

**Virginia Office of Broadband  
Broadband Equity, Access, and Deployment (BEAD) Program**

*Policy Notice on Standardizing Negotiation Cycle Approach in  
Certain High Eligible Location Count ZCTAs*

**General Statement:** On March 28, 2025, the Virginia Office of Broadband (OoB) published the locations eligible for the Negotiation Cycle and opened the Negotiation Cycle Portal for its 30-day application window to entertain proposals at individual locations that were not included in a provisional subaward after the initial BEAD application round.

The OoB has received feedback from multiple stakeholders, in both written and verbal forms, expressing concern over the feasibility to submit location-by-location proposals in High Eligible Location Count ZCTAs and in dense clusters of locations. The OoB appreciates this input from stakeholders and has adopted the guidance below for the negotiation cycle in certain high eligible location count ZCTAs and where dense clusters of locations exist along single roads.

**Requirements of Applicants Submitting Proposals in Certain High Eligible Location Count ZCTAs**

To solicit proposals submitted in ZCTAs with a high eligible location count, the OoB is requiring proposals submitted to meet the criteria outlined in the bullet points below. These requirements apply to ZCTAs with over 300 eligible locations remaining for the Negotiation Cycle that are not proposed to be de-obligated. These conditions also apply to ZCTAs with 25 or more eligible locations in Counties or Cities that have more than 700 eligible locations for the Negotiation Cycle that are not proposed to be de-obligated. Specifically, the following ZCTAs meet these qualifications: 23025-Mathews, 23035-Mathews, 23045-Mathews, 23050-Mathews, 23056-Mathews, 23109-Mathews, 23119-Mathews, 23128-Mathews, 23138-Mathews, 23430-Isle of Wight, 24292-Grayson, 24326-Grayson, 24363-Grayson, and 24378-Grayson.

- Applicants proposing to serve locations in the negotiation cycle must include at least 95% of locations in this ZCTA for the proposal to be considered.
- Applicants must submit the same funding request for each location in this ZCTA for the applications to be considered.

**Options of Applicants where Clusters of Locations Exist Along Single Roads**

The OoB also recognizes that there are instances of clusters of eligible locations for the Negotiation Cycle. While this process is not set up to accommodate proposals of more than 1 location, the OoB will consider emails from providers outlining that a cluster of locations must be awarded to a provider in order for that cluster of locations to be feasible to serve. To be considered, these emails must be received by April 28, which is the deadline for this Negotiation Cycle. These emails must include a .csv file, in addition to the one submitted in the Negotiation Portal, that provides the location ID number in one column and the unique grouping value proposed in another corresponding column. These emails should also include screenshots of geospatial imagery and proposed network routes that document the locations should be considered as a cluster. This opportunity does not apply to the certain ZCTAs outlined in the previous section.

Applicants should not utilize this opportunity to identify locations where locations may be served individually via service drops off of existing or to-be-built networks. Generally, applicants should use this opportunity to identify locations along a single road and dead-end lanes off of a road. The OoB will be reluctant to consider a proposal made on multiple roads. The OoB has provided the examples below in Exhibit 1 where a reasonable cluster of locations may be identified.

Exhibit 1: Examples of Clustered Locations along a Single Road and Dead-End Lanes.

