

Application to DHCD Submitted through CAMS

New Kent County

New Kent County Virginia Telecommunications Initiative 2022

Application ID: 86509132021160954
Application Status: Pending
Program Name: Virginia Telecommunications Initiative 2022
Organization Name: New Kent County
Organization Address: 12007 Courthouse Circle
New Kent, VA 23124-2242
Profile Manager Name: Rodney Hathaway
Profile Manager Phone: (804) 966-9629
Profile Manager Email: rahathaway@newkent-va.us

Project Name: New Kent County Virginia Telecommunications Initiative 2022
Project Contact Name: Rodney Hathaway
Project Contact Phone: (804) 966-9629
Project Contact Email: rahathaway@newkent-va.us
Project Location: 12007 Courthouse Circle
NewKent, VA 23124-0098
Project Service Area: New Kent County

Total Requested Amount: \$3,775,304.00

Required Annual Audit Status: No Current Audits Found

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$3,775,304.00	\$5,992,696.00	\$9,768,000.00
Construction	\$3,775,304.00	\$5,992,696.00	\$9,768,000.00
Total:	\$3,775,304.00	\$5,992,696.00	\$9,768,000.00

Budget Narrative:

The requested \$3,775,304 of VATI funds are being matched by \$2,443,826 of County funding, \$2,865,809 of RSN funding, and \$683,061 of RDOF funds. The funds will be used to build out approximately 200.01 miles of fiber to pass 1,272 locations. Approximately \$1,272,000 of RSN's \$2,865,809 in matching funds is to cover the estimated connection costs. To capture the expected CPE cost a conservative take rate of 40% and estimated cutover expense of \$2,500 per location was used. Therefore, RSN is taking on the cost to connect 509 customer locations as part of their portion of the total project cost. This was done in accordance with VATI Guidelines which states that "DHCD will award funding to applicants to provide last-mile services, including middle-mile networks, equipment, or other investments required to deliver last-mile service" and that the definition of "Last Mile" is "components of a network that provide broadband services to end-users premises or devices through an intermediate point of aggregation (e.g. remote terminal, fiber node, wireless tower, or other equivalent access point)." If this sort of funding is not permitted please contact RSN to discuss other options that they can financially support the build out of this project.

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:

The area was selected due to the recent FCC RDOF Auction. All locations in this area were shown as being unserved by the FCC 477 reporting system. The project area includes 1,183 locations awarded to RSN as well as 89 locations awarded to SpaceX. It is approximately 64.3 square miles and within the County borders the following locations; Hanover County on the West, King William County and King and Queen Counties to the North, Charles City, Henrico and James City Counties to the South. The area covers approximately 1,272 locations.

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:

According to the FCC 477 filings from June 2020, the following companies provide greater than 25/3 Mbps speeds in the County: Verizon, Comcast, StraightupNet and Cox. However, according to the FCC auction none of their service areas overlap with the RDOF awarded areas which make up the locations being served by this application. It is believed that less than 10% of the locations may be getting cellular based Internet service that may be resold by StraightupNet.

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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:

All locations included in this application have received FCC RDOF I funding. New Kent County did not receive CAF II funding. This application only includes the 1,183 RDOF locations awarded to RSCVA and the 89 RDOF locations awarded to SpaceX. There are also 32 RDOF I locations in New Kent awarded to Connect Everyone, LLC that are not included in this VATI application.

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:

Attachment 3 contains a table listing the RSN RDOF Census Block Groups as well as the locations passed in each group. Additionally, there is another version of the RDOF map for the County showing where these blocks are located in the project area. The attachment contains a compiled RSN RDOF location listing of the number of residents, businesses, home businesses, community anchors, and non-resident locations in the project 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:

As stated previously, the area was selected due to the recent FCC RDOF Auction. All locations in the RSN and SpaceX are considered to be unserved by the FCC. According to the maps generated by the FCC 477 reporting system only one provider might have overlapping service in these areas and it appears that provider is reselling cellular type Internet service which we believe should not be subject to the same overlap rules as Fixed Wireless service. Attachment 4 includes several maps showing the service areas of each of the providers listed in the June 2020 FCC 477 report.

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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:

According to the FCC, all locations included in this application are areas with greater than 10/1 Mbps but less than 25/3 Mbps. The total number of locations passed will be 1,272.

- All passings in this application are RDOF passings and therefore included in the count provided in 6b.
- The following numbers need to be confirmed with County GIS records and engineering but there appears to be the following number of locations in the project area; 925 Residential, 227 Businesses, 67 Home-based businesses, 24 Community Anchors, 29 Non-residential.
- RSN extends fiber drops to locations up to 2,000 feet from the main fiber run located in the VDOT right of way/easement. A very high percentage of the passing will normally fall into this “Standard Install” group which is covered by RSN and an estimated 40% take rate is included in this application as part of their match funding. It is estimated that out of the 1,272 locations passed that 1,221 will fall within our 2,000’ standard install distance and 51 or 4.01% will require a “long drop” fee. Any additional fiber needed to run beyond the 2,000 feet is charged to the customer at the current rate of \$1.00 per foot. Additionally, RSN will not charge any extension fees for those locations that are certified by the State, County, or PDC as LMI.
- NA
- Since our application is based on RDOF passings which is for locations above 10/1 Mbps but less than 25/3 Mbps, there should be no location in the project area with less than 10/1 Mbps service. However, we know the FCC 477 reports have over a 30% misrepresentation of the actual number of locations receiving speeds and therefore it is very possible that dozens of locations in this application actually have less than 10/1 Mbps service.

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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:

NA - Not a wireless project.

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:

RSN plans on using our new OPTi-Fi residential pricing for this project. The plan contains three fully symmetrical Internet speeds; 100/100 Mbps, 500/500 Mbps, 1/1 Gbps with no data caps. All three packages have an add-on option of VOIP phone line for \$29.95 with multiple calling features as well as local and continental US long distance calls included. The Internet only packages are priced as follows; \$90, \$110, \$130 with a \$5 recovery fee. The proposed FTTH pricing is comparable to the rates in the FCC's 2021 Urban Rate Survey. In the FCC survey, the average Urban rate for 100 Mbps / 100 Mbps service is \$102.80 and the average Urban rate for 1 Gbps/ 1 Gbps service is \$120.26. The FTTH service is priced competitively and affordably. This will benefit the local community greatly especially because the median income for households in New Kent County. Further, the importance of affordable broadband is heightened when you examine the poverty levels throughout each of the Counties and find that they are typically above the state average of 9.9%. To reduce the cost of these service packages there are a couple discounts that can be applied; LMI/Loyalty Discounts, \$9.25 life discount. RSN will participate in the EBB (Emergency Broadband Benefit) program to provide additional savings to low income individuals and families. Additionally, RSN is also participating in "Long Loop" programs to eliminate the costs to LMI households that fall beyond our free standard installation service which covers up to a 2,000' fiber drop.

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

Answer:

This is a totally new FTTH project with the only existing network components being the Internet access points that currently exist in each County. RSN plans to use an XGS-PON FTTH access vendor such as Calix, DZS, or Adtran. The proposed technology allows a rate of up to a symmetrical 10Gbps Down/10Gbps Up IP transport of voice, broadband, and OTT video between the Applicant's Host office and the customer premise. The Applicant proposes initially using XGS-PON FTTH architecture fed from splitter cabinets for last mile access. This architecture can be upgraded to NG-PON2, delivering up to 40G service and beyond, as needed in the future. The PON splitters will have a maximum of a 1:32 split on an all-fiber plant that extends no more than 32km from the OLT's. Most deployments will have a much lower ratio. Extra fibers will be left at every splitter cabinet to allow for any additional type of service that may be required by the government or business. Redundant Core and Aggregation Routers will be deployed as needed. The middle mile data is uplinked to the Internet at several locations. 40 Gbps access across a 100 Gbps connection to Cogent is provided at the Gretna Host office location with an additional 40 Gbps access via a different vendor planned. All Internet traffic is terminated to the Pixel Factory on two separate routes. Where possible, all the equipment sites will be served with separate multiple 10G IP ringed transport fibers. XGS-PON ONT's and WiFi routers will be placed at the customer premise with the ability to upgrade as needed. The customers will be provided with the option of either an indoor or outdoor ONT.

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

Answer:

This project will build out all the unserved locations identified by the FCC in the recent RFOF auction. In addition to the areas covered by RDOF funding, RSN is working with the County and DHCD to identify any other unfunded unserved locations that can be added to the project application. Upon completion of the proposed FTTH Broadband Grant project locations in the proposed service areas will have access to significantly greater broadband speeds at affordable rates.

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 project is nearing the final design phase which should be completed in the next 60 days. The design of this fiber network is consistent with other successful large FTTH deployments that RSN has undertaken in the past. Attachment 7 contains the 18 month project timeline broken down into major components and sub tasks. Attachment 8 are copies of the MOUs executed between RSN and New Kent County. If the VATI Grant is awarded then each County and RSN will enter a formal agreement/contract in conjunction with the VA DHCD contract with WP PDC for this project.

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:

RiverStreet has received VATI funding for two FTTH projects in King and Queen County and one fixed wireless project in Patrick County. Phase 1 of the KQ FTTH project is well underway and expected to be completed in the last quarter of this year. Phase 2 of the KQ FTH project was just awarded VATI funding and it is currently in the engineering phase. The final VATI contract and RDOF addendum was just signed by VA DHCD and the County. With the finalization of these documents, VATI Phase II construction can begin in King and Queen County. RSN also has a fixed wireless project in Patrick County that was funded by VATI. However this project has had to be extended due to issues with one of the key tower sites. Additionally, RSN recently acquired CBRS spectrum in the County. These two factors and others have caused RSN to have the proposed wireless network redesign by an external engineering firm. While this is being done, RSN is trying to see if the awarded RDOF funds and a VATI grant could instead be used to build out a FTTH network in the proposed wireless project area.

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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 FTTH construction cost to pass 1,272 locations is \$9,768,000. RSN is bringing in \$683,061 in RDOF funds to build out the project area as well as \$2,865,809 in cash and loans. RSN is estimating \$1,272,500 in additional funding to connect up to 40% of the locations passed. Additionally, RSN will cover the standard installation costs for any locations above our estimated 40% take rate. The County is supplying \$2,443,826 in matching funds to the requested \$3,775,304 in VATI Grant funds.

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:

In addition to the \$683,061 in RDOF funding that is being leveraged in this application, RSN is committed to supplying up to \$2,865,809 in matching funds to combine with the \$2,443,826 in County funds being provided. Finally, RSN is in discussions with Dominion Energy to see if there are any opportunities to partner with them as part of the Utility Leverage Program in New Kent County.

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15. Marketing: Describe the broadband adoption plan.

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

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

Answer:

a. Based on RSN's historical operations of bringing new fiber networks online and transitioning users over to those FTTH systems, a very conservative growth rate is being used for this project. Additionally, our conservative estimates are based on customers not being connected to the network until the final build out stages in year three. Fortunately, network engineers are forecasting that end users could be connected earlier than the total completion of the FTTH project. Previously RSN has used a conservative take ratio of 30%, however since the COVID 19 Pandemic RSN and other ISPs have seen much higher take rates above 60% in rural areas. Therefore, RSN has adjusted their take rate up from 30% to 40%. This new take rate is still very conservative based on the ongoing pandemic. To assist with the acquisition of customers, RSN has an extensive marketing campaign consisting of: postcards, banners, door hangers, billboards, radio spots, press releases, neighborhood signs, social media updates. Additionally, RSN uses a "Crowd Fiber" tool that is associated with its join.buildriderstreet.com. This tool allows the user or a CSR to enter the potential customer's data into the portal and then map them so we can track interest by service areas. Additionally, if the information is being put in by an existing Internet user then we can capture their current bandwidth if they are willing to conduct a speed test that is part of the portal's questionnaire. Furthermore, RSN offers a "Loyalty Discount" and "Lifeline Discount" which can lower the service costs upto of \$14.25 per month. RSN is signing up for EBB (Emergency Broadband Benefit Program) to provide additional savings to low income individuals and families. Additionally, RSN is also participating in "Long Loop" programs to eliminate the costs to LMI households that fall beyond our free standard installation service which covers up to a 2,000' fiber drop. Information on RSN's marketing plans and Crowd Fiber tool has been added as Attachment 17.

b. In the past RSN has worked with local Community Colleges and local library systems to set up digital literacy programs in areas with very rural communities. These programs are often based on the community's needs and wants. RSN plans to work with each of the Counties to conduct advertising and outreach specifically targeted to reach low-income subscribers as a means of promoting digital literacy and discount options available to low-income households in the proposed grant service area.

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:

NAME

TITLE

PROJECT DUTIES

County POC / Applicant

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Rodney Hathaway

Oversees all aspects of project

Eric Cramer

RSN CEO

Directs all RSN activities

Jody Souther

RSN VP of Engineering

Oversees outside plant planning & construction

Kimberly Johnson

RSN CFO

Manages project's accounting & record keeping

Amanda Perry

RSN VP of Sales & Marketing

Oversees project marketing & advertising efforts

Greg Coltrain

RSN VP of Business Development

Acts as a liaison between the PDC, Counties, and RSN

TBD

RSN Project Manager

Oversees the day to day project activities of RSN & Outside Engineering Firm

TBD

Engineering & Construction Project Manager

Oversees the day to day project activities of construction subcontractors

RiverStreet Networks of Virginia is a wholly-owned subsidiary of Wilkes Telephone Membership Corporation (WTMC) and is headquartered in Wilkesboro, NC. WTMC a rural membership cooperative formed in 1951 under Chapter 117 of the North Carolina General Statute and operates an all FTTH broadband network in

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and around Wilkes County, in Western North Carolina. It obtained a \$25M 70/30 BIP Stimulus grant/loan from the USDA in 2009. WTMC completed an 1100 mile system-wide Fiber-To-The-Home (FTTP) network using an active fiber design for all its exchanges. High-speed Broadband, Voice, and IPTV are available to 9200 subscribers in its Wilkes County service areas. This fiber network serves the four exchanges of Champion, Boomer, Lomax, and Clingman, which is tied together with a 250-mile transport fiber ring with multiple 10G connections. A MetaSwitch Softswitch with VOIP capability is located at the Champion office. IPTV is being routed from neighboring Skyline TMC via a redundant 10G fiber ring. A total of 20Gbps internet access is provided, using two different internet service providers (10Gbps from Citizens and 10Gbps from Spirit) via redundant fiber facilities. The broadband traffic is continuously monitoring the actual service levels of every customer, and all connections are upgraded before the 15% over-subscription is reached. The service goal of Wilkes is to maintain an over-subscription level of under 10% on an ongoing basis. This entire project was completed on budget and on time over five years. After a successful merger in 2018 with Tri-County Telephone Membership Corporation (TCT), WTMC now serves portions of Beaufort, Hyde and Washington Counties with an all FTTH broadband network in Eastern North Carolina. Due to multiple acquisitions and organic growth, RiverStreet Networks has grown from 8,000 broadband customers in 2015 to just over 30,000 customers a short six years later in 2021. Just as it's parent cooperative was chartered to serve the unserved years ago, RiverStreet has sought out to do the very same thing with broadband. RiverStreet believes broadband service plays a vital role in the economic growth of rural communities and should be afforded to everyone. TCT provides Broadband, Voice, and IPTV services over an all-fiber network to about 4,000 customers in parts of Beaufort, Hyde, and Washington Counties in Eastern North Carolina. In 2010 TriCounty received a 14.2 Million (75% Grant/25% Loan) through the Broadband Infrastructure Program (BIP), a program developed by the USDA Rural Utilities Service due to Federal Funded Appropriations via the American Recovery and Reinvestment Act of 2009. This facilitated the construction of more than 355 miles of Fiber Optic Cable to serve rural citizens of Northeastern Beaufort County and a small portion of Washington and Hyde Counties. This project was completed within five years. In 2019 & 2020, RSN received over \$32 Million in CAF II funding and \$48 Million in USDA Loans to expand broadband services in VA and NC. In 2021, RSN is finalizing their FCC long form to secure over \$40 million in grant funds to pass 25,593 locations in rural Virginia with FTTH services.

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:

Below are the budget details. Derivation of Costs and Documentation of Supporting Cost Estimates are attached.

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

- a. Total VATI funding request

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

Answer:

a. Total VATI funding request

\$3,775,304

b. Number of serviceable units

1,272 or \$2,968 per location

19. **Commonwealth Priorities (Up to 40 points)**

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

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

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

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

Answer:

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a. New Kent County and RiverStreet Networks propose to make service available to at least 1,272 properties. Of that amount, 227 passings are businesses that include grocery stores, banks, restaurants, service stations, office buildings, a funeral home, and more. These businesses are vital to the economy of New Kent and provide services that our residents rely on. There are 24 Community anchors that are planned to have access to the proposed new broadband service. Those Community anchors include the Rappahannock Community College (New Kent Campus), Providence Forge State Forestry Center, Bridging Communities Career and technical Center, the New Kent Heritage Public Library, and various public school and County facilities. The Henrico Regional Jail East was also included in the Community Anchor count, as it is located in New Kent County and is one of our larger employers. Included in the Non-residential passings numbers are 21 churches, 2 community centers, and 6 neighborhood clubhouses. In 2019 New Kent County hired Rural Broadband Consulting to do an analysis of the Broadband needs in the County. That analysis identified approximately 3,040 properties that had inadequate service with speeds less than 10/1 Mbps. This project being a new build of a fiber-optic network will be covering some areas that are already served by our cable provider but our focus in the proposed project area is to reach the unserved areas of the County. This project will pass an estimated 741 properties that have broadband speeds of less than 10/1 Mbps. Also many of our residents are served by Verizon DSL and have plans that claim to provide speeds higher than 10/1 Mbps, but we routinely receive complaints that the service is unreliable and often much slower, therefore we believe that the 741 properties that we have estimated as having speeds of less than 10/1 Mbps is a very conservative estimate, and the actual number is much higher.

b. New Kent County and River Street Networks are currently looking into the Utility Leverage Program as a way to get some of the middle mile constructed for this project. We have also had conversations with several State and Federal Agencies located in New Kent that have expressed a need for faster and more reliable internet services, those organizations include Rappahannock Community College, our local office of the Virginia Health Department, and the Providence Forge State Forestry Center. We have also had discussion with Henrico County regarding the need for faster and more reliable broadband service at the Henrico Regional Jail East, located in New Kent County, and we have proposed to pass this facility with the planned fiber optic route to make service available to them. We have also had discussions with our local school system, who has expressed interest in utilizing the proposed broadband service, and the Bridging Communities Career and Technical Center, a regional high school STEM program that serves 6 localities and is located in New Kent County.

c. To ensure that all members of the community are able to benefit from the service, RSN has low-income discounts through the FCC Lifeline Program and plans on participating in the EBB program. Additionally, RSN will waive any long loop fees to install LMI customers who live beyond their free standard installation distance of 2,000'. Finally, RSN plans to work with New Kent County to conduct advertising and outreach specifically targeted to reach low-income subscribers as a means of promoting digital literacy and discount options available to low-income households in the proposed grant service area.

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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:

Attachment 15 - Marketing Materials

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMapdocx913202144322.pdf

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

Attachment2DocumentationonFederalFundingAreadocx913202144338.pdf

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

Attachment3RDOFAwardedAreasincludedinVATIApplicationdocx913202144357.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment4DocumentationUnservedAreaVATICriteriadocx913202144422.pdf

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Passings Form (Use template provided)

Attachment5PassingsFormdocx913202144438.pdf

Propagation Map if Wireless Project

Attachment6PropagationMapWirelessProjectdocx913202144455.pdf

Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan913202144509.pdf

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

Attachment8MOUdocx913202144525.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourceTabledocx913202144542.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchingFunds913202144605.pdf

Letters of Support

Attachment11LettersofSupport913202144636.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCosts913202145032.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates913202145111.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment14TwomostrecentForm477913202145146.pdf

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

AttachmentPointandPolygonShapefiles913202145238.zip

Application to DHCD Submitted through CAMS

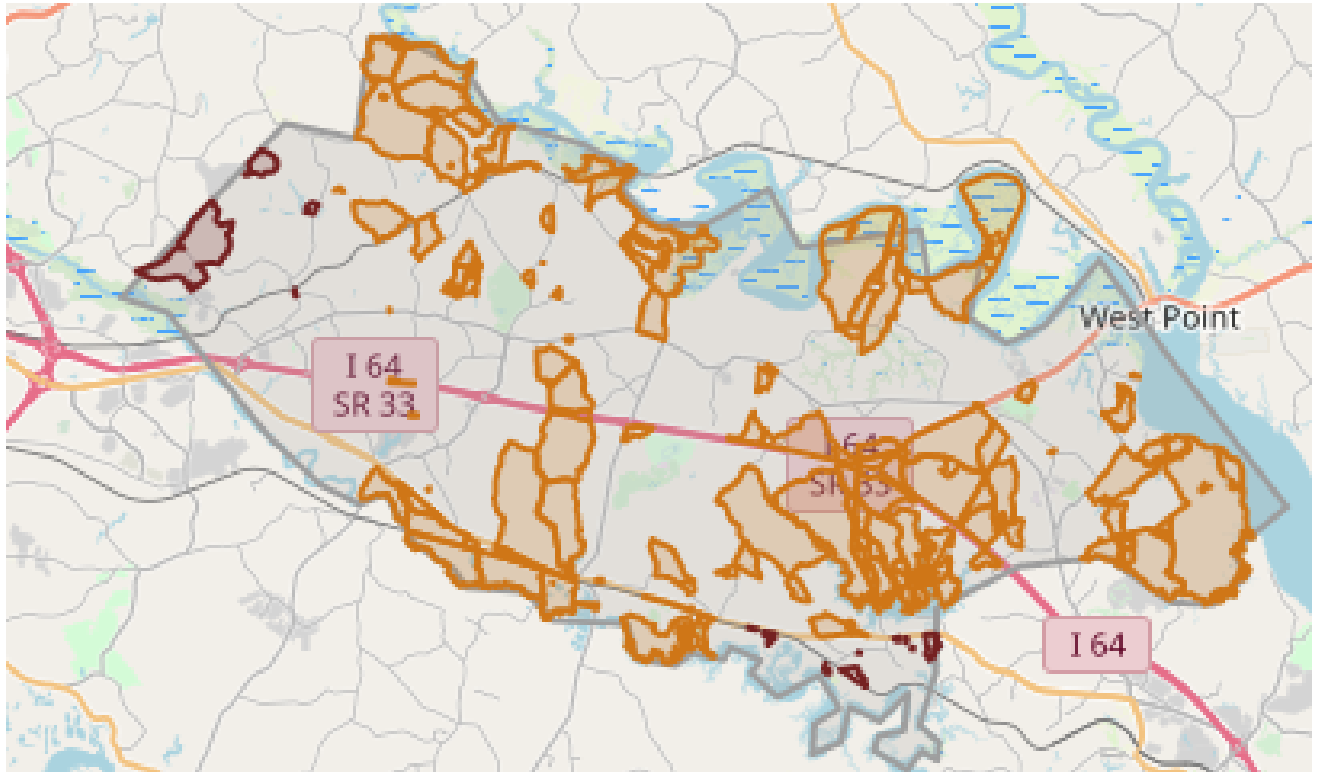
New Kent County

New Kent County Virginia Telecommunications Initiative 2022

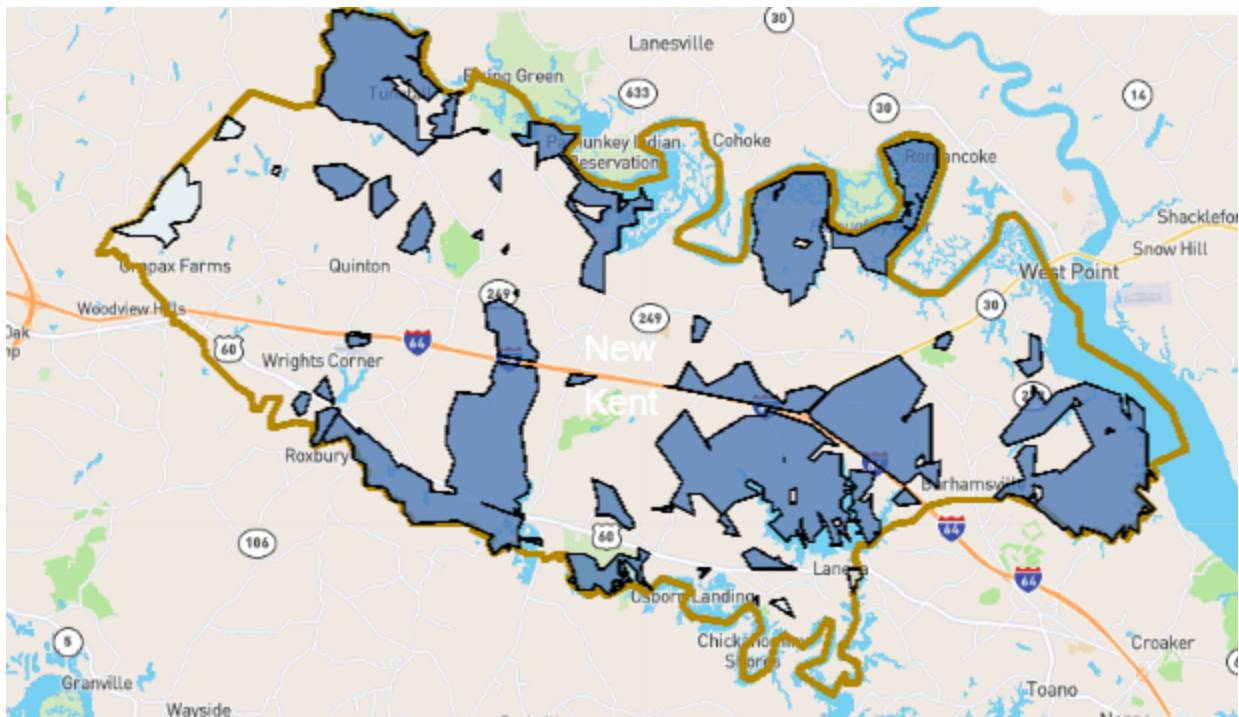
Optional

Attachment15RSNMarketingMaterials913202145439.pdf

Attachment 1 - Project Area Map



Attachment 2 - Documentation on Federal Funding Area



2022 Virginia Telecommunication Initiative (VATI)
Attachment 3 RDOF Awarded Areas included in VATI Application
(New Kent County)

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas ¹
Residential	861
Businesses (non-home based)	212
Businesses (home-based)	64
Community Anchors	22
Non-residential	24
Total Number of RDOF Passings	1,183

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

Definitions

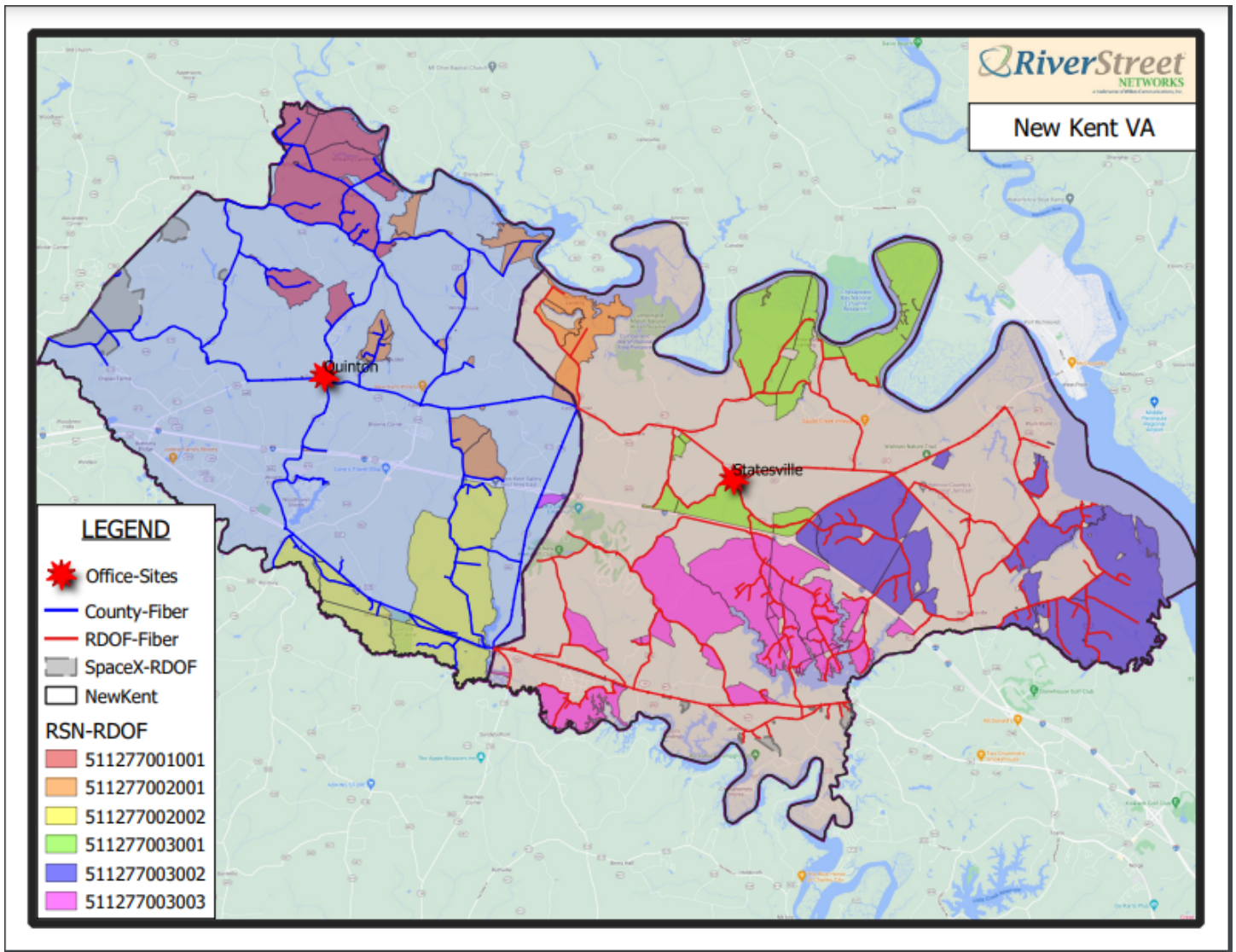
Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

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 - RDOF Awarded Areas included in VATI Application



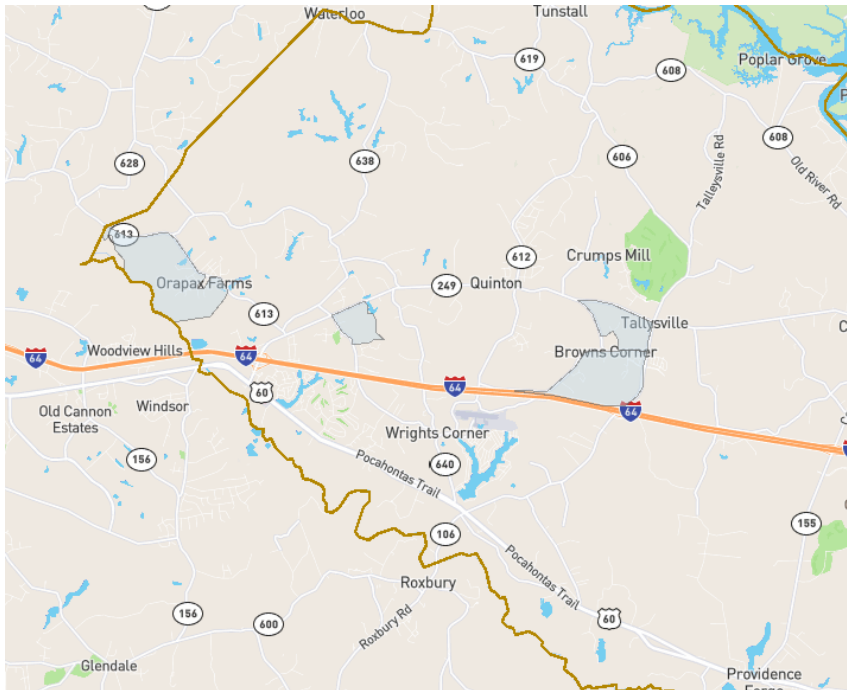
County	Census Block	Locations
New Kent	511277003001	78
New Kent	511277003002	276
New Kent	511277003003	342
New Kent	511277002001	137
New Kent	511277002002	165
New Kent	511277001001	185
Total		1183

Attachment 4 - Documentation Unserved Area VATI Criteria

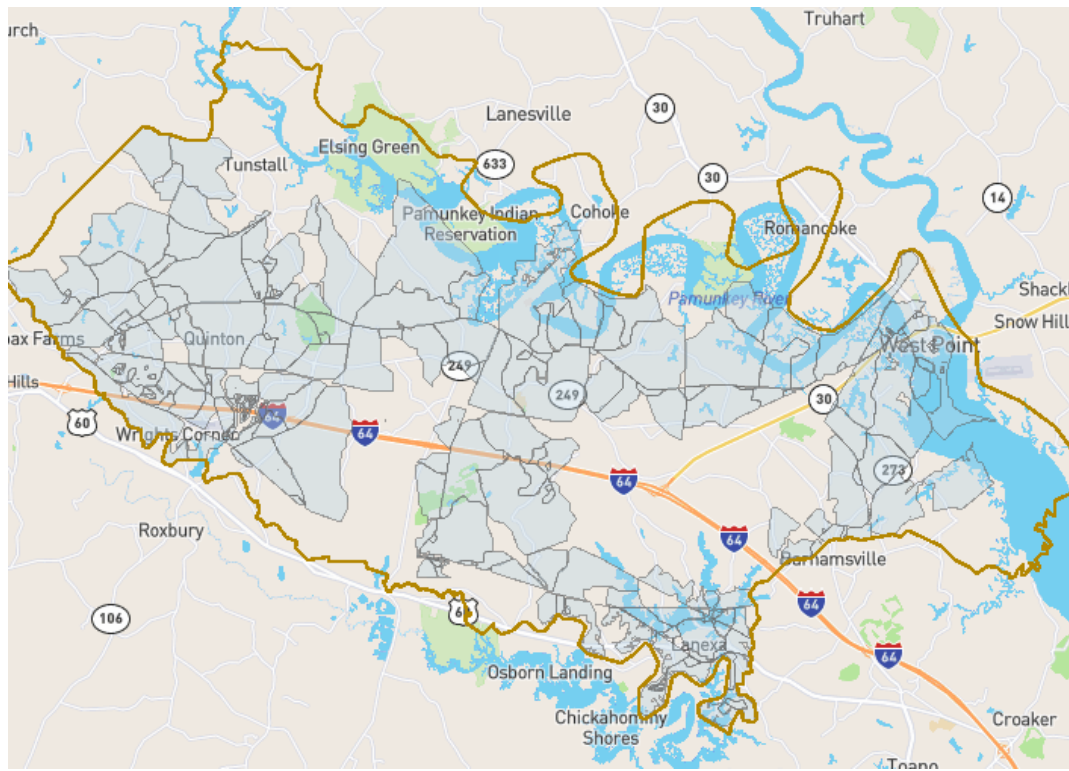
Attachment 4 - StraightUpNet Service Map based on FCC 477



Attachment 4 - Cox Fiber Service Map based on FCC 477



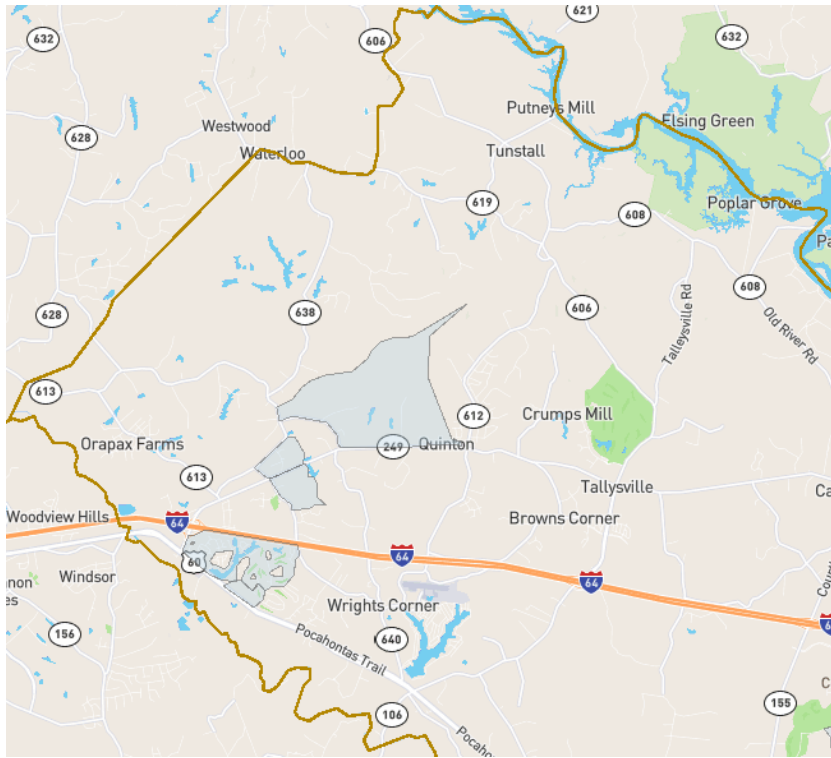
Attachment 4 - Cox Cable Service Map based on FCC 477



Attachment 4 - Verizon Service Map based on FCC 477



Attachment 4 - Comcast Service Map based on FCC 477



Wireline and Fixed-Wireless Providers in New Kent County

Provider (DBA)↕	Technology↕	Max.↓	Max.↑	Block Groups↕	% of Block Groups↕	Total Block Groups↕
Comcast (View on map)	Cable	987.0 Mbs	35.0 Mbs	4	40.0%	10
Cox Communications (View on map)	Cable	1.0 Gbs	35.0 Mbs	10	100.0%	10
Cox Communications (View on map)	Fiber	1.0 Gbs	1.0 Gbs	3	30.0%	10
StraightUpNet LLC (View on map)	Fixed Wireless	100.0 Mbs	50.0 Mbs	1	10.0%	10
Verizon Virginia LLC (View on map)	Fiber	940.0 Mbs	880.0 Mbs	2	20.0%	10

2022 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required ²	Passings with Special Construction Costs budgeted in the Application ³	Number of Passings with Speeds at 10/1 or below in Project Area ⁴
Residential	64	62	2	41
Businesses (non-home based)	16	15	1	7
Businesses (home-based)	5	4	1	2
Community Anchors	3	2	1	1
Non-residential	2	1	0	1
Total	89	84	5	56

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

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

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

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

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

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

Definitions

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

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

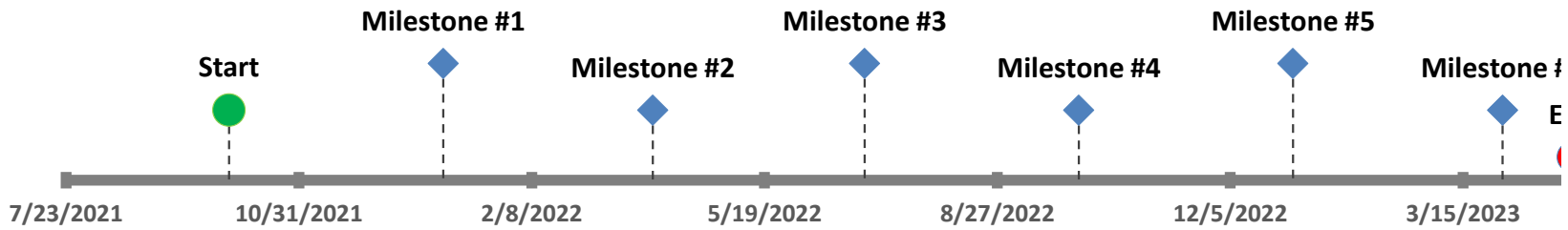
Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater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

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

Attachment 6 - Propagation Map Wireless Project

NA - FTTH Project

New Kent County VATI RDOF Project



Milestones

Date	Label	Position
10/1/2021	Start	15
1/1/2022	Milestone #1	25
4/1/2022	Milestone #2	15
7/1/2022	Milestone #3	25
10/1/2022	Milestone #4	15
1/1/2023	Milestone #5	25
4/1/2023	Milestone #6	15
5/1/2023	End	5
<i>Insert new rows above this one</i>		

Milestone 1 10 Miles of BB OSP/ISP		New Kent County Milestone Descriptions									
Task 1	Final Design/Field Staking/Const. Sheets/Contracts	TOTAL MILES		200.01							
Task 2	Phase Material Purchase Orders and Delivery	Total Drops		509							
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted	Quarterly	Project	Miles	Drops						
Task 6	Remote Electronic Equipment Installed/Turnup/Tested	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		5%	5%	10	0	\$ 188,756	\$ 122,185	\$ 34,151	\$ 79,661	\$ -	\$ 424,754
		Amount to Date									
		\$ 188,756	\$ 122,185	\$ 34,151	\$ 79,661	\$ -	\$ 424,754				
Milestone 2 30 Miles of BB OSP/ISP											
Task 1	Final Design/Field Staking/Const. Sheets/Contracts										
Task 2	Phase Material Purchase Orders and Delivery										
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted	Quarterly	Project	Miles	Drops						
Task 6	Remote Electronic Equipment Installed/Turnup/Tested	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		15%	20%	40	0	\$ 566,267	\$ 366,556	\$ 102,454	\$ 238,984	\$ -	\$ 1,274,261
		Amount to Date									
		\$ 566,267	\$ 366,556	\$ 102,454	\$ 238,984	\$ -	\$ 1,274,261				
Milestone 3 50 Miles of BB OSP/ISP											
Task 1	Final Design/Field Staking/Const. Sheets/Contracts										
Task 2	Phase Material Purchase Orders and Delivery										
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted										
Task 6	Remote Electronic Equipment Installed/Turnup/Tested										
Task 7	Install Drops/Tested 50 units	Quarterly	Project	Miles	Drops						
Task 8	Customer ONT Installed and Tested 50 units	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		25%	45%	90	50	\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 125,000	\$ 2,248,769
		Amount to Date									
		\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 125,000	\$ 2,248,769				
Milestone 4 50 Miles of BB OSP/ISP											
Task 1	Final Design/Field Staking/Const. Sheets/Contracts										
Task 2	Phase Material Purchase Orders and Delivery										
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted										
Task 6	Remote Electronic Equipment Installed/Turnup/Tested										
Task 7	Install Drops/Tested 100 units	Quarterly	Project	Miles	Drops						
Task 8	Customer ONT Installed and Tested 100 units	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		25%	70%	140	150	\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 250,000	\$ 2,373,769
		Amount to Date									
		\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 250,000	\$ 2,373,769				
Milestone 5 50 Miles of BB OSP/ISP											
Task 1	Final Design/Field Staking/Const. Sheets/Contracts										
Task 2	Phase Material Purchase Orders and Delivery										
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted										
Task 6	Remote Electronic Equipment Installed/Turnup/Tested										
Task 7	Install Drops/Tested 100 units	Quarterly	Project	Miles	Drops						
Task 8	Customer ONT Installed and Tested 100 units	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		25%	95%	190	250	\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 250,000	\$ 2,373,769
		Amount to Date									
		\$ 943,779	\$ 610,926	\$ 170,757	\$ 398,307	\$ 250,000	\$ 2,373,769				
Milestone 6 10 Miles of BB OSP/ISP											
Task 1	Final Design/Field Staking/Const. Sheets/Contracts										
Task 2	Phase Material Purchase Orders and Delivery										
Task 3	Permits/Encroachments										
Task 4	Distribution/Transport Fiber Placement										
Task 5	Distribution/Transport Fiber Spliced/Tested/Accepted										
Task 6	Remote Electronic Equipment Installed/Turnup/Tested										
Task 7	Install Drops/Tested 259 units	Quarterly	Project	Miles	Drops						
Task 8	Customer ONT Installed and Tested 259 units	Change	Change	To Date	To Date	VATI	County	RDOF	RSN Fiber	RSN Drop	Total
Percent Complete (What is the Percent Complete for the total project when this milestone is met?)		25%	100%	200	509	\$ 188,945	\$ 122,307	\$ 34,185	\$ 79,741	\$ 647,500	\$ 1,072,679
		Amount to Date									
		\$ 188,945	\$ 122,307	\$ 34,185	\$ 79,741	\$ 647,500	\$ 1,072,679				
		\$ 3,775,304	\$ 2,443,826	\$ 683,061	\$ 1,593,309	\$ 1,272,500	\$ 9,768,000				

Attachment 8 - MOU/MOA between Applicant/Co-Applicant

MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding ("MOU") entered into on September 10, 2021, by and between **RiverStreet Communications of Virginia, Inc.**, located at 1400 River Street, Wilkesboro, North Carolina, 28697, hereinafter referred to as the "RiverStreet," and the **County of New Kent**, Virginia, located at 12007 Courthouse Circle, New Kent, VA , 23124, hereinafter referred to as the "County" (RiverStreet and County are collectively referred to as the "Parties"), for the purpose of establishing and achieving various goals and objectives relating to the project contemplated by the Parties.

WHEREAS, RiverStreet has been awarded funding from the FCC's Rural Digital Opportunity Fund ("RDOF") to cover a portion of the cost of building a fiber network and providing broadband service to specific unserved or underserved locations in the County ("the Project"); and

WHEREAS, the Parties are desirous to enter into this Memorandum to set forth the working arrangements that both Parties agree shall be necessary to pursue their efforts to bring the Project to fruition;

MISSION

The Project is intended to provide the areas of the County that are the subject of the RDOF funding with access to broadband Internet access service ("Broadband"), in order to meet the future needs of residents and businesses in those areas of the County.

PURPOSE AND SCOPE

The Parties intend for this Memorandum to outline the structure for any binding contracts which the Parties may enter into in the future related to the Project.

OBJECTIVES

The Parties agree to work together to attempt to secure funding and establish policies and procedures that will promote and sustain a market for Broadband availability and intend to work toward delivering a product and/or services that meet or exceed business and industry standards.

RESPONSIBILITIES AND OBLIGATIONS OF THE PARTIES

The Parties agree to work together in good faith and collaboratively in an effort to bring the Project to successful completion. This Memorandum does not create any legal or equitable obligations or rights on the part of either Party and no such obligations or rights shall exist unless and until such time as the Parties may enter into a written agreement signed by both Parties.

SERVICES COOPERATION

The goal of the Project is to provide the following services in the areas of the County contemplated in the Project, which services include, but are not necessarily limited to:

Broadband Internet access services

Phase 1 (beginning after MOU execution): The Parties will work together to apply for Virginia Telecommunication Initiative ("VATI") grant(s). The Parties anticipate that VATI guidelines will require contributions by RiverStreet and by the County as matching funds to secure a FY2022 VATI Grant through the Virginia DHCD. DHCD funding shall not exceed 80% of Project costs. The Parties' VATI grant application may be a part of a regional application made together with other Virginia counties.

The total budget for the Project is expected to be \$9,768,000.00. The County agrees to provide a minimum match of \$2,443,826.00 in funding for the Project. RiverStreet agrees to provide a minimum match of \$3,548,870.00 in funding for the Project. The amount of the VATI Grant to be requested for the Project will be at least \$3,775,304.00 and the total number of homes projected to be passed by the Project shall be at least 1,272.

Phase 2 (beginning after Phase 1): RiverStreet will work with the County to continue Project planning and the Parties will seek additional Federal, State and local funding to expand the availability of Broadband service in the County.

TIMELINE

The above outlined scope and objective shall be contingent on the Parties' ability to obtain the necessary funding required for the Project, as described in any applicable grant or business loan application. Responsibilities with regard to commencement and completion of the Project will be established in any future agreement between the Parties, and may coincide with the period specified in connection with any grants awarded in connection with the Project.

TERM

This MOU shall remain in effect, subject to the termination provisions in this MOU, up until the Parties mutually determine whether they are able to move forward with the Project.

If the Parties are successful in securing sufficient grant funding that they are both willing to move forward with the Project, then they agree to use good faith efforts to negotiate, execute and deliver a formal contract regarding the Project ("Project Agreement"). The Parties contemplate that a Project Agreement will contain terms and conditions, representations, warranties, covenants, and other provisions that are customary in service arrangements of the sort contemplated in this MOU. If the Parties are unable to agree on the terms and conditions of a Project Agreement within 60 days of receiving notice of the award of such grant funding, then either Party may give notice of the termination of this MOU. In that event, the Parties shall have no further obligations to each other under this MOU except for any obligations which are specifically provided to

survive a termination of this MOU. This MOU does not create any legal or equitable obligations or legal rights.

AMENDMENT OR CANCELLATION OF THIS MEMORANDUM

This Memorandum may be amended or modified at any time in writing by mutual agreement of both Parties.

In addition, this MOU may be cancelled by either Party without cause on sixty (60) days advance written notice. This MOU may be terminated for cause, where cause for termination may include, but is not limited to, a material breach of any of the provisions contained herein, upon delivery of written notice of such termination to the other Party.

GENERAL PROVISIONS

The Parties acknowledge and understand that they must be able to fulfill their responsibilities under this MOU in accordance with the provisions of the law and regulations that govern their activities. Nothing in this Memorandum is intended to negate or otherwise render ineffective any such provisions or operating procedures. The Parties assume full responsibility for their performance under the terms of this Memorandum.

If at any time either Party is unable to perform its duties or responsibilities under this MOU consistent with such Party's statutory and regulatory mandates, the affected Party shall immediately provide written notice of such to the other Party and, if possible, establish a date for such performance.

LIMITATION OF LIABILITY

No rights or limitation of rights shall arise or be assumed between the Parties as a result of the terms of this MOU.

DISPUTE RESOLUTION

The Parties to this MOU agree that should any dispute arise regarding any aspect of their relationship or the Project, including, but not limited to, any matters, disputes or claims, the Parties shall confer in good faith to promptly resolve any such dispute. In the event that the Parties are unable to resolve the issue or dispute between them, then the matter shall be mediated in an attempt to resolve any and all issues between the Parties.

In the event that any court having jurisdiction should determine that any portion of this MOU to be invalid or unenforceable, only that portion shall be deemed invalid and not effective, while the balance of this MOU shall remain in full effect and enforceable.

NOTICE

Any notice or communication required or permitted under this MOU shall be sufficiently given if delivered in person or by certified mail, return receipt requested, to the address set forth in the opening paragraph or to such address as one may have furnished to the other in writing.

GOVERNING LAW

This MOU shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia, exclusive of its conflicts of law rules.

SEVERABILITY CLAUSE

In the event that any provision of this Memorandum shall be deemed to be severable or invalid, and if any term, condition, phrase or portion of this Memorandum shall be determined to be unlawful or otherwise unenforceable, the remainder of the Memorandum shall remain in full force and effect, so long as the clause severed does not affect the intent of the Parties. If a court should find that any provision of this Memorandum to be invalid or unenforceable, but that by limiting said provision it would become valid and enforceable, then said provision shall be deemed to be written, construed and enforced as so limited.

ASSIGNMENT

Neither Party may assign this Memorandum without the prior written consent of the non-assigning Party, whose approval shall not be unreasonably withheld or conditioned. Notwithstanding the foregoing, RiverStreet shall have the right to assign this MOU without the County's consent to any parent, subsidiary, affiliate, or any person, firm, or corporation that shall control, be under the control of, or be under common control with RiverStreet, or to any entity into which RiverStreet may have merged or consolidated or which purchases all or substantially all of the assets of RiverStreet.

ENTIRE UNDERSTANDING

This MOU reflects the entire understanding and agreement of the Parties pertaining to all matters contemplated hereunder.

MOU SUMMARIZATION

The Parties to this MOU have mutually acknowledged and agreed to the following:

- The Parties to this MOU shall work together in a cooperative and coordinated effort, and in a manner and fashion intended to bring about the achievement and fulfillment of the goals and objectives of the Project.

- It is not the intent of this MOU to restrict the Parties from their involvement in or participation with any other public or private individuals, agencies or organizations or opportunities.
- The Parties to this MOU shall mutually contribute and take part in any and all phases of the planning and development of the Project, to the fullest extent possible.
- This MOU is not a binding contract, and it is not the intent or purpose of this MOU to create any rights, benefits, obligations and/or trust responsibilities by or between the Parties.
- This MOU shall in no way hold or obligate either Party to supply or transfer funds to maintain and/or sustain the Project or the effort to bring it to fruition.
- Should there be any need or cause for the reimbursement or the contribution of any funds to or in support of the Parties' efforts relating to the Project, then such shall then be done in accordance with applicable Virginia laws, regulations and/or procedures, and any Project Agreement which the Parties may enter into in the future.
- In the event that it should become necessary to provide funding for the effort to develop the Project, then any such endeavor shall be addressed in a separate and mutually agreed upon written agreement signed by the Parties or their representatives, in accordance with applicable laws and regulations, and in no way does this MOU provide such right or authority or obligate any Party to provide any such funding.
- The Parties have the right to individually or jointly terminate their participation in this MOU provided that advanced written notice is delivered to the other Party as provided for herein.

AUTHORIZATION AND EXECUTION

The signing of this Memorandum of Understanding does not constitute a formal undertaking, and as such it simply reflects the intentions of the Parties to undertake preliminary efforts to achieve the goals and objectives stated in this MOU.

IN WITNESS WHEREOF, the Parties hereto have set their hands as of the day and year first above written.

RIVERSTREET COMMUNICATIONS OF VIRGINIA, INC.

By: 

Gregory S. Coltrain

VP, Business Development

NEW KENT COUNTY, VIRGINIA

By: 

Rodney A. Hathaway

County Administrator

Attachment 9 - Funding Source Table

Source	Amount	%	Status
VATI	\$ 3,775,304	39	PENDING
County	\$ 2,443,826	25	APPROVED
RSN - Construction	\$ 1,593,309	16	APPROVED
RSN - Cutover	\$ 1,272,500	13	APPROVED
RDOF	\$ 683,061	7	AWARDED
Total	\$ 9,768,000	100%	

Attachment 10 – Documentation of Match Funding



Board of Supervisors

Thomas W. Evelyn	District 1
C. Thomas Tiller, Jr.	District 2
Patricia A. Paige	District 3
Ron Stiers	District 4
John N. Lockwood	District 5

Rodney A. Hathaway
County Administrator

www.co.new-kent.va.us

September 10, 2021

Virginia Department of Housing And Community Development
600 E. Main Street, Suite 300 Richmond, VA 23210

RE: VATI 2022 Application – Attachment 10 Documentation of Matching Funding

DHCD Staff:

New Kent County Board of Supervisors (the "BOS") has appropriated the full local match in the amount of \$2,443,826 for our New Kent County VATI 2022 Application. The funds will be made available as required by RiverStreet Networks to pay for the construction of the fiber to the home (FTTH) project. These funds will be considered appropriated by the Board once the grant is approved and awarded.

We are very pleased to be associated with this application and feel that it will help us reach our goal of ubiquitous broadband service in our County.

Thank you for your consideration and potential partnership with RiverStreet Networks and New Kent County.

Regards,



Rodney A. Hathaway
County Administrator

Gregory S. Coltrain
RiverStreet Networks
1400 River Street, Wilkesboro NC 28697

September 10, 2021

Virginia DHCD
600 E Main Street, Suite 300
Richmond, VA 23219

Re: VATI 2022 Application New Kent County

Dear Dr. Tamarah Holmes:

RiverStreet Networks is excited with the opportunity to submit a proposal to expand broadband services throughout New Kent County. Our years of experience in building and maintaining Fiber-to-the-Home networks will help ensure broadband becomes a reality in the proposed funded service area (PFSA). We greatly understand the urgent need.

Our confidence in providing exceptional products and services is supported by our commitment to match this project with funds in the amount of \$3,548,870.

Please accept this correspondence as our notification to match the funding.

Sincerely,



Gregory S. Coltrain
VP of Business Development

Attachment 11 - Letters of Support

Theresa Peterson
Chairperson of the New Kent County
Strategic Planning Steering Committee

September 3, 2021

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

Letter of Support for 2022 NTIA Grant for New Kent County, Virginia

Dear Dr. Holmes:

We are writing in support of New Kent County VATI application and their joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

The citizens of New Kent County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom. Parents had to drive their children to various places in New Kent County so their children could use available WiFi to complete their assignments.

As Chairperson of the New Kent County Strategic Planning Steering Committee I personally had difficulty holding meetings via Zoom during the pandemic due to my lack of reliable internet service. Other household in New Kent have no access to internet at their homes simply because it is not available without substantial costs per household to connect if they can find a carrier to provide them service. Broadband is not a luxury; it is a much needed service for both business and private households.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of New Kent County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Theresa Peterson
Chairperson of the New Kent County
Strategic Planning Steering Committee



Bridging Communities

Regional Career and Technical Center
Governor's STEM Academy

September 9, 2021

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

Letter of Support for 2022 NTIA Grant for New Kent, VA

Dear Dr. Holmes:

We are writing in support of New Kent County VATI application and their joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

Bridging Communities Regional Career and Technical Center services 6 local rural communities with New Kent High School being the largest feeder school. During the COVID-19 Pandemic, we were forced to change our approach to instruction, and are still continuing to accommodate the instructional needs of students as they are affected by COVID. While hands on learning is the most valuable form of instruction for CTE, when students are quarantined or absent from school we rely on Zoom calls and both synchronous and asynchronous learning to keep our students up to speed. An internet connection is critical for these students to learn the skills necessary to be industry ready as it can be the only way for students to access the curriculum from home.

We also recognize the overall importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of New Kent County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Julie Ellis, Executive Director



CHICKAHOMINY INDIAN TRIBE - EASTERN DIVISION

2895 Mt. Pleasant Rd. Providence Forge, VA 23140

804-966-7815

www.cied.org

September 7, 2021

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

Letter of Support for 2022 NTIA Grant for New Kent, VA

Dear Dr. Holmes:

We are writing in support of New Kent County VATI application and their joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

The citizens of New Kent County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

The Chickahominy Indian Tribe Eastern Division Citizens and Youth have struggled with virtual programs necessary to be successful in school, work, and other areas, due to the limited broadband service options and availability to remote areas.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of New Kent County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Penny Wynn
Tribal Administrator
(804) 966-7815
Ext. 1001

Penny Wynn,
Tribal Admin
Penny.wynn@cied.org
804-966-7815

Gerald A. Stewart, Chief
Jerry.Stewart@cied.org
804-966-2710

Matthew C. Adkins, Assistant
Chief/Treasurer
Matt.Adkins@cied.org
804-677-5034

Secretary
Joanne C. Howard
Joanne.Howard@cied.org

Charles P. Bradby
Charles.Bradby@cied.org

Doris Austin, Dep TA
Doris.austin@cied.org

Joseph L. Adkins
Joseph.Adkins@cied.org

Candace Dickerson
Candace.Dickerson@cied.org

Scott R. Holmes
Scott.Holmes@cied.org

Will Gibbs
Will.Gibbs@cied.org

MARK K. FLYNN
4101 Rose Cottage Road
Quinton, VA 23141
804-400-1321 m
markkflynn@gmail.com

3 September 2021

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

Letter of Support for 2021 NTIA Grant for New Kent County, Virginia

Dear Dr. Holmes:

I write to plead for support of New Kent County's VATI application and its joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

In my former role with the Virginia Municipal League, I lobbied many years for the opportunity for underserved local governments to have the ability to deploy broadband services to their citizens, when the commercial internet providers found it unprofitable to provide services to rural areas. As a result, I am keenly aware of the need for broadband by rural locality citizens and the fact that commercial providers will not deploy the services to citizens in need when they consider it unprofitable.

The citizens of New Kent County have long suffered with little to no internet service in many rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

My wife and I both have one-person businesses. I was in the private practice of law and was lobbying for Virginia's local governments. My wife lobbies for public sector social services organizations. We both found it impossible to carry on our businesses in our New Kent home, due to being in an unserved part of the county. Regularly, we would need to travel to offices in Richmond to carry out our businesses. As a result, we could not register with the county for business licenses, which lost the county tax revenues.

Further, my wife wears a heart monitor that communicates with VCU Health Systems on an ongoing basis. When the severely limited DSL fails, which it does regularly, the monitor issues a warning. This lack of reliable tele-health service is a real problem.

As this letter shows, I know the importance of broadband to citizens in the County. Such improvements will increase educational opportunities and economic growth in the area.

Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of New Kent County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know I stand in support of their efforts.

Sincerely,

Sincerely,

A handwritten signature in black ink, appearing to read "Mark K. Flynn", with a long horizontal flourish extending to the right.

Mark K. Flynn



September 9, 2021

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

RE: Letter of Support for 2021 VATI Grant for New Kent County, VA

Dear Dr. Holmes:

New Kent County, served by Rappahannock Community College, is applying for an VATI grant to provide broadband services to its resident citizens for telemedicine, distance education, and support of local small business.

Before the pandemic, 25% of RCC students took all of their classes online and last year the percentage of fully online students jumped to 35%. All of our courses use a learning management system which must be accessed via the internet. All students need internet access to fully participate in any course at the College. Last fall 19% of students reported that they had no internet access or only dial-up access to the internet at home.

As a result of the pandemic, RCC expanded WIFI power to outside the campus buildings and the Kilmarnock Center into parking lots providing increased access in order to provide service to students who did not have home access. However, this is not an ideal learning environment. Students need broadband access as home.

Broadband access has become like electricity – one of the fundamental needs in order to prosper. RCC strongly supports the efforts of New Kent County and its request for grant funding. I am happy to provide additional information if needed and may be contacted at skennedy@rappahannock.edu.

Sincerely,

Shannon L. Kennedy, Ed.D.
President

RAPPAHANNOCK COMMUNITY COLLEGE

12745 College Drive
Glenns, Virginia 23149
804-758-6700

52 Campus Drive
Warsaw, Virginia 22572
804-333-6700



8 September 2021

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

RE: Support for VATI Grant for New Kent County, VA

Dear Dr. Holmes:

I am writing in support of the New Kent County joint VATI grant application with RiverStreet Networks for building fiber-to-the-premises Internet service in New Kent County, Virginia.

The citizens of New Kent County have suffered long enough with little to no Internet service in many of our rural areas and the entirely inadequate cable service in other parts of the county. This became even more critical during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom, and many people began to work from home rather than in the office.

In my family, we run several Internet-based businesses from offices adjacent to our home here in Barhamsville. The Option Trader's Assistant is a start-up company that I have been working on with a partner in Tennessee for the past two years; we are planning to launch our Internet-based software-as-a-service to the public this fall. Our customers are in the US and Europe, in locations from the Netherlands to Hawaii.

This business is an Internet business, 100%, so I need fast and reliable Internet access in order to promote the software, train users, and maintain our servers.

The Verizon DSL service we have now is so unreliable; it goes out every time it rains (which has been pretty frequently this summer!). I work with an advisory board composed of people in Chicago, IL, Providence, RI, Tucson, AZ, and Knoxville, TN and I don't like being the laughing stock of the team when they say, "It's raining again – Karow can't make the [Zoom] meeting."

I frequently upload large software update files to our servers, so a fast, symmetric service, such as would be provided by the fiber optic network RiverStreet is proposing, will be very important to me.

There is no question of the importance of Internet access to all of the citizens and businesses in our county and in all of Virginia. Rather than perceiving computers and the Internet as a superfluous luxury, the we must view them as crucial necessities for all. NKC needs a fiber optic network to bring it into the 21st century, increase educational opportunities and foster economic growth.

Please consider this grant application and know that I fully support their efforts for FTTH.

Sincerely,

Charles S. Karow,
Managing Member, Option Trader's Assistant, LLC



8 September 2021

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

RE: Support for VATI Grant for New Kent County, VA

Dear Dr. Holmes:

I am writing in support of the New Kent County joint VATI grant application with RiverStreet Networks for building fiber-to-the-premises Internet service in New Kent County, Virginia.

The citizens of New Kent County have long suffered with little to no Internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom, and many people began to work from home rather than in the office.

In my family, we run several Internet-based businesses from offices adjacent to our home here in Barhamsville. My particular business provides online and onsite registration services for conventions, trade shows and awards banquets in locations across the country. When the pandemic hit, most of the events we were supporting were either cancelled or went virtual; we had to pivot quickly to develop new technology for virtual ticketing, just to survive.

Since the business is now mostly conducted over the Internet, I need a fast and reliable service in order to contact clients, help attendees, manage our servers and publish software updates.

While we do have Internet access here, it is only 7 Mbps DSL, which is really not adequate, and it is not reliable. I have ended up going to the library to conduct business more times than I can remember. We often upload large files to our servers and send large graphics to clients for approval, so a symmetric service, such as would be provided by the fiber optic network RiverStreet is proposing, is very important to us.

Quality Internet access is important to all of the citizens and businesses in our county and in all of Virginia. Internet access is no longer a luxury, but it is a necessity for life in modern times, and I am encouraged to see a proposal for fiber optic network which will carry us well into the future. This will release New Kent County from its second-class status, bring our community into the 21st century, and eliminate the digital divide for our citizens.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

A handwritten signature in blue ink that reads "Pornwadee Karow".

Pornwadee Y. Karow,
Managing Member, Epsilon Registration

VATI 2022 Letter of Support

9/7/2021

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

Letter of Support for 2022 NTIA Grant for New Kent, VA

Dear Dr. Holmes:

We are writing in support of New Kent County VATI application and their joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

The citizens of New Kent County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

High speed broadband is required for twenty-first century learning, both when students are at school and when they are home. Even before full virtual instruction, we had to deal with the homework gap due to the lack of high speed connectivity within the county.

We recognize the importance of broadband to the citizens in our county. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of New Kent County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Matthew Hilfer
Director of Technology
New Kent County Public Schools

September 7, 2021

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

Letter of Support for 2022 NTIA Grant for New Kent, VA

Dear Dr. Holmes:

We are writing in support of the New Kent County VATI application and their joint grant application with RiverStreet Networks towards bringing a broadband infrastructure that supports high-speed internet in unserved areas in New Kent County, Virginia.

For many years (since at least 2015), New Kent County has been actively seeking a broadband solution for its unserved/underserved, primarily rural, areas of the county. County broadband committee(s) efforts to bring broadband to these areas have proved unsuccessful due to a lack of interest by internet service providers or by an inability to deliver on their promises.

The county has examined RiverStreet Networks and has determined that it has the experience, ability, and commitment to now bring high-speed broadband to these areas of the county.

Please give strong consideration to this application knowing that an NTIA Grant will offer rural New Kent citizens like ourselves the ability to gain valuable high-speed access to the internet resources that are essential in today's world.

Sincerely,

Ron & Jo Ann Durrer
New Kent, VA



September 10, 2021

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

Letter of Support for 2021 NTIA Grant for New Kent County, VA

Dear Dr. Holmes:

I am writing in support of New Kent County VATI application and their joint grant application with RiverStreet Networks for building improved internet in New Kent County, Virginia.

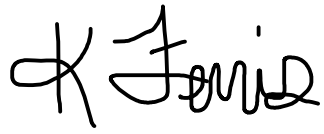
The citizens of New Kent County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom. I own a childcare center where we offered virtual school options for families in our county. While I do have access at my center to high-speed internet, it proved to be unreliable and unable to carry the traffic that was required to have all of my students log in for virtual school. It was not uncommon for the outdated cable-based internet to go offline at least a few times a week, thus preventing my business from functioning correctly and our students from getting all the classroom information that they needed. As I only have one option for internet right now, there was no other way to help our students.

But I am one of the lucky ones. It is important to recognize that many of the students were coming to me because at their own home, there was no option at all for internet service. This means that families that might have had other childcare options (i.e. older sibling, grandparent, etc.) were paying to send their children to me because they needed the internet. I heard this story repeated so many times over the last 18 months.

I don't think I could overstate the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. The proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century.

Please consider their application and know I will stand in support of their efforts.


Sincerely,

A handwritten signature in black ink, appearing to read "K Ferris". The letters are cursive and somewhat stylized, with a large initial "K" and a distinct "F".

Kate Ferris
Owner, Stay & Play Childcare
7770 Invicta Ln
New Kent, VA 23124

Attachment 12 Derivation of Cost (New Kent County)

Product	Total	VATI	County	RDOF	RSN Fiber	RSN Drops	Source of Estimate	Date
New Kent County Area 2022-24								
RDOF/Space X Eng for Design, Field Staking & Permits	\$ 729,394		\$ 729,394				Mid-South Consulting Eng	9/9/2021
RDOF/Space X Dist/Trans Fiber 200.01mi.@\$37.76K	\$ 7,551,674	\$ 3,775,304	\$ 1,500,000	\$ 683,061	\$ 1,593,309		Mid-South Consulting Eng	9/9/2021
RDOF/Space X ONT's & Drops RSN 509@\$2500	\$ 1,272,500					\$ 1,272,500	Mid-South Consulting Eng	9/9/2021
RDOF/SpaceX Access/Switching Equip w/Eng	\$ 100,000		\$ 100,000				Mid-South Consulting Eng	9/9/2021
RDOF/Space X Remote Sites	\$ 114,432		\$ 114,432				Mid-South Consulting Eng	9/9/2021
Totals	\$ 9,768,000	\$ 3,775,304	\$ 2,443,826	\$ 683,061	\$ 1,593,309	\$ 1,272,500	\$ 9,768,000	
1272 Service Locations Passed 40% Served	100%	39%	25%	7%	16%	13%		
					RSN Comb	\$ 2,865,809		

Purchase Order	
Purchase Order No.	
Date	11/23/2020
Vendor ID	

Shipping Method		Payment Terms		Ordered By		Reference	
		C.O.D.					
Wilkes Item Number	Description	Req. Date	U/M	Qty. Ordered	Unit Price	Ext. Price	
Vendor Item Number	Additional Item Notes	FOB					
	MX480-Premium-DC			1	\$34,057.32	\$34,057.32	
	JUNOS-64			1	\$3,182.93	\$3,182.93	
	RE-S-X6-64G-BB			2	\$0.00	\$0.00	
	3CBE2-MX-BB			2	\$1,591.47	\$3,182.94	
	FFANTRAY-MX480HCBB			1	\$0.00	\$0.00	
	PWR-MX480-2400DCBB			4	\$0.00	\$0.00	
	MPC3E-3D-NG-IR-B			2	\$14,370.54	\$28,741.08	
	MIC3-3D-10XGE-SFPP			2	\$8,035.72	\$16,071.44	
	MIC-3D-20GE-SFP			2	\$1,607.15	\$3,214.30	
	JS-LR			1	\$2,559.53	\$2,559.53	
	SFPP-10GE-LR			4	\$416.67	\$1,666.68	
	SVC-ND-MX480			1	\$3,647.15	\$3,647.15	
	SVC-ND-MPC3NG-IR			2	\$2,933.58	\$5,867.16	
	ACX5K-L-8X10GW-S			1	\$8,571.43	\$8,571.43	
	SVC-COR-ACX5K8X10			1	\$422.86	\$422.86	
	ACX5048-DC-L2-L3			1	\$9,166.67	\$9,166.67	
	SVC-ND-ACX5048			1	\$1,418.34	\$1,418.34	

Special Terms and Conditions

Subtotal	\$121,769.83
Freight	\$0.00
Tax	\$0.00
Order Total	\$121,769.83

Signature of Authorized Representative

Accepted by Seller

Quote
No.: 74627
Date: 03/17/2021

Qty.	Item ID	Description	UOM	Sell	Total
4	1078904701-01	FSP 150CC-GE112Pro, I-Temp, with integrated AC PSU, F150/ADV/GE112/PRO/AC, HW Rel 1.01	EA	\$463.47	\$1,853.88
4	1091904885-02	GE11xPRO, PRE-INSTALLED SW, R11.1.2	EA	\$0.00	\$0.00
4	1091904796-01	FSP 150CC-GE112, GE114, GE112Pro, GE114Pro, and GE104, Software Base Key, F150/GE11X/SW/BASE/KEY	EA	\$117.66	\$470.64
4	1013904010	Mounting Kit, 19 in. Rack Single-Unit Mount, CC-GE11x/CC-T, OSA 5410, and ALM Monitor	EA	\$13.25	\$53.00
	4036381001				
4	1013904011	Mounting Kit, 19 in. Rack Dual-Unit Mount, CC-GE11x/CC-T, XG116Pro, OSA 5410, and ALM Monitor	EA	\$18.30	\$73.20
4	1036000631	AC Power Cable, US Plug, 2.5m, Right-Angled Equipment End	EA	\$10.35	\$41.40

Your Price:
Total:

\$2,492.12

Prices are firm until 4/16/2021

Terms: Net 30

Date: 3/17/2021

Accepted by: _____

Date: _____

Disclaimer

A Credit processing fee of 3.5% of total sale will be applied to all credit card purchases.
 Quotes reflect product pricing only. Additional charges of freight and taxes (if applicable) will be applied when invoiced.
 For warranty issues see www.goldtelecom.com or e-mail custsrv@goldtelecom.com.
 For returns call (515) 825-3400 and ask for Customer Service.

Network Configuration & Quotation

Quote Reference Number: ()
 Quote Type: Access
 Date Created: April 26, 2021
 Date Modified: April 26, 2021
 Quote Expiration: May 26, 2021



Equipment Summary

E7	Price	Qty	Ext. Price
000-00372	\$597.00	1	\$597.00
E7-2 Field Install Package (CO & ODC/RT): Shelf with Blank Card, FTA, and Field Installation Kit			
E7-2 AXOS	Price	Qty	Ext. Price
100-04665	\$8,446.75	2	\$16,893.50
E7-2 GPON-8 r2 card CLEI: BVL3BA5FAB			
OIM 10GE Transport	Price	Qty	Ext. Price
100-01512	\$498.75	2	\$997.50
10GE SFP+, Single Mode dual fiber transceiver, 10Km, 1310nm, LC, I-temp CLEI: BVL3AMDFAA			
OIM GPON AXOS	Price	Qty	Ext. Price
100-05121	\$249.00	16	\$3,984.00
GPON SFP OIM, Class B+, 20Km, 1490/1310nm Single Fiber Transceiver, C-Temp, AXOS CLEI: BVL3BACFAA			
Equipment Total			\$22,472.00
Grand Total			\$22,472.00

Package Details:

000-00372 package consists of the following:

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

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.

Quote Number: WS-000095328

Quote Date: 2020-12-08

Expiry Date: 2021-03-02

Note: Quote includes Tariff Tax

Line	Part Number	Manufacturer	Description	Ext. Description	UOM	Qty	Unit Price	Extended Total
	ACK5048-DC-L2-L3							\$ 10,470.01
1	ACK5048-DC-L2-L3	Juniper Networks	ACK5048 48 SFP+/SFP PORT & QSFP PORT AND DC POWER SUPPLY		EA	1	\$ 9,166.67	\$ 9,166.67
2	SVC-ND-ACK5048	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR ACK5048-DC-L2-L3	Service Period: 12 Months	EA	1	\$ 1,303.34	\$ 1,303.34
	Additional Items							\$ 43,282.96
3	RE-S-X6-64G-S	Juniper Networks	ROUTING ENGINE - 6 CORE 2.0GHZ WITH 64G MEMORY SPARE FOR MX2		EA	1	\$ 9,942.85	\$ 9,942.85
4	SC6E2-MX-S	Juniper Networks	ENHANCED MX SWITCH CONTROL BOARD SPARE		EA	1	\$ 4,660.72	\$ 4,660.72
5	PWR-MX480-2400-DCS	Juniper Networks	2400W DC POWER SUPPLY SPARE		EA	1	\$ 1,553.58	\$ 1,553.58
6	MPC3E-3G-NG-IR-B	Juniper Networks	NG MPC3E PORT QUEUE FULL SCALE 16 VPN MX		EA	1	\$ 14,370.54	\$ 14,370.54
7	SVC-ND-MPC3NG-IR	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR MPC3E-3D-NG-IR-B	Service Period: 12 Months	EA	1	\$ 2,695.72	\$ 2,695.72
8	MIC3-3D-10XGE-SFPP	Juniper Networks	MIC WITH 10X10GE SFP+ INTERFACE		EA	1	\$ 8,035.72	\$ 8,035.72
9	MIC-3D-20GE-SFP	Juniper Networks	20X10 10G 100G MIC FOR MX REQUIRES OPTICS SOLD SEPARATELY		EA	1	\$ 1,607.15	\$ 1,607.15
10	SFPP-10GE-LR	Juniper Networks	SFP 10GE PLUGGABLE TRANSCEIVER SMF 1310NM FOR 10KM TRANSMISS		EA	1	\$ 416.67	\$ 416.67
							Subtotal:	\$ 53,752.97
							Tariff:	\$ 1,261.49
							Quote Total:	\$ 55,014.46

Special note: Please be aware that due to recent increases in import tariffs associated with imported SFPs that are manufactured in countries affected by customer's origin processed with a ship date after the effective date of any such imposed tariff increase may be subject to an additional tax charge.

Delivery #:

Packing List Detail

Total Weight (kg/lb): 14.97/33
Total Net Weight (kg/lb):
Total Number of Pieces: 1
Total Number of Cartons: 1

Qt Ln	Ln	Product Number Customer Part Number	Product Description	UoM	Serial Number	Order Qty	Ship Qty	CL&I	CPR
✓ 003001	003001	ACX5048-DC	ACX5048 DC HW AND JUNOS OS	EA	WB3120170550	1	1	IPM9600DRC	N70DUF

These items are controlled by the U.S. Government and authorized for export only to the country of ultimate destination for use by the ultimate consignee or end-user(s) herein identified. They may not be resold, transferred, or otherwise disposed of, to any other country or to any person other than the authorized ultimate consignee or end-user(s), either in their original form or after being incorporated into other items, without first gaining approval from the U.S. government or as otherwise authorized by U.S. law and regulations.
Products/items listed in this document are subject to export and shipment control in accordance with EU/UK regulations number 428/2009 - These items require an export license if exported outside the EU/UK.
Export/re-export to those countries is prohibited without first obtaining the US Export/re-export license approval from the U.S. Government: Cuba, Iran, North Korea, Sudan, Syria
Please note that Juniper Networks products (including software or hardware) may not be used in connection with violations of human rights, of democratic principles or of freedom of speech as defined in the Charter of Fundamental Rights of the European Union where use is made of interception techniques and digital data transfer equipment for monitoring mobile phones and reading text message and of targeted surveillance of internet use (e.g. by means of monitoring center and lawful interception gateway).

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			01/29/2021	FACTORY			

Ordered by:							
Quantity	Catalog # / Description			Unit Price / Unit	Amount		
56	BULKU304836J081011 CHANNELL COMMERCIAL BULK 30X48X36 SHIELD SPLT LID T22 HEX			510.37 / 1	28,580.72		
	INBOUND FREIGHT				26.75		



PAY INVOICES QUICKLY and EASILY ONLINE!

Use our customer portal for all your account needs. Make payments, obtain invoice copies, find proof of deliveries and more! Registering is easy.

Terms of Payment Net 30 Days As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.	Sub Total	28,607.47
	Freight	0.00
	Handling	0.00
	Tax	1516.20
	Total Due	30,123.67

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTE

INVOICE

PO #:						SO#:	
Def. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			02/12/2021	FACTORY			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
1	R-19848-CAB288-50F CLEARFIELD INC FDH PON CAB 288 SCAPC DIST W 50FT TAIL	3786.70 / 1	3,786.70
	INBOUND FREIGHT		26.75



PAY INVOICES QUICKLY and EASILY ONLINE!

Use our customer portal for all your account needs. Make payments, obtain invoice copies, find proof of deliveries and more! Registering is easy. Contact your local branch c

Terms of Payment

Net 30 Days
As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

Sub Total	3,813.45
Freight	0.00
Handling	0.00
Tax	202.11
Total Due	4,015.56

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED ON THE BACK OF THIS INVOICE

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			02/12/2021	FACTORY			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
1	R-19848-CAB576-50F CLEARFIELD INC FDH PON CAB 576 SCAPC DIST W 50FT TAIL	7578.72 / 1	7,578.72
	INBOUND FREIGHT		26.75



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Terms of Payment Net 30 Days As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.	Sub Total	7,605.47
	Freight	0.00
	Handling	0.00
	Tax	403.09
	Total Due	8,008.56

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTE

INVOICE

PO #:					SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
	1	UPS	02/19/2021		S/P - F/A	

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
20	EM8100-24.25GR HUBBELL POWER SYSTEMS	3.66 / 1	73.20



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Terms of Payment

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Sub Total	73.20
Freight	0.00
Handling	0.00
Tax	<u>4.39</u>
Total Due	77.59

77.08

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INVOICE

PO #:					SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
		UPS	03/19/2021		S/P - F/A	

Ordered by: |

Quantity	Catalog # / Description	Unit Price / Unit	Amount
315	BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA BARE CU	480.00 / 1000	151.20
10	EM8100-24.25GR HUBBELL POWER SYSTEMS	4.56 / 1	45.60



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Terms of Payment

Net 30 Days

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Sub Total	196.80
Freight	0.00
Handling	0.00
Tax	10.43
Total Due	207.23

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED ON WWW.UPS.COM

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			03/18/2021		S/P - F/A		

Ordered by:							
Quantity	Catalog # / Description			Unit Price / Unit	Amount		
3	FOSC450-D6-6-R2-1-D6V COMMSCOPE TECHNOLOGIES LLC. FOSC450-D6-6-R2-1-D6V R2962P-000			358.66 / 1	1,075.98		
3	FOSC-ACC-D-TRAY-RIBN-24 COMMSCOPE TECHNOLOGIES LLC. FOSC-ACC-D-TRAY-RIBN-24 061064-000			33.80 / 1	101.40		
18	42-0026 REEF IND.-TERRA TAPE DIV. 3X6000F XTR STR FIB OP TP			198.68 / 1	3,576.24		
10	165OR4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 ORG 3/4IN X 60FT			1.01 / 1	10.10		
10	165BL4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 BLU 3/4IN X 60FT			1.01 / 1	10.10		
10	165GR4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 GRN 3/4IN X 60FT			1.01 / 1	10.10		
30	80610938187 CORNING OPTICAL COMMUNICATIONS 88T-0.75X60 (3/4X60) VINYL TAPE			3.03 / 1	90.90		
75	GC268 HUBBELL POWER SYSTEMS CONNECTOR CU GROUND			7.94 / 1	595.50		
70	GC5006 HUBBELL POWER SYSTEMS WISE TYPE CONNECTOR			2.07 / 1	144.90		
65	615880 ERICO INTERNATIONAL CORPORATION GRND ROD 5/8INX8FT CU BOND 10MIL			11.72 / 1	761.80		
160	80610844443 CORNING OPTICAL COMMUNICATIONS 4460-D/FO SHIELD BOND CONNECTOR ASSEMBLY			3.96 / 1	633.60		
10	EM-2525 HUBBELL POWER SYSTEMS #6 SCREW ON TERMINAL			2.30 / 1	23.00		
5	GRDXTKIT VERTIV CORPORATION GRD EXT BKT-SLOT MNT			7.24 / 1	36.20		

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTE

INVOICE

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PO #: _____ SO#: _____

Quantity	Catalog # / Description	Unit Price / Unit	Amount
315	BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA BARE CU	480.00 / 1000	151.20
300	100W U G PRODUCTS CO., INC. WHITE CABLE TAG W/UV TIE	0.33 / 1	99.00
1	97-500502-A CHARLES INDUSTRIES/COIL INSULATED GROUND BRAID 18 IN	137.50 / 1	137.50



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Terms of Payment Net 30 Days As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.	Sub Total	7,457.52
	Freight	0.00
	Handling	0.00
	Tax	395.25
	Total Due	7,852.77

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LIST.

INVOICE

PO #:					SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
		Southeastern Freight	03/22/2021		S/P - F/A	

Ordered by:						
Quantity	Catalog # / Description	Unit Price / Unit	Amount			
1	FOSC450-D6-6-R2-1-D6V COMMSCOPE TECHNOLOGIES LLC. FOSC450-D6-6-R2-1-D6V R2962P-000	358.66 / 1	358.66			
5	FOSC-ACC-D-TRAY-RIBN-24 COMMSCOPE TECHNOLOGIES LLC. FOSC-ACC-D-TRAY-RIBN-24 061064-000	33.80 / 1	169.00			
40	CVE30720401U CARSONITE COMPOSITES LLC	36.00 / 1	1,440.00			
40	18171FOC-A CARSONITE COMPOSITES LLC	3.75 / 1	150.00			
10	165OR4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 ORG 3/4IN X 60FT	1.01 / 1	10.10			
10	165BL4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 BLU 3/4IN X 60FT	1.01 / 1	10.10			
10	165GR4A 3M CO. - ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 GRN 3/4IN X 60FT	1.01 / 1	10.10			
30	80610938187 CORNING OPTICAL COMMUNICATIONS 88T-0.75X60 (3/4X60) VINYL TAPE	3.03 / 1	90.90			
75	GC268 HUBBELL POWER SYSTEMS CONNECTOR CU GROUND	7.94 / 1	595.50			
20	GC5006 HUBBELL POWER SYSTEMS VISE TYPE CONNECTOR	2.07 / 1	41.40			
200	80610844443 CORNING OPTICAL COMMUNICATIONS 4460-D/FO SHIELD BOND CONNECTOR ASSEMBLY	3.96 / 1	792.00			
10	EM-2525 HUBBELL POWER SYSTEMS #6 SCREW ON TERMINAL	2.30 / 1	23.00			
5	GRDXTKIT VERTIV CORPORATION GRD EXT BKT-SLOT MNT	7.24 / 1	36.20			

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTE

INVOICE

Quantity	Catalog # / Description	Unit Price / Unit	Amount
200	100W U G PRODUCTS CO., INC. WHITE CABLE TAG W/UV TIE	0.33 / 1	66.00
1	97-500502-A CHARLES INDUSTRIES/COIL INSULATED GROUND BRAID 18 IN	137.50 / 1	137.50
12	42-0026 REEF IND.-TERRA TAPE DIV. 3X6000F XTR STR FIB OP TP	198.68 / 1	2,384.16

Del. Doc. #: 8036553597	PRO # 662950534	Date Shipped 03/22/2021	Routing Southeastern Freight Lines	F.O.B. S/P - F/A	Shipped From ZONE-AUSTELL, GA	Rt. To
Signed For By:						



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Terms of Payment

Net 30 Days
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Sub Total	6,314.82
Freight	0.00
Handling	0.00
Tax	334.67
Total Due	6,649.29

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED

Purchase Order	
Purchase Order No.	
Date	04/01/2021
Vendor ID	

Ship To

Shipping Method	Payment Terms	Ordered By	Reference
	C.O.D.		
Description	Req. Date	U/M	Qty Ordered
Vendor Item Number	Additional Item Notes	FOB	Unit Price
			Ext. Price


AT-3GE8YSX-072, REEL# SHC2 1			7,600	\$0.59	\$4,476.40
AT-3GE8YSX-072, REEL# SHC2 1					
AT-3GE8YSX-072, REEL# SHC2 2			8,400	\$0.59	\$4,947.60
AT-3GE8YSX-072, REEL# SHC2 2					
AT-3GE8YSX-072, REEL# SHC2 3			8,500	\$0.59	\$5,006.50
AT-3GE8YSX-072, REEL# SHC2 3					
AT-3GE8YSX-144-E, REEL# SHC2 4A			8,000	\$0.88	\$7,032.00
AT-3GE8YSX-048, REEL# SHC2 4B			4,800	\$0.45	\$2,140.80
AT-3GE8YSX-144-E, REEL# SHC2 5A			9,000	\$0.88	\$7,911.00
AT-3GE8YSX-048, REEL# SHC2 5B			9,100	\$0.45	\$4,058.60
AT-3GE8YSX-144-E, REEL# SHC2 6A			11,000	\$0.88	\$9,669.00
AT-3GE8YSX-024, REEL# SHC2 6B			7,200	\$0.34	\$2,433.60
AT-3GE8YSX-288-E, REEL# SHC2 7A			6,200	\$1.58	\$9,802.20
AT-3GE8YSX-144, REEL# SHC2 7B			6,300	\$0.88	\$5,537.70
AT-3GE8YSX-288-E, REEL# SHC2 8A			6,400	\$1.58	\$10,118.40
AT-3GE8YSX-072, REEL# SHC2 8B			6,500	\$0.59	\$3,828.50
AT-3GE8YSX-288-E, REEL# SHC2 9A			7,100	\$1.58	\$11,225.10
AT-3GE8YSX-024, REEL# SHC2 9B			4,600	\$0.34	\$1,554.80
AT-3GE8YSX-048, REEL# SHC2 10			8,000	\$0.45	\$3,568.00
AT-3GE8YSX-048, REEL# SHC2 11			7,300	\$0.45	\$3,255.80
AT-3GE8YSX-288-E, REEL# SHC2 12A			8,200	\$1.58	\$12,964.20

Special Terms and Conditions

Subtotal	\$169,330.65
Freight	\$0.00
Tax	\$8,974.56
Order Total	\$178,305.21

Signature of Authorized Representative

Accepted by Seller

Purchase Order		
Purchase Order No.		
Date	04/01/2021	
Vendor ID		

Ship To


Shipping Method	Payment Terms	Ordered By	Reference			
	C.O.D.	DN				
Vendor Item Number	Description	Req. Date	U/M	Qty Ordered	Unit Price	Ext. Price
Vendor Item Number	Additional Item Notes	FOB				
	1700C TAPE GREEN			10	\$1.61	\$16.10
	42-0026 REEF IND.-TERRA TAPE 3" X \$172.67			22	\$172.67	\$3,798.74
	CVE0720401U VALMONT COMP. POST			140	\$32.35	\$4,529.00
	18171FOC-A VALMONT			140	\$3.75	\$525.00
	#6 SOLID BARE COPPER			315	\$0.43	\$135.45
	GC268 (25 PER BOX)			80	\$7.10	\$568.00
	GC5006 (5 PER BAG)			50	\$1.70	\$85.00
	5/8 X 8' COPPER CLAD GRD ROD			80	\$11.72	\$937.60
	CHARLES 97-500502-A			50	\$2.75	\$137.50

Special Terms and Conditions

Subtotal	\$169,330.65
Freight	\$0.00
Tax	\$8,974.56
Order Total	\$178,305.21

Signature of Authorized Representative

Accepted by Seller

Purchase Order	
Purchase Order No.	
Date	04/01/2021
Vendor ID	

Shipping Method		Payment Terms		Ordered By		Reference	
		C.O.D.					
Item Number	Description	Req. Date	U/M	Qty Ordered	Unit Price	Ext. Price	
Vendor Item Number	Additional Item Notes	FOB					
	AT-3GE8YSX-072, REEL# SHC2 12B			5,600	\$0.59	\$3,298.40	
	AT-3GE8YSX-048, REEL# SHC2 13			8,100	\$0.45	\$3,612.60	
	AT-3GE8YSX-024, REEL# SHC2 14			5,200	\$0.34	\$1,757.60	
	AT-3GE8YSX-024, REEL# SHC2 15			8,600	\$0.34	\$2,906.80	
	AT-3GE8YSX-024, REEL# SHC2 16			6,500	\$0.34	\$2,197.00	
	CHARLES CFDP-208ELS/WTC			108	\$151.99	\$16,414.92	
	CHARLES UMS36-STD			110	\$6.74	\$741.40	
	CHANNELL BULKU304836J081011			12	\$510.37	\$6,124.44	
	CHANNELL BULKU3048360081236			1	\$691.50	\$691.50	
	COMMSCOPE R2962P-000			13	\$358.66	\$4,662.58	
	COMMSCOPE 709972-000			108	\$20.84	\$2,250.72	
	EM-2525			10	\$2.30	\$23.00	
	4460-D/FO			50	\$3.96	\$198.00	
	GNDXTKIT			15	\$7.24	\$108.60	
	EM8100-24.25GR			30	\$3.66	\$109.80	
	UG100W			200	\$0.33	\$66.00	
	R-19848-CAB288-50F, 288 PON CAB			1	\$3,786.70	\$3,786.70	
	88T 3/4 X 60'			30	\$2.86	\$85.80	
	1700C TAPE ORANGE			10	\$1.61	\$16.10	
	1700C TAPE BLUE			10	\$1.61	\$16.10	

Special Terms and Conditions

Subtotal	\$169,330.65
Freight	\$0.00
Tax	\$8,974.56
Order Total	\$178,305.21

Signature of Authorized Representative

Accepted by Seller

INVOICE

PO #:						SO#:
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
			05/03/2021	FACTORY		

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
18	CFDP210-ELS/WTC CHARLES INDUSTRIES/COIL 10 IN FIB PED DBL DOOR WILKES/RIVER LBL	175.32 / 1	3,155.76
	INBOUND FREIGHT		138.03



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	Freight	0.00
	Handling	0.00
	Tax	174.57
	Total Due	3,468.36

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INVOICE

PO #:						SO#:
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
			05/17/2021	FACTORY		

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
1	R-19848-CAB288-50F CLEARFIELD INC FDH PON CAB 288 SCAPC DIST W 50FT TAIL	3786.70 / 1	3,786.70
	INBOUND FREIGHT		26.75



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	Freight	0.00
	Handling	0.00
	Tax	202.11
	Total Due	4,015.56

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED

INVOICE

PO #:						SO#:
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
			05/12/2021	FACTORY		

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
4140 ✓	AT-3GE8YSX-048 OFS FITEL LLC ITEM#: P/N: REEL# SHCO 1B	446.00 / 1000	1,846.44
6968 ✓	AT-3GE8YSX-144 OFS FITEL LLC 144F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 2	879.00 / 1000	6,124.87
3736 ✓	AT-3GE8YSX-072 OFS FITEL LLC 72F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 3B	589.00 / 1000	2,200.50
5656 ✓	AT-3GE8YSX-144 OFS FITEL LLC 144F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 7B	879.00 / 1000	4,971.62
5656 ✓	AT-3GE8YSX-288-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 1A	1625.00 / 1000	9,191.00
5252 ✓	AT-3GE8YSX-288-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 3A	1625.00 / 1000	8,534.50
6564 ✓	AT-3GE8YSX-288-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 4A	1625.00 / 1000	10,666.50
4444 ✓	AT-3GE8YSX-144-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 5A	910.00 / 1000	4,044.04
5748 ✓	AT-3GE8YSX-072-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 6A	610.00 / 1000	3,506.28
5450	AT-3GE8YSX-072-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 7A	610.00 / 1000	3,324.50


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INVOICE

PO #:					SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
			05/27/2021			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
90	UMS36-STD CHARLES INDUSTRIES/COIL 36IN STEEL MOUNTING STAKE & HARDWARE	6.74 / 1	606.60



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<p>Terms of Payment Net 30 Days</p> <p>As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Sub Total</td> <td style="text-align: right;">606.60</td> </tr> <tr> <td>Freight</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>Handling</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>Tax</td> <td style="text-align: right;">32.15</td> </tr> <tr> <td>Total Due</td> <td style="text-align: right;">638.75</td> </tr> </table>	Sub Total	606.60	Freight	0.00	Handling	0.00	Tax	32.15	Total Due	638.75
Sub Total	606.60										
Freight	0.00										
Handling	0.00										
Tax	32.15										
Total Due	638.75										

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INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			06/24/2021	FACTORY			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
5856	AT-3GE8YSX-288 OFS FITEL LLC 288F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 6B	1581.00 / 1000 #	9,258.34



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Identifies Non-Exempt Items That Are Taxed

Terms of Payment

Net 30 Days

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Sub Total	9,258.34
Freight	0.00
Handling	0.00
Tax	490.69
Total Due	9,749.03


SUBJECT TO THE STANDARD TERMS AND CONDITIONS LIS'

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			06/30/2021	FACTORY			

Ordered by: Rodney Blake

Quantity	Catalog # / Description	Unit Price / Unit	Amount
13333	AT-3GE8YSX-024 OFS FITEL LLC ITEM#: P/N: REEL SHC7 9	338.00 / 1000	# 4,506.55



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Identifies Non-Exempt Items That Are Taxed

Terms of Payment Net 30 Days As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.	Sub Total	4,506.55
	Freight	0.00
	Handling	0.00
	Tax	238.85
	Total Due	4,745.40


SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			07/10/2021	FACTORY			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
9	OSE-ST-3-TQ CORNING OPTICAL COMMUNICATIONS 12 POSITION RIBBON SPLICE TRAY	35.91 / 1	323.19
2	OSE-HD0-W0-1 CORNING OPTICAL COMMUNICATIONS OSE SPLICE TRAY UNIVERSAL	967.71 / 1	1,935.42
2	15-211-14 CORNING OPTICAL COMMUNICATIONS KIT RIBBON TERMINATION	75.33 / 1	150.66
2	RBN-TERM-KIT-FMS CORNING OPTICAL COMMUNICATIONS FIBER RIBBON BRANCHOUT KIT	82.45 / 1	164.90
1	OSE-CBL-36 CORNING OPTICAL COMMUNICATIONS CABLE ENTRY KIT .625 TO .750IN	29.26 / 1	29.26
4	OSE-CBL-37 CORNING OPTICAL COMMUNICATIONS CABLE ENTRY KIT .75-.87IN	29.26 / 1	117.04
	INBOUND FREIGHT		22.15



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<p>Terms of Payment Net 30 Days</p> <p>As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.</p>	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Sub Total</td> <td style="text-align: right;">2,742.62</td> </tr> <tr> <td>Freight</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>Handling</td> <td style="text-align: right;">0.00</td> </tr> <tr> <td>Tax</td> <td style="text-align: right;">145.36</td> </tr> <tr> <td>Total Due</td> <td style="text-align: right;">2,887.98</td> </tr> </table>	Sub Total	2,742.62	Freight	0.00	Handling	0.00	Tax	145.36	Total Due	2,887.98
Sub Total	2,742.62										
Freight	0.00										
Handling	0.00										
Tax	145.36										
Total Due	2,887.98										

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
			07/08/2021	FACTORY			

Ordered by:

Quantity	Catalog # / Description	Unit Price / Unit	Amount
6968	AT-3GE8YSX-288 OFS FITEL LLC 288F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL SHCO 9B	1581.00 / 1000 #	11,016.41



PAY INVOICES QUICKLY and EASILY ONLINE!

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Identifies Non-Exempt Items That Are Taxed

Terms of Payment

Net 30 Days

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

Sub Total	11,016.41
Freight	0.00
Handling	0.00
Tax	583.87
Total Due	11,600.28

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTE

INVOICE

PO #:						SO#:	
Del. Doc. #:	PRO #	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
		Southeastern Freight	07/20/2021		PPD - Bill		

Ordered by:							
Quantity	Catalog # / Description	Unit Price / Unit				Amount	
36000	6E-SWP-PV4P24-GY-P-ESS-100 SUPERIOR ESSEX INTERNATIONAL LP 51-240-31	140.00 / 1000		#			5,040.00
25	615880 ERICO INTERNATIONAL CORPORATION GRND ROD 5/8INX8FT CU BOND 10MIL	11.79 / 1					294.75
100	PF-ONT-NID PRECISION REEL CABLE AND SUPPLY LLC ONT NID OUTSIDE HOUSE BOX	25.55 / 1					2,555.00
315	BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA BARE CU	868.94 / 1000		#			273.72
25	GC268 HUBBELL POWER SYSTEMS CONNECTOR CU GROUND	9.30 / 1					232.50
100	GC5006 HUBBELL POWER SYSTEMS VISE TYPE CONNECTOR	2.36 / 1					236.00



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Identifies Non-Exempt Items That Are Taxed

Terms of Payment

Net 30 Days

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

Sub Total	8,631.97
Freight	200.24
Handling	0.00
Tax	457.49
Total Due	9,289.70

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED



Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
SB50 Gray Kit	SY-6319G1	6	\$10.00	\$60.00
TRIMM PANEL 787 SERIES DIST. PANEL 10/10 VERSA STUD IN/OUT	7875001011	1	\$3,170.00	\$3,170.00
CRKT. BRKR. 60AMP BULLET AUX STRAP	030017760J	4	\$33.00	\$132.00
CRKT. BRKR. 30AMP BULLET AUX STRAP	030017760G	2	\$33.00	\$66.00

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
RECTIFIER, 42-56VDC, MAX. 20A, MAX. 1120W, FAN COOLED (BOTTOM TO TOP) -INPUT: RATED VOLTAGE: 100- 240VAC, MAX RATED CURRENT: 12A -OUTPUT: 42-56VDC, MAX. 20A, MAX. 1120W -PEAK EFFICIENCY: >96.3% -OPERATING TEMPERATURE -40 TO +70°C; WEIGHT 7LBS	V1000A1-HE	8	\$530.00	\$4,240.00

Subtotals



Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
CE&T INVERTER 12KVA Max; 1.5KVA Min; 10RU AC Input: Single Phase 120 VAC- Single Feed Termination: Terminal Blocks; Protection: 2 x 70A Supplementary Breaker built in by default & Surge Arrestors built-in by default (Class II type) AC Output: 120VAC Single Phase Termination: Bulk Output on Terminal Blocks; Protection: 100A Supplementary Breaker DC Input 40-60V, 33A Max per module Termination: Terminal Blocks; Upstream Protection: 150A; 1 Breaker for #4 Modules (dual feed)	S33A33E0008F21SB70 01	1	\$9,326.00	\$9,326.00

TSI-EPC -48Vdc - 120Vac - Module MEDIA	T331330201	5	\$1,214.00	\$6,070.00
Blank	T321030002	3	\$12.00	\$36.00
ELTEK INTEGRATED SYSTEM/ REAR WIRE 500AMP MAX 48V NEGATIVE POLARITY OUTPUT VOLTAGE 23" / 12RU / MID MOUNT DUAL AC INPUT PER RECTIFIER (LL AC CORD) QTY 10 RECTIFIER POSITIONS QTY 48 DISTRIBUTION CIRCUIT BREAKER POSITIONS (CBB STYLE) 1/4"-20 STUD 5/8" CENTER REAR BATTERY SHUNT BUS BAR 4QTY POSITIONS 1/4"-20 STUD 5/8" CENTER OR 4QTY 3/8" - 1" CENTER BC CONTROLLER CARD NOT INCLUDED	264849	1	\$3,385.00	\$3,385.00
48V, SYSTEM CONTROLLER	BC2000-A01-10VC	1	\$492.00	\$492.00
RECTIFIER, 42-56VDC, MAX.50A, MAX. 2800W, FANCOOLED (BOTTOM TO TOP) -INPUT: RATED VOLTAGE:200- 240VAC, MAX RATED CURRENT: 15A, -OUTPUT: 42-56VDC, MAX. 40A, MAX. 2800W -PEAK EFFICIENCY: >96.3% -OPERATING TEMPERATURE -40 TO +65°C; WEIGHT 7LBS	V2500A1-HE	5	\$962.00	\$4,810.00
BLANK V SERIES HERECTIFIER BLANK V SERIES RECTIFIER CHASSIS, W/BLACK FACEPLATE FOR USE WITH (HE) RECTIFIERS	VBLANK-HE	5	\$46.00	\$230.00
ALARM CABLE 50'	3672495500	1	\$88.00	\$88.00
CIRCUIT BREAKER, 150 AMP	CBB150E	2	\$90.00	\$180.00

23" RELAY RACK	RG0625DG	2	\$280.00	\$560.00
ISO-PAD 23" RACKINSULTING PAD KIT	IP8601	2	\$86.00	\$172.00
350 REF GROUND (GREEN)	39910	35	\$12.50	\$437.50
350 LUGS 350 LUG 3/8" HOLE x 2 HOLE x 1" ON CENTER NARROW TONGUE	YA34L2NT38FX	2	\$17.50	\$35.00
ENERSYS SBS190F 23" Relay Rack 3 Strings SBS 190F, 72.6 amps for 8 hours	SBS190F	12	\$489.00	\$5,868.00
23" VF BATTERY SHELVES	SVF23	3	\$208.00	\$624.00
CABLE KIT w/ Anderson Disconnect	VF1CK	3	\$131.00	\$393.00
23" Bus Bar	BB23	1	\$186.00	\$186.00
BATTERY TEMP PROBE	TEMP PADDLE	3	\$105.00	\$315.00
4/0 CABLE (RED) 4/0 CABLE TO FEED INVERTER, AND RACK MOUNTED BATTERY BUS	407399542	75	\$7.00	\$525.00
4/0 CABLE (BLACK) 4/0 CABLE TO FEED INVERTER, AND RACK MOUNTED BATTERY BUS	407399526	75	\$7.00	\$525.00
4/0 LUGS 4/0 LUG 3/8" HOLE x 2 HOLE x 1" ON CENTER NARROW TONGUE	YAV28L2NT38FX	12	\$7.50	\$90.00
HARDWARE & MATERIALS(CABLE BRACKETS, LACINGCORD,		1	\$100.00	\$100.00

LABOR

3

\$2,400.00

\$7,200.00

Subtotals

One-time subtotal

\$41,647.50

Total \$41,647.50

Purchase Terms

Prices do not include Sales Tax.

Payment Terms: Net 30 Days

Freight Prepay & Add; FOB Shipping Point

Lead-time 10-12 weeks ARO

Signature

Signature

Date

Printed name

(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: **0025165903** | Data as of: **Jun 30, 2020** | Operations: **Non-ILEC** | Submission Status: **Revised - Submitted** | Last Updated: **Nov 5, 2020 16:30:57**

**Filer
Identification**

Section	Question	Response
Filer Information	Company Name	RiverStreet Communications of Virginia, Inc.
	Holding Company Name	Wilkes Telephone Membership Corporation
	SAC ID	199024
	499 ID	831268
Data Contact Information	Data Contact Name	Tim Tribble
	Data Contact Phone Number	(336) 973-6164
	Data Contact E-mail	timtribble@myriverstreet.net
Emergency Operations Contact Information	Emergency Operations Name	Jody R Call
	Emergency Operations Phone Number	(336) 973-6186
	Emergency Operations E-mail	jodycall@myriverstreet.net
Certifying Official Contact Information	Certifying Official Name	Eric S Cramer
	Certifying Official Phone Number	(336) 973-6112
	Certifying Official E-mail	ericcramer@myriverstreet.net

Form Section	File Name	Date & Time	Number of Rows
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Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	Danville June 2020 Fiber FBBD.csv	Nov 5, 2020 16:07:33	180
Fixed Broadband Subscription	Danville June 2020 Fiber FBBS.csv	Nov 5, 2020 16:28:03	175
Fixed Voice Subscription	Danville June 2020 FV.csv	Nov 5, 2020 16:07:33	11

Fixed Broadband Deployment**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
Virginia	RiverStreet Networks	Optical Carrier/Fiber to the End User	180
Total			180

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	175	218	213	431
Total		175	218	213	431

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
1.500	0.500	1	2	3
1.500	0.750	1	2	3
1.500	0.768	0	1	1
2.000	2.000	0	5	5

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
2.500	2.500	0	1	1
3.000	0.750	1	0	1
3.000	1.500	5	3	8
3.000	3.000	2	0	2
4.000	4.000	0	5	5
5.000	5.000	0	2	2
6.000	4.000	9	11	20
6.500	3.000	0	1	1
8.000	1.000	0	1	1
8.000	4.000	0	1	1
10.000	5.000	0	9	9
10.000	10.000	0	6	6
12.000	4.000	0	2	2
12.000	6.000	0	3	3
16.000	4.000	0	2	2
16.000	8.000	0	1	1
16.000	9.000	0	1	1
18.000	5.000	0	1	1
18.000	9.000	0	7	7
20.000	4.000	1	4	5
20.000	10.000	0	4	4

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
20.000	20.000	0	2	2
25.000	12.000	12	2	14
25.000	25.000	25	10	35
30.000	15.000	0	2	2
30.000	30.000	0	1	1
50.000	10.000	0	11	11
50.000	25.000	8	20	28
50.000	50.000	61	21	82
75.000	15.000	0	1	1
75.000	25.000	3	6	9
75.000	30.000	0	2	2
75.000	50.000	0	1	1
75.000	75.000	26	0	26
100.000	25.000	12	9	21
100.000	50.000	0	3	3
100.000	100.000	36	15	51
125.000	125.000	1	0	1
150.000	25.000	0	5	5
150.000	50.000	0	1	1
150.000	150.000	4	3	7
200.000	200.000	0	1	1

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
200.000	400.000	0	1	1
250.000	25.000	0	1	1
250.000	250.000	10	19	29
500.000	500.000	0	1	1
Total		218	213	431

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	1.500	0.500	1	2	3
	1.500	0.750	1	2	3
	1.500	0.768	0	1	1
	2.000	2.000	0	5	5
	2.500	2.500	0	1	1
	3.000	0.750	1	0	1
	3.000	1.500	5	3	8
	3.000	3.000	2	0	2
	4.000	4.000	0	5	5
	5.000	5.000	0	2	2
	6.000	4.000	9	11	20
	6.500	3.000	0	1	1
	8.000	1.000	0	1	1

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	8.000	4.000	0	1	1
	10.000	5.000	0	9	9
	10.000	10.000	0	6	6
	12.000	4.000	0	2	2
	12.000	6.000	0	3	3
	16.000	4.000	0	2	2
	16.000	8.000	0	1	1
	16.000	9.000	0	1	1
	18.000	5.000	0	1	1
	18.000	9.000	0	7	7
	20.000	4.000	1	4	5
	20.000	10.000	0	4	4
	20.000	20.000	0	2	2
	25.000	12.000	12	2	14
	25.000	25.000	25	10	35
	30.000	15.000	0	2	2
	30.000	30.000	0	1	1
	50.000	10.000	0	11	11
	50.000	25.000	8	20	28
	50.000	50.000	61	21	82

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	75.000	15.000	0	1	1
	75.000	25.000	3	6	9
	75.000	30.000	0	2	2
	75.000	50.000	0	1	1
	75.000	75.000	26	0	26
	100.000	25.000	12	9	21
	100.000	50.000	0	3	3
	100.000	100.000	36	15	51
	125.000	125.000	1	0	1
	150.000	25.000	0	5	5
	150.000	50.000	0	1	1
	150.000	150.000	4	3	7
	200.000	200.000	0	1	1
	200.000	400.000	0	1	1
	250.000	25.000	0	1	1
	250.000	250.000	10	19	29
	500.000	500.000	0	1	1
Total			218	213	431

VGE Lines and VoIP Subscriptions by State and End-user Type

(RETAIN FOR YOUR RECORDS)
Form 477 Filing Summary

FRN: 0025165903 | Data as of: Dec 31, 2020 | Operations: Non-ILEC | Submission Status: Original - Submitted | Last Updated: Mar 9, 2021 08:53:04

Filer Identification

Section	Question	Response
Filer Information	Company Name	RiverStreet Communications of Virginia, Inc.
	Holding Company Name	Wilkes Telephone Membership Corporation
	SAC ID	199024
	499 ID	831268
Data Contact Information	Data Contact Name	Tim Tribble
	Data Contact Phone Number	(336) 973-6164
	Data Contact E-mail	timtribble@myriverstreet.net
Emergency Operations Contact Information	Emergency Operations Name	Jody R Call
	Emergency Operations Phone Number	(336) 973-6186
	Emergency Operations E-mail	jodycall@myriverstreet.net
Certifying Official Contact Information	Certifying Official Name	Eric S Cramer
	Certifying Official Phone Number	(336) 973-6112
	Certifying Official E-mail	ericcramer@myriverstreet.net

Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	GTG FCC 477 Fiber FBBB March 21.csv	Mar 2, 2021 10:22:19	188
Fixed Broadband Subscription	GTG FCC 477 Fiber FBBS March 21.csv	Mar 3, 2021 09:46:54	161
Fixed Voice Subscription	GTG FCC 477 Fixed Voice.csv	Mar 3, 2021 09:49:04	13

Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	RiverStreet Networks	Optical Carrier/Fiber to the End User	188
Total			188

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

State	Technology	End-user Type	Subscriptions
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Fixed Broadband Subscription

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Virginia	Optical Carrier/Fiber to the End User	161	211	213	424
Total		161	211	213	424

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
1.500	0.512	1	0	1
1.500	0.768	1	3	4
2.000	2.000	0	5	5
2.500	2.500	0	1	1
3.000	0.768	1	0	1
3.000	1.500	5	1	6
3.000	3.000	1	0	1
4.000	4.000	0	3	3
6.000	3.000	0	1	1
6.000	4.000	9	8	17
6.000	6.000	1	6	7
6.500	3.000	0	1	1
8.000	1.000	0	1	1
8.000	4.000	0	1	1
10.000	5.000	0	9	9
10.000	10.000	0	6	6
12.000	4.000	0	2	2
12.000	6.000	0	1	1
16.000	8.000	0	1	1
18.000	9.000	0	3	3
20.000	4.000	0	3	3
20.000	10.000	0	3	3
20.000	50.000	0	1	1
25.000	12.000	9	0	9
25.000	25.000	24	11	35
25.000	100.000	0	1	1
30.000	15.000	0	2	2
30.000	30.000	0	1	1

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
50.000	10.000	0	3	3
50.000	25.000	5	11	16
50.000	50.000	54	26	80
75.000	15.000	0	1	1
75.000	25.000	3	5	8
75.000	30.000	0	1	1
75.000	50.000	0	1	1
75.000	75.000	8	0	8
100.000	25.000	12	7	19
100.000	50.000	0	1	1
100.000	100.000	57	40	97
125.000	125.000	1	0	1
150.000	25.000	0	1	1
150.000	50.000	0	1	1
150.000	150.000	4	2	6
200.000	200.000	0	1	1
250.000	250.000	15	34	49
500.000	500.000	0	1	1
1000.000	1000.000	0	2	2
Total		211	213	424

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	1.500	0.512	1	0	1
	1.500	0.768	1	3	4
	2.000	2.000	0	5	5
	2.500	2.500	0	1	1
	3.000	0.768	1	0	1
	3.000	1.500	5	1	6
	3.000	3.000	1	0	1
	4.000	4.000	0	3	3
	6.000	3.000	0	1	1
	6.000	4.000	9	8	17

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	6.000	6.000	1	6	7
	6.500	3.000	0	1	1
	8.000	1.000	0	1	1
	8.000	4.000	0	1	1
	10.000	5.000	0	9	9
	10.000	10.000	0	6	6
	12.000	4.000	0	2	2
	12.000	6.000	0	1	1
	16.000	8.000	0	1	1
	18.000	9.000	0	3	3
	20.000	4.000	0	3	3
	20.000	10.000	0	3	3
	20.000	50.000	0	1	1
	25.000	12.000	9	0	9
	25.000	25.000	24	11	35
	25.000	100.000	0	1	1
	30.000	15.000	0	2	2
	30.000	30.000	0	1	1
	50.000	10.000	0	3	3
	50.000	25.000	5	11	16
	50.000	50.000	54	26	80
	75.000	15.000	0	1	1
	75.000	25.000	3	5	8
	75.000	30.000	0	1	1
	75.000	50.000	0	1	1
	75.000	75.000	8	0	8
	100.000	25.000	12	7	19
	100.000	50.000	0	1	1
	100.000	100.000	57	40	97
	125.000	125.000	1	0	1
	150.000	25.000	0	1	1
	150.000	50.000	0	1	1



MARKETING FOR SUCCESS

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - MARKETING

DIRECT MAIL - POSTCARD

DOOR HANGERS



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STREAM
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Up to 1 Gig (1,000 Mbps)

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VOICE
Crystal clear & reliable

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YOUR
SPOT
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outside your home today!**

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**SOMETHING TO
CELEBRATE!**

In honor of our new office opening in Danbury, we are offering our Stokes customers a FREE Roku TV when you connect your home by bundling our internet TV and phone services! Bundle internet or TV with phone, and receive a free Roku stick!



FREE ROKU DEVICES WITH BUNDLE!

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*Offer only available to Stokes customers who sign up for internet, TV and phone services by bundling internet or TV with phone. Offer ends 12/31/16.

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NETWORKS**
105 Sheep Rock Rd Danbury, NC 27016

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NETWORKS**
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RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIP- MARKETING

POST CARD MAILING



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BRING FIBER TO YOUR AREA

What could fiber do for you?

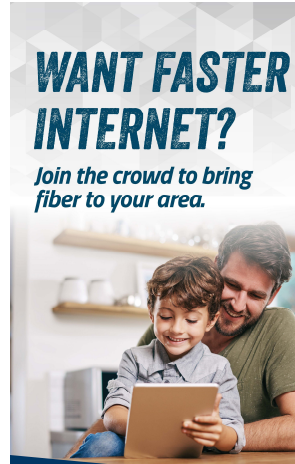
Your electric co-op, in partnership with RiverStreet Networks, wants to bring life-changing fiber internet to your neighborhood if there's demand for it. RiverStreet has decades of experience serving communities with fiber just like ours.

Fiber will deliver a faster, more reliable connection to stream, work from home, game and whatever else you use the internet for. So, join the crowd to bring fiber here. Tell your neighbors too!

Are you ready for fiber?
join.buildriverstreet.com

RiverStreet NETWORKS Powered by **YourLOGO?**

VERTICAL BANNER



WANT FASTER INTERNET?
Join the crowd to bring fiber to your area.

Reliable | Fast - 1,000 Mbps! | Unlimited
Imagine enough bandwidth for all your devices at once...

join.buildriverstreet.com

RiverStreet NETWORKS Powered by **YourLOGO?**

DOOR HANGERS



WANT FASTER INTERNET?
Join the crowd to bring fiber to your area.

Fiber will deliver a faster, more reliable connection to stream movies, work from home, game and whatever else you use the internet for.

- Reliable, high quality connection
- Faster connection speeds
- Enough bandwidth to use all your devices at once
- Unlimited Internet usage (no data caps!) ...and more!

Join the crowd to bring fiber here and tell your neighbors too!

join.buildriverstreet.com

RiverStreet NETWORKS Powered by **YourLOGO?**

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - MARKETING

BILLBOARDS



RADIO

Make memories with RiverStreet Networks and enjoy a free month with new internet or upgrade!

Because t'is the season to stream holiday favorites with family and friends! And you'll just have a better experience with RiverStreet Networks.

A free month of internet from RiverStreet Networks. With fiber optic technology everyone gets up to 1 gig.

Offer ends 12/31/2018. Call RiverStreet Networks now at 844-238-0131 or visit online at myriverstreet.net.

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - MARKETING

FAQs

FREQUENTLY ASKED QUESTIONS

About OPTI-Fi Fiber

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Powered by Your iGO?

PRESS RELEASES


myriverstreet.net | 844.238.0131

Welcome to RiverStreet Networks

RiverStreet Management Services, dba RiverStreet Networks, a subsidiary of Wilkes Communications, would like to announce the completion of the acquisition of Peoples Mutual Telephone Company from Consolidated Communications Holdings as of July 31, 2018.

"We are very excited to have completed the acquisition of these Virginia properties. We believe that this addition to our existing service territories will line up well with our corporate goals," says Eric Cramer, President and CEO of RiverStreet Networks. "We are confident that our decades of experience will enable us to provide significant value to you. This marks the start of another exciting chapter in our efforts to be a state of the art telecommunications provider to some of the most rural parts of our surrounding areas."

RiverStreet Networks will work to transition management of Peoples from Consolidated Communications over the course of the next six to nine months. Local staff will become employees of RiverStreet Networks' parent company, Wilkes Communications, as part of this transaction. "Having local staff to rely on is a big part of the success of this transaction. They have the first-hand knowledge of the network and the customers which all helps to ensure that you receive the best care possible through the transition," adds Cramer.

Consolidated Communications has been contracted by RiverStreet Networks to provide interim customer service support so you will continue to contact Customer Service as you traditionally have. Once conversion is complete RiverStreet Networks will handle customer service at their headquarters. You will receive more information about this as the time draws closer. We look forward to working with you and are committed to being there every step of the way.

About RiverStreet Networks

Headquartered in Wilkesboro, NC, Wilkes Communications started in 1951 as a local cooperative to serve rural Wilkes County, NC. After completing an award-winning Fiber-to-the-Home network to all of its members, RiverStreet Networks was developed to offer the latest in technologies to areas outside of the traditional Cooperative market. After more than 65 years of providing telecommunications services and enhancing Wilkes County with an all active Fiber-to-the-Home network, RiverStreet Networks wanted to continue the trend of access to High-Speed Internet in Rural America by branching out.

Even with the telecommunications industry undergoing tremendous changes, we are dedicated to providing our customers with the latest in technological advancements and services available today. With decades of experience we stand behind our reputation as an industry leader and are ready to bring the same winning formula of excellent customer service combined with a state of the art suite of services to you. Customer satisfaction is a primary concern to us. In all that is happening in the Telecommunications Industry we aim to ensure that your needs are met, surpassing your expectations. RiverStreet Networks serves residential and commercial subscribers with offerings including: high speed Internet, digital television, voice, security, VoIP, and business systems.

1400 River St. Wilkesboro, NC 28697

RIVERSTREET NETWORKS

RESIDENTIAL PRICING



RESIDENTIAL PRICING

Reliable. Safe. Fast.

CHOOSE A PLAN THAT'S RIGHT FOR YOUR FAMILY

From streaming movies to downloading music—no matter how you stay connected, we have the perfect high-speed Internet package for your home. Choose a plan that best fits your family's needs and we'll take care of the rest.

\$90

Per Month
Taxes & Fees not Included

100M/100M

- ✓ Unlimited Data
- ✓ Free WiFi
- ✓ 24/7 Tech Support

\$110

Per Month
Taxes & Fees not Included

500M/500M

- ✓ Unlimited Data
- ✓ Free WiFi
- ✓ 24/7 Tech Support

\$130

Per Month
Taxes & Fees not Included

1GIG/1GIG

- ✓ Unlimited Data
- ✓ Free WiFi
- ✓ 24/7 Tech Support

Certain restrictions apply. Availability of speeds may vary due to location of service. Monthly plans listed above are the download and upload capability of speeds. We do not guarantee any connection speeds. Pricing does not include taxes and fees.

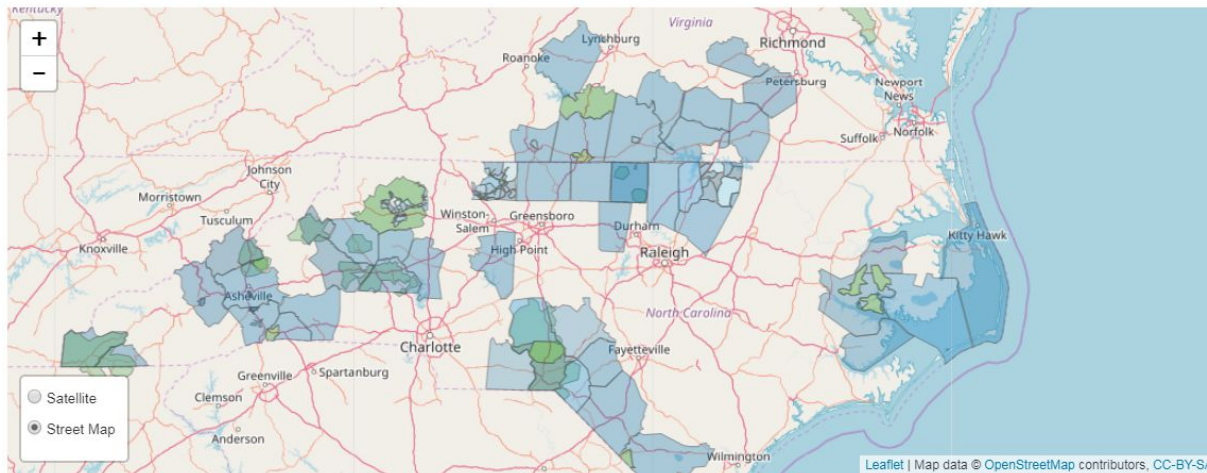
844.238.0131 | myriverstreet.net



Help extend fiber to your neighborhood!

Register your address, and we'll let you know if you can receive service. Become a supporter and spread the word!

Service Areas



Areas In Service

Areas where service is currently available.

ACTIVITY DASHBOARD



Eric

Dashboard

Map

Tasks

Addresses

Contacts

Sales

Products

Zones

Documents

Engagement

Users

Settings

Integrations

Support

Updates

7

0 this month

0 this year

Create new update

Emails

4,447

132 opened this month

224 opened last month

Create new email

Direct Mail

0

0 sent this month

0 sent last month

Create new mail

Leads

2,813

140 this month

190 last month

Contacts

2,251

25 this month

45 last month

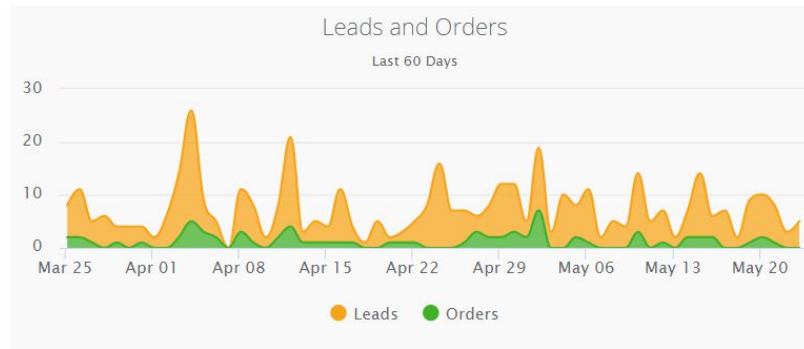
Orders

1,311

26 this month

41 last month

Key Trends



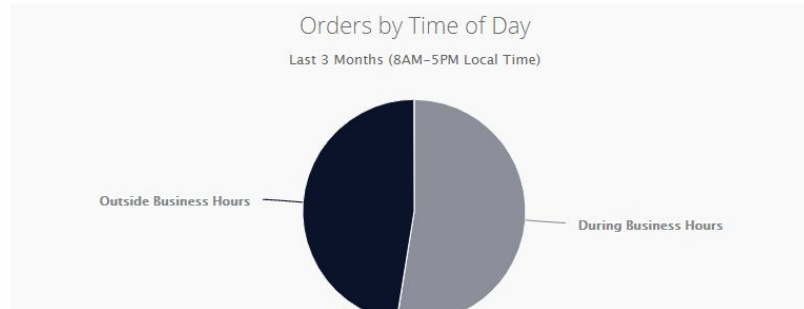
Lead-to-Order Conversion Rate

19%


Month to date













-18%

Compared to this time last month

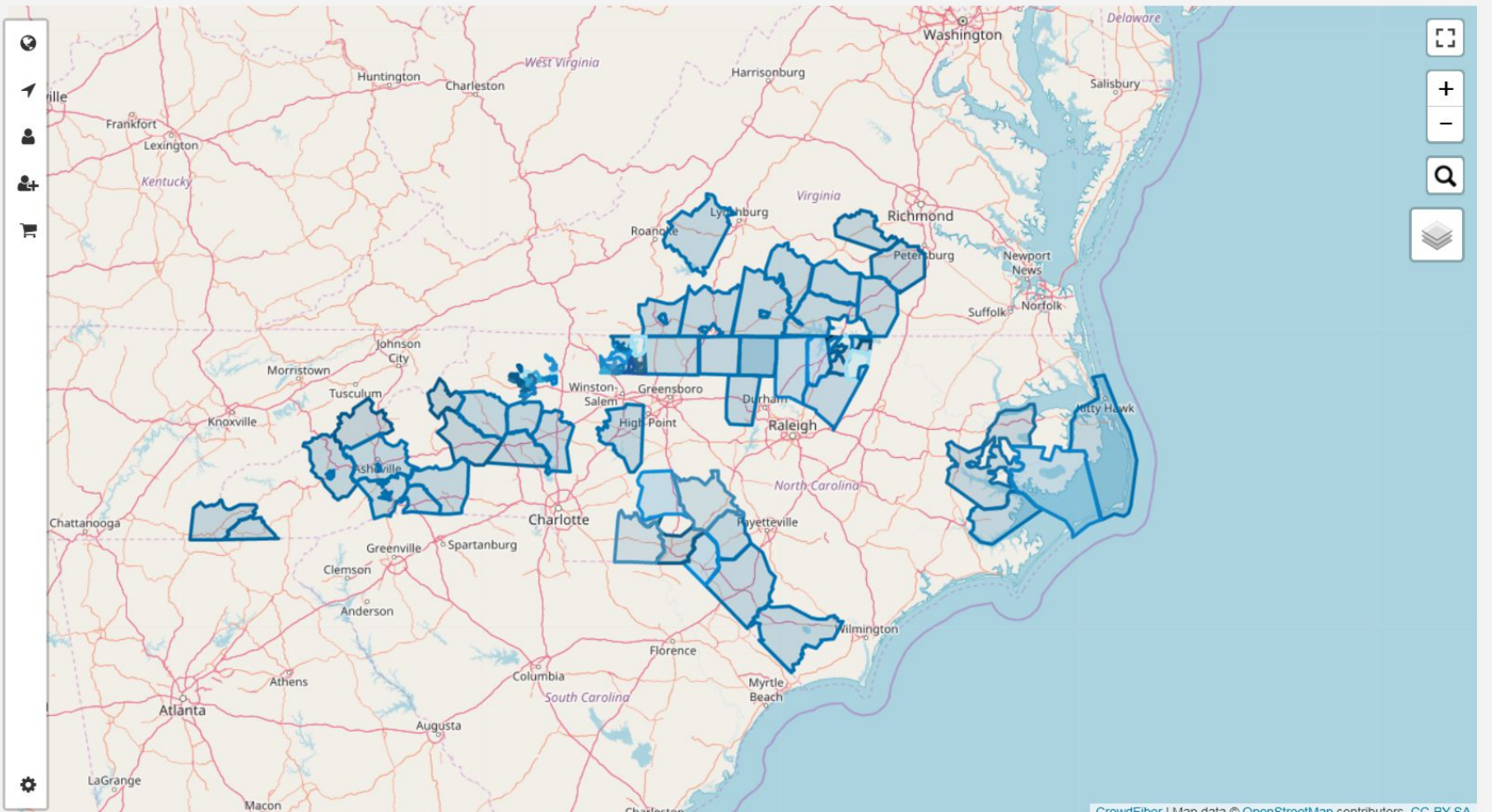


PRE-REGISTRATION AREAS

 Eric

-  Dashboard
-  **Map**
-  Tasks
-  Addresses
-  Contacts
-  Sales <
-  Products
-  Zones
-  Documents
-  Engagement <
-  Users
-  **Support** <

Home Page View my open tickets Support What's New 2 Sign out



Map showing pre-registration areas (shaded blue) across the Southeastern United States, including parts of Virginia, North Carolina, and South Carolina. Major cities and regions labeled include Washington, Richmond, Raleigh, Charlotte, and Atlanta. The map includes navigation controls on the left and right sides.

CUSTOMER PRE-REGISTRATION MAPPING

The screenshot displays a web application interface for customer pre-registration mapping. The browser address bar shows the URL: https://join.buildriverstreet.com/campaigns/riverstreet-networks-campaign/site_admin/map.

Navigation and User Interface:

- Search Bar:** A search bar at the top left contains the text "Search for something...".
- Navigation Links:** At the top right, there are links for "Home Page", "View my open tickets", "Support", "What's New", and "Sign out".
- Sidebar Menu:** On the left, a dark sidebar menu lists various options: "Eric" (with a profile icon and "Account Menu"), "Admin Home", "Map" (highlighted), "Tasks", "Addresses", "Contacts", "Orders", "Products", "Zones", "Documents", "Engagement", "Users", and "Settings".
- Map:** The central map shows a geographical area around Hendersonville, NC. It features several green circular markers representing customer pre-registration locations. Key landmarks include "Asheville Regional Airport", "Salem Creek Airport", "Hendersonville Airport", "Green River Gameland", and "Fairview Airport". Major roads like US 74, US 126, and US 176 are also visible.
- Map Controls:** On the right side of the map, there are standard map controls: a search icon, a zoom in (+) and zoom out (-) icon, a full-screen icon, and a "Help" button.
- Footer:** At the bottom right of the map, there is a small copyright notice: "CrowdFiber | Map data © OpenStreetMap contributors. CC-BY-SA".

CUSTOMER SERVICE AND SUPPORT

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - CUSTOMER SUPPORT

CUSTOMER SERVICE

- Average time to answer a call 34 seconds
- Average call duration 3.30 minutes

TECHNICAL SUPPORT

- Average After Hours Tech Support call 10.10 mins
- Average RiverStreet Network Support call time is 3.9 mins
- 76% first call trouble resolution
- 24% escalated to our Tier II or truck Roll
- Outages and duration > .40%
- 99.6% up-time

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - DISPATCH SUPPORT CALLS

RESIDENTIAL TROUBLE TICKETS

- Overall average duration from call to completion - 22 hours
- Time to clear a trouble of ticket - 1.25 hours
- Repeat troubles on Copper - 9.3%
- Repeat troubles on Fiber - 3.7%

RIVERSTREET NETWORKS

PUBLIC PRIVATE PARTNERSHIPS - NET PROMOTER SCORE

% RATED EXCELLENT

- Customer Service - 97%
- Install & Repair - 100%
- Tech Support - 96%

LIKELIHOOD TO RECOMMEND

- Customer Service - 88%
- Install & Repair - 90%
- Tech Support - 88%