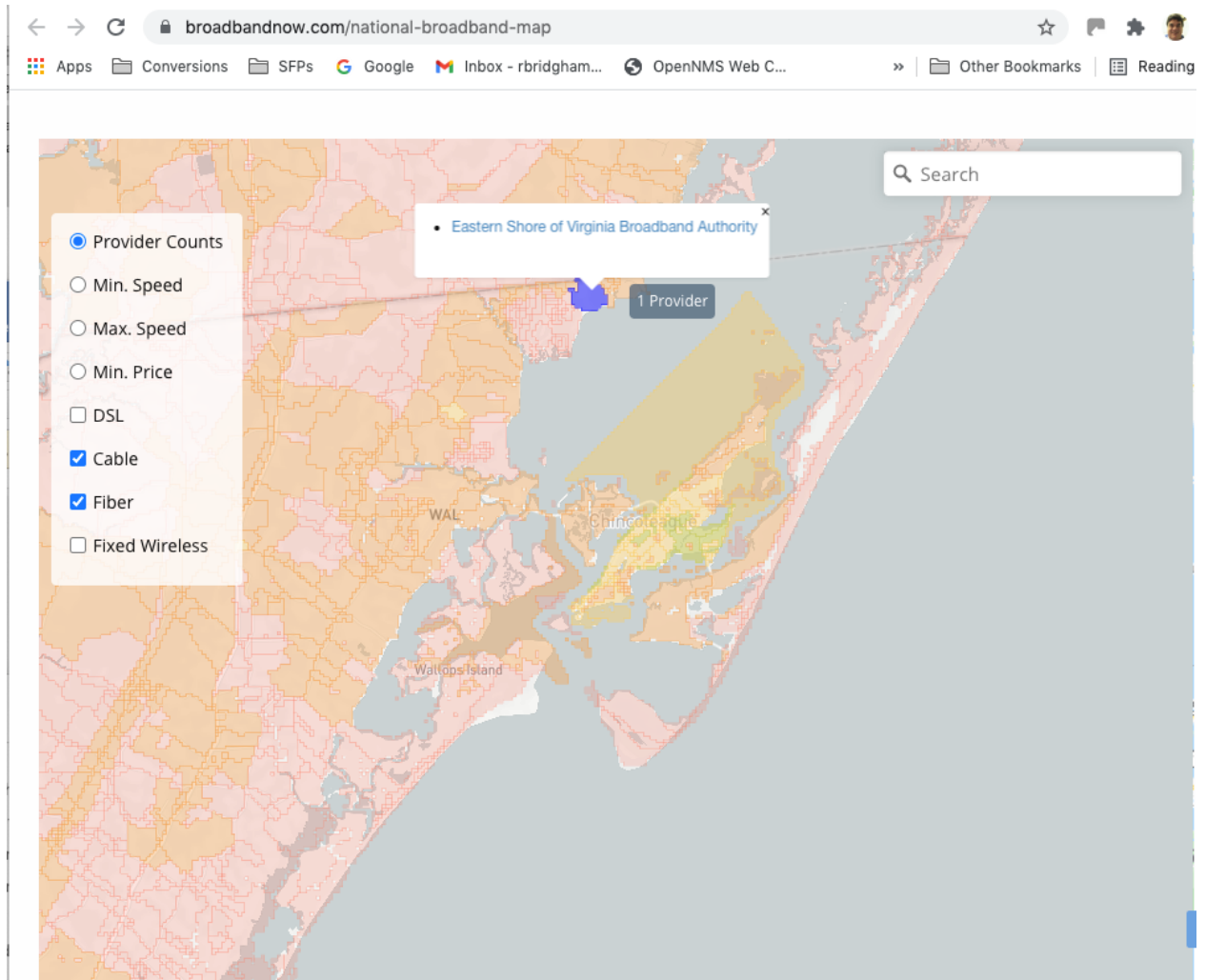
Area 2. Chincoteague Island



ESVBA and Spectrum are both on the Island with spotty coverage on the Island.

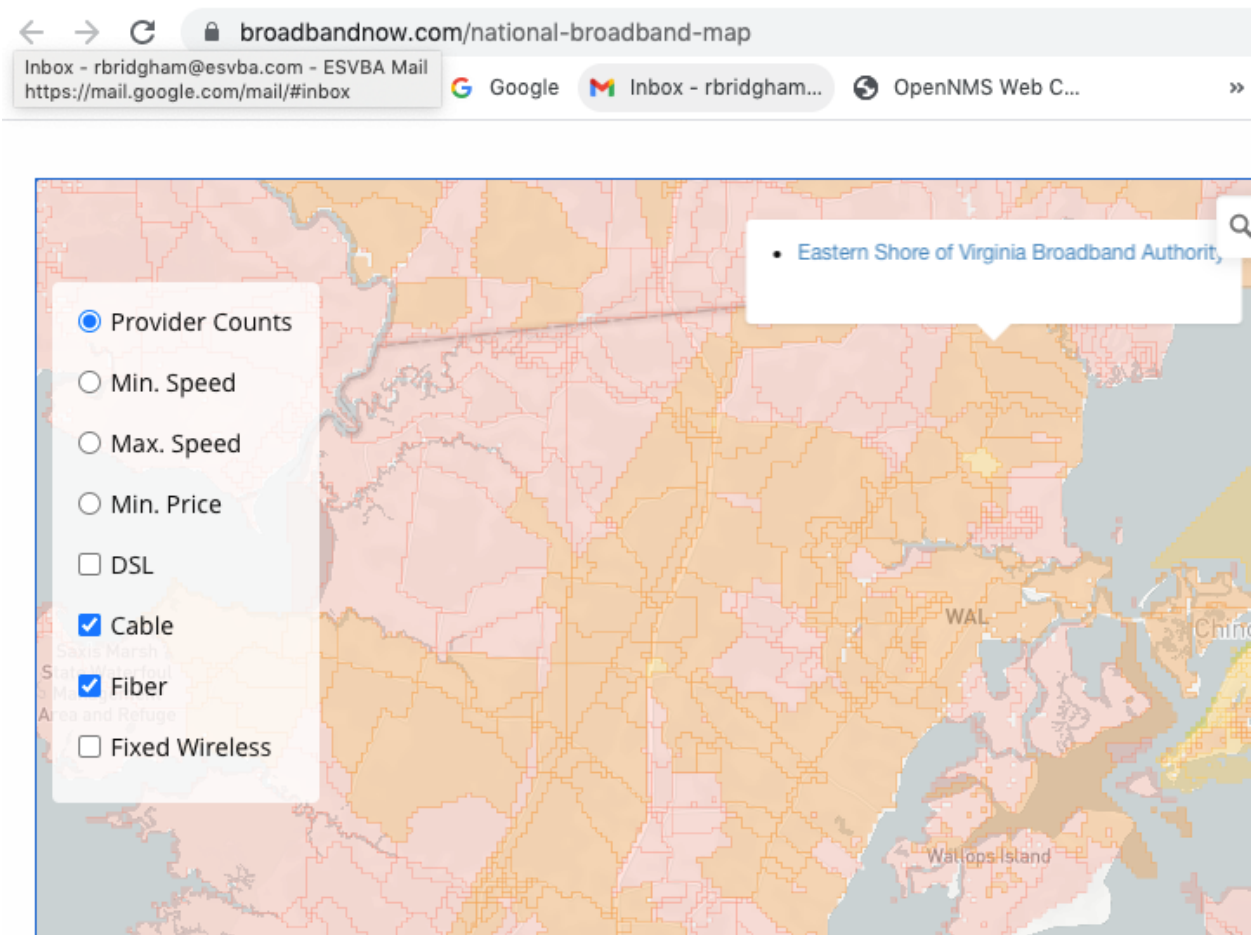
Area 3. Captains Cove and Greenbackville





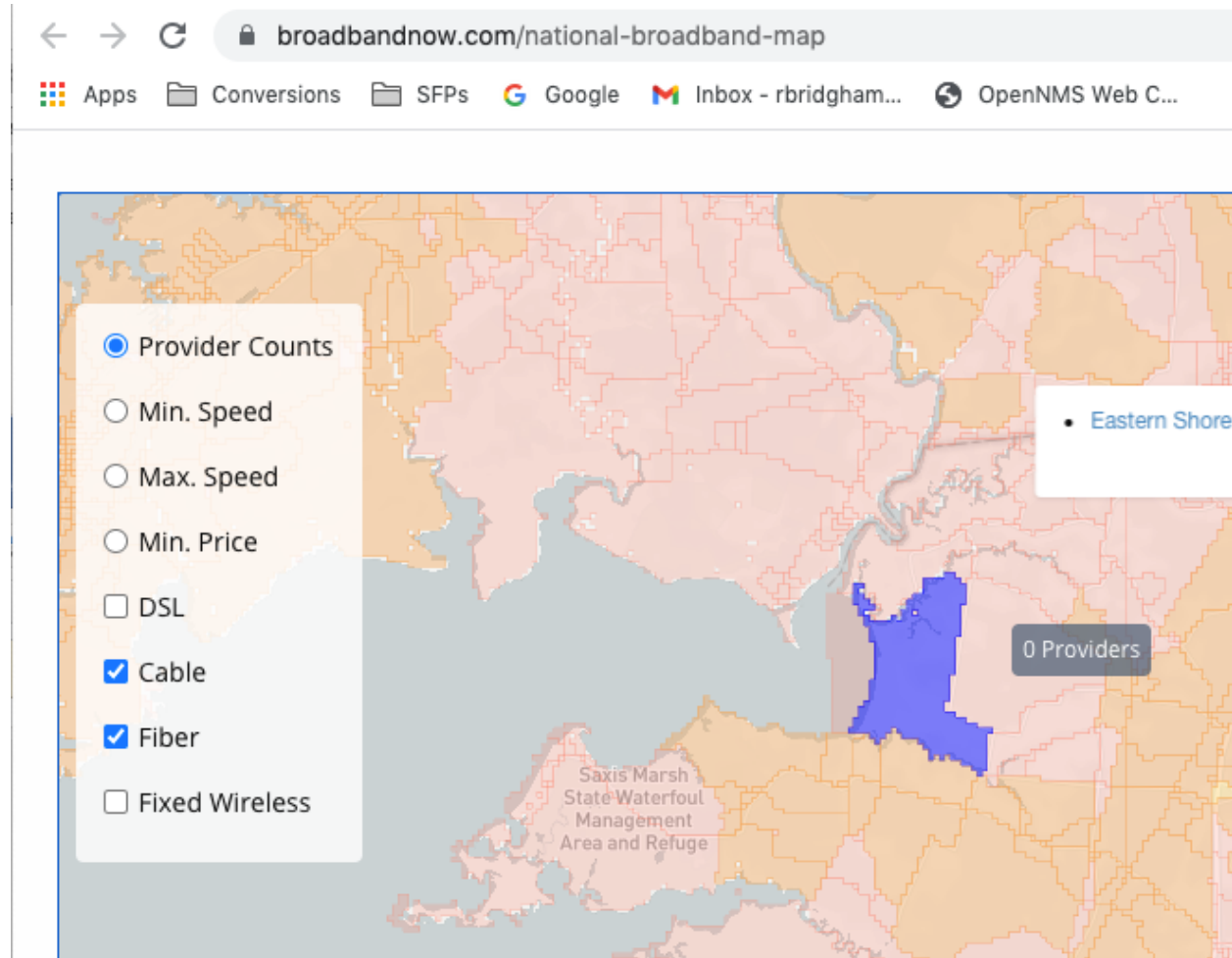
Captains Cove has no high-speed broadband available and neither does Greenbackville.

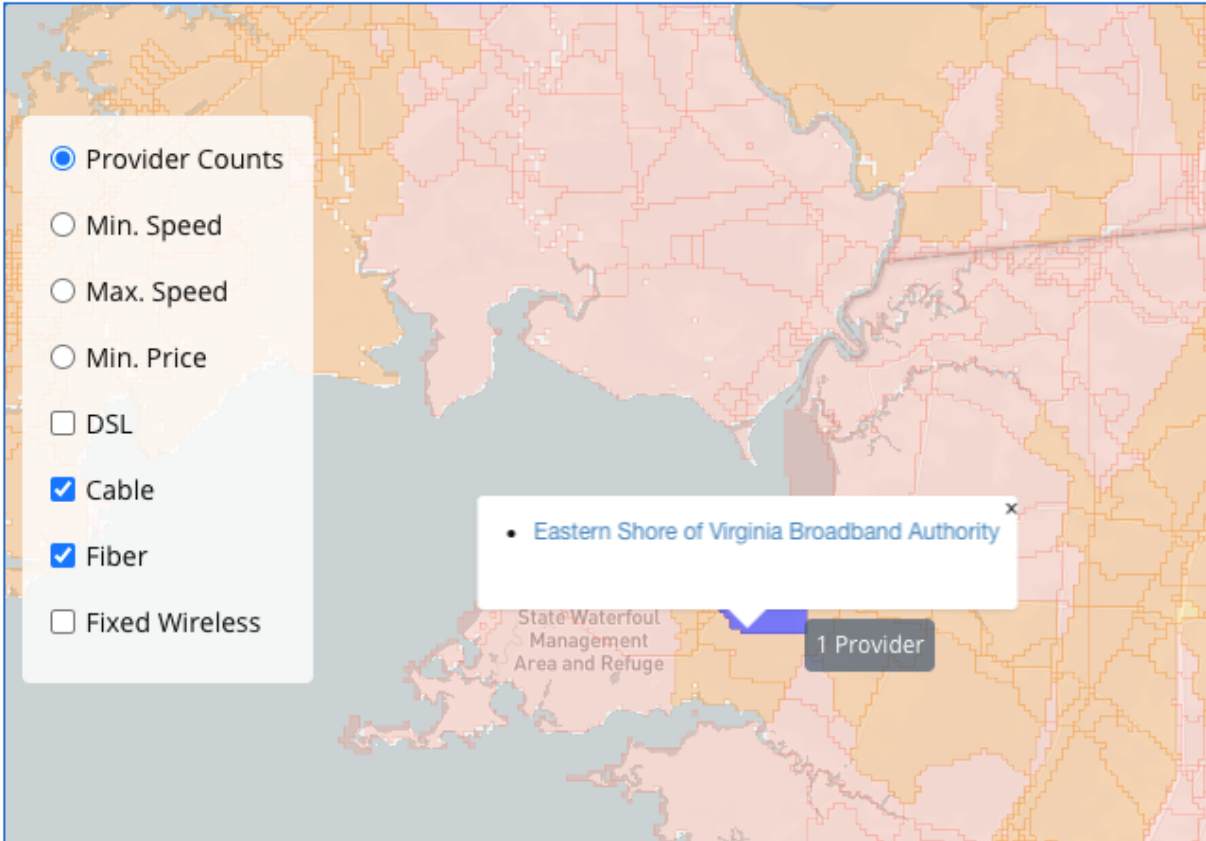
Area 4. Eastern New Church / Horntown:



The ESVBA is the only provider to service the area with high-speed broadband.

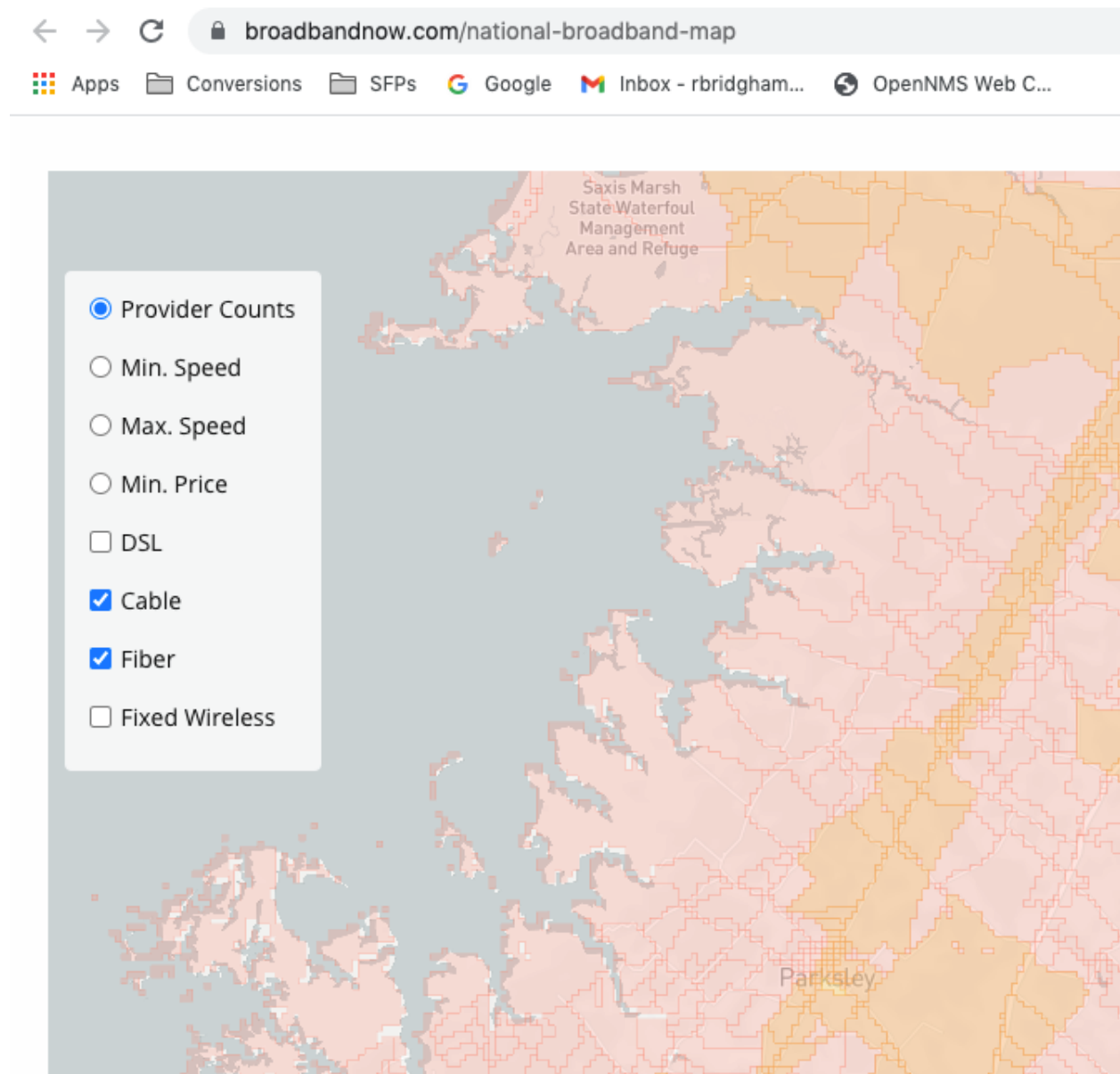
Area 5. Sanford/Saxis





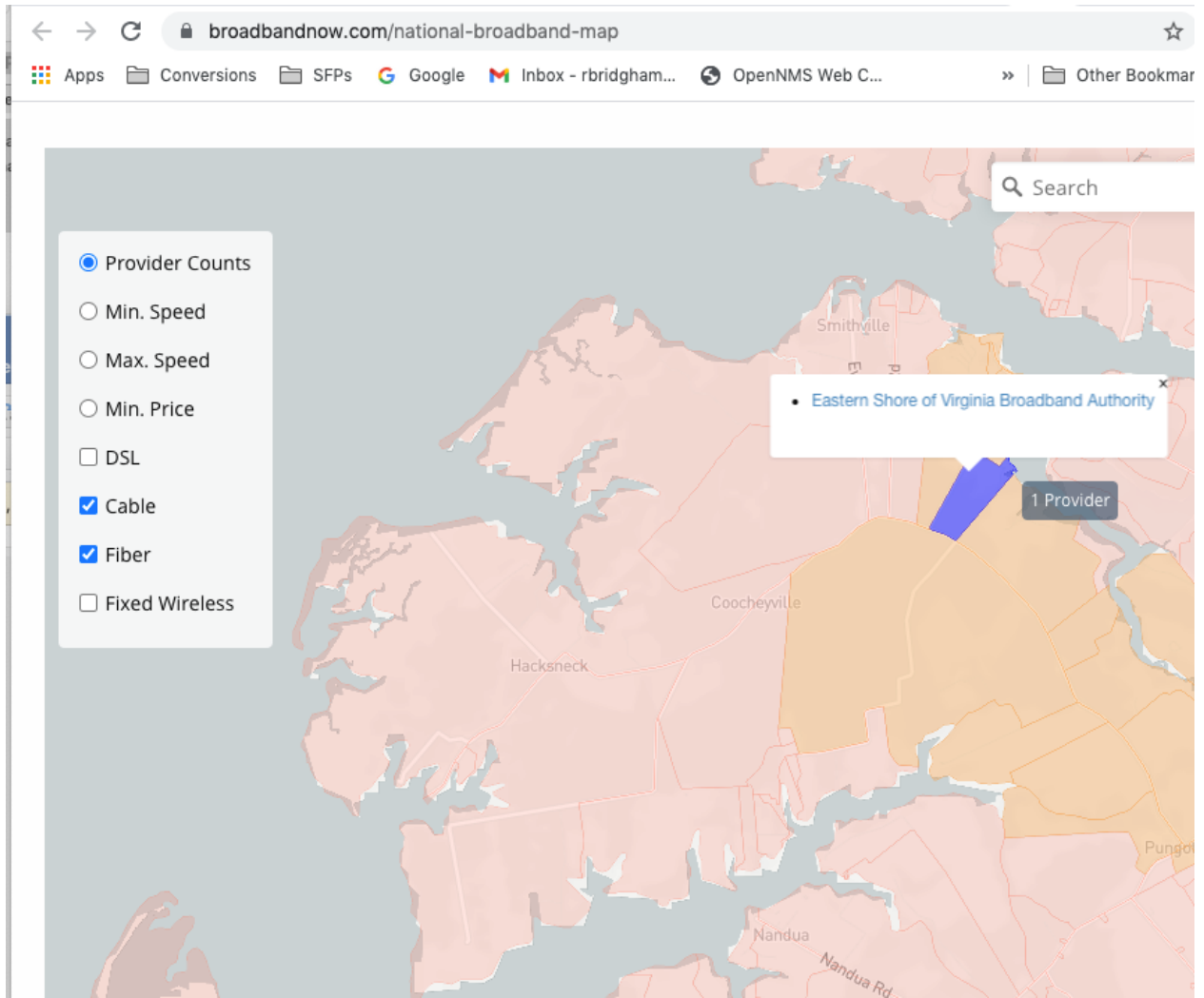
The ESVBA is the only provider to service the area with high-speed broadband.

Area 6. Mid-Western Accomack County



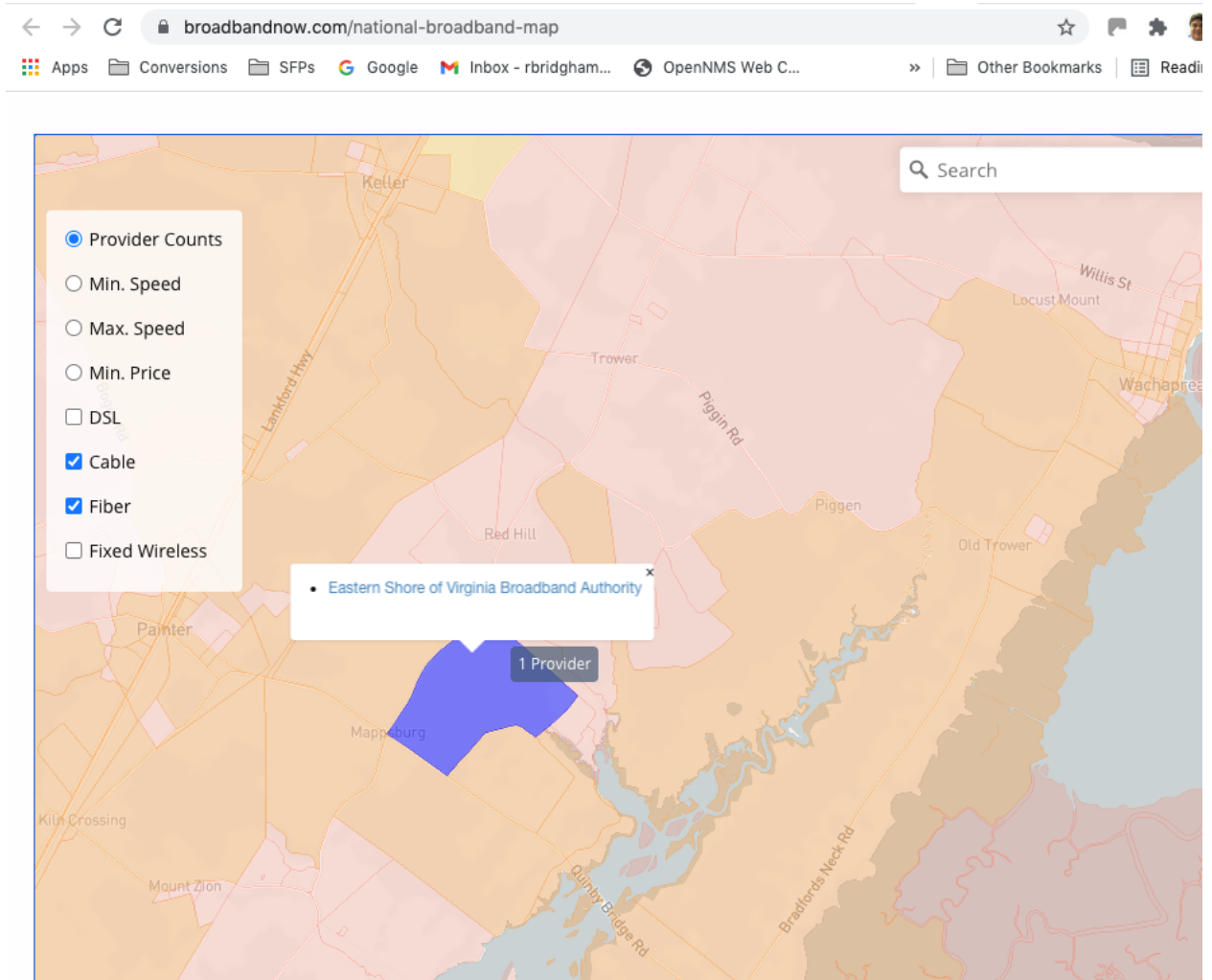
The ESVBA is the only provider to service the area with high-speed broadband.

Area 7. Hacksneck & Harborton



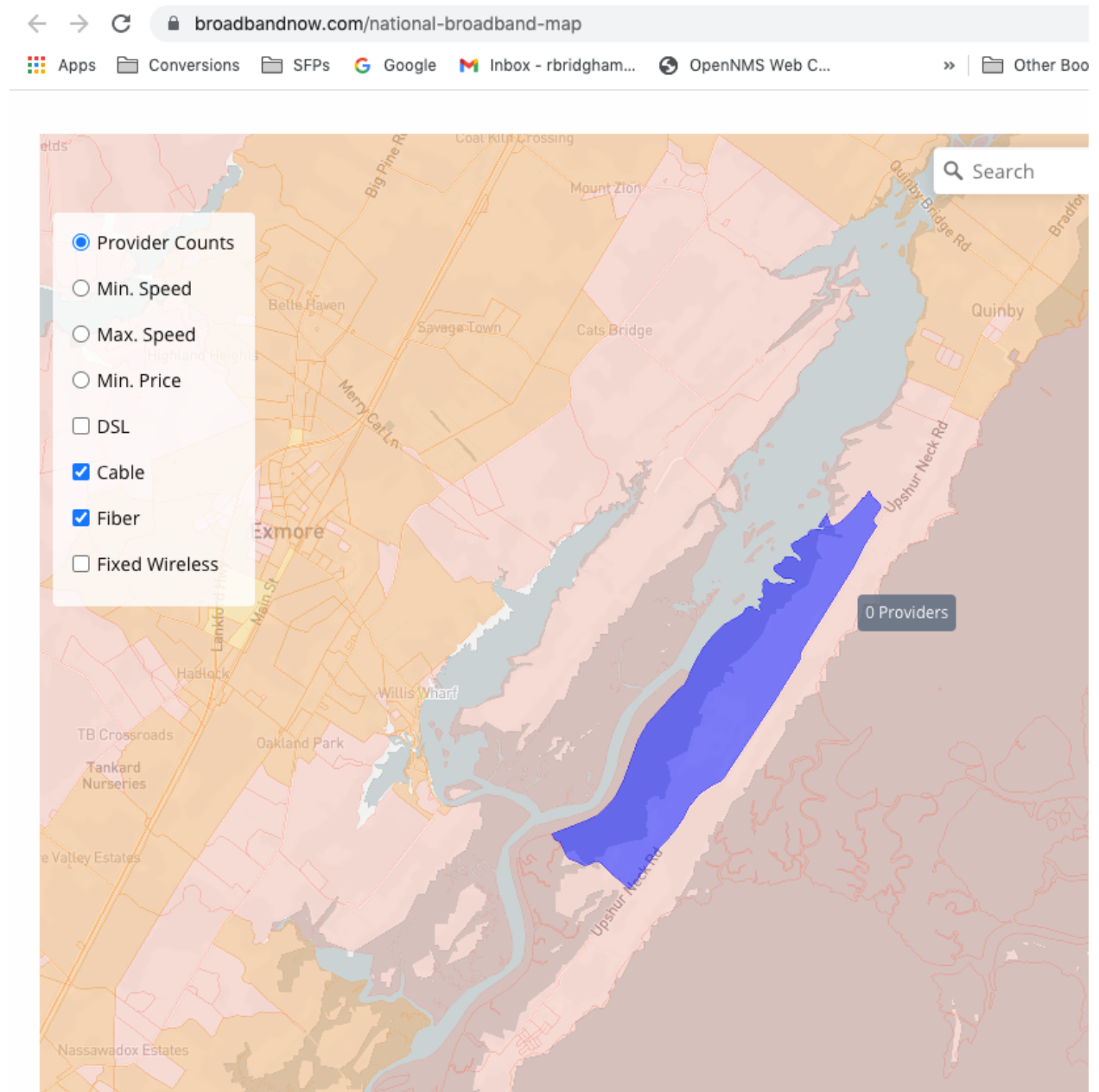
The ESVBA is the only provider to service the area with high-speed broadband.

Area 8. Area North of Quinby



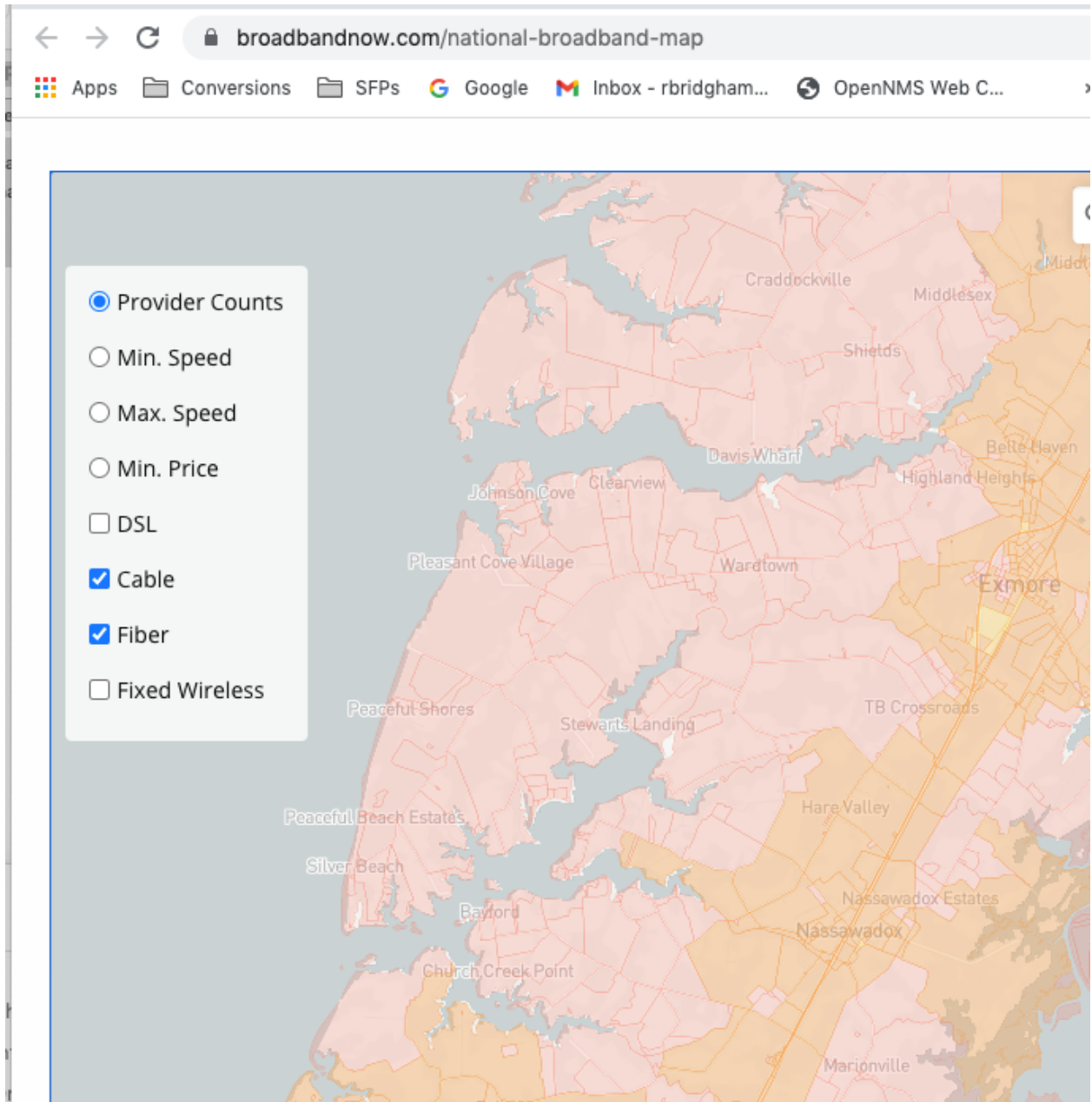
The ESVBA is the only provider to service the area with high-speed broadband.

Area 9. Upshurs Neck and Bells Neck



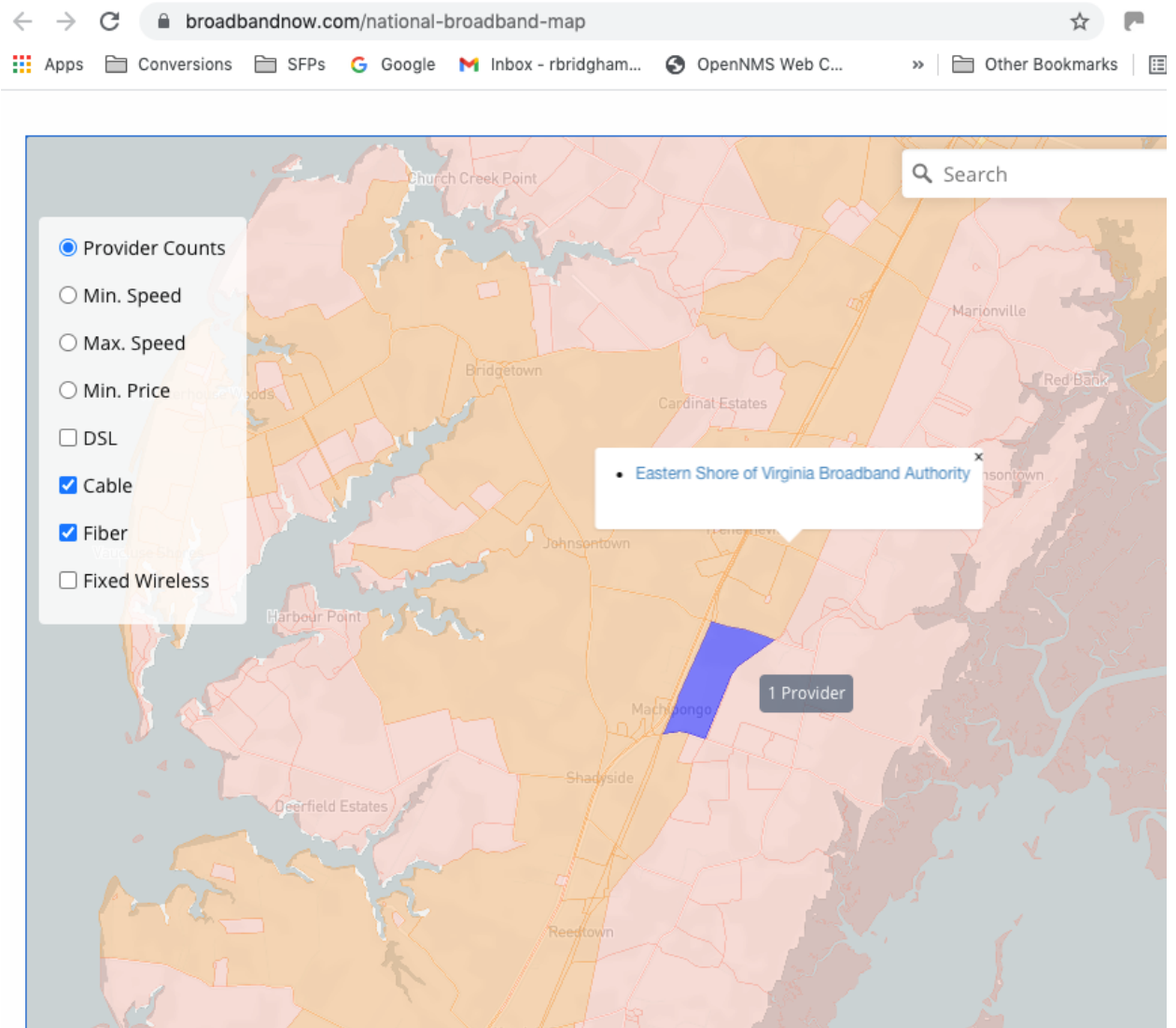
The ESVBA is the only provider to service the area with high-speed broadband.

Area 10. Occohannock Neck



The ESVBA is the only provider to service the area with high-speed broadband.

Area 11. Birdsnest area

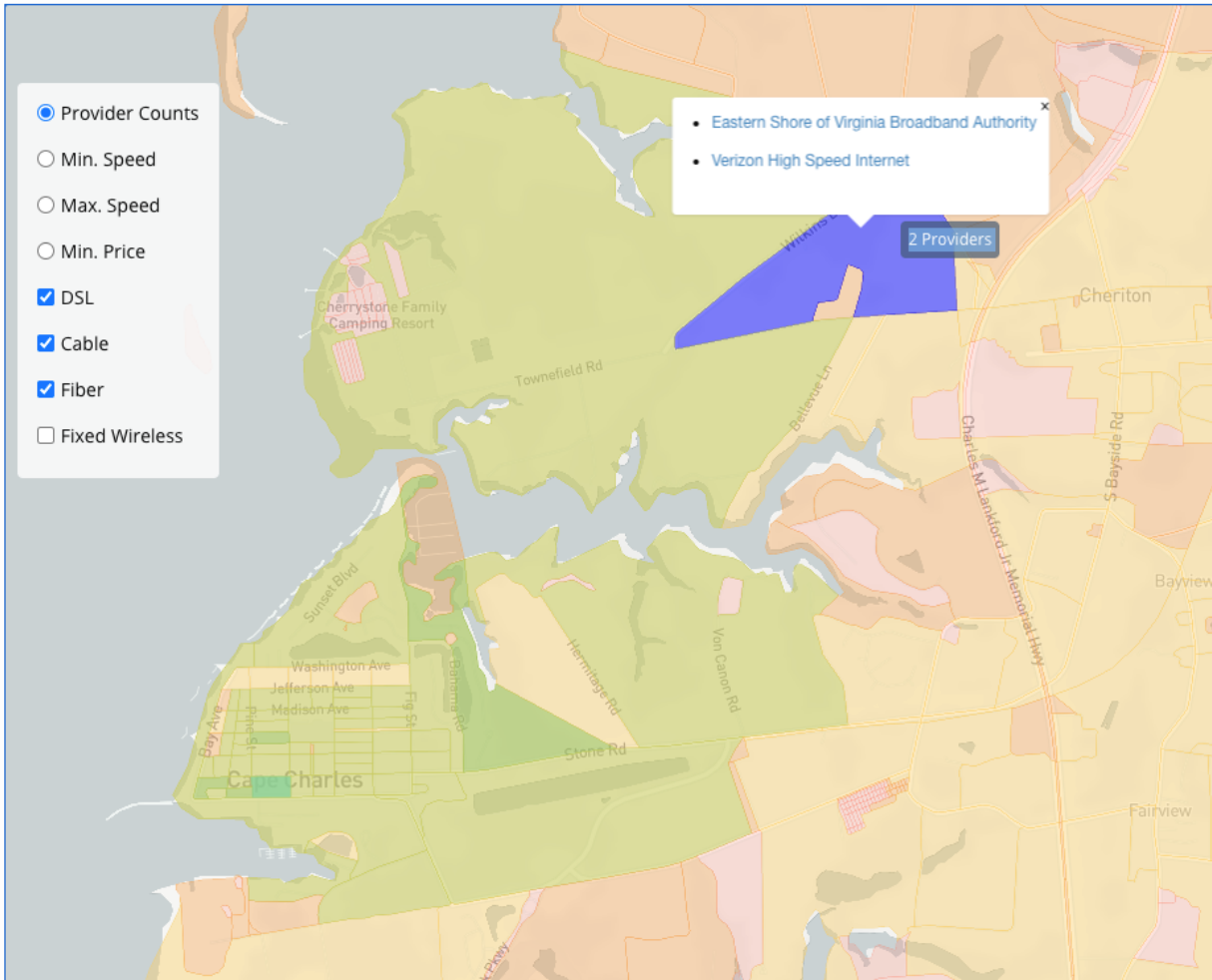


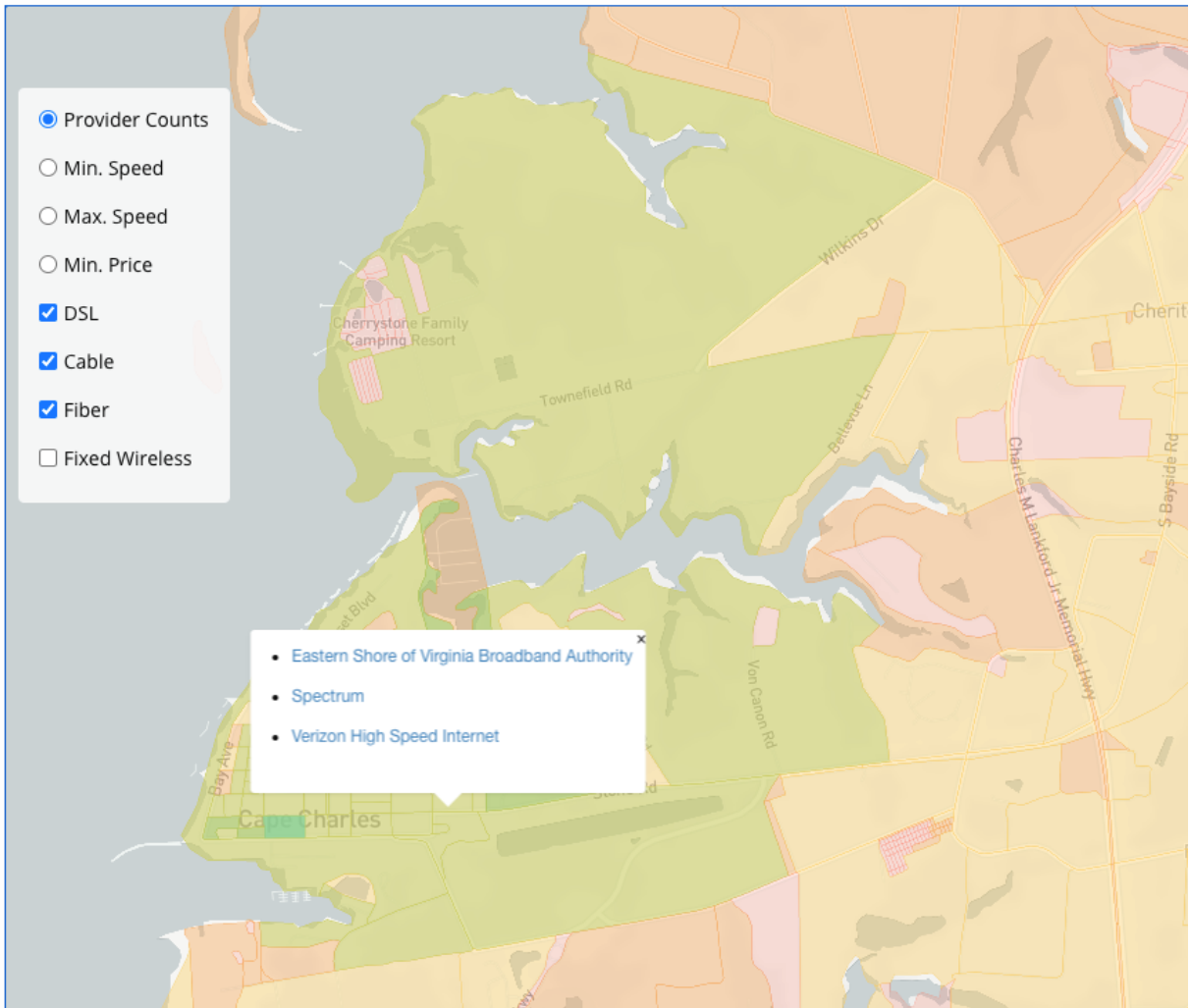
The ESVBA is the only provider to service the area with high-speed broadband.

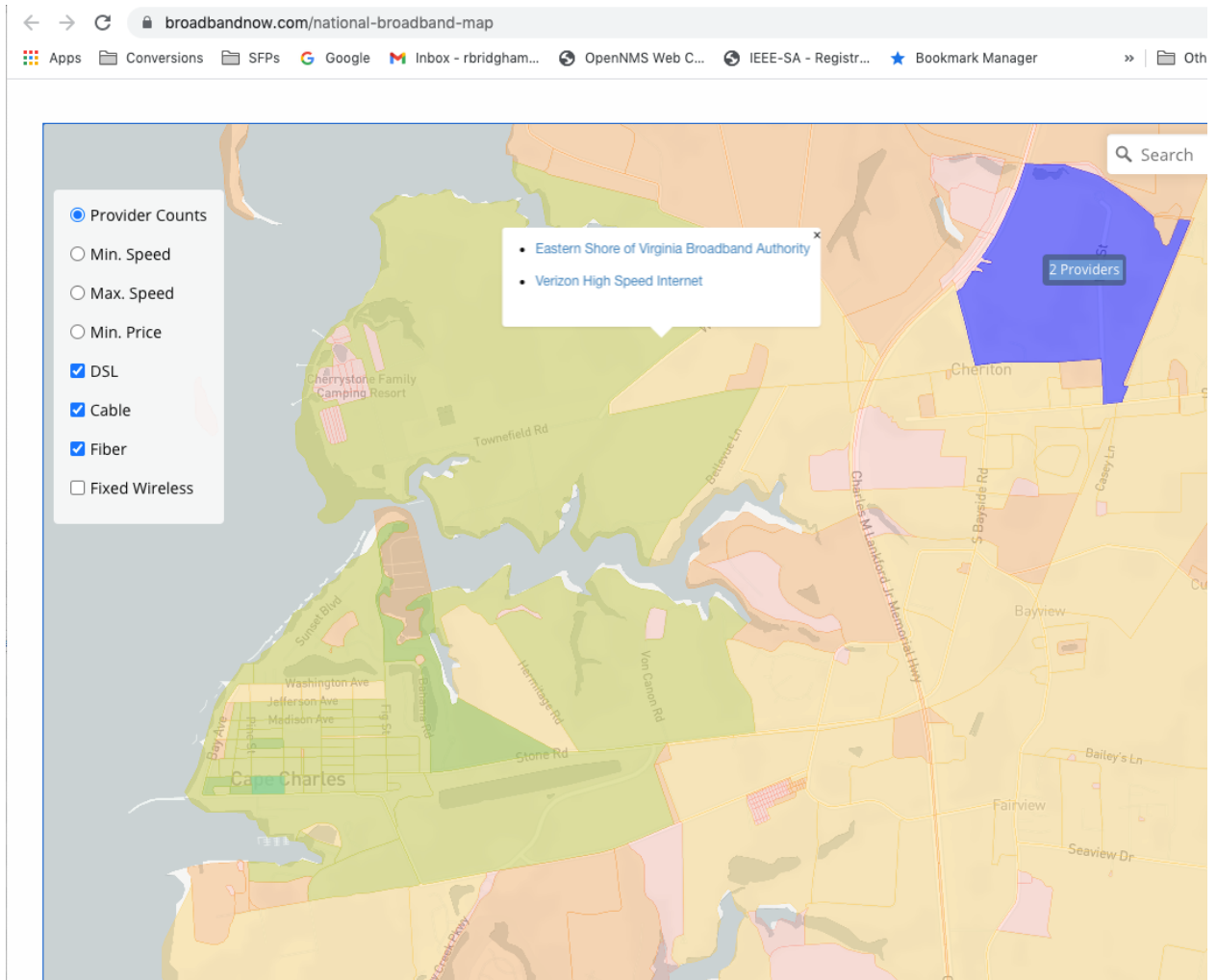
Area 12. Cape Charles:

← → ↻ broadbandnow.com/national-broadband-map

Apps Conversions SFPs Google Inbox - rbridgham... OpenNMS Web C... IEEE-SA - Registr... Bookmark Manager







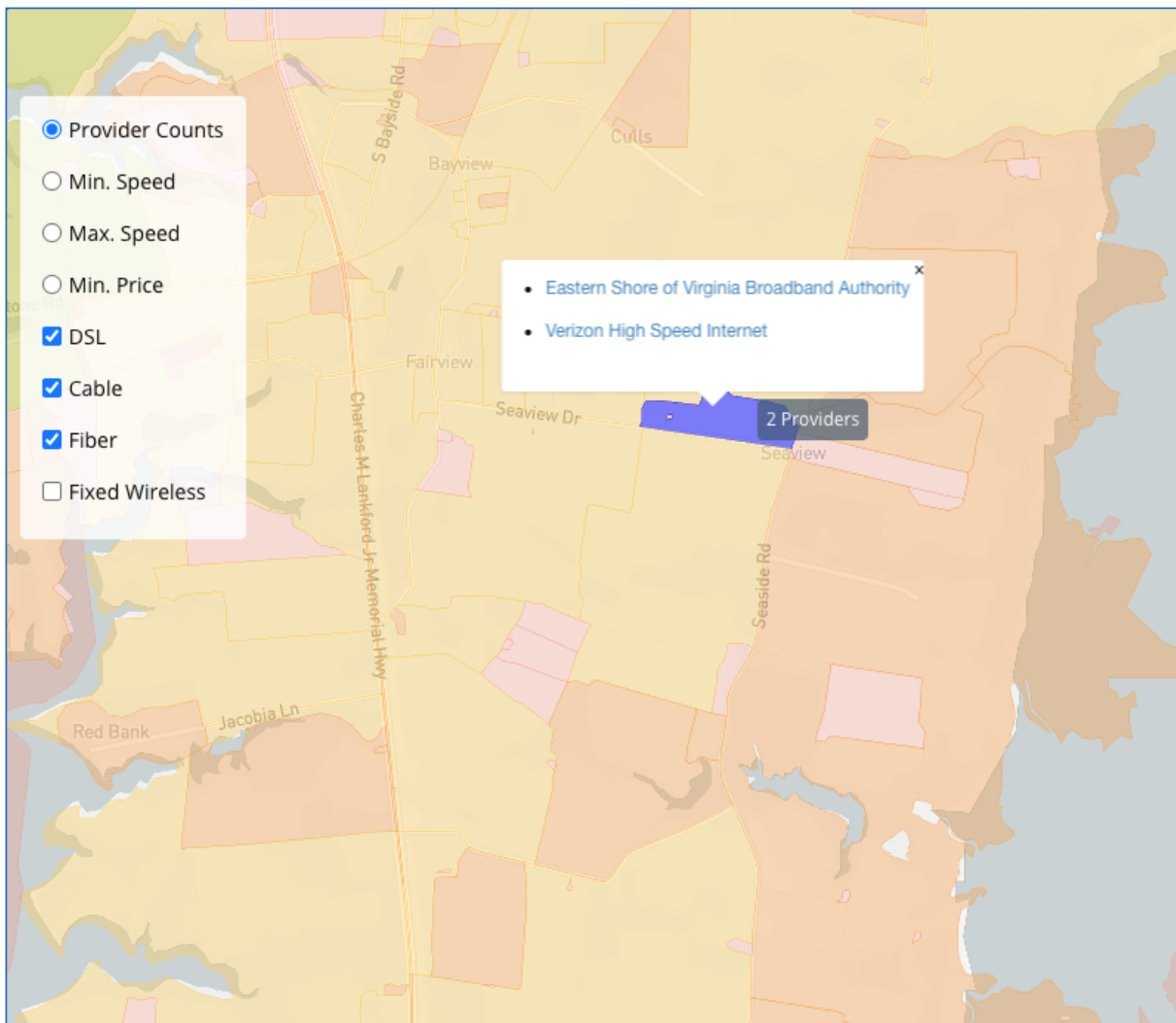
Cape Charles and the area surrounding Cape Charles has the ESVBA as well as Charter with broadband.

Area 13. Seaview & South Cheriton

← → ↻ 🔒 broadbandnow.com/national-broadband-map

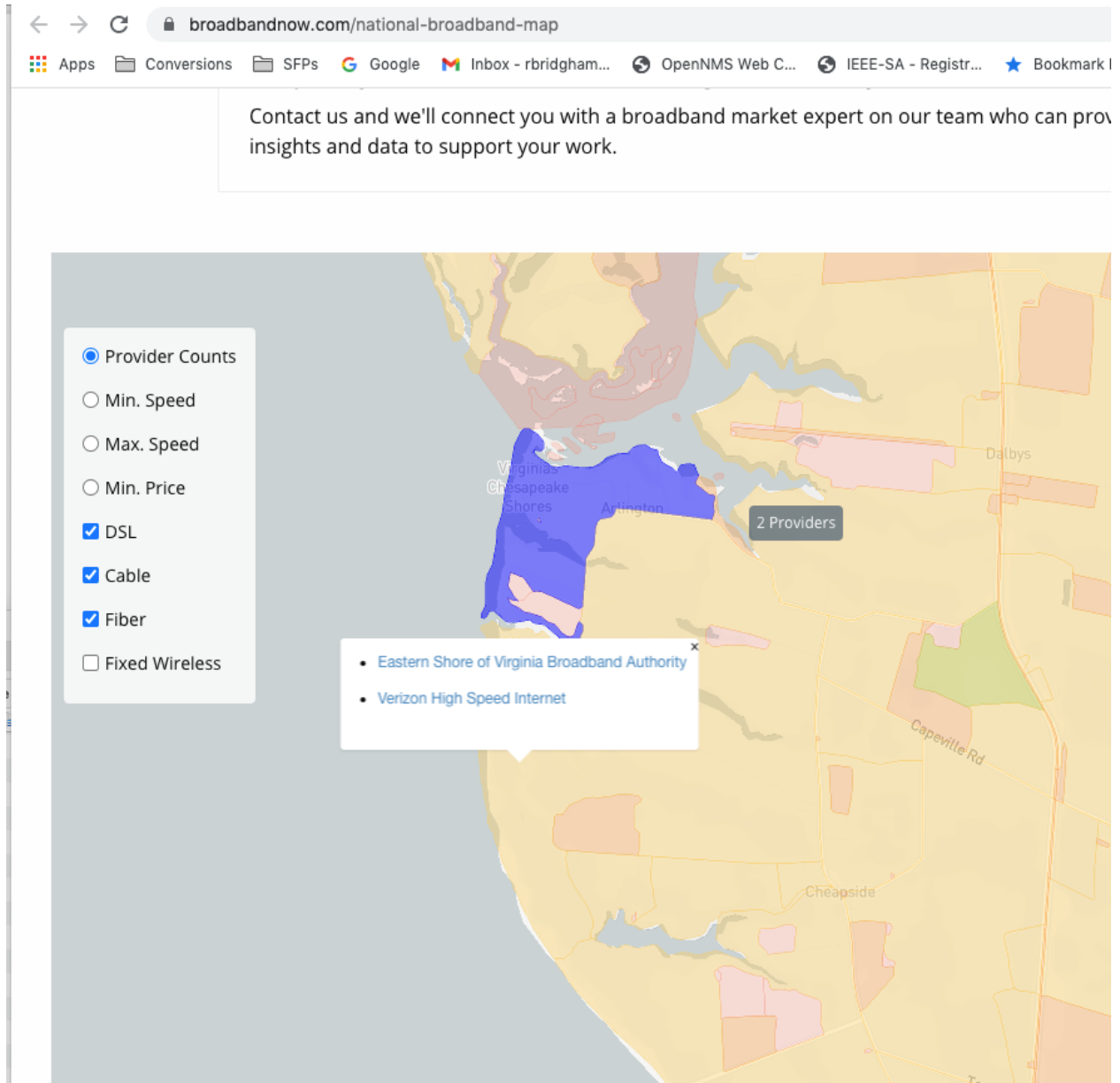
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Contact us and we'll connect you with a broadband market expert on our team who can provide you with the latest insights and data to support your work.



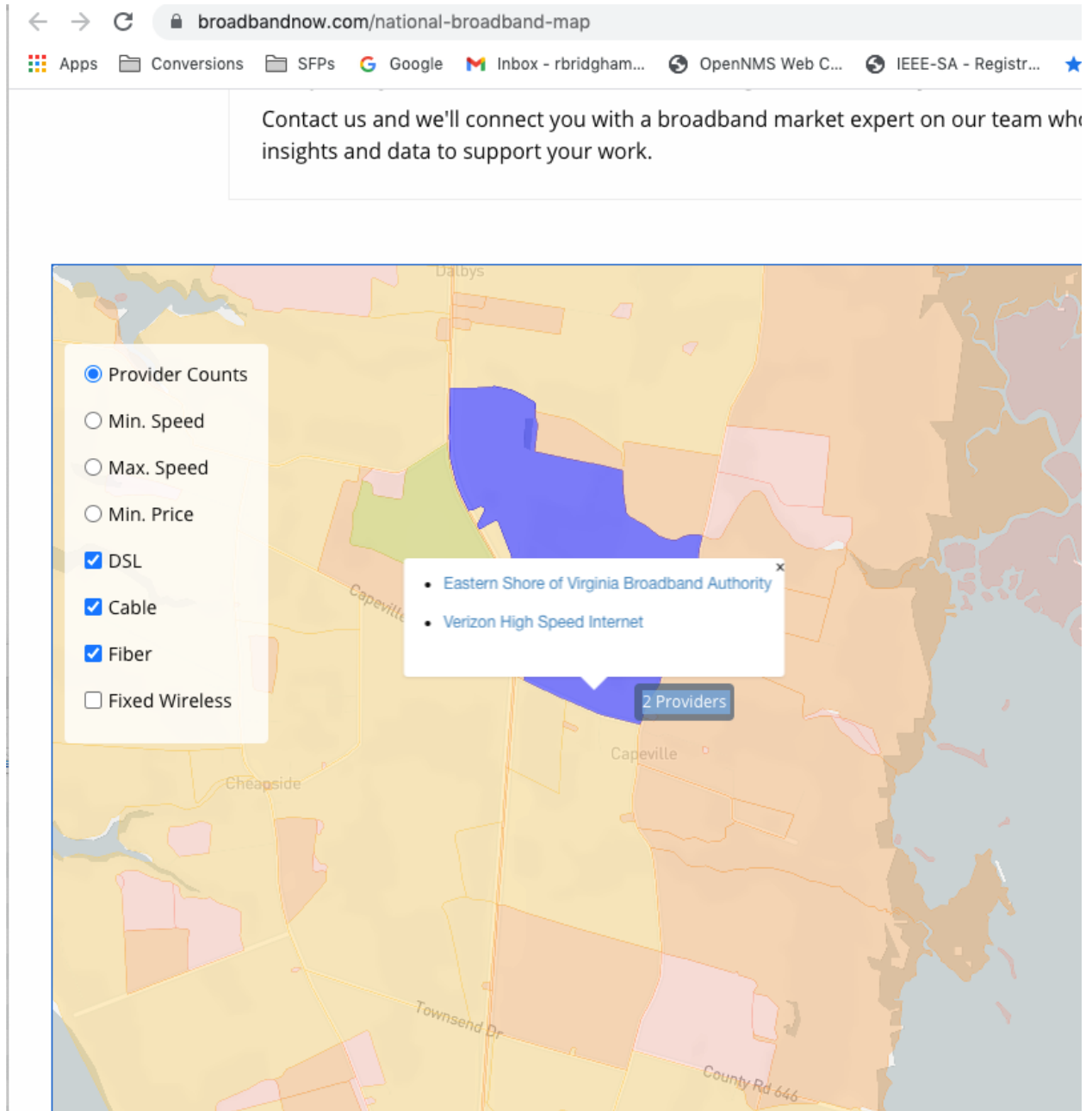
The ESVBA is the only provider to service the area with high-speed broadband.

Area 14. Arlington, Sand Hill, and Capeville Areas



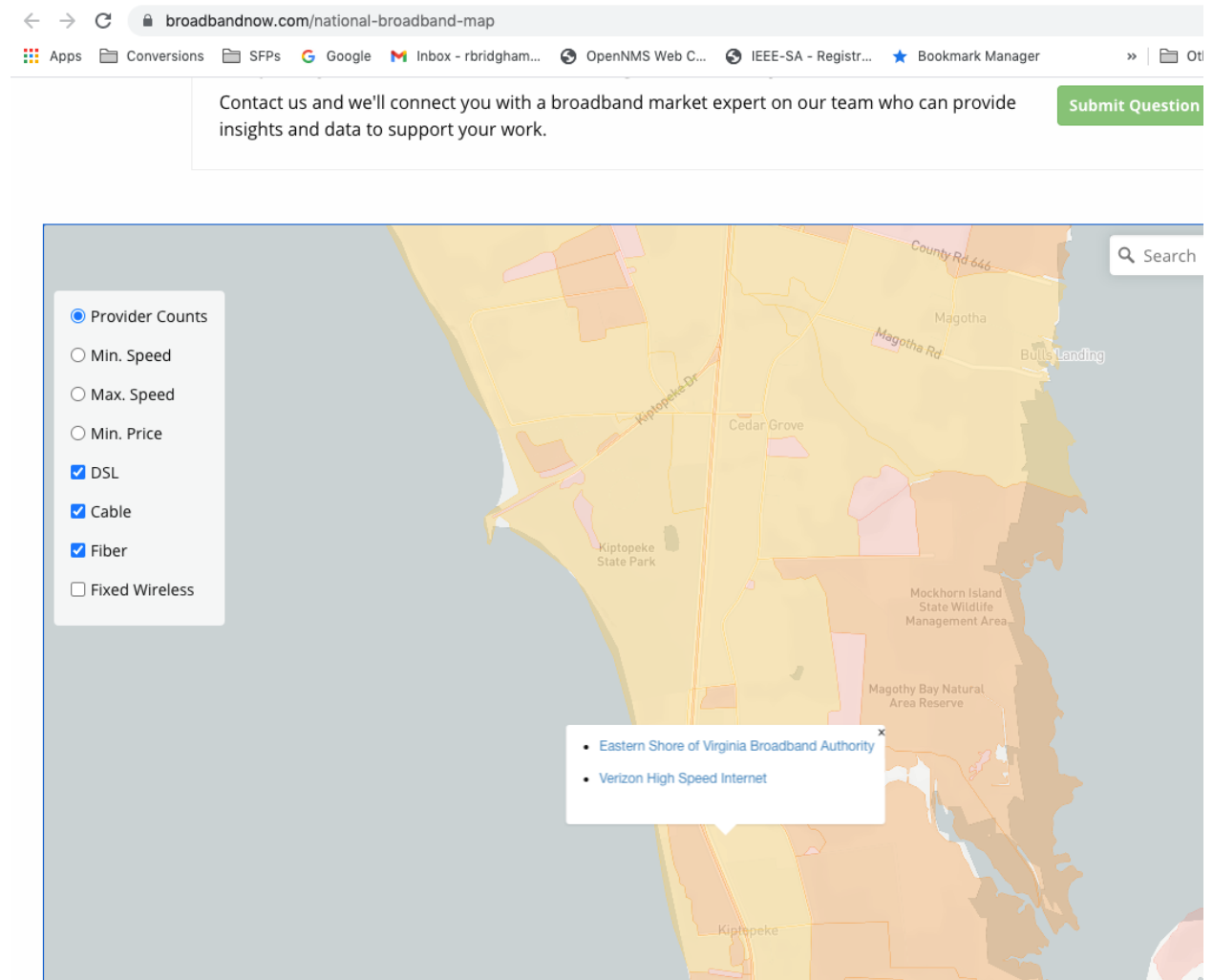
The ESVBA is the only provider to service the area with high-speed broadband.

Area 15. Capeville Area

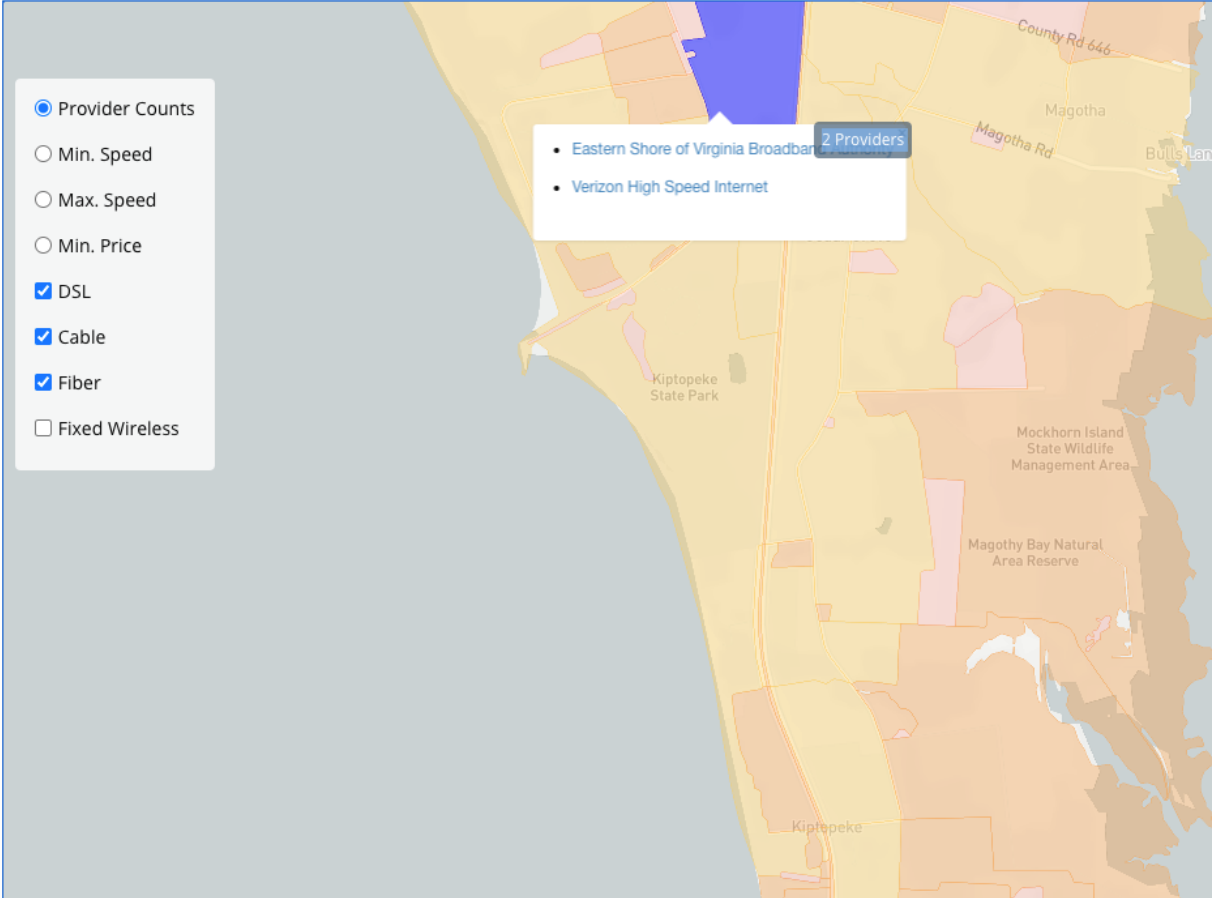


The ESVBA is the only provider to service the area with high-speed broadband.

Area 16. Kiptopeke & Townsend Area



Contact us and we'll connect you with a broadband market expert on our team who can provide insights and data to support your work.



The ESVBA is the only provider to service the area with high-speed broadband.

Passings Form

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required²	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	14,227*	12,279**	1,896***	14,227
Businesses (non-home based)	Not identifiable	Not identifiable	0	Not identifiable
Businesses (home-based)	291	239	52	291
Community Anchors	8	8	0	8
Non-residential	Not identifiable	Not identifiable	0	0
Total	14,526	12,578	1,948	14,526

*9,333 passings in Accomack County and 5,193 passings Northampton County

**8,669 passings in Accomack County and 3,909 in Northampton County

***664 passings in Accomack County and 1,284 passings in Northampton County

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

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

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

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

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

⁴ The number of structures in the project area that do not have access to the 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 accounts 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 6

DOES NOT APPLY

Memorandum of Understanding

This Memorandum of Understanding (“MOU ”) is made and entered into effective this September 10, 2021 (“Effective Date”) by and between County of Accomack, with office located at 23296 Courthouse Avenue, Suite 203, P.O. Box 388, Accomack, Virginia 23301; County of Northampton with office located at 6404 Courthouse Rd, Eastville, Virginia 23347; and Eastern Shore of Virginia Broadband Authority (ESVBA), with office located at 4174 Lankford Hwy, Exmore, VA 23350. Collectively, County of Accomack, County of Northampton, and Eastern Shore of Virginia Broadband Authority (ESVBA) may be referred to below as the Parties and individually referred to as Party.

WHEREAS County of Accomack, County of Northampton, and Eastern Shore of Virginia Broadband Authority (ESVBA) desire to cooperate with one another as co-applicants for a Virginia Telecommunication Initiative (“VATI”) grant referred to herein as the Accomack and Northampton Counties Broadband Network Expansion Project FY2022;

NOW, THEREFORE, in recognition of their mutual interests and desires, the Parties do hereby express their desire to agree to the following:

INTENT: The Parties will collaborate as co-applicants on a VATI grant to support the building of fiber in the area identified on the map attached hereto as Exhibit A and incorporated by reference herein.

Upon grant award, County of Accomack and County of Northampton ~~shall~~ intend to act as the conduit of funds for the Accomack and Northampton Counties Broadband Network Expansion Project FY2022. Eastern Shore of Virginia Broadband Authority (ESVBA) ~~shall~~ intends to build and solely own the fiber installed for, provide the labor necessary for, and operate and maintain the fiber and customer base for the Accomack and Northampton Counties Broadband Network Expansion Project FY2022.

This MOU is not intended to create a binding contractual relationship between the Parties. The Parties agree that it would be in their best interests to negotiate a binding agreement should a grant for the Accomack and Northampton Counties Broadband Network Expansion Project FY2022 be awarded to the Parties by VATI.

EXPIRATION: This MOU expires upon the earlier occurrence of (i) two (2) years from the Effective Date above; (ii) execution by the Parties of a mutually agreed upon and fully negotiated binding agreement; (iii) an official announcement by VATI that the grant opportunity has been canceled; or (iv) the Parties do not receive a grant award from VATI.

ENTIRE AGREEMENT: The foregoing paragraphs and references contain the entire MOU between the Parties and supersede any previous understandings, commitments, or agreements (oral or written) with respect to the Accomack and Northampton Counties Broadband Network Expansion Project FY2022 referenced herein. Neither this MOU as a whole, or any single portion thereof, shall be deemed binding upon the Parties, unless and until incorporated into a binding agreement properly executed by representatives of the Parties, each acting within the scope of a properly authorized delegation of authority. Notwithstanding the foregoing, the

representatives of the Parties executing this document warrant by their signatures that they will act in good faith and diligence to achieve the intent manifested herein.

The Parties hereto have caused this MOU to be executed by their authorized representatives as set forth below.

County of Accomack

By: 
C84D91952F414BC...
Name: Michael Mason

Title: County Administrator

Date: 9/12/2021


County of Northampton

By: 
C7FFA93CF3E3498...
Name: Charles Kolakowski

Title: County Administrator

Date: 9/13/2021

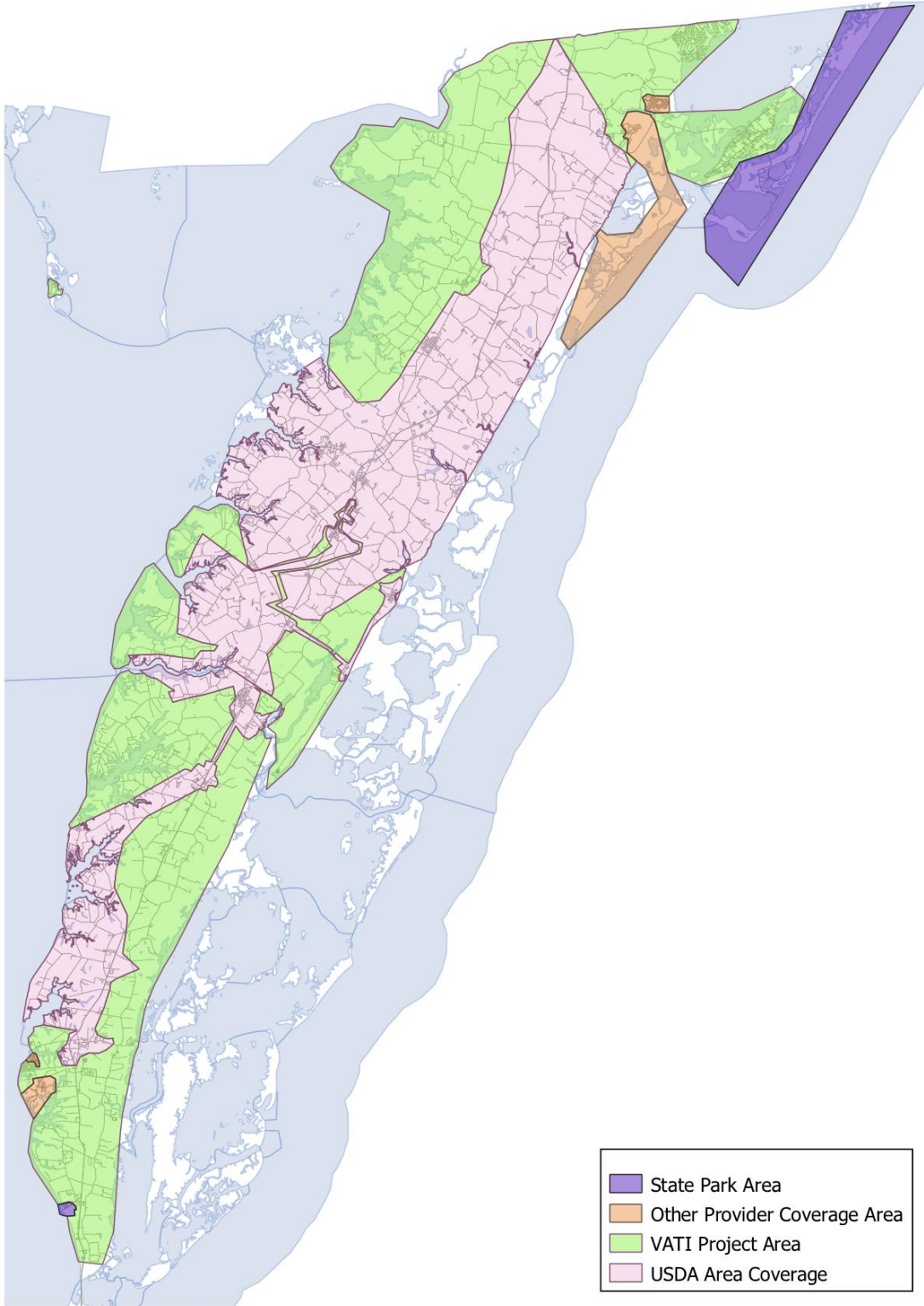
Eastern Shore of Virginia Broadband Authority (ESVBA)

By: 
BAE22A245F7B42F...
Name: Robert Bridgham

Title: Executive Director

Date: 9/10/2021

Exhibit A. VATI 2022 Build Areas



VATI FUNDING SOURCES TABLE

Source	Amount	%	Status
REQUESTED VATI	\$ 12,310,777	78.8%	Pending
ESVBA & ACCOMACK PREVIOUS MATCH	\$ 745,049	4.8%	Expended
ESVBA & NORTHAMPTON PREVIOUS MATCH	\$ 696,556	4.5%	Expended
ESVBA CURRENT MATCH	\$ 189,737	1.2%	Secured
ACCOMACK CURRENT MATCH	\$ 929,508	5.9%	Secured
NORTHAMPTON CURRENT MATCH	\$ 754,015	4.8%	Secured
TOTAL	\$ 15,625,642	100 %	

ELECTION DISTRICT 1
WILLIAM J. "BILLY" TARR
VICE-CHAIR
CHINCOTEAGUE, VA
23336

ELECTION DISTRICT 2
RON S. WOLFF
CHAIR
ATLANTIC, VA 23303

ELECTION DISTRICT 3
VANESSA KAY JOHNSON
SANFORD, VA 23426

ELECTION DISTRICT 4
PAUL E. J. MUHLY
PARKSLEY, VA 23421

ELECTION DISTRICT 5
HARRISON W. PHILLIPS, III
MODEST TOWN, VA
23412

COUNTY OF ACCOMACK

BOARD OF SUPERVISORS



23296 Courthouse Ave – Room 203 | P.O. Box 388 | Accomack, Virginia 23301
(757) 787-5700 | administration@co.accomack.va.us
www.co.accomack.va.us

ELECTION DISTRICT 6
ROBERT D. CROCKETT
ONANCOCK, VA 23417

ELECTION DISTRICT 7
H. "JACKIE" PHILLIPS
ONLEY, VA 23418

ELECTION DISTRICT 8
DONALD L. HART, JR.
KELLER, VA 23401

ELECTION DISTRICT 9
C. RENETA MAJOR
PAINTER, VA 23306

September 13, 2020

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

Dear Dr. Holmes:

Accomack 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 from Accomack County in partnership with the Eastern Shore of Virginia Broadband Authority (ESVBA). This project is designed to expand broadband access to 8,669 serviceable units and 664 special construction units in Accomack County.

The Accomack Board of Supervisors recognizes the need for broadband in our community to support education, health care, and our economic base. To this end, the Board voted unanimously to provide a local match up to \$ 929,508 in addition to \$ 745,049 in previous expenditures executed after June 17, 2020 to support this project.

As a community, Accomack understands the importance of broadband in our daily lives at home and at work and seek solutions for unserved and under-served areas in our county. The pandemic has significantly emphasized the need and the importance of broadband for our school system, telehealth, and economic activity to adapt to current and future crises and pandemics. The VATI support is important to reach universal coverage and ensure access to all residents and community support organizations in our county.

Please let me know if I can provide any further support for this application. On behalf of the Board of Supervisors and the residents of Accomack County, I appreciate your assistance and your serious consideration of this application.

Sincerely,

Michael T. Mason, CPA
County Administrator



Board of Supervisors of Northampton County
P.O. Box 66 • Eastville, Virginia 23347

Charles Kolakowski
County Administrator

PHONE: 757-678-0440
FAX: 757-678-0483

September 14, 2020

BOARD OF SUPERVISORS
L. Dixon Leatherbury, Chairman
M.E. "Betsy" Mapp, Vice Chairman
Oliver H. Bennett
John R. Coker
David W. Fauber

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

Dear Dr. Holmes:

Northampton 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 from Northampton County in partnership with the Eastern Shore of Virginia Broadband Authority (ESVBA). This project is designed to expand broadband access to 3,909 serviceable units and 1,284 special construction units. Please take note of the large number of units that require special construction. The cost is beyond our financial capacity and that of our residents.

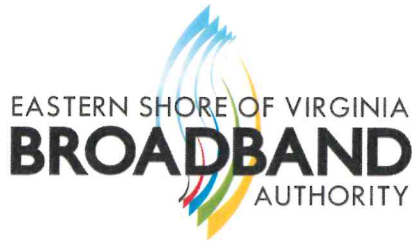
The Northampton Board of Supervisors recognizes the need for broadband in our community to support education, healthcare, and our economic base. To this end, the Board voted to provide a local match up to \$754,015 in addition to \$696,556 in previous expenditures executed after June 17, 2020, to support this project.

As a community, Northampton County understands the importance of broadband in our daily lives at home and at work and seeks solutions for unserved and under-served areas in our county. The pandemic has significantly emphasized the need and the importance of broadband for our school system, telehealth, and economic activity to adapt to current and future crises and pandemics. The VATI support is important to reach universal coverage and ensure access to all residents and community support organizations.

Please let me know if I can provide any further support for this application. On behalf of the Board of Supervisors and the residents of Northampton County, I appreciate your assistance and your serious consideration of this application.

Sincerely yours,

CHARLES KOLAKOWSKI
County Administrator



September 13, 2020

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

Dear Dr. Holmes:

The Eastern Shore of Virginia Broadband Authority (ESVBA) is partnering the Accomack County and Northampton County to seek assistance from the Department of Housing and Community Development to meet the critical need for broadband service in the rural communities in the counties. The Board of Directors of the ESVBA authorized \$189,737 towards the project.

The Board of Directors understands the importance of broadband in the daily lives of residents at home and at work and seek solutions for unserved and under-served areas. The pandemic has significantly emphasized the need and the importance of broadband for the school system, telehealth, and economic activity to adapt to current and future crises and pandemics. The VATI support is important to reach universal coverage and ensure access to all residents and community support organizations in the Eastern Shore region.

Please let me know if I can provide any further support for this application. On behalf of the Board of Directors, I appreciate your assistance and your serious consideration of this application.

Sincerely,

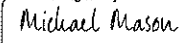
A handwritten signature in black ink, appearing to read "Robert Bridgham".

Robert Bridgham
Executive Director

representatives of the Parties executing this document warrant by their signatures that they will act in good faith and diligence to achieve the intent manifested herein.

The Parties hereto have caused this MOU to be executed by their authorized representatives as set forth below.

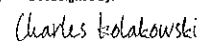
County of Accomack

DocuSigned by:
By: 
C84D91952F414BC
Name: Michael Mason

Title: County Administrator

Date: 9/12/2021

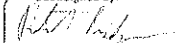
County of Northampton

DocuSigned by:
By: 
C7FFA93CF3C3498
Name: Charles Kolakowski

Title: County Administrator

Date: 9/13/2021

Eastern Shore of Virginia Broadband Authority (ESVBA)

DocuSigned by:
By: 
BAE22A2497D42F
Name: Robert Bridgham

Title: Executive Director

Date: 9/10/2021

Performance River Consulting
31318 Latimer Bluff Road
Cape Charles, VA 23310

August 12, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dear Dr. Holmes,

Northampton County attracted our small business, Performance River, with its charming downtown Cape Charles area and proximity to Norfolk airport. When we purchased property in Northampton County with the intent to operate an office there, we were unaware of the lack of internet service in the area. Within days of closing on our property, we signed a contract to have fiber run to our location at a not-inconsequential price. And still our installation was delayed by ten months. This was a costly delay for us. Other small businesses may not be able to pay the premium for broadband to their locations, or survive delays in obtaining it. Therefore, Performance River Consulting fully supports the joint VATI application by Eastern Shore of Virginia Broadband Authority and the counties of Accomack and Northampton to connect currently unserved homes and businesses in the two counties and other unincorporated areas in the Eastern Shore of Virginia.

Business growth in the region depends on reliable, universal internet access, which is not yet available in the Eastern Shore of Virginia. Broadband is essential to strengthening our small businesses and creating and retaining jobs in the Eastern Shore of Virginia, challenged by an 18.1 poverty rate in Northampton County and 16.4% poverty for Accomack County according to the 2020 U.S. Census.

Performance River is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development the Eastern Shore of Virginia.

Sincerely,

Amie Perry
Owner

Technology Services
8312 Lankford Highway
P.O. Box 69
Oak Hall, Virginia 23416



Phone: 757.854.4526
Fax: 757.824.0767
www.accomack.k12.va.us

August 23, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dear Dr. Holmes,

Without reservation, please accept this letter as endorsement of the Accomack and Northampton County 2022 VATI Application's VATI application to connect currently unserved communities and businesses in the two counties and unincorporated areas of the Eastern Shore of Virginia.

During the pandemic, it became obvious and continues to be challenging for our students and staff to work and learn remotely especially without access to reliable residential broadband services.

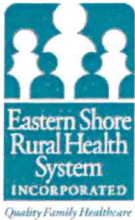
The steps taken by the counties are very encouraging and we give full support to the application to be successful. We are excited to serve a community where students and families can fully participate in the educational activities at any time.

Please be assured of the full endorsement of Accomack County Public Schools for the VATI application and our gratitude for your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Bowden", is written over a horizontal line.

Jack Bowden, Coordinator
Technology Services



Corporate Office
20280 Market Street
Onancock, VA 23417
757-414-0400
Fax 757-414-0569
www.esrh.org
E-mail: info@esrh.org

Atlantic Community Health Center
5219 Lankford Highway
New Church, VA 23415
757-824-5676
Fax 757-824-5872

Bayview Community Health Center
22214 South Bayside Rd.
Post Office Box 970
Cheriton, VA 23316
757-331-1086
Fax 757-331-1129

Chincoteague Island Community Health Center
4049 Main Street
Chincoteague Island, VA
23336
757-336-3682
Fax 757-336-3703

Franktown Community Health Center
9159 Franktown Rd.
Post Office Box 9
Franktown, VA 23354
757-442-4819
Fax 757-442-9505

Onley Community Health Center
20306 Badger Lane
Onley, VA 23418
757-787-7374
Fax 757-787-4513

DENTAL CENTERS

Atlantic Community Health Center
757-824-5676

Franktown Community Health Center
757-442-4819

Pungoteague Elementary School Dental
757-789-7777

Metomkin Elementary School Dental
757-665-1159



August 13, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dear Dr. Holmes,

Eastern Shore Rural Health System, Inc. (ESRHS) fully supports the joint VATI application by Eastern Shore of Virginia Broadband Authority (ESVBA) and the counties of Accomack and Northampton to connect currently unserved homes and businesses in the two counties and other unincorporated areas in the Eastern Shore of Virginia. The ESVBA is a tremendous asset to the Eastern Shore of Virginia, which is where ESRHS serves over 75% of the population with primary medical and dental care, as well as behavioral health services.

The ESVBA has provided the primary network for ESRHS since 2010. During the pandemic that began in 2020, the speed, reliability, support, and management of the ESVBA was essential to the success of ESRHS treating patients in and out of our medical and dental offices. The ESVBA is also the last mile or middle mile provider for many of our patients, enabling their access to remote care through telemedicine. There is more work to be done to get all of our patients and residents the infrastructure needed for reliable, universal internet access.

Broadband is essential to strengthening our small businesses and creating and retaining jobs in the Eastern Shore of Virginia, challenged by an 18.1 poverty rate in Northampton County and 16.4% poverty for Accomack County according to the 2020 U.S. Census.

Eastern Shore Rural Health System, Inc. is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development the Eastern Shore of Virginia.

Sincerely,

Mike Zodun
Chief Information Officer – Eastern Shore Rural Health System, Inc.
757-414-0400 x 1114
mzodun@esrh.org



EASTERN SHORE CHIROPRACTIC CLINIC

Susan M. Martin, D.C.

P.O. Box 641 • Exmore, Virginia 23350
Phone: (757) 442-3444 • FAX: (757) 442-4913

August 12, 2021

RE: Accomack and Northampton County 2022 VATI Application

To Whom It May Concern:

Eastern Shore Chiropractic Clinic fully supports the expansion of Broadband service on the Eastern Shore of Virginia. My business has been able to expand and operate more efficiently since having Broadband installed in my office in July 2019.

Unfortunately there are many businesses and households that have not been as fortunate to have Broadband available to them .

I was excited to hear that if the ESVA Broadband can obtain a grant for expansion then every area of the Eastern Shore can have Broadband. And I hope you will help make that possible.

Sincerely,

Susan M. Martin D.C.



EASTERN SHORE OF VIRGINIA 9-1-1 COMMISSION

23201 FRONT STREET
PO BOX 337
ACCOMACK VA 23301-0337

(757) 787-0911 (757) 824-0911 (757) 442-0911
FAX (757) 787-1044

August 8th, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dr. Holmes,

The Eastern Shore of Virginia 9-1-1 Commission (the regional emergency 9-1-1 Center serving Accomack and Northampton Counties) supports the joint VATI application by Eastern Shore of Virginia Broadband Authority and the counties of Accomack and Northampton to connect currently unserved homes and businesses in the two counties and other unincorporated areas in the Eastern Shore of Virginia. For numerous years, the ESVA 9-1-1 Center and the Eastern Shore of Virginia Broadband Authority have had a relationship with fiber connectivity being provided to support the 9-1-1 Center's operations and the region's public safety radio systems.

Business growth in the region depends on reliable, universal internet access, which overall, is not yet available in the Eastern Shore of Virginia. Broadband is essential to strengthening our small businesses and creating and retaining jobs in the Eastern Shore of Virginia, challenged by an 18.1 poverty rate in Northampton County and 16.4% poverty for Accomack County according to the 2020 U.S. Census. The Eastern Shore of Virginia 9-1-1 Commission is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development for the Eastern Shore of Virginia. If there are questions, I can be reached at 757-787-0909 or at jflournoy@co.northampton.va.us.

Respectfully,

Jeffrey Flournoy
ESVA 9-1-1 Commission
9-1-1 Director

Northampton Lumber Company, Inc.
7409 Railroad Avenue, PO Box 136
Nassawadox, VA 23413
Tel 757-442-6137 Fax 757-442-6138
office@northamptonlumber.com
www.northamptonlumber.com



AUGUST 5, 2021

Dr. Tamarah Holmes, PhD.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dear Dr. Holmes,

Northampton Lumber Company fully supports the joint VATI application by Eastern Shore of Virginia Broadband Authority and the counties of Accomack and Northampton to connect currently unserved homes and businesses in the two counties and other unincorporated areas in the Eastern Shore of Virginia.

Business growth in the region depends on reliable, universal internet access, which is not yet available in the Eastern Shore of Virginia. Broadband is essential to strengthening our small businesses and creating and retaining jobs in the Eastern Shore of Virginia, challenged by an 18.1 poverty rate in Northampton County and 16.4% poverty for Accomack County according to the 2020 U.S. Census.

Northampton Lumber Company is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development the Eastern Shore of Virginia.

Sincerely,

Joshua E. Lattimore
Owner/President

Shiloh Baptist Church

Rev. Dr. Jesse E. Thomas,
Pastor

31559 Boston Road
Boston, VA

P.O. Box 73
Pungoteague, VA 23422

Phone: 757-442-2739
Fax: 757-442-5620

Deacon George Walter
Chairman of Diaconate
Ministry

Trustee Loretta Smith
Chairperson of Trustee Ministry

Sis. Terry A. Bailey
Church Clerk

August 11, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

Dear Dr. Holmes,

The Shiloh Baptist Church fully supports the joint VATI application by Eastern Shore of Virginia Broadband Authority and the counties of Accomack & Northampton. This application is an imperative effort to connect currently unserved homes and businesses in the two counties and other unincorporated areas on the Eastern Shore of Virginia.

Business growth in the region depends on reliable, universal internet access, which is not yet available on the Eastern Shore of Virginia. Broadband is essential to strengthening our small businesses. Broadband is also crucial in creating and retaining jobs on the Eastern Shore of Virginia which is challenged by an 18.1% poverty rate in Northampton County and a 16.4% poverty in Accomack County, according to the 2020 U.S. Census.

The Shiloh Baptist Church is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development on the Eastern Shore of Virginia.

Sincerely,

Angela Matthews

Angela Matthews
Financial Administrator

"I was glad when they said unto me, let us go into the house of the Lord."

Psalms 122:1



PEP-UP INC. PO BOX 556 GEORGETOWN, DE 19947
(302) 856-2555

August 5, 2021

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Accomack and Northampton County 2022 VATI Application

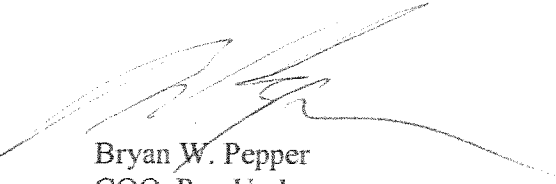
Dear Dr. Holmes,

Pep-Up fully supports the joint VATI application by Eastern Shore of Virginia Broadband Authority and the counties of Accomack and Northampton to connect currently unserved homes and businesses in the two counties and other unincorporated areas in the Eastern Shore of Virginia.

Business growth in the region depends on reliable, universal internet access, which is not yet available in the Eastern Shore of Virginia. Broadband is essential to strengthening our small businesses and creating and retaining jobs in the Eastern Shore of Virginia, challenged by an 18.1 poverty rate in Northampton County and 16.4% poverty for Accomack County according to the 2020 U.S. Census.

Pep-Up is pleased to support this application in the hope that the execution of the project will lead to business, community, and economic development the Eastern Shore of Virginia.

Sincerely,



Bryan W. Pepper
COO, Pep-Up Inc.

UCHIL, LLC

June 24, 2017

To:
Robert Bridgham
Executive Director
Eastern Shore of Virginia Broadband Authority
4174 Lankford Highway
Exmore VA 23350

Hello Robert;

I am writing to thank you and your team for the excellent level of customer focus through the process of getting Fiber Internet to my home in Harborton.

While I am extremely pleased with the speed of the Fiber Internet, I cannot help but commend the excellent level of customer service that I experienced.

From my very first contact via email right through to the installation, your team has been extremely competent, knowledgeable, professional and polite. Your team kept me informed at all stages of the installation and took the time to answer all my questions.

Furthermore, your team met or exceeded all promised delivery deadlines.





Thanks again for the excellent experience and I look forward to enjoying ESVBA's fiber internet services in the years ahead.

Respectfully,



Atul Uchil

Atul Uchil, Ph.D. | President - CEO | Uchil, LLC
phone 757.471.1083 | fax 650.475.8400
<http://www.uchil-llc.com>

-  Inbox
-  Starred
-  Snoozed
-  Sent

Chat +



No conversations
[Start a chat](#)

Rooms +



No rooms
[Create or find a room](#)

Meet

From: Rich Gliedman <rgliedman@yahoo.com>

Date: Wednesday, August 4, 2021 at 10:04 AM

To: Robert Bridgham <rbridgham@esvba.com>

Cc: John Coker <johncoker@aol.com>, MARTINA COKER <nason89@aol.com>

Subject: Follow Up

Hello Robert.





14 of my family members spent a good part of July visiting. (Craziness, but wonderful craziness...) All of us had at least one device connected to the internet and, at any given time, several were simultaneously streaming video, browsing and downloading and/or uploading data. In previous years, this was the stuff of nightmares. This year was great! Not a single complaint about freezes and buffering. They all have cable internet at home and all 3 families said the ESVBA fiber was better than what they have.


I've left Verizon and went to VOIPo for my home phone service and dropped Direct Tv and gone to Hulu Live. My net annual savings will be over \$1,200!


While it was a bumpy road getting here, "here" has been great!

Thanks!


Rich Gliedman


-  **Inbox**
-  Starred
-  Snoozed
-  Sent

Chat 



No conversations
[Start a chat](#)

Rooms 



No rooms
[Create or find a room](#)

Meet

From: **John Dozier** <johnjdozierjr@gmail.com>
 Date: Sun, Aug 8, 2021 at 1:02 PM
 Subject: Re: ESVBA VATI Grant Assistance
 To: Olivia Justice <ojustice@esvba.com>

Hi Olivia

I am retired/disabled homeowner living in Exmore Virginia. When I first moved here in 2019 I was u aware of being able to subscribe to high speed dependable internet service with ESVBA and unfortunately the only choice I was told was Hughes Net. I wont go into detail of my experience with that company but suffice it to say it was one of the worst. Misinformation, Overpriced, lousy customer service, and worst off all undependable internet connectivity!

When I later learned that living on Main St gave me access to subscribe to ESVBA providing dependable service to high speed internet I immediately dropped Hughes Net and signed up. I use the internet for banking, education, entertainment and medical appointments via telemedicine. It has not only saved time and money but has enabled me to stay safer during this pandemic. That is especially important since my age and weight place me in higher risk categories. I've been vaccinated but still with all the unknowns I prefer taking any precautions available. |

You can use this email in anyway that would be helpful to your company's endeavor to garnish grant funding that can help continue service and make available to more locals.

Hope this helps.

Regards, John Dozier

Activate Windows
Go to Settings to activate Windows.

From: **Amanda Hurley** <ahurley06@gmail.com>

Date: Fri, Aug 13, 2021 at 1:03 PM

Subject: Review and thanks

To: info@esvba.com <info@esvba.com>

I hope this email gets to the right place. I just hooked up my internet service and so far it's great and hookup on my part was easy. Install by all parties went quickly. We are so thrilled to have reliable service now after being with such unreliable service for five long years.

In addition, I wanted to say that the gentleman who finished the install at the house today, Shawn (sp?), was so friendly, pleasant and energetic! It really showed that he loved his job and despite the 105 degree heat index today he still had such a positive attitude. He seemed very knowledgable and committed to getting us online in a timely manner. You just don't get customer service like that these days. Shawn deserves 5 stars.

Thank you,
Amanda Hurley
21387 Casey Ln

Cost derivation: Accomack County and Northampton County

Product	Total	VATI	NON-VATI	SOURCE OF ESTIMATE	DATE
OSP Construction Labor	\$3,998,527.27	\$2,676,901.70	\$1,321,625.56	Internal Engineering	8/29/2021
Fiber Optics	\$2,607,735.17	\$1,745,805.46	\$861,929.71	Internal Engineering	8/29/2021
OSP hardware	\$2,086,188.14	\$1,396,644.37	\$689,543.77	Internal Engineering	8/29/2021
OSP passives	\$1,424.00	\$953.33	\$470.67	Internal Engineering	8/29/2021
Make Ready	\$457,497.40	\$306,281.66	\$151,215.74	Internal Engineering	8/29/2021
OSP field engineering	\$837,704.31	\$837,704.31	\$0	Internal Engineering	8/29/2021
Design, Engineering, Permitting, & Project Management	\$284,819.46	\$284,819.46	\$0	Internal Engineering	8/29/2021
Headend electronics	\$303,584.00	\$203,240.96	\$100,343.04	Internal Engineering	8/29/2021
Special Construction	\$2,443,889.00	\$2,254,152.00	\$189,737.00	Internal Engineering	8/29/2021
Contingency	\$2,604,273.75	\$2,604,273.75	\$0	Internal Engineering	8/29/2021
TOTAL	\$15,625,642.50	\$12,310,777.00	\$3,314,865.50		



Bill To:
 Attn: Accounts Payable
EASTERN SHORE OF VIRGINIA BROADBAND AUTHORITY
 4174 LANKFORD HWY
 Exmore, VA 23350

Ship To:
EASTERN SHORE OF VIRGINIA BROADBAND AUTHORITY
 4174 LANKFORD HWY
 EXMORE, VA 23350

Invoice	
Number 215122	
Date 06-Apr-2020	Page 1 of 1
Purchase Order Number PO426	
Sales Order Number 50008549	
Customer Number 8555	
Terms 30 NET	Due Date 06-May-2020
Ship Date 2020-04-06	Ship Via Pegasus Logistics Group
Shipping Reference	Currency USD
Customer Contact	

Line Number	Item Number	Customer item Number	Item Description	Quantity Shipped	Unit Price	Extended Amount
1	000-00372		E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit	6	646.75	3,880.50
2	100-03903		GPON Interface Adaptor, 1.2G/2.5G B+/C+ 1310/1490nm SC/APC, E3/E5	10	250.00	2,500.00
4	100-05159		711GE ONT, 2 POTS, 2 GE -CE	50	267.50	13,375.00
5	100-01578		SFU ONT Enclosure with Splice Tray	50	29.00	1,450.00
6	000-00844		844G-1 GigaCenter, 2 POTS, 4 GE, Dual Wi-Fi, 1 USB -AM Type A Power Adapter w/ 8-pin connector	50	219.00	10,950.00
Special Instructions			Sub Total	Tax	Shipping & Handling	Total
			32,155.50	0.00	372.04	\$32,527.54

For any questions or concerns regarding this invoice, please reach out to accountsreceivable@calix.com and a member of the team will get back to you.

View your order details at any time from the [My Calix Store Order Manager](#). Did you know Calix makes it incredibly easy to order from the [My Calix Store](#)?



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

QUOTE

UPC Vndr	Ack Date	Order #
000001	09/03/21	7314082-00
PO #		Page #
MISC		1

Ship To: **ESVBA C/O LUCAS UTILITIES**
29266 PARKWAY S
NON TAXABLE
MELFA, VA 23410

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

Cust #: **267512**
 Bill To: **EASTERN SHORE OF VA BROADBAND**
4174 LANKFORD HWY
EXMORE, VA 23350

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	Net 60 Days
Power & Tel PA Dist Center	Via	Ship Date
Requested Ship Date	WHS ROUTING	
09/03/21	Freight In / Out	N/Y

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	DO NOT SHIP AVERITT or UPS MOTOR FREIGHT					
1	4629 PAINT MARKING ORANGE W/B 20OZ (NO AIR SHIP) UN1950 Proper Name: Aerosols Haz Class: 2.1	72	EA	3.31	EA	238.32
2	4636.1 PAINT MARKING INTENT WHITE 20OZ (NO AIR SHIP) LMT QTY NO AIR- NO SEA SHIP ALLOWED WATER BASED UN1950 Proper Name: Aerosols Haz CLass: 2.1	24	EA	3.11	EA	74.64
4	20001511 COUPLER 1.25" E-LOC SM 1.660 SDR	200	EA	9.00	EA	1,800.00
5	J8808 BOLT 5/8" X 8" MACHINE	200	EA	141.32	C	282.64
6	J8812 BOLT 5/8" X 12" MACH	400	EA	135.54	C	542.16
7	J8814 BOLT 5/8" X 14" MACH	600	EA	153.00	C	918.00
8	J8816 BOLT MACHINE 5/8" X 16"	200	EA	203.45	C	406.90
9	J8563 NUT 5/8" SQUARE	500	EA	23.00	C	115.00
10	J1075 WASHER 2 1/4" SQ FL 11/16" HOLE	1,000	EA	43.42	C	434.20
11	20001948 COUPLER E-LOC 0.75 1.050 SDR lead time 8 to 12 weeks	300	EA	7.62	EA	2,286.00
10 Lines Total		Qty Shipped Total	3,496			Total 7,097.86
						Invoice Total 7,097.86

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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.



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

QUOTE

UPC Vndr	Ack Date	Order #
000001	08/26/21	7308241-00
PO #		Page #
Jensen		1

Ship To: **ESVBA C/O LUCAS UTILITIES**
29266 PARKWAY S
NON TAXABLE
MELFA, VA 23410

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

Cust #: **267512**
 Bill To: **EASTERN SHORE OF VA BROADBAND**
4174 LANKFORD HWY
EXMORE, VA 23350

Reference	Currency	USD
Instructions	Sales Rep In	MRH1
Ship Point	Terms	Net 60 Days
Power & Tel PA Dist Center	Via	Ship Date
Requested Ship Date	WHS ROUTING	N/Y
08/27/21	Freight In / Out	

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	DO NOT SHIP AVERITT or UPS MOTOR FREIGHT Product will be non-returnable. PRICE PER MARK YOAKUM. FOB DELIVERED . SHIPPED ASSEMBLED FROM LAS VEGAS COMPOSITE PLANT . Current lead time is 4-6 weeks.					
1	SPECIAL.E	30	EA	555.06	EA	16,651.80
	Q10126 HPC 1730-12 Straight Wall Polymer Concrete Handhole ASSEMBLY W/HEX BOLTS , INCLUDES HPC1730-12 BOX W/T22 POLYMER COVER and HEX BOLTS.COVER SPECIAL MARKED " ESV". Product will be non-returnable.					
1 Lines Total		Qty Shipped Total		Total		16,651.80
				Invoice Total		16,651.80

QUOTE

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.



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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.



Power & Telephone
2673 Yale Ave.
Memphis, TN 38112

QUOTE

UPC Vndr	Ack Date	Order #
000001	03/22/18	6413264-00
PO #		Page #
none		1

Ship To: **ESVBA**
4174 LANKFORD HIGHWAY
EXMORE, VA 23350

Contact: **David Workman**
(901)866-3200
david.workman@ptsupply.com

Cust #: **267512**
Bill To: **EASTERN SHORE OF VA BROADBAND**
To: **4174 LANKFORD HWY**
EXMORE, VA 23350

Reference	Currency	USD
Instructions	Sales Rep In	DAW1
Ship Point	Terms	Net 60 Days
Power & Telephone Supply Co.	Via	Ship Date
Requested Ship Date	WHS ROUTING	N/Y
03/23/18	Freight In / Out	

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	DO NOT SHIP AVERITT or UPS MOTOR FREIGHT					
1	D012LA8WF12NS FIBER 12 DCM LT SJ SA GEL FREE ZWP	10,000	FT	219.43	MFT	2,194.30
2	D048LA8WF12NS FIBER 48 DCM LT SJ SA GEL FREE ZWP	20,000	FT	346.43	MFT	6,928.60
3	D096LA8WF12NS FIBER 96 LT DCM SJ SA GEL FREE ZWP	40,000	FT	594.00	MFT	23,760.00
4	J6528WCA ANCHOR 8" HELIX 1" X 66" SCRW	50	EA	28.40	EA	1,420.00
5	J984 GUARD 1 1/8" X 8' CBL U STL	60	EA	923.00	C	553.80
6	J995 STRAP STEEL F/ 1-1/8" U-GUARD	250	EA	42.00	C	105.00
6	Lines Total	Qty Shipped Total	70,360			Total 34,961.70
						Invoice Total 34,961.70

QUOTE

Customer Copy

Page 1 of 1

Buyer is responsible for evaluating and ordering product for intended use. Custom product is non-cancellable and non-returnable. Other products may not be returnable. Return policy for your order may be verified by your account manager. Buyer has fifteen (15) days from receipt to notify Seller of error, defect or damage. Otherwise, shipment is deemed acceptable. Payment Terms are stated on order. Exceptions must be mutually agreed to in writing in advance of order acceptance by Seller. Power & Tel issued RMAs are valid for 30 days from date of issue. Full Terms are available at www.ptsupply.com/terms-and-conditions.



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

ACKNOWLEDGEMENT

UPC Vndr	Ack Date	Order #
000001	08/05/21	7291934-00
PO #		Page #
PO596		1

Ship To: **ESVBA**
4174 LANKFORD HIGHWAY
EXMORE, VA 23350

Contact: **Josh Guinn**
(901)866-3162
josh.guinn@ptsupply.com

Cust #: **267512**
 Bill To: **EASTERN SHORE OF VA BROADBAND**
4174 LANKFORD HWY
EXMORE, VA 23350

Reference	Currency	USD
Instructions	Sales Rep In	JPG
Ship Point	Terms	Net 60 Days
** Drop Ship **	Via	Ship Date
Requested Ship Date	Drop Ship	Freight In / Out
08/05/21	N/Y	

Ln #	Product and Description	Quantity Ordered	Qty U/M	Unit Price	Price U/M	Net Amount
	DO NOT SHIP AVERITT or UPS MOTOR FREIGHT					
1	D024LA8WF12NS FIBER 24 LT DCM SJ SA GEL FREE ZWP 5 x 20,000' reels	100,000	FT	283.90	MFT	28,390.00
2	D048LA8WF12NS FIBER 48 DCM LT SJ SA GEL FREE ZWP 3 x 20,000'	60,000	FT	370.88	MFT	22,252.80
3	D012LA8WF12NS FIBER 12 DCM LT SJ SA GEL FREE ZWP 2 x 20,000'	40,000	FT	227.34	MFT	9,093.60
3	Lines Total	Qty Shipped Total	0			Total 59,736.40
						Invoice Total 59,736.40

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.



Coastal Contracting LLC
222 W 21st Street Suite F #116
Norfolk, VA 23517 US
757-414-9494
paulhoggard@1coastal.com
www.1coastal.com

INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 601970 121920

DATE 12/19/2020

DUE DATE 01/18/2021

TERMS Net 30

CLIENT LOCATION

601970 Food Bank of VA

DATE	DESCRIPTION	QTY	RATE	AMOUNT
12/03/2020	6006-Install house attachment	1	54.00	54.00
12/03/2020	6007-Attach NID to House	1	49.00	49.00
12/03/2020	Mount ONT inside house-6008-each	1	62.00	62.00
12/03/2020	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 43618	1	310.00	310.00
12/03/2020	3006-Ring Cut Preparation Charge RC 144 fiber	1	168.00	168.00
12/03/2020	3009-Minimum Fiber Charge-Splicing Fiber 141 was spliced to a 24 fiber. Splice fiber 141 to fiber 141 of the 144 F.	1	400.00	400.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,043.00

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Underground Connections LLC

1501 Fawnwood Rd
VA 23455-3508

Invoice

Date	Invoice #
8/27/2021	21-0033A

Bill To
Eastern Shore Broadband Authority Robert Bridgham 4174 Lankford Highway Exmore, VA 23350

P.O. No.	Terms	Project
WO #602662	Net 15	21-0033 WO 602662 Karen...

Quantity	Description	U/M	Rate	Amount
1,260	Plow / Bore 1.25" HDPE (Reel # 235)	ft	4.50	5,670.00
360	Plow / Bore 3/4" HDPE (Reel # 469)	ft	4.50	1,620.00
0	Install HH Small		150.00	
2	Install HH Medium		200.00	400.00
0	Rope Duct w/ Mule Tape	ft	0.28	0.00
400	Install Fiber in Duct - 2 Fiber	ft	0.40	160.00
1,625	Rope Duct w/ Nylon String	ft	0.28	455.00
0	Install Fiber in Duct - 12 Fiber	ft	0.40	0.00

WO # 602662 Reel # 235 & 469 6343 Johnson Point Lane Karen Parker	Total	\$8,305.00
---	--------------	------------

Total Cable Inc.

Ventnor, NJ 08406

Invoice

DATE	INVOICE #
8/17/2021	3146

BILL TO
Eastern Shore of VA Broadband Authority 4174 Lankford Hwy Exmore, VA 23350

SEND TO
Total Cable Inc 2 Phebe Ct Sicklerville, NJ 08081

JOB #	WEEK END	SUB #
	8/17/2021	

ITEM	DESCRIPTION	QTY	RATE	AMOUNT
	WO #602624 Eastern Shore drug Task Force			
1001	Install Strand & Hardware	600	0.36	216.00
1007	Install Down Guy	2	15.68	31.36
1008	Anchor	2	28.00	56.00
	WO #602466 - Nandua Rd Ext.			
1001	Install Strand & Hardware	7,892	0.36	2,841.12
1002	Lash Fiber to Strand/Cable	9,800	0.54	5,292.00
1005	Install Slack Shoe	11	39.20	431.20
1007	Install Down Guy	4	15.68	62.72
1008	Anchor	4	28.00	112.00
1017	Bond Strand	23	3.19	73.37
	WO #602462 - TB Road - Exmore			
1001	Install Strand & Hardware	433	0.36	155.88
1007	Install Down Guy	1	15.68	15.68
1008	Anchor	1	28.00	28.00

Total	\$9,315.33
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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 601415 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

601415 Orloff

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/30/2021	6006-Install house attachment	1	54.00	54.00
06/30/2021	6007-Attach NID to House	1	49.00	49.00
06/30/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/30/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice HH 23340 Roseland Dr	1	310.00	310.00
06/30/2021	3009-Minimum Fiber Charge-Splicing Splice 2 fibers at pole 33608	1	400.00	400.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$875.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 600481A 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

600481 Chincoteague

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	3003 Fusion Splice >= 96 Splice 78 fibers at pole 53600	78	26.95	2,102.10

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$2,102.10

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 600481 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

600481 Chincoteague

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/29/2021	3003 Fusion Splice >= 96 35 fibers spliced at pole 53798	35	26.95	943.25
06/29/2021	3006-Ring Cut Preparation Charge RC 96 fiber	1	168.00	168.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,111.25

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 601844 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

601844 Jones

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/30/2021	6006-Install house attachment	1	54.00	54.00
06/30/2021	6007-Attach NID to House	1	49.00	49.00
06/30/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/30/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice HH at 2260 Sand Hill	1	310.00	310.00
06/30/2021	3006-Ring Cut Preparation Charge RC 48 fiber	1	168.00	168.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$643.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 600941 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

600941 DNG Mapps

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	3009-Minimum Fiber Charge-Splicing Splice 1 fiber at pole 2647920	1	400.00	400.00
06/28/2021	3009-Minimum Fiber Charge-Splicing Splice 2 fibers at pole 2-209	1	400.00	400.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$800.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 601814 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

601814 Johnson

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice	1	310.00	310.00
06/28/2021	3006-Ring Cut Preparation Charge RC 12 fiber	1	168.00	168.00
06/28/2021	3009-Minimum Fiber Charge-Splicing Splice 3 fibers at pole 39499	1	400.00	400.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,043.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602047 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602047 Lawson

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 3-A3-16	1	310.00	310.00
06/28/2021	3006-Ring Cut Preparation Charge RC 48 fiber	1	168.00	168.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$643.00

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paulhoggard@1coastal.com
www.1coastal.com

INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602081 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602081 Cavileer

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 39487	1	310.00	310.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$475.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602309 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602309 Holloway

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 48307	1	310.00	310.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$475.00

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INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602381 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602381 Drake

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 48325	1	310.00	310.00
06/28/2021	3009-Minimum Fiber Charge-Splicing Splice 4 fibers at pole 48308	1	400.00	400.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$875.00

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www.1coastal.com

INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602516 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602516 Murphy

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6006-Install house attachment	1	54.00	54.00
06/28/2021	6007-Attach NID to House	1	49.00	49.00
06/28/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/28/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 52045	1	310.00	310.00
06/28/2021	3006-Ring Cut Preparation Charge RC 96 fiber	1	168.00	168.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$643.00

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Coastal Contracting LLC
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paulhoggard@1coastal.com
www.1coastal.com

INVOICE

BILL TO

Eastern Shore of Virginia
Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602208 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602208 Gouker

DATE	DESCRIPTION	QTY	RATE	AMOUNT
07/03/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-2874/2740 Beg/End Pole-51777 Reel #-447	134	6.40	857.60
07/03/2021	Item 2017-Rod conduit and install mule tape. per foot. 938/1082	144	0.34	48.96

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$906.56

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INVOICE # 602190 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602190 Peters

DATE	DESCRIPTION	QTY	RATE	AMOUNT
07/03/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-2740/2450 Beg/End Pole-51754 Reel #-447	260	5.00	1,300.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,300.00

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INVOICE # 602204 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602204 Donnell

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-3066/2874 Beg/End Pole-51777 Reel #-447	192	6.40	1,228.80
06/28/2021	Item 2017-Rod conduit and install mule tape. per foot. 738/938	200	0.34	68.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,296.80

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INVOICE # 602205 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602205 Lukens

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-3462/3228 Beg/End Pole-51777 Reel #-447	234	5.00	1,170.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,170.00

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INVOICE # 602347 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602347 Kruse

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-3552/3462 Beg/End Pole-51882 Reel #-447	90	6.40	576.00
06/28/2021	Item 2017-Rod conduit and install mule tape. per foot. 468-568	100	0.34	34.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$610.00

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INVOICE

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INVOICE # 602313 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602313 Wagner

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6001-Direct Bury/Plow One Fiber Cable. Per Foot. Underground Beg/End Conduit-3622/3552 Beg/End Pole-51986 Reel #-447	70	6.40	448.00
06/28/2021	Item 2017-Rod conduit and install mule tape. per foot.	82	0.34	27.88

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$475.88

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INVOICE # 602170 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602170 Haberek

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/28/2021	6001-Direct Bury/Plow One (1) .75" HDPE DUCT. Per Foot. Underground Beg/End Conduit-3228/3066 Beg/End Pole-5177 Reel #-447	162	6.40	1,036.80
06/28/2021	Item 2017-Rod conduit and install mule tape. per foot.	170	0.34	57.80

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,094.60

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INVOICE # 602339 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602339 Mariner

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/30/2021	6005-Run drop fiber to house-Per Foot. Aerial Beg/End Fiber-6944/7084 Beg/End Pole- Reel #-464	140	2.08	291.20
06/30/2021	6003-Install Fiber in Duct. Per Foot. Underground Beg/End Fiber-6670/6944 Reel #-464	274	1.10	301.40

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$592.60

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INVOICE # 602373 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602373 Lusk

DATE	DESCRIPTION	QTY	RATE	AMOUNT
06/30/2021	6006-Install house attachment	1	54.00	54.00
06/30/2021	6007-Attach NID to House	1	49.00	49.00
06/30/2021	Mount ONT inside house-6008-each	1	62.00	62.00
06/30/2021	6009-Splice 2 fibers in NID and 1 fiber at at pickup splice Pole 6/165/4	1	310.00	310.00
07/01/2021	6005-Run drop fiber to house-Per Foot. Aerial Beg/End Fiber-6530/6670 Beg/End Pole-6/165/3-6/165/4 Reel #-464	140	2.08	291.20
07/01/2021	6003 Install fiber in duct Beg/End Fiber-6350/6530 Beg/End Pole- Reel #-464	180	1.10	198.00

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$964.20

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INVOICE # 602587 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602587 Stallings

DATE	DESCRIPTION	QTY	RATE	AMOUNT
07/04/2021	6005-Run drop fiber to house-Per Foot. Aerial Beg/End Fiber-8054/8900 Beg/End Pole-40216/40223 Reel #-465	846	2.08	1,759.68

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$1,759.68

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Broadband Authority
4174 Lankford Highway
Exmore, VA 23350

INVOICE # 602545 072021

DATE 07/20/2021

DUE DATE 08/19/2021

TERMS Net 30

CLIENT LOCATION

602545 Cantwell

DATE	DESCRIPTION	QTY	RATE	AMOUNT
07/01/2021	6005-Run drop fiber to house-Per Foot. Aerial Beg/End Fiber-7084/7530 Beg/End Pole-6-163-21-3/6-163-21-4 Reel #-464	456	2.08	948.48

Thank you for the opportunity to work with you and your team!

BALANCE DUE

\$948.48

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Calix Network Configuration & Quotation

Customer Name:	Eastern Shore of Virginia Broadband Authority	Quote Reference Number:	664671A - 1
Project Name:	Cart: 2021-156834	Quote Type:	Equipment
Quote Description:	FTTH Expansion	Date Created:	September 14, 2021
Author Name:	Matt Ertle	Date Modified:	September 14, 2021
Contact Name:		Quote Expiration:	October 14, 2021

Equipment Summary					
Calix Part #	Part Description	CLEI	Price	Qty	Extended Price
	E7				
000-00372	E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field installation Kit		\$646.75	1	\$646.75
100-03006	E7-2 GPON-8 card (8xGPON OIM, 4xGE SFP, 2x10GE SFP+)	BVL3AXYFTA	\$9,096.75	2	\$18,193.50
Equipment Total					\$18,840.25
Grand Total					\$18,840.25

Package Details:

000-00372 package consists of the following:

100-03590	E7-2 Fan Tray Assembly 2 - FTA2	1.0
100-01449	E7-2 Shelf, 1RU, 2 Slots, with 1 Blank Card	1.0
100-01830	E7-2 Field Install Kit for CO & RT (19" and 23" mounting brackets, power and ground cables, etc)	1.0

Notes & Optional Equipment and Services

All prices are being quoted in US \$ (Dollars).

Due to rounding, some totals may not correspond with the sum of the separate figures.

Calix Warranty - See Purchase Agreement.

Important Ordering Instructions:

Please include the Calix quote number (found in the upper right hand corner) on your PO. You may also provide an internal PO number to be used with your order. Orders received without an internal PO number will use the Calix quote number by default.

Include contact information (Name, Email & Tel) for the person who will receive the order acknowledgements and shipping notifications as well as the required billing and shipping addresses for your order.

Send Purchase Orders to Calix Order Management:

Email: om@calix.com

Fax: 707-283-3771

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

Form 477 Filing Summary

FRN:
0019703131

Data as of:
Jun 30, 2021

Operations:
Non-ILEC

Submission Status:
Original - Submitted

Last Updated:
Jul 29, 2021 04:38
PM

Filer Identification

Section	Field	Response
Filer Information	Company Name	Eastern Shore of Virginia Broadband Authority
	Holding Company Name	Eastern Shore of Virginia Broadband Authority
	Filing Type	Non-ILEC
	SAC ID	N/A
	499 ID	828203
Data Contact Information	Data Contact Name	Robert Bridgham
	Data Contact Phone Number	(757) 414-0304
	Data Contact E-mail	rbridgham@esvba.com
Emergency Operations Contact Information	Emergency Operations Name	Robert Bridgham
	Emergency Operations Phone Number	(757) 414-0304
	Emergency Operations E-mail	rbridgham@esvba.com
Certifying Official Contact Information	Certifying Official Name	Robert Bridgham
	Certifying Official Phone Number	(757) 414-0304
	Certifying Official E-mail	rbridgham@esvba.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Final Deployment June 2021.csv	Jul 29, 2021 04:33 PM	3,467
Fixed Broadband Subscription	Subscription final June2021.csv	Jul 29, 2021 04:32 PM	15

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Eastern Shore of Virginia Broadband Authority	Optical Carrier/Fiber to the End User	3,467

State	DBA Name	Technology	Blocks
Total			3,467

Fixed Broadband Subscription

Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Virginia	Optical Carrier/Fiber to the End User	15	1,752	284	2,036
Total		15	1,752	284	2,036

Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
10,000.000	10,000.000	1,752	284	2,036
Total		1,752	284	2,036

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Optical Carrier/Fiber to the End User	10,000.000	10,000.000	1,752	284	2,036
Total			1,752	284	2,036

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](#).

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

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Form 477 Filing Summary

FRN: 0019703131 | Data as of: Dec 31, 2020 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Mar 12, 2021 15:11:50

Filer Identification

Section	Question	Response
Filer Information	Company Name	Eastern Shore of Virginia Broadband Authority
	Holding Company Name	Eastern Shore of Virginia Broadband Authority
	SAC ID	
	499 ID	828203
Data Contact Information	Data Contact Name	Robert Bridgham
	Data Contact Phone Number	(757) 414-0304
	Data Contact E-mail	rbridgham@esvba.com
Emergency Operations Contact Information	Emergency Operations Name	Robert Bridgham
	Emergency Operations Phone Number	(518) 858-7242
	Emergency Operations E-mail	rbridgham@esvba.com
Certifying Official Contact Information	Certifying Official Name	Robert Bridgham
	Certifying Official Phone Number	(757) 414-0304
	Certifying Official E-mail	rbridgham@esvba.com

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Upload_DeploymentFinal_Dec2020.csv	Mar 11, 2021 16:07:24	3090
Fixed Broadband Subscription	Upload_SubscriptionFinal_Dec2020.csv	Mar 12, 2021 15:10:27	16

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	Eastern Shore of Virginia Broadband Authority	Optical Carrier/Fiber to the End User	3090
Total			3090

Fixed Broadband Subscription

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

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	16	1422	374	1796
Total		16	1422	374	1796

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
10000.000	10000.000	1422	374	1796
Total		1422	374	1796

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

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
Optical Carrier/Fiber to the End User	10000.000	10000.000	1422	374	1796
Total			1422	374	1796