West Piedmont PDC

2023 WPPDC West Universal Broadband Project

**Application ID:** 95708092022151922

Application Status: Pending

**Program Name:** Virginia Telecommunication Initiative 2023 - Application

Organization Name: West Piedmont PDC

Organization Address: 1100 Madison St.

Martinsville, VA 24112

Profile Manager Name: Jacob Bullins

Profile Manager Phone: (276) 638-3987

Profile Manager Email: jbullins@wppdc.org

**Project Name:** 2023 WPPDC West Universal Broadband Project

Project Contact Name: Michael Armbrister

Project Contact Phone: (276) 638-3987

Project Contact Email: marmbrister@wppdc.org

Project Location: 1100 Madison Street

Martinsville, VA 24112-3145

**Project Service Area:** Franklin County, Henry County, Patrick County

**Total Requested Amount:** \$8,013,600.00 **Required Annual Audit Status:** Accepted

8/26/2022 6:58:49 AM Pages: 1 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

### **Budget Information:**

Cost/Activity Category	<b>DHCD Request</b>	Other Funding	Total
Telecommunications	\$8,013,600.00	\$5,386,400.00	\$13,400,000.00
Administration	\$150,000.00	\$0.00	\$150,000.00
Construction	\$7,242,089.00	\$4,961,632.00	\$12,203,721.00
Construction Related Soft Costs	\$621,511.00	\$424,768.00	\$1,046,279.00
Total:	\$8,013,600.00	\$5,386,400.00	\$13,400,000.00

### **Budget Narrative:**

The budget includes grant administration, construction, construction related soft costs. Construction includes \$12,203,721 to build out 218 miles of underground fiber and 4,530 passings/drops. Soft costs include \$1,046,279 for design/engineering, staking, permits, and related costs. Grant administration is \$150,000.

### **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 based on the review of mapping and associated data including but not limited to; 1) FCC Form 477, 2) VATI files, and 3) County and PDC data, to determine the areas unserved and where funding has not already been awarded. Additionally, in an effort to ensure universal coverage in the Counties, the RSN engineering group via a combination of research and vetting identified 4,530 unserved locations. The research was conducted using GIS databases, Broadband Surveys, coordination PDC, and guidance from VA DHCD and the vetting occurred with the County. The project areas for the east include Franklin, Henry, and Patrick counties. The Franklin, Henry and Patrick counties are contiguous and maximize efficiencies and area coverage by connecting routes. The proposed project area as designed will connect to adjacent and or contiguous areas that are concurrently being built-out with broadband, by RSN in conjunction with CAFII, RDOF, and VATI 2022 funding, as a means to meet the VATI goal of true universal broadband coverage throughout the State. Attachment 1 – Project Area Map provides the boundaries of the project area including the local and regional boundaries.

8/26/2022 6:58:49 AM Pages: 2 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

2. List existing providers in the proposed project area and the speeds offered. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

#### Answer:

According to the FCC 477 fillings from December 2021, there were not any companies in the proposed project areas providing broadband at speed equal to or greater than 100Mbps/20Mbps speeds in the counties are shown in the chart below.

Project County

Speed equal to or greater than 100Mbps/20Mbps

Franklin

No

Henry

No

Patrick

The FCC 477 data did review existing providers of Internet Services (ISPs) that provide some level of broadband although not at qualified broadband levels. Several meetings were held with different ISPs and the individual counties or the West Piedmont PDC (WPPDC) to confirm the project areas and confirm there was minimal to no overlap of current providers as well as no overlap of current VATI application areas. The companies involved in these meetings and discussions include; Shentel, Firefly, and Cox Cable. Please see the Q2 attachment for more detailed information.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Label Map: Attachment 2 – Documentation on Federal Funding Area.

#### Answer:

No

There are areas near the project that have received or were initially announced as being awarded funding from federal grant programs, but these areas are not included in or overlapped by the proposed project area being submitted via this application. Specifically, 1) portions of Franklin County were awarded RDOF and VATI 2022 funding; 2) portions of Henry County were awarded VATI 2022; and 3) portions of Patrick County were awarded RDOF, and VATI 2022 funding. The proposed project area will serve to connect the adjacent RDOF funded areas with dedicated buildout requirements based on funding allocated over a 10-year period, those totals by county are: Franklin County, with RSN as the recipient of \$2,799,663 and Patrick County, with RSN as the recipient of \$5,097,496. Lastly, this project includes the County match which is listed in this response because the funding may be derived from American Rescue Plan Act (ARPA) federal funds, from Franklin, Henry, and Patrick counties that is being directed to RSN for the 4,530 project locations. Located in Attachment 2-Documentation on Federal Funding Area you can find close up maps of each County showing the funding source blocks.

8/26/2022 6:58:49 AM Pages: 3 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

4. 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 100/20 Mbps and with less than 25% service overlap within the project area for wireless projects and 20% 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 3 – Documentation Unserved Area VATI Criteria.

#### Answer:

The focus on project area selection was two-fold ensuring there was no funding overlap as well as confirming the available speeds were below 100Mbps/20Mbps. All the locations in the proposed RSN project area with some level of service provided by Shentel, Firefly, Citizens, and Cox Cable are considered to be unserved by the FCC. RSN and the PDC engaged with Cox since the proposed project area is close to original Cox service are to ensure there is no overbuilding of facilities. In Franklin County RSN connected with Shentel and Citizens as a means of ensuring there was no overbuild of those service areas. RSN has worked diligently with Franklin, Henry, and Patrick Counties, used GIS databases, Broadband Surveys, and guidance from VA DHCD as additional resources to determine these locations were also unserved.

Several of the Counties have ongoing wireless deployments that are failing to meet their expectations when it comes to service levels being provided and coverage areas being served. When questioned, none of the Counties had access to any KMZ or Shapefiles to show their current wireless deployment areas or service levels being provided. Amelia County has a FW project being installed by RSN. The service levels and coverage areas being provided by the equipment being used falls far short of the County's and RSN's expectations. Based on the poor performance of new wireless equipment installed so far in Amelia County using 4 licensed CBRS spectrum blocks, one would suspect similar performance issues exist in other FW deployments across Virginia. Unfortunately, there are no really good maps showing the actual coverage areas of fixed wireless deployments in this project area. The maps that do exist appear to be overstated propagation studies that don't show the true service and coverage levels being supplied.

Therefore, we will need to address any overbuilding of wireless providers once they provide accurate mapping data, shapefile, and RSSI levels during the challenge process. Additionally, RSN's outside engineering firm used FCC forms and current technology limitations to determine unserved locations in Franklin, Henry, and Patrick Counties.

8/26/2022 6:58:49 AM Pages: 4 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

- 5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 25 Megabits per second download and 3 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 4 Passings Form.
  - a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
  - b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
  - c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise. Describe the methodology used for these projections.
  - d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.
  - e. Provide the number of passings in the project area that have 25/3 Mbps or less. Describe the methodology used for these projections. (up to 15 points)

#### Answer:

- a. Based on information from the Counties and engineering estimates, here is a breakdown of the 5,044 locations passed by VATI category: Residential 4,721, Business 305, Community Anchors 18.
- b. Not applicable, there are no RDOF passings in the proposed project area.
- c. RSN extends fiber drops to locations up to 2,000 feet from the main fiber run that is located in the VDOT right of way/easement. For this application and proposed project areas all locations fall into this "Standard Install" group an estimated 40% take rate and included those costs as part of the total build costs. RSN has created the build-out in a manner that there are not any fiber drops requiring special construction costs as a means of removing financial impediments to the VATI goal of providing universal access to all locations affordably.
- d. As stated previously, this build-out has been created to eliminate long drop locations. In the event there is a location that inadvertently falls into this category, RSN has a low per foot charge for locations beyond 2,000'. Additionally, RSN has responded to the LECAP RFI and plans to participate in the program so that no Low to Moderate Income (LMI) residents have to pay out of pocket to cover the costs to build beyond 2,000.
- e. RSN's focus was on qualifying and quantifying the proposed project area based upon lack of 100/20 Mbps while also conducting a thorough analysis to determine if any locations had 25/3 Mbps or less. The analysis revealed that any 25/3 Mbps passings in the proposed project area were recipients of VATI 2022 funding, so no locations in the project area are unfunded or lacking 25/3 Mbps.

8/26/2022 6:58:49 AM Pages: 5 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

6. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF) are included in the VATI application area. If RDOF areas 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 5 – RDOF Awarded Areas Form in VATI Area

#### Answer:

Not applicable, the project area does not include any blocks awarded in RDOF as a result there is no Attachment 5-RDOF Awarded Areas in VATI area to submit.

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:

Not applicable, not a wireless project.

8. 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 extension of 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 is planned. All Internet traffic is terminated to the Pixel Factory and or Uniti 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.

9. 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 100/20 Mbps. (up to 10 points)

### Answer:

8/26/2022 6:58:49 AM Pages: 6 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

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 2022 Urban Rate Survey. In the FCC survey, the average Urban rate in Virginia for 100 Mbps service is \$86.17 and the average Urban rate for 1 Gbps service is \$138.99. The FTTH service is priced competitively and affordably. This will benefit the local communities especially because the median income for households in the project area counties is significantly lower than the State of Virginia median income.

United States Census Bureau Virginia Franklin County **Henry County** Patrick County Median Household Income \$76,398 \$46,941 \$38,511 \$56,779 Persons in Poverty 9.2% 14.2% 12.9% 11.5%

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 9.2%. To reduce the cost of these service packages there are a couple discounts that can be applied; the \$9.25 Federal Universal Service Lifeline discount, the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to low-income individuals and families. Additionally, RSN will be participating in "LECAP" program to eliminate the costs to LMI households that fall beyond our free standard installation service which covers up to a 2,000' fiber drop. RSN incorporates multiple levels of assistance for low-income locations based on the understanding that building broadband is not sufficient if not priced affordably and equitably for all residents.

8/26/2022 6:58:49 AM Pages: 7 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

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:

In an effort to reach universal coverage, this project will build out all the unserved locations identified by the Counties and FCC in the recent with the exception of unserved areas being built by other ISPs. The proposed project area, while not overbuilding RDOF or CAF funded areas is surrounded by said areas and the proposed project area is being constructed in a manner capable of connecting to those areas as a means of fitting into the larger plan of achieving full universal broadband coverage in the localities. Additionally, the Counties have been working with their PDCs, DHCD, and others, as well as reviewing VATI 2022 files to identify any unfunded unserved locations that can be added to this project application as well as other applications in an effort to reach universal coverage. 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 are encouraged to extensively discuss, where applicable, easements relating to railroad crossings, federally-owned lands and parks, partnerships with the Virginia Department of Transportation, and mobile home parks. 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 10 points)

#### Answer:

The project planning, preliminary engineering, and identification of easements and permits have been completed and the final design phase should be completed in the next week. The design of this fiber network is consistent with other successful large FTTH deployments that RSN has undertaken in the past. Attachment 7-Timeline/Project Management Plan contains the 36-month project timeline broken down into major components and sub tasks. Attachment 8-MOU/MOA between Applicant/Co-Applicant consists of copies of the MOUs ready to be executed between RSN and WPPDC. 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 WPPDC West 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:

RSN has received VATI funding for 2 FTTH projects in King and Queen County (KQ FTTH) and one fixed wireless project in Patrick County. Phase 1 of the KQ FTTH project is completed. RSN has completed a portion of the Phase 2 of the KQ FTTH project and is already connecting customers in that section of the County. RSN expects to complete Phase 2 and therefore the complete County FTTH build by the end of this year. The WPPDC and RSN have received two VATI grants in 2022. 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.

8/26/2022 6:58:49 AM Pages: 8 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

13. Matching funds: Complete the funding sources table indicating the cash match and inkind 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 minimum20% match is required to be eligible for VATI, the private sector provider must provide10% 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. If applicants and co-applicants are seeking to include prior expended funds as matching funds, Attachment 11 must be completed. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 – Documentation of Match Funding; Attachment 11 - Prior Expended Match Form

#### Answer:

The total FTTH construction cost to pass the 4,530 locations in this project is \$13,250,000. RSN is bringing in \$3,312,500 in cash and or loan funds to build out the project. The Counties of Franklin, Henry, and Patrick are supplying an additional \$2,073,900 in matching funds against the requested \$8,013,600 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:

RSN is leveraging over \$7.8 million in RDOF funding in these counties. These federal funds are being used to build out a new FTTH network which is contiguous to the locations being passed by this project. This federally funded network is allowing RSN to reach further out into rural parts of Virginia, passing more homes and businesses with fiber.

- 15. Communications Plan: Describe efforts to keep the public informed of project progress and the broadband adoption plan.
  - a. Explain how you plan on communicating the project status to stakeholders, including but not limited to County leadership, project areas residents, etc. (Up to 10 points)
  - b. 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)
  - c. 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. RSN has three different phases of marketing when constructing past new FTTH locations. Below is a listing of the activities that happen in each phase as well as a "trigger point" for the phase to begin. Additionally, RSN marketing materials are updated on a routine basis to adjust for changes in the markets and marketplace. An example is being provided with this application under Attachment 19 – Marketing materials.

Brand Awareness - Post VATI Grant and just prior to Construction beginning in the area

Billboards

Newspaper Ads

Radio ads

Chamber membership

8/26/2022 6:58:49 AM Pages: 9 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

Local representation at town meetings (Business Development Team)

Coming Soon - After Construction starts and fiber begins to be installed in the area

Crowd Fiber registration - show your interest

Website landing page announcements

Website landing page project status updates

Facebook target ads

Ready for Service - After fiber construction is complete, electronics installed, service is available to locations being passed

Door hangers

yard signs

emails

postcards

letters

social media posts

b. 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.buildriverstreet.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 "Lifeline Discount" which can lower the service costs up to \$9.25 per month. RSN participates in the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to lowincome individuals and families. Additionally, RSN is also participating in "LECAP" 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 an attachment.

c. 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

8/26/2022 6:58:49 AM Pages: 10 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

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. In addition, digital literacy efforts are planned or already underway across the project region with various partners supporting educational efforts, including the public-school systems, public library systems, and community groups. In the West Piedmont Planning District Commission (WPPDC) localities, WPPDC has been working with chambers of commerce and other partners to develop an ecommerce and social media training program for small businesses. During the project, WPPDC staff will support efforts in the project area with marketing and to share best practices to encourage digital literacy. A specific example of digital literacy efforts in the project area is the Campbell County Public Library System (CCPLS), that serves as a hub for digital literacy and equity efforts throughout the County. Working through their four branches CCPLS provides a range of digital literacy programs and services. For adults, CCPLS offers a menu of in-person technology classes, including basic computer and internet literacy, intro courses for popular software programs (such as Microsoft Word, Excel, and PowerPoint), and intro courses for common social media platforms (Facebook, Twitter, etc.). Our "How to Delete Yourself from the Internet" dives into privacy concerns on the web and teaches patrons how to protect their personal information. For those that wish to take courses online, CCPLS subscribes to a service called Universal Class, which offers online, self-paced instructor facilitated courses, including the Google suite and computer programming. A menu is available here: https://campbellva.universalclass.com One-on-one assistance with a Librarian is available to the public by appointment for any technology, device, or digital literacy topic and is tailored to the individual patron's needs. For children, CCPLS offers a monthly STEAM after-school program at each branch called, Labrary. This program regularly incorporates Spheros, which allows children to experiment with coding using a friendly app-based user interface.

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.

### Answer:

Name,

Title,

### **Project Duties**

Michael Armbrister

WPPDC POC/Applicant

Oversees all aspects of project

Jacob Bullins

WPPDC Finance Director, WPPDC Grants

Manages financial aspects of WPPDC grants

County POC – 1 per County

**TBD** 

8/26/2022 6:58:49 AM Pages: 11 of 18

West Piedmont PDC
2023 WPPDC West Universal Broadband Project

On project team & County liaison Eric Cramer **RSN CEO** Directs all RSN activities Jody Souther RSN VP of Engineering Oversees outside plant and construction Kimberly Johnson **RSN CFO** Manages project accounting and record keeping **Amanda Perry** RSN VP of Sales & Marketing Oversees project marketing and advertising effort **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

(WTMC) and is headquartered in Wilkesboro, NC. WTMC is a rural membership cooperative formed in 1951 under Chapter 117 of the North Carolina General Statute and operates an all FTTH broadband network in and around Wilkes County, in Western North Carolina. It obtained a \$25M 70/30 BIP Stimulus grant/loan

RiverStreet Networks of Virginia is a wholly owned subsidiary of Wilkes Telephone Membership Corporation

8/26/2022 6:58:49 AM Pages: 12 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

from the USDA in 2009. WTMC completed a 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 in a short six years later in 2021. Just as its 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:

The derivation of cost, Attachment 12-Derivation of Costs, is broken down by County. There are 5 major cost categories; Engineering Design, Staking & Permits; Fiber per mile; Drops; Access & Switching Equipment; PDC Admin Fee. Each of these categories are totaled for each County. Additionally, these categories are broken down into funding mechanisms; VATI, County, RSN. These categories and funding mechanisms are not only totaled by the County, but they are also totaled for the entire project area. Additionally, there are several documents from different contractors and suppliers of current Purchase Order and Invoices from ongoing RSN FTTH projects that make up Attachment 13-Documentation of Supporting Cost Estimates. These documents provide the foundation for the price per mile, per connection, and per build requirements that were used by RSN's internal team and their external engineering firm to determine the costs to build in each of the counties.

8/26/2022 6:58:49 AM Pages: 13 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

- 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. \$8,013,600
- b. Total number of serviceable units-4,530; Cost per passing \$1,769 per location

### 19. Commonwealth Priorities (Up to 50 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 100/20 mbps, include information regarding the internet service provider's participation in the Affordable Connectivity Program
- d. The co-applicant's efforts to mitigate supply chain constraints, including labor shortages and order-to-delivery delays on telecommunications materials required to construct broadband networks.
- e. The applicant's and co-applicant's efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning.

### Answer:

a. The project will result in 4,721 new residential connections, 305 new business connections, and 18 new community anchor connections across the regional project area. There are numerous significant impacts and benefits of this project, including the educational benefit of residential connections for public school and higher education students. The strong need for residential broadband access cannot be understated after the impacts of the Covid-19 pandemic on educational institutions. RSN received letters of support from Henry County Public Schools, Patrick & Henry Community College, and Virginia's Community College System, all of which tout the dire need of broadband access for their respective students to engage in learning activities and research. Further describing how the students from all of these schools were at an extreme disadvantage during the pandemic and to date because they cannot compile or complete homework or participate in virtual discussions or lectures. This regional project will help address unserved rural areas in need of broadband connectivity and affordable internet access, and address issues of unevenly dispersed broadband in remote areas.

Additionally, broadband access or lack thereof has a significant negative impact on the access to essential services and public safety. The County of Henry Department of Public Safety provided a letter in support of the proposed RSN project citing the lack of broadband has negatively impacted their ability to respond to emergency incidents in real time and communicate critical information to hospitals regarding patient conditions. The RSN project delivering universal broadband service would alleviate the problem created by lack of access to broadband.

8/26/2022 6:58:49 AM Pages: 14 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

The project will also serve to increase economic development, a statement confirmed throughout the letters of support provided by the Roanoke Regional Chamber, Roanoke Valley-Alleghany Regional Commission, and GO Virginia Region 3 Council. Access to broadband is depicted as critical to economic development both to attract and retain area businesses and as a resource for those employees that are engaged in remote work. Expansion of broadband services will attract more companies and further economic development and housing initiatives in the region.

Lastly, access to broadband will have a significant positive impact for medical facilities such as Piedmont Community Services whose staff works remotely, and broadband connectivity is required for telemedicine to stream appointments. The Franklin County Public Library System and Blue Ridge Regional Library would significantly benefit from broadband as the service would allow access to e-books and online learning applications due to the availability of universal broadband in the area.

While this proposed project is primarily a residential build, the availability of broadband for residential customers is a major factor for people moving to the region. The partnering counties have recognized the need for increased residential broadband access and its impact on local businesses. Residential access is a key utility need for both students, in-home businesses, and residents who telecommute.

b. This project represents a unique public-private collaboration between 3 counties in southern Virginia, with a mix of rural and urban communities: RSN an ISP and one of Virginia's planning district commissions, West Piedmont (WPPDC). The development of this project and grant application is a testament to the strong relationship that has development among these partners.

RSN is partnering with West Piedmont PDC on this application and with Americrew, a company that is working with a local institution of higher learning to formulate a fiber installation and maintenance program. Americrew is a veteran led company with the goal of training of veterans on installing and maintaining fiber networks for infrastructure jobs that will not only be installed by RSN, but by other companies as well. The partnership of RSN, the Counties, Americrew and the University, and the WPPDCC on this application was secured in an effort to help ensure universal broadband coverage in the region.

- 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 RSN participates in the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to low-income individuals and families. 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 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.
- d. As a means of mitigating supply chain constraints RSN has engaged with a vendor for direct contract and partnered with a veteran training group to mitigate labor shortages. Specifically, RSN has executed a special agreement with Fiber manufacturer Corning for 1 million feet of fiber to be delivered per month as a means of ensuring the fiber for all projects is available. From the labor perspective, RSN has engaged with AmeriCrew, a veteran led company focused on providing training to transition military and under-employed veterans into successful careers in infrastructure with long-term growth opportunities. By proactively engaging these entities RSN is making significant strides to mitigate both material and labor supply chain constraints.
- e. RSN's broadband adoption activities incorporate the marketing and outreach activities identified in response to question 15.a above as well as the following to promote the Grant award, project deployment timing, and availability of Broadband service include but are not limited to:

8/26/2022 6:58:49 AM Pages: 15 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

- 1. Direct calls to customers.
- 2. Coordinated communication with the educational community and area schools.
- 3. Participation in community events once broadband is available.
- 4. Coordinated communication with hospitals and medical offices.

#### 20. Additional Information

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 14 – Letters of Support.

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 15 -Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 16 Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 17 For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 18 XXXXXXX
- e. Attachment 19 XXXXXXX
- f. Attachment 20 XXXXXXX

### Answer:

RSN has received many letters of support for the proposed project, those letters are supplied as Attachment 14 - Letters of Support.

RSN has included the three additional attachments: Attachment 18 – Communications Plan, Attachment 19 – Marketing Materials, Attachment 20- CSV Address File of Passings.

### Attachments:

8/26/2022 6:58:49 AM Pages: 16 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMapWest823202264006.pdf

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

Attachment2DocumentationofFederalFundingAreaWest823202264013.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment 3 Document at ion Unserved Area VATI Criteria West 823202264021. pdf and the context of the contex

Passings Form (Use template provided)

Attachment4VATIPassingFormWestWPPDC823202264028.pdf

Timeline/Project Management Plan

WPPDCWestVATI2023PMP823202264039.docx

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

Attachment8MOUbetweenWPPDCRSN823202264046.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableWest823202264103.pdf

**Documentation of Match Funding** 

Attachment10RSNMatchingFundsWestWPPDC824202281525.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsWEST823202264112.xlsx

**Documentation of Supporting Cost Estimates** 

Attachment13DocumentationofSupportingCostEstimates823202264124.pdf

Letters of Support

Attachment14WPPDCWest2023LettersofSupport825202232854.pdf

8/26/2022 6:58:49 AM Pages: 17 of 18

West Piedmont PDC

2023 WPPDC West Universal Broadband Project

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCbyRSCVA823202264139.pdf

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

Attachment16PointandPolygonShapefilesWest823202264155.zip

Optional

Attachment18RSNCommunicationsPlan823202264211.pdf

Optional

Attachment19RSNMarketingMaterials823202264241.pdf

Optional

Attachment20CSVAddressFileofPassingsWestcsv823202264312.zip

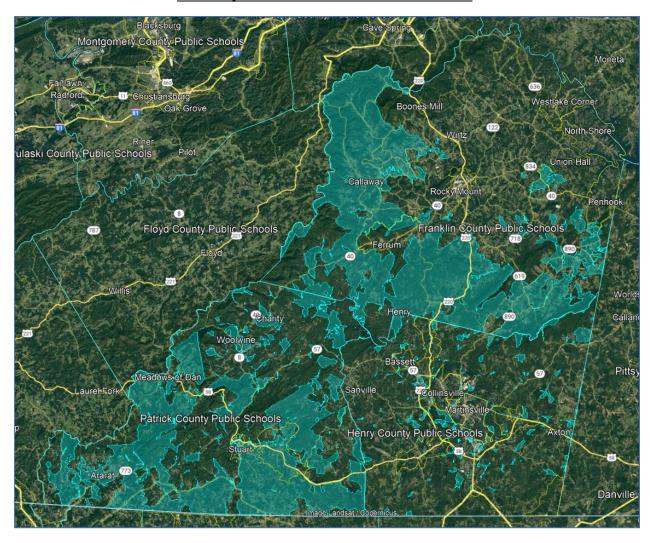
### Notes:

The following attachments are not applicable and were left blank: Documentation of RDOF awarded area in VATI project Area Propagation Map if Wireless Project Prior Expended Match Form For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area

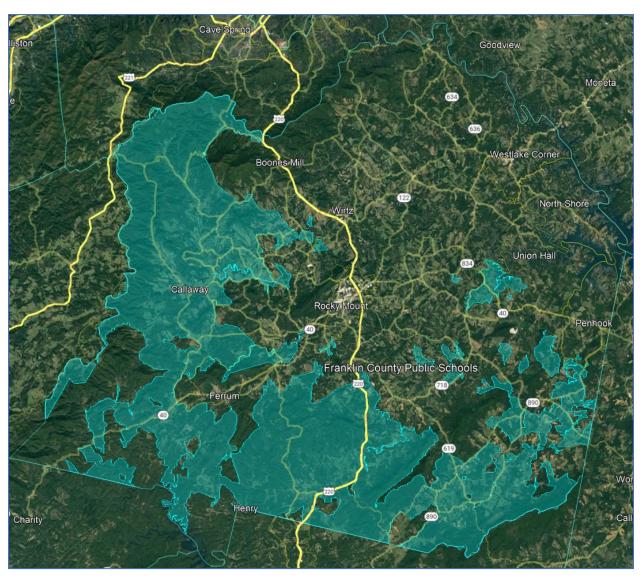
8/26/2022 6:58:49 AM Pages: 18 of 18

### Attachment 1 – Project Area Map

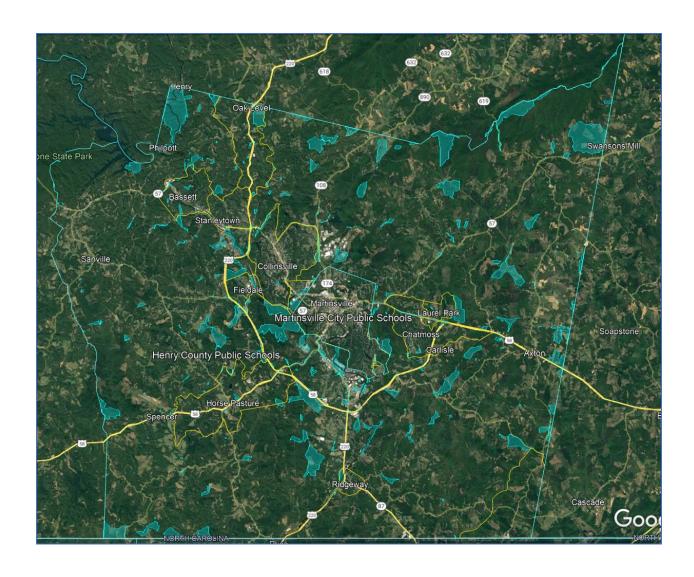
### Total Project Area - VATI Fundable Areas in Blue



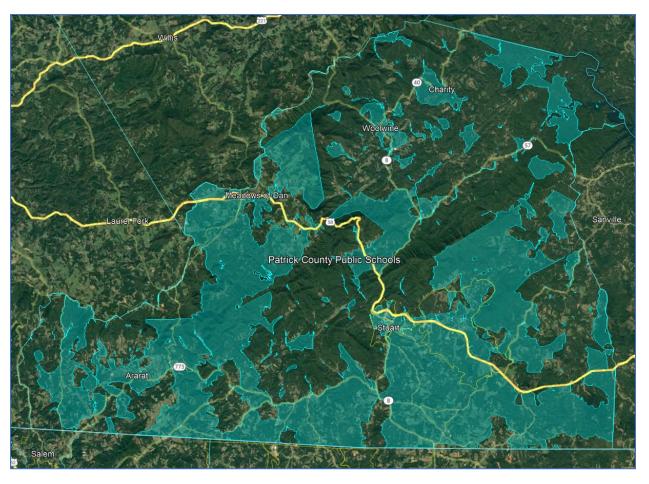
### Franklin County Project Area – VATI Fundable Areas in Blue



### Henry County Project Area – VATI Fundable Areas in Blue

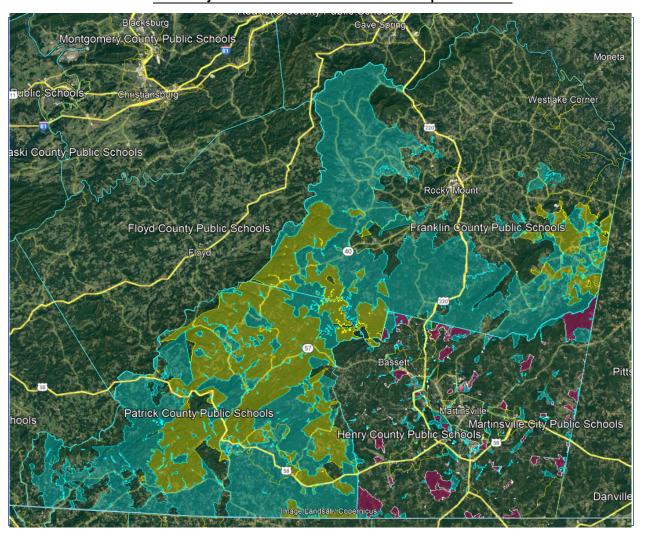


Patrick County Project Area – VATI Fundable Areas in Blue

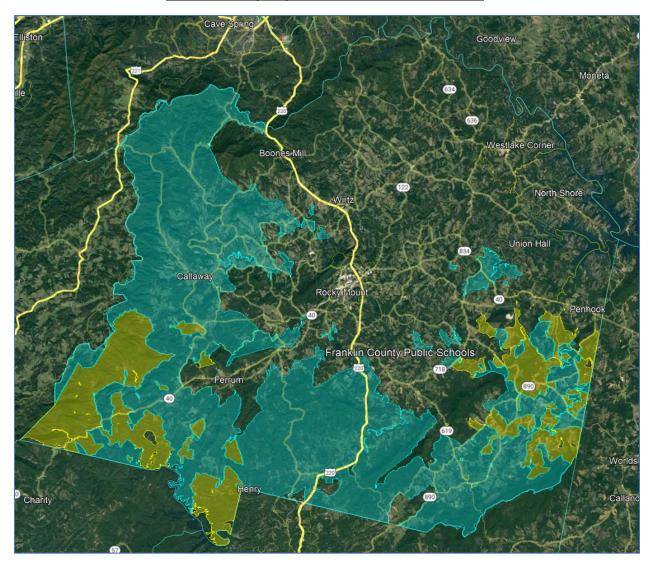


Attachment 2 – Documentation of Federal Funding Area

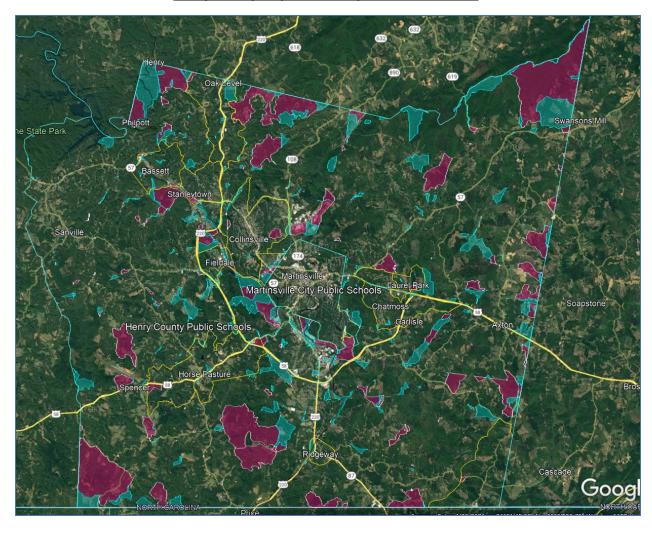
Total Project Area – RDOF areas in Yellow & SpaceX in Pink



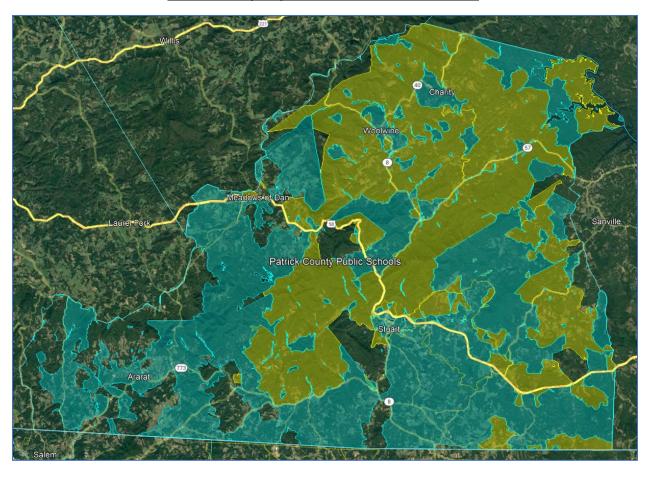
### Franklin County Project Area – RDOF areas in Yellow



Henry County Project Area – Space X RDOF in Pink

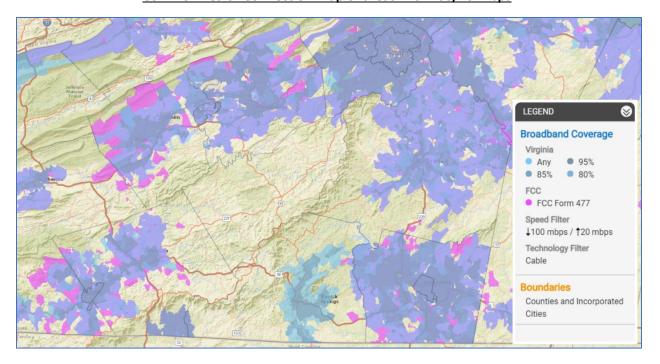


Patrick County Project Area – RDOF areas in Yellow

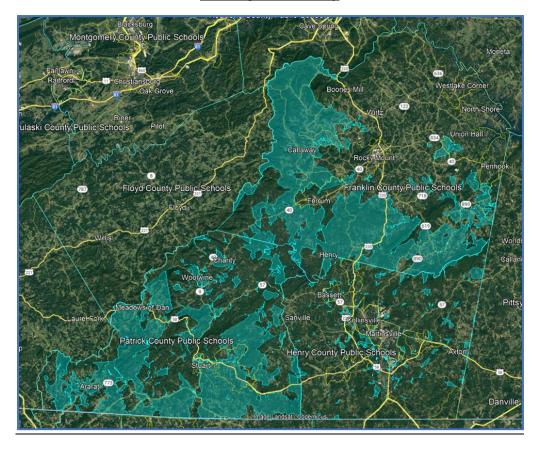


Attachment 3 – Documentation Unserved Area VATI Criteria

Commonwealth Connection Map of areas with 100/20 Mbps



**VATI Eligible Area Map** 



# 2023 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area <sup>1</sup>	Passings in the Project Area, without Special Construction Costs Required <sup>2</sup>	Construction Costs budgeted	Number of Passings with Speeds at 25/3 or below in Project Area <sup>4</sup>
Residential	4,207	4,207		4,207
Businesses (non-home based)	305	305		305
Businesses (home-based)				
Community Anchors	18	18		18
Non-residential				
Total	4,530	4,530		4,530

**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.

<sup>&</sup>lt;sup>1</sup>The total number of structures in the project area that can receive service. See definition of passing below for more detail.

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

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

<sup>&</sup>lt;sup>4</sup>The number of structures in the project area that do not have access to internet at speeds of at least 25 mbps download and 3 mbps 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.

# PROJECT MANAGEMENT PLAN 2023 WPPDC West Universal Broadband Project

### 1. PROJECT DESCRIPTION

The WPPDC West Universal Broadband Project is a project funded through a \$8,013,600 grant from the Virginia Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative (VATI) Program with \$3,312,500 in match funding from RiverStreet Networks and \$2,073,900 in matching funds from their local government partners. Participating local governments include Franklin, Henry, and Patrick counties. The purpose of this project is to build fiber to the home (FTTH) broadband service to approximately 1,127 unserved locations.

Project activities include engineering, 218 miles of fiber installation, fiber splicing, installation of electronics to light fibers, and fiber drops to homes, businesses, and community locations that sign up for service.

#### 2. PROJECT MANAGEMENT TEAM

The Management Team shall consist of a representative from each of the three participating counties (Franklin, Henry, and Patrick); the Grant Manager (WPPDC); the Project Engineer; Internet Service Provider (ISP) (RiverStreet Networks), and other stakeholders as appropriate.

The Management Team will meet monthly or as needed to ensure the effective and timely implementation of all project components. The team will review project activities and propose adjustments to the project management plan, as needed, to make certain the project is professionally designed, within budget, and on track to achieve the proposed benefit. Any significant revisions to the project activities or budget will be shared with the participating counties and DHCD as appropriate and/or necessary.

### 3. PROJECT ROLES AND RESPONSIBILITIES

The following lists the individual members of the Project Management Team and outlines their roles and responsibilities for the pre-contract and implementation phases of the project.

Franklin County Official – Steve Sandy, Assistant County Administrator

Henry County Official – Christian Youngblood, Director of Information Services

Patrick County Official – Sean Adkins, Director of Economic Development

Chief Administrative Official / Grant Administrator – Michael Armbrister, WPPDC Executive Director, will oversee all aspects of the project and keep the WPPDC Board of Commissioners up to date. Will act as a liaison between all project partners and DHCD. He will coordinate monthly DHCD project reports, prepare remittances, and administer all grant activities.

**ISP Project Coordinator** - Rob Taylor, RSN Business Development Manager, will act as a liaison between RSN and the project partners.

**ISP Project Manager** – Zack Church, RSN Engineering Manager, will act as Project Leader for RSN.

**Project Manager** – Mark Williams, Mid-State Consultants Project Manager, will oversee the day-to-day construction of the project and manage all prime contractors working on the project.

**Financial Manager** – Jacob Bullins, WPPDC Finance Director, will oversee the invoicing of the project in accordance with DHCD guidelines.

**Project Engineer** – Joel Williams, Mid-State Consultants Regional VP and PE, will oversee design and implementation of the network.

### **DHCD Telecommunication and Broadband Project Manager** — Ammar Al Omari,

The Telecommunication and Broadband Project Manager will provide technical assistance and general oversight to ensure the project's compliance with VATI guidelines and DHCD policy and will conduct regular compliance reviews throughout the contract period. The Telecommunication and Broadband Project Manager may attend Project Management Team meetings as their schedule allows.

### 4. PROCESS FOR FINANCIAL MANAGEMENT

The Grant Administrator and Finance Director will be responsible for submitting remittance requests and budget revisions, as applicable, to DHCD. The following describes the process for review, approval, and payment of invoices related to all project expenditures, including leverage funds: the Project Manager will provide weekly and as needed reports to the Project Engineer, Project Engineer will group work completed into items specified in the Derivation of Cost / Budget Timeline and forward to the Grant Manager. The Grant Manager will work with the Finance Director to create an itemized invoice from the properly formatted Project Engineer information. The Grant Manager will also notify the CAO of the expected itemized invoice and explain it to them as needed. The Grant Manager will submit the remittance through CAMS for DHCD approval and grant payment. The Grant Manager will also issue the itemized invoice and supporting documentation to appropriate county partners and the CAO for review and approval. Once approved, the CAO will approve funds from the project account to cover the itemized invoices.

#### 5. NOTIFICATIONS

The Grant Administrator will notify the Project Management Team of all meetings. The Grant Administrator and CAO will also notify the WPPDC Board of Commissioners of any significant revisions to the project activities or budget.

### 6. PROCESS FOR DESIGN AND CONSTRUCTION

The following outlines the process for the project's design and construction contract administration, which will include surveying, preparing and reviewing bid documents and plans, bidding, change order approval, and local government inspection and oversight. The engineering and design methods are based on the USDA's Rural Utilities Service (RUS) stringent standards. This equates to a network being built with superior materials to RUS specifications to ensure a reliable and scalable network infrastructure for decades to come. These standards are located under 7 CFR 1755, document number 01-20121.

### 7. PROJECT OUTCOMES (Closeout, Six Month and Twelve-Month Post-Closeout)

The WPPDC West Universal Broadband project proposes to pass 4,530 locations by closeout. RSN

plans on installing an estimated 40% of the locations passed. This means they would connect 1,812 subscribers to fiber based broadband Internet services. It is expected that 906 of the 4,530 locations will be connected within 6 months and the remaining 906 locations within 12 months of Closeout.

WPPDC, RSN, and partnering counties will utilize marketing and advertising to generate leads into RSN's Crowd Fiber system. Crowd Fiber will then allow RSN to directly market and track customer orders as well as service installations. RSN can also generate customer reports from their CSR and/or accounting platform once locations have been added to the billing system. RSN can provide CALEA allowed versions of this report to WPPDC and partnering counties so they can keep customer count information on file for five years after project closeout.

### 8. CERTIFYING OFFICER(S):

The CAO and RSN Representatives will be responsible for approving and signing any official grant-related documents or any document related to project implementation.

PROJECT TIMELINE / RESPONSIBILITIES  Pre-Contract			
Project Management Plan	CAO/Grant Administrator	4/15/2023	In Process
Project Pay-for-Performance Budget and Documentation of Leverage	CAO/Grant Administrator	4/15/2023	In Process
WPPDC & RSN Agreement	CAO/ISP Project Manager	4/15/2023	In Process
Prior Authorization Letter	CAO	4/15/2023	In Process
WPPDC, RSN, Locality Agreements	CAO/ISP Project Manager	4/15/2023	In Process
Other Items Identified at Contract Negotiation	CAO/Grant Administrator/ISP Project Manager	4/15/2023	In Process
Execute VATI Contract	CAO	5/15/2023	In Process
Project I	mplementation		
ACTIVITY	RESPONSIBLE ENTITY	TARGET DATE	STATUS
Pre-Construction Conference	Project Manager	September 1, 2023	Pending
Notice to Proceed (WPPDC to ISP)	CAO	September 15, 2023	Pending
Construction Start Date	Project Engineer	September 15, 2023	Pending
Substantial Completion	Project Engineer	May 31, 2026	Pending
Final Completion	Project Manager	August 31, 2026	Pending

Compliance	CAO/Grant Administrator	On-going	Pending
Monthly Progress Reports	Grant Administrator	On-going	Pending
Achievement of Benefits	Grant Administrator	On-going	Pending
Administrative Close-out	CAO / Grant Administrator	September 30, 2026	Pending
Six Month Post-Closeout Reporting	Grant Administrator	April 30, 2027	Pending
Twelve Month Post-Closeout Reporting	Grant Administrator	November 30, 2027	Pending

### **Project Management Team Signatures**

Chief Administrative Official Grant Administrator	Date	
Michael Armbrister		
West Piedmont Planning District Commission		
Grant Administrator		 Date
To Be Determined		
West Piedmont Planning District Commission		
ISP Project Coordinator		 Date
Robert Taylor, Business Development Manager RiverStreet Networks		
ISP Project Manager Zack Church, Engineering Manager		Date
RiverStreet Networks		
Project Manager		Date
Mark Williams, Project Manager Mid-State Consultants		
Financial Manager		Date
Jacob Bullins, Finance Director		
West Piedmont Planning District Commission		
Project Engineer	Date	
Joel Williams, P.E. Regional VP		

### Mid-State Consultants

### **MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding ("MOU") entered into on August 23, 2022, 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 West Piedmont Planning District Commission of, Virginia, located at 1100 Madison St., Martinsville, VA, 24112, hereinafter referred to as the "PDC" (RiverStreet and PDC 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, the PDC has been awarded funding from the Virginia Telecommunication Initiative ("VATI") to cover a portion of the cost of building a fiber network and providing broadband service to specific unserved or underserved locations in the Counties in Virginia ("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 Counties that are the subject of the VATI 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 Counties.

### **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 Counties 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 FY2023VATI Grant through the Virginia DHCD. DHCD funding shall not exceed 80% of Project costs.

The total budget for the Project is expected to be \$13,826,000. The Counties agreed to provide a minimum match of \$2,073,900 in funding for the Project. RiverStreet agrees to provide a minimum match of \$3,456,500 in funding for the Project. The amount of the VATI Grant to be requested for the Project will be at least \$8,295,600, and the total number of homes projected to be passed by the Project shall be at least 4,546.

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

### **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 canceled 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.

#### ARBITRATION/MEDIATION 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 and/or arbitrated in an attempt to resolve any and all issues between the Parties.

The Parties agree that any claim or dispute that arises from or through this MOU, if not resolved through mediation, shall then go to and be resolved through final and binding arbitration. Any decision reached by the Arbitrator shall be final and binding and, if required, may be entered as a judgment in any court having jurisdiction.

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. This MOU shall be interpreted and governed by and in accordance with the Federal Arbitration Act, 9 U.S.C. §§ I-16.

#### **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.

#### 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
WEST PIED	MONT PLANNING DISTRICT COMMISION
	By:
	Michael Armbrister
	Executive Director

## VATI FUNDING SOURCES TABLE

Please fill in the chart below with a description of the project funding source (local, federal, state, private, other), the amount from that source, the percentage of total project funding that source represents, and a description of the current status of the funds (pending, secured, etc.).

Source	Amount	%	Status
REQUESTED VATI	\$ 8,013,600	59.8	Pending
Franklin County	\$ 333,000	2.5	Appropriated
Henry County	\$ 549,300	4.1	Appropriated
Patrick County	\$ 1,191,600	8.9	Appropriated
RiverStreet			Approved
Networks	\$ 3,312,500	24.7	
TOTAL	\$ 13,400,000	100 %	



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

August 23, 2022

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

Re: VATI 2023 Application for West - West Piedmont Planning District Commission

Dear Dr. Tamarah Holmes:

RiverStreet Networks is excited with the opportunity to submit a proposal working with WPPDC to expand broadband services throughout Franklin County, Henry County and Patrick 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 \$3,312,500.

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

Sincerely,

Gregory S. Coltrain

VP of Business Development



August 22, 2022

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

RE: VATI 2023 Application - Documentation of Matching Funding - Riverstreet

#### **DHCD Staff:**

The Franklin County Broadband Authority has approved submittal of a 2023 VATI broadband grant application in the amount of \$1,332,000 for our Riverstreet Networks project submitted by West Piedmont PDC (WPPDC). The local matching funds in the amount of \$333,000 funds will be made available as required by WPPDC to pay for the construction of the fiber to the home (FTTH) project. These funds are subject to appropriation by the Board of Supervisors upon notification that 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 WPPDC and Franklin County.

Regards,

Christopher L. Whitlow County Administrator

Cc: Steven M. Sandy, Assistant County Administrator

Thurson I White

**Board of Supervisors** 

JIM ADAMS CHAIRPERSON Blackberry District

RYAN ZEHR Ridgeway District

T.J. "TOMMY" SLAUGHTER Reed Creek District

Telephone (276) 634-4601



DALE WAGONER County Administrator

VIRGIL "JR" POWELL Deputy County Administrator **Board of Supervisors** 

JOSEPH A. BRYANT VICE-CHAIRPERSON Collinsville District

DEBRA PARSONS BUCHANAN Horsepasture District

> GARRETT DILLARD Iriswood District

Fax (276) 634-4781

September 8, 2021

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

RE: VATI 2023 Application - Attachment 10 Documentation of Matching Funding

DHCD Staff:

The Henry County Board of Supervisors is committed to funding its full share of the local match in the amount of \$550,000 for the West Piedmont PDC (WPPDC) VATI 2023 Application. Henry County has identified ARPA funds and other local funds to ensure the success of this project. Broadband for our residents and businesses is one of the top priorities for the Board.

The funds will be made available as required by WPPDC to pay for the County's share of 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 delighted to be associated with this application and feel that it will help us reach our community's goal of ubiquitous broadband service.

Thank you for your consideration and potential partnership with WPPDC and Henry County.

Sincerely,

Dale Wagoner

**County Administrator** 

P.O BOX 7
KINGS MOUNTAIN ROAD
COLLINSVILLE, VIRGINIA 24078-0007
www.henrycountyva.gov



August 24th, 2022

Dear Virginia Telecommunication Initiative Representative,

Our County has experienced a lack of internet service for many years. The current carriers have been unresponsive in solving our citizens' service issues and causing grief and anguish among our population. During these unprecedented times, many people are working remotely and depending on internet which is unreliable, at best.

On August 8, 2022 at a regular meeting of the Patrick County Board of Supervisors, a motion was made by Brandon Simmons to authorize a \$1,191,600 commitment to RiverStreet Networks for the development and promotion of the VATI grant application for broadband services seconded by Clayton Kendrick and carried unanimously.

Thank you for your consideration.

Cordially,

Clyde Deloach, Chairperson

# Derivation of Cost WEST WPPDC RSN VATI 2023 FTTH Project Revised 8-23-22 Totals Table

County Area 2022-2024		Franklin	Henry	Partrick	Total
Soft Costs	\$	182,400	\$ 379,200	\$ 484,800	\$ 1,046,400
Construction Costs	\$	2,037,600	\$ 3,186,800	\$ 6,979,200	\$ 12,203,600
Contingency	\$	-	\$ -	\$ -	\$ -
Others-Grant Administration	\$	50,000	\$ 50,000	\$ 50,000	\$ 150,000
Totals	\$	2,270,000	\$ 3,616,000	\$ 7,514,000	\$ 13,400,000
Service Locations Passed		700	406	3424	4530
Service Locations Served@ 40%	280		162	1370	1812
Miles of Construction		38	79	101	218

# Att 12 Derivation of Cost WEST WPPDC RSN VATI 2023 FTTH Project Revised 8-23-22

Product	Total		VATI		County	RSN	Source of Estimate	Date	
1-Franklin County Area 2022-2024	Total		VAII		County	11314	Source of Estimate	Date	
·								- 1 1	
Soft Costs	\$ 182,400	\$	109,440	<u> </u>	27,360	\$ 45,600	Mid-South Consulting Eng	8/22/2022	
Construction Costs	\$ 2,037,600	\$	1,222,560	\$	305,640	\$ 509,400	Mid-South Consulting Eng	8/22/2022	
Contingency	\$ -	\$	-	\$	-		Mid-South Consulting Eng	8/22/2022	
Others-Grant Administration	\$ 50,000	\$	50,000				West WPPDC Group	8/22/2022	
Totals	\$ 2,270,000	\$	1,382,000	\$	333,000	\$ 555,000	\$ 2,270,000		
700 Service Locations Passed 40% Served	100%		61%		15%	24%			
2-Henry County Area 2022-2024									
Soft Costs	\$ 379,200	\$	225,867	\$	58,411	\$ 94,800	Mid-South Consulting Eng	8/22/2022	
Construction Costs	\$ 3,186,800	\$	1,899,333	\$	490,888	\$ 796,700	Mid-South Consulting Eng	8/22/2022	
Contingency	\$ -	\$	-				Mid-South Consulting Eng	8/22/2022	
Others-Grant Administration	\$ 50,000	\$	50,000				West WPPDC Group	8/22/2022	
Totals	\$ 3,616,000	\$	2,175,200	\$	549,300	\$ 891,500	\$ 3,616,000		
406 Service Locations Passed 40% Served	100%		60%		15%	25%			
3-Patrick County Area 2022-2024									
Soft Costs	\$ 484,800	\$	286,203	\$	77,397	\$ 121,200	Mid-South Consulting Eng	8/22/2022	
Construction Costs	\$ 6,979,200	\$	4,120,197	\$	1,114,203	\$ 1,744,800	Mid-South Consulting Eng	8/22/2022	
Contingency	\$ -	\$	-				Mid-South Consulting Eng	8/22/2022	
Others-Grant Administration	\$ 50,000	\$	50,000				West WPPDC Group	8/22/2022	
Totals	\$ 7,514,000	\$	4,456,400	\$	1,191,600	\$ 1,866,000	\$ 7,514,000		
3424 Service Locations Passed 40% Served	100%		59%		16%	25%			
A	42 400 000		0.042.600		2.072.000	2 242 522	1		
Application Totals	\$ 13,400,000	Ş	8,013,600	\$	2,073,899	\$ 3,312,500			
	100%		60%		15%	25%			

## Att 12 Derivation of Cost WEST WPPDC VATI 2023 FTTH Project 8-23-2022

Product		Total		VATI		County		RSN	Source of Estimate	Date
1-Franklin County Area 2023-2025										
RSN Unserved Eng for Design, Field Staking & Permits	\$	182,400	\$	109,440	\$	27,360	\$	45,600	Mid-South Consulting Eng	8/22/2022
RSN Unserved Dist/Trans Fiber 38 mi.@\$40K	\$	1,302,600	\$	781,560	\$	195,390	\$	325,650	Mid-South Consulting Eng	8/22/2022
RSN Unserved ONT's & Drops RSN Loc Passed <b>280</b> @\$2500	\$	700,000	\$	420,000	\$	105,000	\$	175,000	Mid-South Consulting Eng	8/22/2022
RSN Unserved Access/Switching Equip w/Eng	\$	35,000	\$	21,000	\$	5,250	\$	8,750	Mid-South Consulting Eng	8/22/2022
Grant Administration	\$	50,000	\$	50,000					West WPPDC Group	8/22/2022
Totals	\$	2,270,000	\$	1,382,000	\$	333,000	\$	555,000	\$ 2,270,000	
700 Service Locations Passed 40% Served		100%		60%		15%		25%		
2-Henry County Area 2023-2025										
RSN Unserved Eng for Design, Field Staking & Permits	\$	379,200	\$	225,867	\$	58,411	\$	94,800	Mid-South Consulting Eng	8/22/2022
RSN Unserved Dist/Trans Fiber <b>79</b> mi.@\$40K	\$	2,680,800	\$	1,597,757	\$	412,945	\$	670,200	Mid-South Consulting Eng	8/22/2022
RSN UnservedONT's & Drops RSN 162 @\$2,500	\$	406,000	\$	241,976	\$	62,539	\$	101,500	Mid-South Consulting Eng	8/22/2022
RSN Unserved Access/Switching Equip w/Eng	\$	100,000	\$	59,600	\$	15,404	\$	25,000	Mid-South Consulting Eng	8/22/2022
Grant Administration	\$	50,000	\$	50,000					West WPPDC Group	8/22/2022
Totals	\$	3,616,000	\$	2,175,200	\$	549,300	\$	891,500	\$ 3,616,000	
406 Service Locations Passed 40% Served		100%		60%		15%		25%		
3-Patrick County Area 2023-2025										
-	Ċ	404 000	<u>۲</u>	200 202	۲	77 207	Ļ	121 200	Mid Couth Consulting From	0/22/2022
RSN Unserved Eng for Design, Field Staking & Permits RSN Unserved Dist/Trans Fiber 101 mi.@\$40K	\$	484,800	\$	286,203		77,397	\$	121,200	Mid-South Consulting Eng	8/22/2022
	\$	3,455,200	\$	2,039,790	-	551,610	\$	863,800	Mid-South Consulting Eng	8/22/2022
RSN Unserved ONT's & Drops RSN 1370 @\$2500	\$	3,424,000	\$	, ,	\$	546,629	\$	856,000	Mid-South Consulting Eng	8/22/2022
RSN Unserved Access/Switching Equip w/Eng	\$ \$	100,000	\$	59,035	\$	15,965	\$	25,000	Mid-South Consulting Eng	8/22/2022
Grant Administration	\$ 6	50,000	\$	50,000	_	1 101 600	<u>,</u>	1 000 000	West WPPDC Group	8/22/2022
Totals	>	7,514,000	\$	4,456,400	<b>&gt;</b>	1,191,600	<b>&gt;</b>	1,866,000	\$ 7,514,000	
3424 Service Locations Passed 40% Served		100%		59%		16%		25%		

Comb RSN

#REF!

<b>Application Totals</b>	\$ 13,400,000	\$ 8,013,600	\$ 2,073,900	\$ 3,312,500
	100%	60%	15%	25%

 Customer
 WILKES TEL MEMBERSHIP
 Quote Number:
 WB-0001326466

 Att:
 Quote Name:
 APC 12X21 SHELTER

 Ph:
 Date:
 2022-05-13

 Email:
 Expires:
 2022-05-18

Prepared By ISE: Ph:

Email:

		_							
Line	Part Number	Manufacturer	Description	Ext. Description	UOM	Available	Qty	Unit Price	Ext Total
				easy deployment with either fork-lift or crane. The					
				outdoor 144"x252"x109"equipment shelter is constructed of 14 ga					
				galvanized exterior with an 8 ga galvanized structural base					
				which includes built in fork-lift channels. Enclosure is covered with					
				Engineered Stone Aggregate Panels.					
				Enclosure includes factory installed items below:					
				- ??" thick galvanized steel lifting brackets on each corner- Pitched roof					
				that includes rubberized radiant barrier coating					
				- Industrial grade entry door with door closer and keyed door knob-					
				Detachable awning- Bright white interior steel ceiling panels- 1/2" PVC					
				white rigid plastic interior wall panel- (4) 4'LED lights and switch- (6) 115V					
				20 amp outlets wired to breaker- (1) exterior 115V 20 amp outlet wired to					
				breaker- Industrial vinyl floor covering- 10lb ABC Dry Chemical Fire					
				Extinguisher- 200 amp 30 slot load center with main breaker, single phase					
				- R-13 insulated floor, wall, and ceilings- Aluminum trim on interior- S/S					
				hardware- (2) Milbank covers for Mini-Split air conditioners (to be					
				installed by others on site)- floor provisions for 2 future rows of racks-					
				100 Amp Gen Plug Flush Mount- (2) 19" Relay Rack - 84" Tall with Vertical					
				cable Management rails - installed per customer requested locations- (1)					
				Welded 23" rack w/ (4) 23" Center Mnt Battery Trays for Power System					
				and Batteries - installed per customer requested					
				locations- (2) Floor cable entrances					
				- 12" ceiling mounted ladder racking to be run per customer layout w/					
				ladder rack running up from floor cable entrances to					
				ceiling mounted ladder rack					
				- 4"x4" Yellow FiberGuide wiring with down spouts to vertical wire					
1	AMCS252144104WILK	American Products Llc	CUSTOM CONFIG	management rails	EA		1	156,942.71	156,942.71
2	DWGS12X21	American Products Llc	PE STAMPED DRAWINGS AND CALCS	PE STAMPED DRAWINGS & CALCS	EA		1	3,518.30	3,518.30
3	AMCS25144104CERT	American Products Llc	SHELTER CERTIFICATION FOR NC	SHELTER CERTIFICATIONS FOR STATE OF NC	EA		1	13,303.00	13,303.00
								Quote Total:	173,764.01

- ALL Parts marked with an asterisk (\*) are NON CANCELABLE and NON RETURNABLE..
- Minimum order size \$250.00.
- Should Walker and Assoc Inc choose to accept an order under the minimum order size of \$250.00, a \$20.00 minimum order fee will be applied to the order.

Surcharges and tariffs. Any surcharges or tariffs imposed on Seller by a supplier or manufacturer will be added to the Buyer's order price at the time of shipment.

- Credit card orders are subject to a 3% processing fee.
- If Fiber Reel Lengths are specified other than current inventoried lengths, which require Walker to cut to length, a \$275 Cut Fee will be applied per cut.
- Subject to credit approval, payment terms are net 30 days.
- Appropriate state sales tax will be added unless Walker is provided a Sales Tax Certificate prior to shipment.
- Shipping Charge is "Prepaid by Shipper Add to Bill".
- All shipments in the state of WA will be billed a Business Occupation fee.
- Items are subject to Vendor expedite fees.
- Availability of products provided by Seller, verbal or written, are approximate and subject to change. Information is based on current inventory and estimations of time periods required to obtain ordered goods from the manufacturer.

\*New Special Notes added to All Quotes\*

5-day quote period. This quote is valid for 5 business days unless extended in writing from Seller upon expiration. This quote/proposal does not reflect any potential adverse impacts to include but not limited to; pricing increases for materials or delivery schedules resulting from the pandem

Full Terms and Conditions are available at www.walkerfirst.com



Purchase Order	
Purchase Order No.	10-04
Date	- Amires
Vendor ID	1516

_	_		-	
W		2	10	90
	4-	HL	ıu	1

AND THE PERSON NAMED IN

# Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

# Ship To

RiverStreet Communications Of Virginia, Inc. 1400 Riverstreet Wilkesboro, NC 28697

Shipping Method		Payment Terms		Orde	red By		Reference	
Wilkes Item Number	Description		Req. D	ate	U/M	Qty Ordered	Unit Price	Ext. Price
Vendor Item Number	Additiona	I Item Notes	FOB					
	MX480-Pre	mium3-DC				1	\$35,516.42	\$35,516.42
	SCBE3-MX	-BB				2	\$3,371.75	\$6,743.50
	Junos-64-BI	3				1	\$0.00	\$0.00
	RE-S-X6-12	28G-S-BB				2	\$0.00	\$0.00
	FFantray-M	X480HCBB				1	\$0.00	\$0.00
	PWR-MX48	80-2400DCBB				4	\$0.00	\$0.00
	MX-SPC3					1	\$35,374.40	\$35,374.40
	MPC10E-10	OC-P-Base				2	\$25,089.29	\$50,178.58
	S-MXSPC3	-A1-P				1	\$24,154.59	\$24,154.59
	S-MX-1C-A	11-P				8	\$7,125.61	\$57,004.88
	SVC-ND-M	X480				1	\$3,925.22	\$3,925.22
	SVC-ND-M	IX-SPC3				1	\$14,421.07	\$14,421.07
	SVC-ND-M	PC10E10C				2	\$7,550.15	\$15,100.30
	SVC-COR-	MXSPC3-A1P				1	\$2,393.39	\$2,393.39
	SVC-COR-	MX-1C-A1P				8	\$1,555.08	\$12,440.64
	QFX5110-4	8S-D-AFO2				2	\$6,958.96	\$13,917.92
	SVC-ND-Q	FX5-48S2				2	\$708.72	\$1,417.44

#### **Special Terms and Conditions**

Subtotal	\$272,588.35
Freight	\$0.00
Tax	\$0.00
Order Total	\$272,588.35

Signature of Authorized Representative	
Accepted by Seller	



Purchase Order	
Purchase Order No.	85-03
Date	a plagram
Vendor ID	1510-00

Vendor	

# **Bill To**

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

# Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose Mount Rd Walkerton, VA 23177

Shipping Method		Payment Terms		Orde	red By		Reference	
Wilkes Item Number	Description		Req. D	ate	U/M	Qty Ordered	Unit Price	Ext. Price
Vendor Item Number	Additiona	Item Notes	FOB					
	E7-2 Field In	nstall Pkg 000-00372				2	\$627.00	\$1,254.00
	E7-2 AXOS	100-04665				4	\$8,869.25	\$35,477.00
	GPON SFP	OIM 60KM 100-05071				16	\$388.50	\$6,216.00
	GPON SFP	OIM 20KM 100-05148				16	\$298.50	\$4,776.00

**Special Terms and Conditions** 

Subtotal	\$47,723.00
Freight	\$0.00
Tax	\$0.00
Order Total	\$47,723.00

Signature of Aut	horized Re	presentative
Accep	ted by Selle	er



Purchase Order	
Purchase Order No.	12/24/5/6 1
Date	Less Sink
Vendor ID	One One

Vendo			

## Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

# Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose MT Rd Walkerton, VA 23177

Shipping Method Payment Terms			Ordered By		Reference			
Wilkes Item Number	Description		Req. Da	te	U/M	Qty Ordered	Unit Price	Ext. Price
Vendor Item Number	Additiona	I Item Notes	FOB					By June
	000-00372 E Date 6/9/202	27-2 Field Install Pkg (Ship				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- Date 6/9/2022)				4	\$12,250.67	\$49,002.68
	EXOS ONT 6/9/2022)	100-05589 (Ship Date				50	\$356.68	\$17,834.00
		ON 100-05642 XGS-PON 0G (Ship Date 6/9/2022)				16	\$780.00	\$12,480.00
	000-00372 E Date 12/9/20	E7-2 Field Install Pkg (Ship D22)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- Date 12/9/2022)				4	\$12,250.67	\$49,002.68
	EXOS ONT 12/9/2022)	100-05589 (Ship Date				50	\$356.68	\$17,834.00
		ON 100-05642 XGS-PON 0G (Ship Date 12/9/2022)				16	\$780.00	\$12,480.00
	000-00372 F Date 6/9/202	E7-2 Field Install Pkg (Ship 23)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- Date 6/9/2023)				4	\$12,250.67	\$49,002.68
	EXOS ONT 6/9/2023)	100-05589 (Ship Date				50	\$356.68	\$17,834.00
		ON 100-05642 XGS-PON 0G (Ship Date 6/9/2023)				16	\$780.00	\$12,480.00
	000-00372 I Date 12/9/20	E7-2 Field Install Pkg (Ship 023)				2	\$627.00	\$1,254.00

## **Special Terms and Conditions**

Blanket Order

Subtotal	\$402,853.40
Freight	\$0.00
Tax	\$0.00
Order Total	\$402,853.40

Cianatura of	A. Abasisas	Representative

Accepted by Seller



Purchase Order	
Purchase Order No.	play £4.
Date	Bowless:
Vendor ID	E FUE TO V

Vendor		

# Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

# Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose MT Rd Walkerton, VA 23177

Shipping Method		Payment Terms	Payment Terms Ord		red By		Reference		
Wilkes Item Number	Description	STATE OF THE STATE OF	Req. Da	ate	U/M	Qty Ordered	Unit Price	Ext. Price	
Vendor item Number	Additiona	I Item Notes	FOB						
		XOS 100-05529 XG801 XGS- Date 12/9/2023)				4	\$12,250.67	\$49,002.68	
	EXOS ONT 12/9/2023)	100-05589 (Ship Date				50	\$356.68	\$17,834.00	
		ON 100-05642 XGS-PON 0G (Ship Date 12/9/2023)				16	\$780.00	\$12,480.00	
	000-00372 E Date 6/9/202	27-2 Field Install Pkg (Ship 24)				2	\$627.00	\$1,254.00	
		XOS 100-05529 XG801 XGS- Date 6/9/2024)				4	\$12,250.67	\$49,002.68	
	EXOS ONT 6/9/2024)	100-05589 (Ship Date				50	\$356.68	\$17,834.00	
		ON 100-05642 XGS-PON 0G (Ship Date 6/9/2024)				16	\$780.00	\$12,480.00	

0	T		0	4:4:
Special	rerms	and	Con	aitions

Blanket Order

0 /

Signature of Authorized Representative

Accepted by Seller

Subtotal	\$402,853.40
Freight	\$0.00
Tax	\$0.00
Order Total	\$402,853.40

Attn:

Ship to: SHACKLEFORDS RSCVA **Project Name:** 

> Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Contact: Email:

Date:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item Item/Ty	pe Quantity	Supplier	Catalog Nbr	Description	Pric	e Unit	Ext.Price
100	20 EA	COMMSCOPE	FOSC450-D6-6-R2-1- D6V	FOSC450-D6-6-R2-1- D6V R2962P-000	410.75	1	8,215.00
* * * Item Note:	*** Lead time 22 we	•	_				
		Ship From: Resh	ip-Factory				
GB Part#:	25567634	Inbound Frt: Y					
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
200	200 EA	HUBBELL PWR	EM-2525	#6 SCREW ON TERMINAL	3.07	1	614.00
		Ship From: Drop	Ship-Factory				
GB Part#:	94008765						
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
300	800 EA	CORNING OPTICAL	80610844443	4460-D/FO SHIELD BOND CONNECTOR ASSEMBLY	5.34	1	4,272.00
		Ship From: Stock	ZONE-CHARLOT	TE, NC			
GB Part#:	95077180						
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
400	80 EA	HUBBELL PWR	EM8100-24.25GR		5.46	1	436.80
		Ship From: Drop	Ship-Factory				
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
500	1,000 EA	U G PRODUCTS	100W	WHITE CABLE TAG W/UV TIE	0.37	1	370.00
		Ship From: Stock	ZONE-CHARLOT	TE, NC			
GB Part#:	90064680						

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item Item/T	ype Quantity	Supplier	Catalog Nbr	Description	Pric	e Unit	Ext.Price
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
600	3 EA	CHARLES INDUSTRIES/O		8IN ORANGE HIGH VIS CAPS-50 PIECES	255.00	1	765.00
OD D4#-	00440040		Reship-Factory				
GB Part#:	26410948	Inbound Fr	t: Y				
FOB:	PPD - Bill			Fa4	Dalbrane	Data	07/22/2022
				EST	Delivery	Date:	07/22/2022
700	2 EA	CHARLES INDUSTRIES/0	97-PKOR10-A C	10IN ORANGE HIGH VIS CAPS - 25 PIECES	212.00	1	424.00
		Shin From	Reship-Factory				
		Inbound Fr	•				
FOB:	PPD - Bill	iliboaria 11					
. 05.	112 2			Est	Delivery	Date:	07/22/2022
800	300 EA			GRND ROD	19.56		5 000 00
600	300 EA	ERICO PROD	615880	5/8INX8FT CU BOND 10MIL	19.56	1	5,868.00
		Ship From:	Stock ZONE-CHARLO	OTTE, NC			
GB Part#:	94035117						
FOB:	PPD - Bill	UPC#:	78285630609				
				Est.	Delivery	Date:	07/22/2022
900	300 EA	HUBBELL PW	R GC268	CONNECTOR CU GROUND	14.57	1	4,371.00
		Ship From:	Reship-Factory				
GB Part#:	26424782	Inbound Fr	t: Y				
FOB:	PPD - Bill	UPC#:	09635930733				
				Est	Delivery	Date:	07/22/2022
1000	200 EA	HUBBELL PW	R GC5006	VISE TYPE CONNECTOR	3.40	1	680.00
		Ship From:	Stock ZONE-CHARLO	OTTE, NC			
GB Part#:	94039737						
FOB:	PPD - Bill	UPC#:	09635930746				
				Est	Delivery	Date:	07/22/2022
1100	300 EA	CARSONITE	 18171FOC-A		44.96	 1	13,488.00
	300 LA	5/ (TOOIVITE	1017 11 00 A		-7-T.50	'	10,400.00

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item Item/1	Гуре Quantity	Supplier	Catalog Nbr	Description	Pric	e Unit	Ext.Price
		Ship From Inbound F	ı: Reship-Factory irt: Y				
FOB:	PPD - Bill			Est	Delivery	Date:	07/22/2022
1200		CARSONITE	: Reship-Factory		5.09	1	1,527.00
FOB:	PPD - Bill			Est	Delivery	Date:	07/22/2022
1300	40 EA	REEF IND.	42-0026	3X6000F XTR STR FIB OP TP			
GB Part#: FOB:	97103727 PPD - Bill	Ship From	: Stock ZONE-CHARLO				
				Est	Delivery	Date:	07/22/2022
1400	30 EA	3M CO EL	ECTRICAL165OR4A	VINYL ELECT TAPE 165 ORG 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466091 PPD - Bill	UPC#:	07630892573	_		_	
				Est	Delivery	Date:	07/22/2022
1500	30 EA	3M CO EL	ECTRICAL165BL4A	VINYL ELECT TAPE 165 BLU 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466087 PPD - Bill	UPC#:	07630892569				
				Est	Delivery	Date:	07/22/2022
1600	30 EA	3M CO EL	ECTRICAL165GR4A	VINYL ELECT TAPE 165 GRN 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466090 PPD - Bill	UPC#:	07630892571				
				Est.	Delivery	Date:	07/22/2022

Date:

**Project Name:** Ship to: SHACKLEFORDS RSCVA

> Purchase Order Nbr: Release Nbr: Additional Ref#:

Attn:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Type	Quantity	Supplier		Catalog Nbr	Description		Pric	e Unit	Ext.Price
1700		50 EA	CORNING OPTI	CAL	80610938187	88T-0.75X60 (3/4X60) VINYL TAPE		4.87	1	243.50
			Ship From: S	Stock	ZONE-CHARLOT	TE, NC				
GB F	<b>Part#:</b> 98	8292998								
FOB:	PI	PD - Bill	UPC#:	4059	49651656					
							Est	Delivery	Date:	07/22/2022
1800		4 EA	NATURCHEM IN	NC	HY-END BIFEN ITP	HY-END BIFEN ITP FIRE ANT/PEST CONTROL		285.62	1	1,142.48
			Ship From: S	Stock	ZONE-SPRINGFI	ELD,MO				
GB F		5885402 PD - Bill								
							Est	Delivery	Date:	07/22/2022
1900		1,575 EA	WIRE		BARE-CU-SD-6-SOL- 315S	BARE CU		732.00	1000	1,152.90
			Ship From: S	Stock	ZONE-CHARLOT	TE, NC				
GB F FOB:		8283891 PD - Bill	UPC#:	9801	0033440					
							Est	Delivery	Date:	07/22/2022

Item Total (Frt not included): 54,469.18

Ship to: SHACKLEFORDS RSCVA

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item Item/Ty	ype Quantity	Supplier	Catalog Nbr	Description	Pric	e Unit	Ext.Price
100	23 EA	COMMSCOPE	FOSC450-D6-6-R2-1- D6V	- FOSC450-D6-6-R2-1- D6V R2962P-000	410.75	1	9,447.25
* * * Item Note:	:* * * Lead time 22 w	eeks plus subject to c	hange.				
		Ship From: Resh	ip-Factory				
GB Part#: FOB:	25567634 PPD - Bill	Inbound Frt: Y					
				Est	Delivery	Date:	07/22/2022
200	200 EA	HUBBELL PWR	EM-2525	#6 SCREW ON TERMINAL	3.07	1	614.00
		Ship From: Drop	Ship-Factory				
GB Part#:	94008765						
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
300	1,500 EA	CORNING OPTICAL	80610844443	4460-D/FO SHIELD BOND CONNECTOR ASSEMBLY	5.34	1	8,010.00
		Ship From: Stock	k ZONE-CHARLOT	TE, NC			
GB Part#:	95077180	•					
FOB:	PPD - Bill						
				Est	Delivery	Date:	07/22/2022
400	80 EA	HUBBELL PWR Ship From: Drop	EM8100-24.25GR Ship-Factory		5.46	1	436.80
FOB:	DDD D:II						
FUB.	PPD - Bill			Est	Delivery	Date:	07/22/2022
500	1,500 EA	U G PRODUCTS	100W	WHITE CABLE TAG W/UV TIE	0.37	1	555.00
		Ship From: Stock	k ZONE-CHARLOT	TE, NC			
GB Part#:	90064680	-					

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: . Release Nbr: Additional Ref#: Ref Quote Nbr:

# Order Acknowledgement Thank you for Selecting Graybar, We Appreciate Your Business

			Catalog Nbr	·	Pric	e Unit	Ext.Price
FOB:	PPD - Bill			_		_	
				Est	Delivery	Date:	07/22/2022
600	3 EA	CHARLES INDUSTRIES/C		8IN ORANGE HIGH VIS CAPS-50 PIECES	255.00	1	765.00
0D D 4#	00440040		Reship-Factory				
GB Part#:	26410948	Inbound Fr	: Y				
FOB:	PPD - Bill						. = / /
				<b>Est</b>	Delivery	Date:	07/22/2022
700	2 EA	CHARLES INDUSTRIES/C	97-PKOR10-A	10IN ORANGE HIGH VIS CAPS - 25 PIECES	212.00	1	424.00
		Shin From:	Reship-Factory				
		Inbound Fr	•				
FOB:	PPD - Bill	inbound in					
1 ОВ.	FFD - DIII			Ect	Delivery	Date:	07/22/2022
800	500 EA	ERICO PROD	615880	GRND ROD 5/8INX8FT CU BOND 10MIL	19.56	1	9,780.00
		Ship From:	Stock ZONE-CHARLO	OTTE, NC			
GB Part#:	94035117						
FOB:	PPD - Bill	UPC#:	78285630609				
				Est	Delivery	Date:	07/22/2022
900	500 EA	HUBBELL PWI	 R GC268	CONNECTOR CU GROUND	14.57	1	7,285.00
		Ship From:	Reship-Factory				
GB Part#:	26424782	Inbound Fr	: Y				
FOB:	PPD - Bill	UPC#:	09635930733				
				Est	Delivery	Date:	07/22/2022
1000	400 EA	HUBBELL PWI	R GC5006	VISE TYPE CONNECTOR	3.40	1	1,360.00
		Shin From:	Stock ZONE-CHARLO				
GB Part#:	94039737	3p	CISCI, LOITE OF MILE	J <u>L</u> ,			
FOB:	PPD - Bill	UPC#:	09635930746				
. 55.		J. O	3333333770	Fet	Delivery	Date:	07/22/2022
1100	500 EA	CARSONITE	18171FOC-A		44.96	1	22,480.00

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item Item/T	ype Quantity	Supplier	Catalog Nbr	Description	Prio	e Unit	Ext.Price
		Ship From Inbound F	n: Reship-Factory irt: Y				
FOB:	PPD - Bill			Est	Delivery	Date:	07/22/2022
1200		CARSONITE	: Reship-Factory		5.09		
FOB:	PPD - Bill			Est	Delivery	Date:	07/22/2022
1300	70 EA	REEF IND.	42-0026	3X6000F XTR STR FIB OP TP			
GB Part#: FOB:	97103727 PPD - Bill	Ship From	: Stock ZONE-CHARLO	OTTE, NC			
				Est	Delivery	Date:	07/22/2022
1400	70 EA	3M CO EL	ECTRICAL165OR4A	VINYL ELECT TAPE 165 ORG 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466091 PPD - Bill	UPC#:	07630892573	_		_	
				Est	Delivery	Date:	07/22/2022
1500	70 EA	3M CO EL	ECTRICAL165BL4A	VINYL ELECT TAPE 165 BLU 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466087 PPD - Bill	UPC#:	07630892569				
				Est	Delivery	Date:	07/22/2022
1600	70 EA	3M CO EL	ECTRICAL165GR4A	VINYL ELECT TAPE 165 GRN 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466090 PPD - Bill	UPC#:	07630892571				
				Est	Delivery	Date:	07/22/2022

Date:

**Project Name:** Ship to: SHACKLEFORDS RSCVA

> Purchase Order Nbr: Release Nbr: Additional Ref#:

Attn:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Typ	e Quantity	Supplier		Catalog Nbr	Description		Pric	e Unit	Ext.Price
1700		150 EA	CORNING OP	TICAL	80610938187	88T-0.75X60 (3/4X60) VINYL TAPE		4.87	1	730.50
			Ship From:	Stock	ZONE-CHARLOT	TE, NC				
GB F	Part#:	98292998								
FOB:		PPD - Bill	UPC#:	4059	949651656					
							Est	Delivery	Date:	07/22/2022
1800		7 EA	NATURCHEM	INC	HY-END BIFEN ITP	HY-END BIFEN ITP FIRE ANT/PEST CONTROL		285.62	1	1,999.34
			Ship From:	Stock	ZONE-SPRINGFI	ELD,MO				
GB F FOB:		25885402 PPD - Bill								
							Est	Delivery	Date:	07/22/2022
1900		3,150 EA	WIRE		BARE-CU-SD-6-SOL- 315S	BARE CU		732.00	1000	2,305.80
			Ship From:	Stock	<b>ZONE-CHARLOT</b>	TE, NC				
GB F		88283891 PPD - Bill	UPC#:	980	10033440					
							Est	Delivery	Date:	07/22/2022

Item Total (Frt not included): 87,882.69 Sold to: Wilkes Communications Ship to: Wilkes Telecomm.-TAXABLE 1400 River Street WILKESBORO NC 28697-2108 Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		480 EA	FIBERSOURCE	FSPEDCHBKTKIT	PEDESTAL BRACKET KIT WITH MOUNTING HARDWARE FOR 12 PEDESTAL MOUNTING OF CHARLES TERMINALS.	16.35	1	7,848.00

\*\*\* Item Note:\*\*\* Lead time 4 to 6 weeks subject to change.

Ship From: Drop Ship-Factory

FOB: PPD - Bill

				Est	Delivery	Date:	06/22/2022
200	480	EA	FIBERSOURCE	FSPL12124141-1066-PEDESTAL MEDIUM RS 12"X12"X41" HOOPLESS VENTLESS WITH GROUND MOUNT STAKE BRACKETS AND SLAM LOCK UNVENTED GREEN 24 UNITS PER PALLETT	116.25	1	55,800.00

\*\*\* Item Note:\*\*\* Lead time 15 weeks subject to change.

Ship From: Drop Ship-Factory

FOB: PPD - Bill

Est Delivery Date: 06/22/2022 BKPLN210ELS/WTC 10IN FIB ORG DBL 300 486 EA CHARLES 172.34 83,757.24 INR DR SPLC TRAY INDUSTRIES/C

\*\*\* Item Note:\*\*\* Lead time 10 weeks subject to change. Order in multiples of 9.

Ship From: Drop Ship-Factory

Ship to: SHACKLEFORDS RSCVA

Attn:

Date:

**Project Name:** 

Purchase Order Nbr:

Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Typ	e Qua	ntity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100			2 EA	CLEARFIELD INC	G-GAA-144-C2E-BZ1 0050F	FXMP PNL PTCH ONLY 144 SM SCAPC W 50FT	2,101.11	1	4,202.22
GB Pa		26491401 PPD - Bill		Ship From: Drop	Ship-Factory				
							Est Delivery D	ate:	06/13/2022

Item Total (Frt not included): 4,202.22

Sold to: Wilkes Communications Ship to:RSCVA 3587 ROSEMOUNT RD WALKERTON VA 23177 Attn:

Date: **Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Ty	oe Quanti	ty	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		30	ΕA	COMMSCOPE Ship From: Sto	MR3919-000 ck ZONE-CHARL	FDSC-GATOR-12F-T OTTE, NC	49.09	1	1,472.70
GB P FOB:		25230601 S/P - F/A				E	st Delivery D	ate:	06/07/2022

Item Total (Frt not included): 1,472.70

Ship to:

3587 Rosemount Road WALKERTON VA 23177

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

# Order Acknowledgement Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Ty	oe Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		12 EA	CLEARFIELD INC	KC4-CAA	1X16 SPLITTER MOD SC/APC	468.54	1	5,622.48
GB P	art#:	25962685	Ship From: Drop	Ship-Factory				
FOB:		PPD - Bill			Est	Delivery D	ate:	06/03/2022

Item Total (Frt not included): 5,622.48

Ship to: RSCVA

3587 Rosemount Road WALKERTON VA 23177

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement

Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Ty	ре	Quantit	y	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100			2,500	EA	SUPERIOR ESSEX	5EBSWF-4P24-R-F	ESS- 04-003-54	393.00	1000	982.50
* * * Ite	em Note:*	* * ste	ock in Ch	arlott	e as of today subject	t to prior sale.				
					Ship From: Stoo	k ZONE-CHARL	OTTE, NC			
GB F	Part#:	2207	9405		-					
FOB:		S/P -	F/A							
								Est Delivery [	Date:	05/05/2022
200			2,500	EA	SUPERIOR ESSEX	5EBSWF-4P24-R-E	ESS- 04-003-54	393.00	1000	982.50
* * * Ite	em Note:*	* * st	ock in Ch	arlott	e as of today subject	t to prior sale				
					OL: Ot	I ZONE OLIVE	OTTE NO			

Ship From: Stock ZONE-CHARLOTTE, NC

22079405 GB Part#: FOB: S/P - F/A

**Est Delivery Date:** 05/05/2022 300 24,000 EA SUPERIOR ESSEX 5E-SWP-PV4P24-GY- 51-240-31 178.00 1000 4,272.00

P-ESS-100

\*\*\* Item Note:\*\*\* stock in Charlotte today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 22001748 FOB: S/P - F/A

**Est Delivery Date:** 3,000 EA SUPERIOR ESSEX GW-1C6-.5K-R-ESS 12-001-04 943.85 1000 2,831.55

05/05/2022

\* \* \* Item Note: \* \* Lead time 6 to 8 weeks are subject to change.

Ship From: Drop Ship-Factory

90076961 GB Part#: FOB: S/P - F/A

Est Delivery Date: 06/24/2022

Ship to: RSCVA

Attn:

3587 Rosemount Road WALKERTON

VA 23177

Attn: Rodney Blake

Date:

**Project Name:** 

Purchase Order Nbr:

Release Nbr: Additional Ref#:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
500		1,000 EA	COMMSCOPE	SMOUV-1120-01	FOSC ACC SMOUV 1120-01 369305-000	0.21	1	210.00

\* \* \* Item Note: \* \* \* stock in Charlotte as of today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 25308758 FOB: S/P - F/A

**Est Delivery Date:** 05/05/2022 600 100 EA ERICO PROD 615880 GRND ROD 15.91 1,591.00

5/8INX8FT CU BOND

10MIL

\*\*\* Item Note:\*\*\* Lead time 18 to 20 weeks.

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 94035117

FOB: S/P - F/A UPC#: 78285630609

**Est Delivery Date:** 09/16/2022 500 EA HUBBELL PWR GC5006 VISE TYPE 2.96 1,480.00

CONNECTOR

\*\*\* Item Note:\*\*\* stock in Charlotte as of today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 94039737

FOB: S/P - F/A UPC#: 09635930746

05/05/2022 **Est Delivery Date:** 

800 100 EA HUBBELL PWR GC268 CONNECTOR CU 11.86 1.186.00 **GROUND** 

\* \* \* Item Note: \* \* Lead time 4 to 6 weeks aro.

Ship From: Reship-Factory

GB Part#: 26424782 Inbound Frt: N

UPC#: FOB: S/P - F/A 09635930733

**Est Delivery Date:** 06/17/2022

> Item Total (Frt not included): 13,535.55

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		50 EA	ZERO CONNECT	12S6-6-07	1 F 9/125 #M OS2 SINGLE MODE SCAPC - SCAPC 7 METERS 2.0MM /2.0MM RISER 2 CIRCULAR YELLOW PRO SERIES JUMPER / PATCH CORD	\$6.67	1	\$333.50
***Item	Note:***	Lead time 10	to 14 working day	s aro.				
200		50 EA	ZERO CONNECT	ZS1R26-6M007	1 F 9/125 #M OS2 SINGLE MODE SCAPC - SCAPC 7 METERS 2.0MM /2.0MM A-B INDOOR RISER 2 CIRCULAR YELLOW ZERO SELECT JUMPER / PATCH CORD	\$20.51	1	\$1,025.50
***Item	Note:***	lead time 4 to	o 7 working days a	ro.				

Total in USD (Tax not included): \$1,359.00

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To learn more about

24-Hour Emergency

Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes:

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		234 EA	CHARLES INDUSTRIES/C	CFDP208- ELS/WTC	8 IN FIB PED DBL DOOR WILKES/RIVER LBL	\$241.73	1	\$56,564.82
GB Pa	rt #: 26415058	B UPC #:						
200		234 EA	CHARLES INDUSTRIES/C	CFDP210- ELS/WTC	10 IN FIB PED DBL DOOR WILKES/RIVER LBL	\$272.02	1	\$63,652.68
GB Pa	rt #: 26415059	9 UPC #:						
300		230 EA	CHARLES INDUSTRIES/C	UMS36-STD	36IN STEEL MOUNTING STAKE & HARDWARE	\$13.64	1	\$3,137.20
-	rt #: 25203293 Note:***	B UPC #: order in mult	tiples of 10					

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

400	52 EA	CHANNELL COM	BULKU30483600 81011	30X48X36 50/50 SPLIT SHIELD X COVER FIB	\$858.11	1	\$44,621.72
GB Part #: 25871677	UPC #:						
500	300 EA	ERICO PROD	615880	GRND ROD 5/8INX8FT CU BOND 10MIL	\$19.56	1	\$5,868.00
GB Part #: 94035117	UPC #: 78	285630609					

Total in USD (Tax not included): \$173,844.42

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications
1400 River Street

**WILKESBORO NC 28697-2108** 

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

# **Proposal**

We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes:

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		50,000 EA	CORNING OPTICAL	002EB1- 14100A20	2-FIBER SST-DROP CABLE TONEABLE	\$137.10	1000	\$6,855.00
GB Pa	rt #: 2651056	4 UPC #:						
***Item	Note:***	5000 FT REE	LS. LEAD TIME 1	6 TO 20 WEEKS ARO	LEAD TIMES ARE SUBJE	CT TO CHANGE	<b>Ξ.</b>	

Total in USD (Tax not included): \$6,855.00

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street **WILKESBORO NC 28697-2108** Attn:

Date:

**Proj Name:** 

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: Fiber quoted would be at the lengths quoted. No cuts and would be as is.

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		8,669 EA	OFS FITEL LLC	AT-3GE8YSX-01	2	\$395.07	1000	\$3,424.86
***Iten	Note:***	AT-3GE8YSX	· · · -					
		12F per ribbe	on AccuRoll Dry Core					
			0.4/0.3/0.3 db/km@131 e Attenuation	0/1385/1550 nm				
		0.35/0.3/0.22	db/km@1310/1385/15	50 nm				
200		10,437 EA	OFS FITEL LLC	AT-3GE8YSX-07	<b>2</b> 72F ACCUROLL DRY CORE ALLWAVE RIBBON	\$805.82	1000	\$8,410.34
GB Pa	rt #: 2650767	8 UPC #:						
300		22,160 EA	OFS FITEL LLC	S-OP-12-RA-A-	AT-3CE83SX-012	\$427.98	1000	\$9,484.04
				3B-BK-OFX	12F RIBBON SJSA			
00.0-	rt #: 2588206	6 UPC #:						

Total in USD (Tax not included): \$21,319.24

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

> Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

Proj Name:

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

## **Proposal**

We Appreciate Your Request and Take Pleasure in Responding As Follows

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100		1 EA	CLEARFIELD INC	R-19848- CAB576-50F	FDH PON CAB 576 SCAPC DIST W 50FT TAIL	\$7,915.56	1	\$7,915.56
GB Pa	ırt #: 26486549	) UPC #:						
200		1 EA	CLEARFIELD INC	R-19848- CAB288-50F	FDH PON CAB 288 SCAPC DIST W 50FT TAIL	\$3,955.00	1	\$3,955.00
GB Pa	ırt #: 26486547	7 UPC #:						
300		1 EA	CLEARFIELD INC	R-19848- CAB144-50F	FDH PON CAB 144 SCAPC DIST W 50FT TAIL	\$2,672.61	1	\$2,672.61
GB Pa	ırt #: 26486546	S UPC #:						

Total in USD (Tax not included): \$14,543.17

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street **WILKESBORO NC 28697-2108** Attn:

Date:

**Proj Name:** 

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: PRICING INCLUDES ONE CUT PER REEL.

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
500		20,480 EA	OFS FITEL LLC	S-OP-144-RA-A- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 RIBBON SJSA	\$131.41	100	\$26,912.77
GB Pai	rt #: 2588207	1 UPC #:						
600		20,476 EA	OFS FITEL LLC	S-OP-144-RA-A- 3B-BK-OFX-CUT REEL		\$131.41	100	\$26,907.51
GB Pai	rt #: 2588207	1 UPC #:						
700		20,048 EA	OFS FITEL LLC	S-OP-144-RA-A- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 RIBBON SJSA	\$131.41	100	\$26,345.08
GB Pai	rt #: 2588207	1 UPC #:						
800		5,522 EA	OFS FITEL LLC	S-OP-144-RA-A- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 RIBBON SJSA	\$131.41	100	\$7,256.46
GB Pai	rt #: 2588207	1 UPC #:						

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

> Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications 1400 River Street WILKESBORO NC 28697-2108 Date: **Proj Name:** 

Attn:

Prop	osal
------	------

We Appreciate Your Request and Take Pleasure in Responding As Follows

Total in USD (Tax not included): \$87,421.82

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street WILKESBORO NC 28697-2108 Attn: Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr:

Additional Ref# Valid From: Valid To: Contact:

Email:

**Proposal** 

We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: Non Cutable SKU direct shipment plus freight

Item	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
200		10,325 EA	OFS FITEL LLC	AT-3GE8YSX	-04848F ACCUROLL DRY CORE ALLWAVE RIBBON	\$59.70	100	\$6,164.03
GB Part	#: 2653095	6 UPC #:						

Total in USD (Tax not included): \$6,164.03

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.



Requisition	
Purchase Order No.	
Date	
Vendor ID	

ν	end	or			
•	CIIG	v.			

Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn:

Shi	p	To

SHACKLEFORDS RSCVA Attn:

Shipping Method		Payment Terms		Order	ed By		Reference	Reference	
Flatbed		Net 30		R	ODNEY	N BLAKE	Zack Fiber		
Wilkes Item Number	Description		Req. Da	ate	U/M	Qty Ordered	Unit Price	Ext. Price	
Vendor Item Number	Additional	Item Notes	FOB			<u>.</u>			
00734KQ	CABLE, BFO # KQ-29	D-144, AT-3CE83SX-144, Reel			Feet	20,480	\$1.31	\$26,912.77	
00734KQ	CABLE, BFO # KQ-30	D-144, AT-3CE83SX-144, Reel			Feet	20,476	\$1.31	\$26,907.51	
00734KQ	CABLE, BFO-144, AT-3CE83SX-144, Reel # KQ-31				Feet	15,048	\$1.31	\$19,774.58	
00734KQ	CABLE, BFC # KQ-32	D-144, AT-3CE83SX-144, Reel			Feet	5,000	\$1.31	\$6,570.50	
00734KQ	CABLE, BFC # KQ-35	D-144, AT-3CE83SX-144, Reel			Feet	10,600	\$1.31	\$13,929.46	

Special Terms and Conditions

Mark Williams 704-579-4633

Appointment required for delivery. No dock. Flatbed or tailgate delivery required.

Subtotal	\$94,094.82
Freight	\$0.00
Tax	\$4,987.04
Order Total	\$99,081.86

Signature	of	Authorized	Representative

## Invoice

Invoice #

Date

RiverStreet Communications of VA 1400 River St. Wilksboro, NC 28697

RiverStreet Comm. of VA. Inc.
Alth K&Q
3587 Rosemount Rd
Walkerton, VA 23177

THE REAL PROPERTY OF THE PARTY		
P.O. Number	Towns of Towns	Rep Ship Date
	reims	rtep Silip Date

7/6/2022 1366 **Net 30** Amount Price Each Quantity Item Code 100 TITAN - T-1500 ESP -TITAN Your Next Generation UPS 123.24 12.324 00 100 Battery 1 Pack 12V 8Ah GT12080-HG Battery 1 Pack (Included for UPS units) 0.00 0.00 0.00 0.00 ODFL Collect 27701460126 Freight

We appreciate your business and look forward to serving you.

Subtotal \$12,324.00

Sales Tax (0.0%) \$0.00

Total \$12,324.00

Due

Bill To: Altn: Accounts Payable WILKES TELEPHONE (NC) 1400 RIVER STREET WILKESBORO, NC 28697 Ship To: WILKES TELEPHONE (NC) 1400 RIVER STREET WILKESBORO, NC 28697

Invoice
Page 1 of 1
Due Date
Ship Via UPS Ground
Currency USD

Line Number	Item Number	Customer item Number		Item Descrip		Quantity Shipped	Unit Price	Extended Amount	
1	100-05159		711GE ONT, 2	POTS, 2 GE -CE	F 514	19	225.00	4,275.00	
3	100-05161		716GE ONT, 2 POTS, 4 GE-CE 中中			20	245.00	4,900.00	
Special Instruc	tions			Sub Total	Tax	Shipping & Hai	ndling	Total	
				9,175.00	0.00		86.82	\$9,261.82	

Purchase Order	MANGRAN
Purchase Order No.	
Date	154786
Vendor ID	

Shipping Method		Payment Terms		Ordered B	y ·	Reference	
	and the second	C	.O.D.				4 4.20 4 7 7 7 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4
Wilkes Item Number	Description	itell sylvics	R	g Date U	/M /Qty:Ordered	UnitPrice	Ext Price
Vendoritem Number	Additional	THE REAL PROPERTY INVESTOR ASSESSMENT	Topical services	FOB		·克勒斯·	
	MX480-Prem	ium-DC			1	\$34,057.32	\$34,057.32
	JUNOS-64				1	\$3,182.93	\$3,182.93
	.RE-S-X6-640	3-BB			2	\$0.00	\$0.00
	3CBE2-MX-	BB			2	\$1,591.47	\$3,182.94
1	FFANTRAY	-МХ480НСВВ			1	\$0.00	\$0.00
	PWR-MX480	)-2400DCBB			4	\$0.00	\$0.00
	MPC3E-3D-1	NG-IR-B			2	\$14,370.54	\$28,741.08
. • ·	MIC3-3D-10	XGE-SFPP			2	\$8,035.72	\$16,071.44
	MIC-3D-200	E-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-M	ζ480			1	\$3,647.15	\$3,647.15
	SVC-ND-MI	C3NG-IR			2	\$2,933.58	\$5,867.16
	ACX5K-L-8	X10GW-S			1	\$8,571.43	\$8,571.43
	SVC-COR-A	CX5K8X10			1	\$422.86	\$422.86
	ACX5048-D	C-L2-L3			1	\$9,166.67	\$9,166.67
	SVC-ND-AC	X5048			. 1	\$1,418.34	\$1,418.34

#### **Special Terms and Conditions**

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

Signature of Authorized Representative

Accepted by Seller

Quote

No.:

Date:

		*	the control of the co		
Qty.	Item ID	Description	UON	4 Sel	Total
4	1078904701-01	FSP 150CC-GE112Pro, I-Temp, with integrated AC PSU, F150/ADV/GE112/PRO/AC, HW Rel 1.01	E	A \$463.47	\$1,853.88
4	1091904885-02	GE11xPRO, PRE-INSTALLED SW, R11.1.2	E	A \$0.00	\$0.00
4	1091904796-01	FSP 150CC-GE112, GE114, GE112Pro, GE114Pro, and GE104, Software Base Key, F150/GE11X/SW/BASE/KEY	E	A \$117.66	\$470.64
4	1013904010 4036381001	Mounting Kit, 19 in. Rack Single-Unit Mount, CC-GE11x/CC-T, OSA 5410, and ALM Monitor	E	A \$13.25	\$53.00
4	1013904011	Mounting Kit, 19 in. Rack Dual-Unit Mount, CC-GE11x/CC-T, XG116Pro, OSA 5410, and ALM Monitor	Е	A \$18.30	\$73.20
4	1036000631	AC Power Cable, US Plug, 2.5m, Right-Angled Equipment End	E.	A \$10.35	\$41.40
				Your Price:	\$2,492.12
				Total:	\$2,492.12
Prices ar	re firm until 4/16/2021	Terms: Net 30			
				<b>Date:</b> 3/17	7/2021
Accep	oted by:			Date:	

Quote Reference Number: (

**Grand Total** 

\$22,472.00

Quote Type:

Access

Date Created: Date Modified:

Quote Expiration:

<b>Equipment Summ</b>	ary
-----------------------	-----

**CLEI: BVL3BACFAA** 

<b>E7</b>		Price	Qty	Ext. Price
	000-00372	\$597.00	1	\$597.00
	E7-2 Field Install Package (CO & ODC/RT): She	elf with Blank Card, FTA, and Field in	stallation I	<b>Cit</b>
E <b>7</b> -	-2 AXOS	Price	Qty	Ext. Price
	100-04665	\$8,446.75	2	\$16,893.50
	E7-2 GPON-8 r2 card	· · · · · · · · · · · · · · · · · · ·		***************************************
	CLEI: BVL3BA5FAB			
NIC	M 10GE Transport	Price	Qty	Ext. Price
	100-01512	\$498.75	2	\$997.50
	10GE SFP+, Single Mode dual fiber transceiver CLEI: BVL3AMDFAA	r, 10Km, 1310nm, LC, I-temp		
Oll	M GPON AXOS	Price	Qty	Ext. Price
	100-05121	\$249.00	16	\$3,984.00
	GPON SFP OIM, Class B+, 20Km, 1490/1310n	m Single Fiber Transceiver, C-Temp,	AXC	S

Package Details:

000-00372 package consists of the following:

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

DAF- 2001 1 461E0 EE 40

. . .

Quote Number: Quote Date: Expiry Date:

Note: Quate includes Tanif Tax

Line	Part Number	Manufacturer	Description	Ext. Description	NOM	Qty	Unit Price	Erter	nded Total
	ACISD48-DC-12-13							\$	10,470.01
1	ADIS049-0C-12-13	Juniper Networks	ACX5048 46 SFP+/SFP PORT 6 QSFP POW AND DC POWER SUPPLY		ĒΑ	1	\$ 9,165.6	7 5	9,155.57
2	SVC-ND-ACXSO48	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR ACKSO 48-DC-LZ-L3	Service Period: 12 Months	Eá	1	\$ 1,303.3	4 5	1,393.34
	Additional Items							\$	43,282.96
3	RE-5-X6-64G-S	Juniper Networks	ROUTING ENGINE - 6 CORE 2.05HZ WITH 64G MEMORY SPARE FOR MX2		EA	1	-5 9,942.8	5 5	9.942.86
4	SCSE2-MX-5	Juniper Networks	ENHANCED MX SWITCH CONTROL BOARD SPARE		EA	1	5 4,660.7	2 5	4,650.72
ξ	PWR-MX480-2490-DCS	Juniper Networks	2400/V DC POWER SUPPLY SPARE		EΑ	1	\$ 1,5\$3.5	3 \$	1,553.58
5	MPC3E-3G-NG-IR-B	Jumper Networks	NG MPC 3E PORT QUEUE FULL SCALE 16 VPN MX		EA	1	5 14,370.5	4 5	14,370.54
7	SVC-ND-MPC3NG-IR	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR MPGSE-3D-NG-18-3	Service Penad. 12 Months	EΑ	1	\$ 2,695.7	2 5	2,695.72
£	MiC3-3D-10xGE-SFP?	Juniper Networks	MIC WITH 10X10GE SFP+ INTERFACE		<u>£4</u>	1	\$ 8,035.7	2 5	3.035.72
9	MIC-30-20GE-SFP	Juniper Networks	20X10 100 1000 MIC FOR MX REQUIRES OFFICS SOLD SEPARATELY		EA	1	5 1,507.1	5 5	1,607.15
10	SFPP-10GE-LR	Juniper Networks	SEP 10GE PLUGGABLE TRANSCEIVER SMF 1110NM FOR 10KM TRANSMISS		EA	1	5 416.6	7 5	415.67
							Subtota	á: Ş	53,752.97
							Tari	1: 5	1,251.49
							Quote Total	k S	55,014.46

# Packing List Detail

14.97/33

Total Weight (kg/lb): 14 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	CLĒI	CPR
4	003001	003001	ACX5048-DC	ACX5048 DC HW AND JUNOS OS	EA	WB3120170550	1	1	IPM9600DRC	N70DUF

PO #:							SO#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	n I	F.O.B.	Rt. To
(				FACTORY			
Ordered by:			7				
Quantity	Catalog # / Desc				Unit Price / U	nit	Amour
56	BULK 30X48X36	81011 CHANNELL CO SHIELD SPLT LID T2			510.	37/1	28,580.72
	INBOUND FREIG	SHT	*	15-1			26.75
			9				

Sub Total

Freight

Tax

Handling

Total Due

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.

**Terms of Payment** 

Net 30 Days

28,607.47

1516.20

30,123.67

0.00

0.00

PO #:							SO#:	8.9
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From		F.O.B.	Rt. To	
				FACTORY				
Ordered by:								
Quantity	Catalog # / Des	scription			Unit Price	Unit		Amoun
1	R-19848-CAB2	88-50F CLEARFIELD II	NC		378	36.70 / 1		3,786.70
	FDH PON CAB	3 288 SCAPC DIST W 5	OFT TAIL					
	INBOUND FRE	IGHT						26.75
	1							
	1						1	
	1						1	
	1							
	1							
					-			
					1		i	
reaction and the second				36				
						_		7:
	JETIA PAY IN	NVOICES QUICKLY and	EASILY ONLINE!					
9								
\$	S Use of	ur customer portal for all g Registering is easy. Con	your account needs. Mak	e payments, obtain	invoice coples,	find proof of de	eliveries and	
W.	morei	Registering is easy. Con	itact your local branch t					
a a	10							

Sub Total

Freight

Tax

Handling

**Total Due** 

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.

**Terms of Payment** 

Net 30 Days

3,813.45

0.00

0.00

202.11

4,015.56

7,605.47

0.00

0.00

403.09

8,008.56

PO #:			100			SO#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
C				FACTORY		
Ordered by:						
Quantity	Catalog # / Des	cription		Uni	Price / Unit	Amoun
1		6-50F CLEARFIELD IN 576 SCAPC DIST W 5 GHT		28)	7578.72 / 1	7,578.72 26.75
						Ť
\$	T. Par	VOICES QUICKLY and roustomer portal for all y Registering is easy. Con		e pavments, Obtain invoice visit	coples, find proof of de	eliveries and

Sub Total

Freight

Tax

Handling

Total Due

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

**Terms of Payment** 

are accepted at point of purchase only.

Net 30 Days

O#:			!				SO#:	
el. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	מי	F.O.B.	Rt. To	
	1	UPS		G. II P D G T T G		S/P - F/A	140.10	
rdered by:						101. 111.	-	
uantity	Catalog # / Des	cription	1		Unit Pric	a / Unit		Amou
20		R HUBBELL POWER	SYSTEMS		2711,77110	3.66 / 1		73.2
			The second secon					
\$	I To	VOICES QUICKLY and r customer portel for all y Registering is easy. Con		ake payments, obtai	in invoice cople	s, find proof of deli	veries and	
erms of Paym	MONE	registering is easy, con	act your local brailer	Sub Total Freight				73.2
t 30 Days				Handling				0.0
		t, a monthly service char law may be added to all					*	
net due date. \	/isa, MasterCard. A	merican Express, and Di	scover credit cards	Tax		522		77.08
accepted at po	oint of purchase only	y		T-4-1 D-			1	7775
				Total Due				<del></del>
			5					MM AR
		1.6						11.00

PO#:						SO#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To
Į.		UPS		14:	S/P-F/A	
Ordered by:						
Quantity	Catalog # / Des	cription			Unit Price / Unit	Amour
315	BARE-CU-SD-6- BARE CU	-SOL-315S GENERIC	VENDOR WIRE-WYRF	PA	480.00 / 1000	151.20
. 10	EM8100-24.25G	R HUBBELL POWER	SYSTEMS		4.56 / 1	45.60
			*			
		A , 200 , 1				
			, .			

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

Sub Total

Freight

Tax

Handling

Total Due

**Terms of Payment** 

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.

Net 30 Days

196.80

0.00

0.00

# **INVOICE**

PO #:							SO#:			
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From		F.O.B.	Rt. To			
				-1,		S/P - F/A				
Ordered by:					7					
Quantity	Catalog # / Des				Unit Price		Amou			
3		I-R2-1-D6V COMMSCO B-R2-1-D6V R2962P-00		LC.	35	8.66 / 1	1,075.9			
3		FOSC-ACC-D-TRAY-RIBN-24 COMMSCOPE TECHNOLOGIES LLC. FOSC-ACC-D-TRAY-RIBN-24 061064-000						33	3.80 / 1	101.4
18		INDTERRA TAPE DIV STR FIB OP TP	<b>/.</b> <sub>38</sub>		19	8.68 / 1	3,576.24			
10		CO ELECTRICAL MAR TAPE 165 ORG 3/4IN X			1	.01 / 1	10.10			
10		O ELECTRICAL MAR TAPE 165 BLU 3/4IN X			1	.01 / 1	10.10			
10		O ELECTRICAL MAF TAPE 165 GRN 3/4IN X			1	.01 / 1	10.10			
30		ORNING OPTICAL CO 3/4X60) VINYL TAPE	MMUNICATIONS		3	.03 / 1	90.90			
75	GC268 HUBBE CONNECTOR	LL POWER SYSTEMS CU GROUND			7	.94 / 1	595,50			
70	GC5006 HUBBI	ELL POWER SYSTEMS	8		2	.07 / 1	144.90			
65		INTERNATIONAL COF BINX8FT CU BOND 101			11	1.72 / 1	761.80			
160		610844443 CORNING OPTICAL COMMUNICATIONS 60-D/FO SHIELD BOND CONNECTOR ASSEMBLY			3	.96 / 1	633.60			
10	EM-2525 HUBB #6 SCREW ON	ELL POWER SYSTEM TERMINAL	S		2.	.30 / 1	23.00			
5	GRDEXTKIT VE	ERTIV CORPORATION SLOT MNT			7.	.24 / 1	36.20			

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
	DAY INVOICES OFFICKLY and EASH V ONLINE		9

#### 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 morel Registering is easy. Contact your local branch or visit

Ferms of Payment  Vet 30 Days  As a condition of the sales agreement, a monthly service charge of the lesser of I-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 Freight Handling Tax	7,457.52 0.00 0.00 395.25
	Total Due	7,852.77

## **INVOICE**

PO #:						IS	O#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O		Rt. To
	•	Southeastern Freig	h		S/P	- F/A	
Ordered by:							
Quantity	Catalog # / Desc	ription			Unit Price / Unit		Amou
1		R2-1-D6V COMMSCO	PE TECHNOLOGIES I	LLC.	358.66 /	1	358.6
		R2-1-D6V R2962P-00		-			
5		RAY-RIBN-24 COMMS RAY-RIBN-24 061064		ES LLC.	33.80 /	1	169.0
40	CVE30720401U	CARSONITE COMPO	SITES LLC		36.00/	1	1,440.0
40	18171FOC-A CA	RSONITE COMPOSIT	ES LLC		3.75 / 1		150.0
10		) ELECTRICAL MAR APE 165 ORG 3/4IN X			1.01 / 1		10.1
10		. ~ ELECTRICAL MARI APE 165 BLU 3/4IN X			1.01 / 1		10.1
10	1	) ELECTRICAL MAR APE 165 GRN 3/4IN X			1.01 / 1		10.1
30		ORNING OPTICAL CO 4X60) VINYL TAPE	MMUNICATIONS		3.03 / 1		90.9
75	GC268 HUBBELI CONNECTOR C	L POWER SYSTEMS U GROUND			7.94 / 1		595.5
20	GC5006 HUBBEI VISE TYPE CON	LL POWER SYSTEMS INECTOR			2.07 / 1		41.4
200		ORNING OPTICAL CO			3.96 / 1		7 <del>9</del> 2.0
10	EM-2525 HUBBE #6 SCREW ON T	ELL POWER SYSTEMS FERMINAL	3		2.30 / 1		23.0
5	GRDEXTKIT VER	RTIV CORPORATION SLOT MNT			7.24 / 1		36.2
		g * =					

PO #:						SO#:	_
Quantity	Catalog # / Desc				Unit Price / Unit		Amou
200	100W U G PROD WHITE CABLE T				0.33 / 1		66.0
1		ARLES INDUSTRIES/CO OUND BRAID 18 IN	OIL		137,50 / 1		137,56
Del. Doc. #: 8036553597 Signed For By:	PRO # 662950534	<b>Date Shipped</b> 03/22/2021	Routing Southeastern Freigh Lines	<b>F.O.B.</b> S/P - F/A	Shipped From ZONE-AUSTELL,GA	Rt. To	
12	42-0026 REEF IN 3X6000F XTR ST	DTERRA TAPE DIV. FR FIB OP TP	. 1		198.68 / 1		2,384.16

#### 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 or visit

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 Freight  Handling  Tax  Total Due	6,314.62 0.00 0.00 334.67 6,649.29
--	--

Purchase Order	
Purchase Order No.	
Date	
Vendor ID	

Ship To

		-			
Shipping Method	Payment Terms	Orde	red By	eference	
	C.O.D.	Carlo da Trons			
2Scription		Req. Date	U/M   Oty Ordersa   L	nit Price	Ext. Price
Vendor Item Number Additional	কৰি ৰাজনানি নিৰ্বাচন প্ৰচালেনী চাৰিকালৈ চৰকা আনিক্ৰান নিৰ্বাচন কৰিব কৰে। তাৰ্জনী সামৰ্থী চিনিকাল	FOB	and the second s		
	X-072, REEL# SHC2 1		7,600	\$0.59	\$4,476.40
	/SX-072, REEL# SHC2 1		0.400	<b>4</b> 0.50	P4 047 60
	X-072, REEL# SHC2 2 (SX-072, REEL# SHC2 2		8,400	\$0.59	\$4,947.60
	X-072, REEL# SHC2 3		8,500	\$0.59	\$5,006.50
	YSX-072, REEL# SHC2 3		0,500	Ψ0.57	\$2,000.30
	X-144-E, REEL# SHC2 4A		8,000	\$0.88	\$7,032.00
	X-048, REEL# SHC2 4B		4,800	\$0.45	\$2,140.80
	X-144-E, REEL# SHC2 5A		9,000	\$0.88	\$7,911.00
	X-048, REEL# SHC2 5B		9,100	\$0.45	\$4,058.60
	X-144-E, REEL# SHC2 6A		11,000	\$0.88	\$9,669.00
	K-024, REEL# SHC2 6B		7,200	\$0.34	\$2,433.60
	K-288-E, REEL# SHC2 7A		6,200	\$1.58	\$9,802.20
	K-144, REBL# SHC2 7B		6,300	\$0.88	\$5,537.70
	•		6,400	\$1.58	\$10,118.40
	K-288-E, REEL# SHC2 8A		6,500	\$0.59	
	K-072, REEL# SHC2 8B		•	,	\$3,828.50
	K-288-E, REEL# SHC2 9A		7,100	\$1.58	\$11,225.10
	K-024. REEL# SHC2 9B		4,600	\$0.34	\$1,554.80
	K-048, REEL# SHC2 10		8,000	\$0.45	\$3,568.00
AT-3GE8YS	K-048, REEL# SHC2 11		7,300	\$0.45	\$3,255.80
AT-3GE8YS	K-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	
Vendor ID	÷

Ship To

Shipping Method	Payment Terms	Ordered By	Reference	la esta esta esta de la companya de
	C.O.D.	ON		
Descripti	oh film and a second second	Req. Date U/M Qty Ordered	Unit Price	Ext. Price
Vendor Item Number Addition	nal Item Notes	FOR		
1700C T.	APE GREEN	10	\$1.61	\$16.10
42-0026 \$172.67	REEF INDTERRA TAPE 3" X	· 22	\$172.67	\$3,798.74
CVE0720	0401U VALMONT COMP. POST	140	\$32.35	\$4,529.00
18171FO	C-A VALMONT	140	\$3.75	\$525.00
#6 SOLII	D BARE COPPER	315	\$0.43	\$135.45
GC268 (2	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
CHARLE	ES 97-500502-A	50	\$2.75	\$137.50

#### **Special Terms and Conditions**

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

Signature or	f Authori	zed Rep	resen <b>te</b> tive
--------------	-----------	---------	----------------------

Purchase Order	
Purchase Order No.	
Date	
Vendor ID	

pping Method	100	Payment Terms	Ordered By		Reference	
		C.O.D.	Annual Control of the	Non-market to the Second	CARL GOLD OF THE STATE	enessel al. e. a. e. e.
the control of the co	çription		the state of the s	Qty Ordered	Unit Price	Ext Pr
endor Item Number		12 (2. S. C. ) 1. (1. C. ) 2. (1. ) 2. (1. ) 2. (1. ) 3.	FOB			
		X-072, REEL# SHC2 12B		5,600	\$0.59	\$3,298.4
AT-	-3GE8YSX	C-048, REEL# SHC2 13		8,100	\$0.45	\$3,612.6
AT-	-3GE8YSX	-024, REEL# SHC2 14		5,200	\$0.34	\$1,757.6
AT-	3GE8YSX	K-024, REEL# SHC2 15		8,600	\$0.34	\$2,906.8
AT-	-3GE8YSX	I-024, REEL# SHC2 16		6,500	\$0.34	\$2,197.0
CHA	ARLES CF	DP-208ELS/WTC		108	\$151.99	\$16,414.9
CHA	ARLES U	MS36-STD		110	\$6.74	\$741.4
CHA	ANNELL I	BULKU304836J081011		12	\$510.37	\$6,124.4
CHA	ANNELL I	BULKU3048360081236		1	\$691.50	\$691.5
CON	MMSCOP!	E R2962P-000		13	\$358.66	\$4,662.5
CON	MMSCOP	E 709972-000		108	\$20.84	\$2,250.7
EM-	-2525			10	\$2.30	\$23.0
4460	0-D/FO			50	\$3.96	\$198.0
GNI	DEXTKIT			15	\$7.24	\$108.6
EMS	8100-24.25	iGR.		30	\$3.66	\$109.8
UG1	100W			200	\$0.33	\$66.00
R-19	9848-CAB	288-50 <b>F</b> , 288 PON CAB		1	\$3,786.70	\$3,786.7
88Т	3/4 X 60'			30	\$2,86	\$85.80
1700	OC TAPE (	DRANGE		10	\$1.61	\$16.10
1700	OC TAPE I	BLUE		10	\$1.61	\$16.10

**Special Terms and Conditions** 

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

Signature of Authorized Representative

Accepted by Seller

PO #:							SO#:	
Del. Doc. #:	PRO#	PRO# Routing Date Shippe		Shipped From	F.	O.B.	Rt. To	
	1			FACTORY				
Ordered by:								
Quantity	Catalog # / Des				Unit Price / Uni	it		Amount
18		WTC CHARLES INDUSTRIES DBL DOOR WILKES/RIVER L	175.32	2/1	,	3,155.76		
	INBOUND FREI	IGHT					138.03	
		¥						
\$ S. P.	T. Page	IVOICES QUICKLY and EASILY or customer portal for all your acc Registering is easy. Contact you		e payments, obtain visit ""	invoice copies, find	proof of de	liveries and	
1					T			
Terms of Payr Net 30 Days As a condition of	the sales agreemen	nt, a monthly service charge of th	e lesser of	Sub Total Freight Handling			3	3,293.79 0.00 0.00
1-1/2% or the ma by net due date.	ximum permitted by	rlaw may be added to all account merican Express, and Discover of	ts not paid credit cards	Tax				174.57
				Total Due	Green Control of the		3	3,468.36
SUBJE	ECT TO THE	STANDARD TERMS	AND CON	DITIONS LIS	TE <sup>r</sup>			- 1

3,813.45

0.00

0.00

202.11

4,015.56

Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	-
-	1	- Industry	1/	FACTORY	1.1012	1	
Ordered by:	-			17.010.11			
Quantity	Catalog # / Desc	cription		3	Jnit Price / Unit		Amaun
1	R-19848-CAB28	8-50F CLEARFIELD IN 288 SCAPC DIST W 5			3786.70 / 1		3,786.70 26.75
				Į.		!	
	619			- T			
			EASILY ONLINE	4	right		

Sub Total

Freight

Tax

Handling

**Total Due** 

As a condition of the sales agreement, a monthly service charge of the lesser of f-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

**Terms of Payment** 

are accepted at point of purchase only.

Vet 30 Days

# INVOICE

PO #:						SO#:
Del. Doc. #:	PRO#	Routing			F.O.B.	Rt. To
27-2-2						
Ordered by:						
Quantity	Catalog # / Desc	cription		Unit Price /		Amount
4140 🗸	AT-3GE8YSX-04 ITEM#: P/N: RE	18 OFS FITEL LLC EL# SHCO 1B		446.	00 / 1000	1,846.44
6968 🗸	144F ACCUROL	GE8YSX-144 OFS FITEL LLC  ACCUROLL DRY CORE ALLWAVE RIBBON #: P/N: REEL# SHCO 2			6,124.87	
3736		72 OFS FITEL LLC L DRY CORE ALLWAVE R EL# SHCO 3B	BBON	589.0	00 / 1000	2,200.50
5656 ✔		14 OFS FITEL LLC LL DRY CORE ALLWAVE EL# SHCO 7B	RIBBON	879.0	4,971.62	
5656 V	AT-3GE8YSX-28 ITEM#: P/N: RE	88-E OFS FITEL LLC EL# SHCO 1A		1625.	00 / 1000	9,191.00
5252 √	AT-3GE8YSX-28 ITEM#: P/N: RE	88-E OFS FITEL LLC EL# SHCO 3A		1625.	8,534.50	
6564 √	AT-3GE8YSX-28 ITEM#: P/N: RE	88-E OFS FITEL LLC EL# SHCO 4A		1625.	00 / 1000	10,666.50
4444 🗸	AT-3GE8YSX-14 ITEM#; P/N; RE	4-E OFS FITEL LLC EL# SHCO 5A		910.0	00 / 1000	4,044.04
5748√	AT-3GE8YSX-07 ITEM#: P/N: REI	2-E OFS FITEL LLC EL# SHCO 6A		610.0	00 / 1000	3,506.28
5450	AT-3GE8YSX-07 ITEM#: P/N: REI	'2-E OFS FITEL LLC EL# SHCO 7A		610.0	00 / 1000	3,324.50
			<del>-</del>			
		L				

						SO#:	
el. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O.B.	Rt. To	
				_			
rdered by:							
uantity	Catalog # / Des			U	nit Price / Unit	Amou 606.	
90		IARLES INDUSTRIES/C DUNTING STAKE & HAF		2	6.74 / 1		
				Ĭ	·		
\$ 3712	Use out	VOICES QUICKLY and Extra volume of the control of t	ur account needs. Mak	ie pzymente obtain invoid vlsit	e copies. find proof of de	eliveries and	
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 up net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.		ccounts not paid	Sub Total Freight Handling Tax	pht			

PO #: SO#: Del. Doc. #: PRO# Routing F.O.B. Ve. Rt. To Ordered by: Quantity Catalog # / Description Unit Price / Unit Amount AT-3GE8YSX-288 OFS FITEL LLC 1581,00 / 1000 5856 9,258.34 288F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 6B PAY INVOICES QUICKLY and EASILY ONLINE! Use our customer portal for all your account needs. Make payments, obtain invoice conies, find proof of deliveries and more! Registering is easy. Contact your local branch or visit # Identifies Non-Exempt Items That Are Taxed 9,258.34 Sub Total **Terms of Payment** 0.00 Freight Net 30 Days 0.00 Handling 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 490.69 Tax by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only. 9,749.03 Total Due

Del. Doc. #:		1- 40	011.00	1			SO#:	
	PRO#	Routing D	ate Shipped	Shipped From		F.O.B.	Rt. To	
Smd				FACTORY				
Ordered by:	7.15	1.41.					7	
luantity	#/Desc	_ •	-		Unit Price / I		_	Amou
13333	ITEM#: P/N: RE	24 OFS FITEL LLC			338.0	0 / 1000	#	4,506.5
		EL GITOT U	<b>3</b> . *					
			١,	e#				3
SA		VOICES QUICKLY and EASILY or customer portal for all your according is easy. Contact your		o payments, obtain ir ris.	nmine contes. A	of of de	liveries and	
\$ T	MONE							
\$ 7	MONE	# Identifies Non-Exempt Items	s That Are Taxed					

Del. Doc. #:	PRO#	Davidina	Data Oblased	Ohio and France		Tron	In -	
Dei. Doc. #:	PRU#	Routing	Date Shipped	Shipped From	1	F.O.B.	Rt. To	
Ordered by: "				PACTOR		1		
Quantity	Catalog # / Desc	cription			Unit Price	Unit	T	Amou
9	OSE-ST-3-TQ C	ORNING OPTICAL CO IBBON SPLICE TRAY				5.91 / 1		323.1
2	OSE-HD0-W0-1 CORNING OPTICAL COMMUNICATIONS OSE SPLICE TRAY UNIVERSAL				96	57.71 / 1		1,935.4
2	15-211-14 CORN KIT RIBBON TE	75.33 / 1			150.6			
2		RBN-TERM-KIT-FMS CORNING OPTICAL COMMUNICATIONS FIBER RIBBON BRANCHOUT KIT						164.9
1		OSE-CBL-36 CORNING OPTICAL COMMUNICATIONS CABLE ENTRY KIT .625 TO .750IN				29.26 / 1		29.2
4	OSE-CBL-37 CO	29	9.26 / 1		117.0			
	INBOUND FREIO	ЭНТ		<u>ب</u>	Ī			22.1
				-	1			
\$ 500	Use our	VOICES QUICKLY and customer portal for all y Registering is easy, Cont	our account needs. Ma	ke payments, obtair	n invoice copies,	find proof of de	aliveries and	
erms of Pay	ment			Sub Total				2,742.6
let 30 Days is a condition o	f the sales agreement	Freight Handling				0.0 0.0		
-1/2% or the maximum permitted by law may be added to all accounts not paid y net due date. Visa, MasterCard, American Express, and Discover credit cards re accepted at point of purchase only.			Tax				145.3	
				Total Due				2,887.9

	PRO#	Routing	-	F.O.B.	SO# Rt. To	
Del_Doc.#:	FRO#	(VOCUING	_	F.U.D.	RL 10	
rdered by:						-
uantity	Catalog # / Desc	ription		Unit Price / Unit		Amou
8968	AT-3GE8YSX-28 288F ACCUROL ITEM#: P/N: REE	8 OFS FITEL LLC L DRY CORE ALLWAVE RIBBON		1581,00 / 1000	#	11,016.4
\$ 67	Use our	customer portal for all your account needs. M Registering is easy. Contact your local branch	or visit	voice copies, find proof of de	aliveries and	
		# Identifies Non-Exempt Items That Are Tax	Sub Total			11,016.4
erms of Payr						0.0

8,631.97

200.24

457.49

9,289.70

0.00

PO #:							SO#: :	-
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From		F.O.B.	Rt. To	
_		Southeastern Freigh			3	PPD - BIII		
Ordered by:	æ							
Quantity	Catalog #/ Description				Unit Price / Unit			Amoun
36000	5E-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 <i>l</i> 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	

Use our customer portal for all your account needs. Make payments, obtain Invoice copies, find proof of deliveries and morel Registering is easy. Contact your local branch or visit

Sub Total

Freight

Tax

Handling

**Total Due** 

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

# Identifies Non-Exempt Items That Are Taxed

Terms of Payment

are accepted at point of purchase only.

Net 30 Days

## **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**

-PEAK EFFICIENCY: >96.3% -OPERATING TEMPERATURE -40 TO +70°C; WEIGHT 7LBS

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	V1000A1-HE	8	\$530.00	\$4,240.00

### **Subtotals**

#### **Products & Services**

Item & Description	SKU	Quantity	Unit Price	Total
CE&T INVERTER 12KVA Max;	S33A33E0008F21SB70	1	\$9,326.00	\$9,326.00
1.5KVA Min; 10RU AC Input: Single Phase 120 VAC- Single Feed Termination: Terminal Blocks; Protection: 2 x 70A	01			
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)

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	264849	1	\$3,385.00	\$3,385.00
VOLTAGE 23" / 12RU / MID MOUNT DUAL AC INPUT PER RECTIFIER (ILL AC CORD) OTY 10 RECTIFIER POSITIONS OTY 48 DISTRIBUTION CIRCUIT BREAKER POSITIONS (CBB STYLE) 1/4"-20 STUD 5/8" CENTER				
REAR BATTERY SHUNT BUS BAR 40TY POSITIONS 1/4"-20 STUD 5/8" CENTER OR 40TY 3/8" - 1" CENTER BC CONTROLLER CARD NOT INCLUDED				
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	#400 CC

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		\$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

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			
	Selection or an extension of the contract of t	option of proportion and the same	
Signature	Date		
Printed name			

LABOR

\$2,400.00

\$7,200.00

3

# United States Senate

WASHINGTON, DC 20510-4606

August 24, 2022

COMMITTEES: FINANCE

BANKING, HOUSING, AND URBAN AFFAIRS

BUDGET

**INTELLIGENCE** 

RULES AND ADMINISTRATION

The Honorable Bryan Horn
Director
Virginia Department of Housing and Community Development

600 East Main Street, Suite 300 Richmond, VA 23219-2430

Dear Director Horn,

I write today in support of Patrick County's grant proposal to the Virginia Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative to assist with building improved internet in rural areas of northern Patrick County.

Broadband is a necessity in our world today. For too many Americans, particularly in rural communities, lack of access to affordable, high-speed internet is the barrier to being able to connect with health care providers online, participate in distance learning, or work from home. The improvements that this project entails would increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing these grant funds would bring the community into the 21<sup>st</sup> century. If this grant application is approved, the citizens of Patrick County in the covered region will have access to broadband services equal to citizens in larger cities and more populated areas.

I ask that you give this proposal every appropriate consideration. To the extent possible, please continue to update my office on the status of this grant by emailing GrantSupport\_Warner@warner.senate.gov.

Thank you for your service on behalf of my constituents.

Sincerely,

MARK R. WARNER

United States Senator

MRW/aw

& R Wines



# COMMONWEALTH OF VIRGINIA HOUSE OF DELEGATES RICHMOND

WREN M. WILLIAMS
POST OFFICE BOX 192
STUART, VIRGINIA 24171

NINTH DISTRICT

August 22, 2022

COMMITTEE ASSIGNMENTS:
PRIVILEGES AND ELECTIONS
COURTS OF JUSTICE
PUBLIC SAFETY

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

Letter of Support for 2023 VATI Grant for Patrick County.

Dear Dr. Holmes:

I am writing you today in support of Patrick County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of northern Patrick County, Virginia.

The citizens of Patrick County have long suffered with little-to-no internet service in our rural areas. Our predominant infrastructure is deteriorating. The options available to residents are either prohibitively expensive to install and use, or come with such low speed, bandwidth, and reliability that they cannot meet the needs of businesses, remote employees, or our students.

This has especially come to light during the recent COVID-19 pandemic when students were required to learn and practice their coursework virtually. Poor internet access has meant a sub-standard learning experience for many of our students.

With the demographic exodus from urban areas, many entrepeneurs and remote employees have relocated to Patrick County, seeking our vast land and natural beauty. However, the lack of sufficient broadband has choked our county's growth. Every week, residents approach me about how poor internet access is impairing their professional work, their students' learning, and their families' livelihoods. Poor broadband infrastructure is a top concern for people who are interested in moving here. It has been the number one reason they pass up Patrick County and establish their businesses and homes elsewhere.

RiverStreet Networks and the West Piedmont Planning District Commission's proposed investment in broadband infrastructure utilizing a VATI Grant would bring Patrick County into the 21st Century. Our students could access online educational resources so they can grow and learn. Our businesses and remote workers could operate much more productively and competitively with our region. Our county would immediately become very attractive for people looking to move. All this would catalyze a whole new cycle of economic development.

We ask that you please consider these applications. We stand fully in support of their efforts.

Sincerely,

Wren Williams

V-M-Whi

Delegate



# **Longwood SBDC-Martinsville Thomas P. Dalton IDEA Center**

26 Fayette Street

Martinsville, Virginia 24112

276-656-5475

August 22, 2022

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

Re: Letter of Support for 2023 VATI Grant for Patrick County

Dear Dr. Holmes:

I am writing to you, expressing my full support of Patrick County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of northern Patrick County, Virginia.

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

Another substantial impact of the COVID-19 pandemic and its lingering aftermath is businesses were forced to transition and rely heavily on online marketing and sales of their products in lieu of face to face interactions and transactions. Businesses located in rural areas without reliable and fast internet service were, and continue to be, at a severe disadvantage in the emergent marketplace. Rural businesses having access to reliable and fast internet service is a necessity; not a nicety. Reliable and fast internet service is critical for rural businesses to compete and prosper.

I have witnessed the importance of broadband to citizens in Patrick County. Such improvements will increase educational opportunities, business opportunities, and envelop economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring the community into the 21st century. The citizens of Patrick County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Your consideration their VATI application is truly appreciated.

Cordially,

**Longwood Small Business Development Center-Martinsville** 

Michael C. Scales Business Analyst

## H. MORGAN GRIFFITH

# COMMITTEE ON ENERGY AND COMMERCE SUBCOMMITTEES:

OVERSIGHT AND INVESTIGATIONS REPUBLICAN LEADER

ENERGY

www.morgangriffith.house.gov

The state of the s

# Congress of the United States House of Representatives

Washington, AC 20515-4609

August 22, 2022

2202 RAYBURN HOUSE OFFICE BUILDING WASHINGTON, DC 20515 (202) 225–3861 PHONE (202) 225–0076 FAX

> 323 WEST MAIN STREET ABINGDON, VA 24210 (276) 525-1405 PHONE (276) 525-1444 FAX

17 WEST MAIN STREET CHRISTIANSBURG, VA 24073 (540) 381-5671 PHONE (540) 381-5675 FAX

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

Dear Dr. Holmes,

I am writing to express my interest in the grant application for the Virginia Telecommunications Initiative (VATI) grant through the Virginia Department of Housing and Community Development submitted by Patrick County, with county government offices located in Stuart, Virginia.

In preparing this grant application, Patrick County cited many factors contributing to the need for this funding in my congressional district. I ask that you give this application your most thoughtful and serious consideration. If there is any additional information that my office can provide, please contact Josh Hess at my Christiansburg office at (540) 381-5671.

I would very much appreciate it if you would acknowledge receipt of this letter and keep me apprised of your action regarding this application when review is complete. You should respond to Patrick County in care of my Christiansburg office at (540) 381-5671 by phone or by mail to 17 W. Main Street, Christiansburg, Virginia 24073.

Thank you for your time and attention to this matter. I look forward to hearing from you. I remain

Sincerely yours.

H. MOROAN GRIFFITH Member of Congress August 19, 2022

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

RE: Letter of Support for 2023 VATI Grant for Franklin County

Dear Dr. Holmes:

I are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

Franklin County has 84.3% broadband coverage in our metro and rural county. As a citizen of this county, I have experienced the little to no internet or even cellular service in many of our rural areas. Just recently appointments for our pediatrician have been switched to telehealth unless an emergency arises. It is very important to have broadband coverage to utilize this service for standard check-ups, sick visits, and physicals. I am concerned about the many families who are struggling since this change occurred, due to lack of broadband coverage.

Our family recognizes the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities, like telehealth, as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services equal to citizens in larger cities and more populated areas.

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

Sincerely,

Pamela Chitwood

3119 Pleasant Hill Road

Pamelo Gituros

Rocky Mount, VA 24151



August 19. 2022

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 2023 VATI Grant for Franklin County - Riverstreet

Dear Dr. Holmes:

We are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

The citizens of Franklin County have long suffered with little to no internet or even cellular service in many of these 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 more citizens were working remotely from home.

We recognize the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts. Should you have any questions, I can be reached at 540.682.2101 or JWaugh@RoanokeChamber.org.

Sincerely,

Joyce Waugh
President & CEO



August 19, 2022

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 2023 VATI Grant for Franklin County - Riverstreet

Dear Dr. Holmes:

We are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

The citizens of Franklin County have long suffered with little to no internet or even cellular service in many of these 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 more citizens were working remotely from home.

We recognize the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services 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,

Alison Barry Library Director

Franklin County Public Library

355 Franklin Street

Rocky Mount, VA 24151



rvarc.org

313 Luck Avenue, SW | Roanoke, Virginia 24016 | P: 540.343.4417 | F: 540.343.4416 | rvarc@rvarc.org

August 19, 2022

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 2023 VATI Grant for Franklin County - Riverstreet

Dear Dr. Holmes:

I am pleased to write in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

The citizens of Franklin County have long suffered with little to no internet or even cellular service in many of these 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 more citizens were working remotely from home.

We recognize the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services 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,

Jeremy Holmes
Executive Director

Jereny Helnes

August 19,2022

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 2023 VATI Grant for Franklin County - Riverstreet

Dear Dr. Holmes:

We are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

The citizens of Franklin County have long suffered with little to no internet or even cellular service in many of these 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 more citizens were working remotely from home.

The VCCS is committed to helping underserved students find family-sustaining wages and recently launched the Virginia Infrastructure Academy, aligning students with critical infrastructure industries like broadband. We recognize the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services 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,

Director, Workforce Programs and Partnerships

Virginia's Community College System

300 Arboretum Place

Cynthia Finley

Richmond, VA 23236

(804) 819-3336

cfinley@vccs.edu



# DEPARTMENT OF THE ARMY WILMINGTON DISTRICT, CORPS OF ENGINEERS PHILPOTT LAKE VISITOR CENTER 1058 PHILPOTT DAM ROAD BASSETT, VIRGINIA 24055-3890

REPLY TO ATTENTION OF:

19 August 2022

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 2023 VATI Grant for Franklin County-Riverstreet

Dear Dr. Holmes:

We are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

Half of Philpott Lake resides in Franklin County. The citizens and users of Franklin County and Philpott Lake have long suffered with little to no internet service when on or around the lake. This especially comes to light during emergency situations when people who need assistance and have no means of communication.

Philpott Lake currently offers some of the best recreational experiences within the state of Virginia with 227 campsites in 5 campgrounds with an annual visitation around 350,000 people. The number 1 complaint from visitors is no internet service. Currently, our recreational facilities rely on satellite internet and a more reliable connection would greatly assist with our operations.

The U.S. Army Corps of Engineers recognize the importance of broadband to citizens and users around Philpott Lake. Such improvements will increase recreational and educational opportunities along with 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, users, and workers of Philpott Lake 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,

Chris Powell

Operations Project Manager

Philpott Lake, Wilmington District



1024 DuPont Road Martinsville, VA 24112 Voice: 276.634.4660

oice: 276.634.4660 Fax: 276.634.4770

August 9, 2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County.

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

In today's world, broadband service is critical to providing emergency services. In addition to notifications, distribution of emergency preparedness information, and data collection, it is also utilized to document emergency incidents in real-time. This allows responders to communicate to hospitals regarding patient conditions, the EOC for situation awareness, and much more.

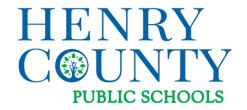
We recognize the importance of Broadband to citizens in our County. Such improvements will increase educational opportunities, economic growth, and the overall safety in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Henry County deserve 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,

Matt Tatum, MPP

Director



P. O. Box 8958 3300 Kings Mountain Road Collinsville, VA 24078-8958 (276) 634-4700 Fax: (276) 638-2925

www.henry.k12.va.us

August 18, 2022

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 2023 VATI Grant for Henry County

Dear Dr. Holmes:

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County. The citizens of Henry County have long suffered with little to no internet service in many of our rural areas. This situation especially came to light during the recent COVID-19 pandemic when students tried to continue their classwork virtually rather than be in a classroom.

As we advance implementation of on-line schooling and recognize that this need existed even before the pandemic, I encourage development of a comprehensive solution. Internet access is essential to our education system. Without appropriate tools to secure instruction, our students cannot be expected to perform. Education is an essential American right and we must do our best to overcome all obstacles as we serve our community.

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 Henry County deserve 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,

Sandy Strayer

**Division Superintendent** 

landy Stray

CONNECT WITH US @hcps\_va f@HCPSVa @@hcps\_va







#### 08/05/2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved broadband in rural areas of Henry County, Virginia.

Growing up in Henry County and returning with my family in 2019, I know firsthand that the citizens of this area 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.

Working in IT for Bassett Furniture in Henry County, the COVID-19 pandemic forced our employees to work from home for the first time as our main office closed. As we prepared employee laptops for home use, we found that many employees living in rural areas of the county had little to no internet access. We had to secure hotspots from local mobile telephone carriers for these employees to work from home. To put it simply, in today's business environment all employees need to be enabled to work remotely if the need arises. Reliable, affordable internet access serves as the foundation.

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 Henry 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,

Tyler Bassett

IT Director of Customer Experience

**Bassett Furniture Industries** 



August 5, 2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County.

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

The library system has been offering online programming such as Hoopla and Overdrive for our patrons due to the pandemic. This would allow more children and adults to interact with the many different databases and programs we have available on our website and Facebook page. We also are increasing the number of e-books and e-audiobooks plus magazines, movies, TV shows and comics that we have online that would be available to more people with a reliable Internet connection.

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 Henry County deserve 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,

Rick Ward

Rick Ward Director Blue Ridge Regional Library



August 18, 2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County.

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

As a healthcare provider, the lack of available broadband internet was made very evident during the COVID-19 pandemic. At the height of the pandemic, most all of our providers were forced to work from home. As an agency that provides behavioral health services, it was imperative that we continue to make frequent contact with the individuals we serve to assess their needs. For those individuals (and staff members) who do not have access to broadband, it was very difficult to continue providing services. Being able to not only speak with the individuals but visually assess their wellbeing is imperative in providing quality behavioral healthcare. Even as the pandemic eases, we continue to rely on broadband internet to connect with those individuals who cannot participate in person. Broadband services will continue to be an extremely important tool for our agency to continue to provide quality services.

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 Henry County deserve 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,

B. Greg Preston, M.S. Executive Director



WWW.PATRICKHENRY.EDU

#### Office of the President

August 15, 2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County.

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

Access to broadband is a critical piece of our community's educational attainment and overall economic development. An economic renaissance is occurring in the region served by P&HCC, and in order for the college to train and educate the next generation of workers, access to broadband should no longer be viewed as optional.

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 Henry County deserve 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,

J. Gregory Hodges, PhD

J. Aregory Hodges

President



August 15, 2022

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

**RE: 2023 VATI Grant for Henry County** 

Dear Dr. Holmes:

On behalf of the GO Virginia Region 3 Council, I would like to express its full support for Henry County's 2023 VATI application and the joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission.

The residents and businesses in the rural and underserved areas of Henry County continued to be disproportionately impacted by not having broadband service as distinguished from those areas where such service exists or is planned. These socio-economic impacts were only made more significant and longer lasting by the COVID-19 pandemic.

As you know, the GO Virginia Region 3 Council has long supported the deployment of "middle-mile" and "last mile" broadband as integral to Southern Virginia's long-term economic vitality and resiliency. Henry County has supported this goal and continues to demonstrate that as a local government partner, it is doing its part to make critical investments in broadband to serve the community.

Thank you for this opportunity for the GO Virginia Region 3 Council to express its full support for the 2023 VATI applications submitted by Henry County, and RiverStreet Networks and the West Piedmont Planning District Commission.

Yours truly,

R. Bryan David Program Director

cc: GO Virginia Region 3 Executive Committee



August 5, 2022

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

Re: Letter of Support for 2023 VATI Grant for Henry County

Dear Dr. Holmes,

I am writing in support of Henry County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved Broadband in rural and underserved areas of Henry County.

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

The Harvest Foundation recently completed the development of a new five-year strategic plan with achieving universial broadband as one of the major objectives.

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 Henry County deserve 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,

Kathryn E. Keller

President



# Department of Social Services Rocky Mount, Virginia

#### 08/24/2022

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 2023 VATI Grant for Franklin County - Riverstreet

Dear Dr. Holmes:

We are writing in support of Franklin County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission (WPPDC) for building improved internet to 700 additional premises in rural areas of southern Franklin County, Virginia.

The citizens of Franklin County have long suffered with little to no internet or even cellular service in many of these 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 more citizens were working remotely from home.

We recognize the importance of broadband to citizens in Franklin County. Such improvements will increase educational and healthcare opportunities as well as economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. If this grant application is approved, the citizens of Franklin County in the covered region will have access to wire-lined high-speed broadband services 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,

Anita "Toni" Turner, MSW

Jani Junes

Franklin County Department Social Services 120 East Court Street, Rocky Mount VA 24151

Anita.turner@dss.virginia.gov, 540-484-4707



August 25, 2022

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 2023 VATI Grant for Patrick County.

Dear Dr. Holmes:

We are writing in support of Patrick County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of northern Patrick County, Virginia.

The citizens of Patrick 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.

Economic development is even furthered dampened in terms of business expansion, and especially recruitment. While it is a given in most of our competing localities, the lack of available and reliable access to broadband internet limits the realistic available area in terms of locations or sites within our County of Patrick, especially in the northern rural Woolwine portion.

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 Patrick 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,

Sean T. Adkins, Executive Director

106 Rucker St PO Box 466 Stuart, VA 24171 276,694,8367

Executive Director Sean T. Adkins, MPA sadkins@co.patrick.va.us 276.692,4490



August 25, 2022 <u>VIA Electronic Mail</u>

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

RE: Letter of Support for 2023 VATI Grant for Patrick County

Dear Dr. Holmes:

We are writing to give our full support concerning Patrick County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of northern Patrick County, Virginia.

The citizens of Patrick County deserve better, especially in regard to gaining equal access to healthcare services. While those living in urban areas can find a long list of healthcare providers and specialists close to home, the same is not true for thousands and thousands of people who live in Southwest and Southside Virginia, an area which includes northern Patrick County.

One area that can level the field between urban and rural healthcare access is telehealth services, also known as telemedicine. However, a limited broadband system poses a significant barrier to telehealth access. In fact, a recent survey completed by the Bipartisan Policy Center detailing telehealth use during the past year finds that limited broadband and technology are significant barriers to telehealth access.

Improvements to broadband in Patrick County will increase access to vital healthcare services in the area and will expand opportunities for providing care to patients in even the most remote areas of northern Patrick County. As such, we fully support the efforts to enhance the local technology infrastructure and bring this part of rural Virginia into the 21st century.

We ask that you approve Patrick County's application because we know it will help healthcare systems like us provide care to a larger number of people and bring healthcare services to those who need it most. Thank you for your consideration.

Sincerely,

Joseph Hylak-Reinholtz

C) Hy (

Chief Operating Officer

General Counsel

# Form 477 Filing Summary

FRN: 0025165903 Data as of: Dec 31, 2021 Operations: Non-ILEC

**Submission Status:**Original - Submitted

**Last Updated:** Mar 1, 2022 10:49 PM

#### Filer Identification

Section	Field	Response
Filer Information	Company Name	RiverStreet Communications of Virginia, Inc.
	Holding Company Name	Wilkes Telephone Membership Corporation
	Filing Type	Non-ILEC
	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	Heather Berrier
	Emergency Operations Phone Number	(336) 973-3103
	Emergency Operations E-mail	heatherberrier@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	RSN OF VA FBBD.csv	Feb 23, 2022 03:41 PM	79
Fixed Broadband Deployment	Danville FBBD Fiber Dec 2021 v3.csv	Mar 1, 2022 09:39 PM	38
Fixed Broadband Subscription	RS Comm of VA FBBS Dec 2021 - revised.csv	Mar 1, 2022 11:41 AM	148
Fixed Voice Subscription	RS Comm of VA FVS Dec 2021.csv	Feb 28, 2022 02:33 PM	15

# Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

Jace	DDV Marine	recumorogy	DIOCKS
Virginia	RIVERSTREET NETWORKS	Optical Carrier/Fiber to the End User	79
	RiverStreet Networks	Optical Carrier/Fiber to the End User	38
Total			117

# Fixed Broadband Subscription

#### Fixed Broadband Subscriptions by State, Technology and End User Type

				Subscriptions	
State	Technology	Census Tracts	Consumer	Business/Govt.	Total
Virginia	Optical Carrier/Fiber to the End User	148	494	290	784
Total		148	494	290	784

# Fixed Broadband Subscriptions by Bandwidths and End User Type

med Broddbarid Subscription	is by barrawiacris and tha oser	туре		
Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
1.500	0.512	1	0	1
1.500	0.768	1	1	2
2.000	2.000	0	5	5
3.000	1.500	4	1	5
3.000	3.000	1	1	2
4.000	4.000	0	2	2
6.000	4.000	9	2	11
6.000	6.000	0	10	10
10.000	5.000	0	2	2
10.000	10.000	0	5	5
15.000	5.000	0	1	1
15.000	15.000	0	1	1
16.000	8.000	0	1	1
20.000	4.000	0	1	1
20.000	10.000	0	2	2
25.000	10.000	0	1	1
25.000	12.000	5	0	5
25.000	25.000	20	6	26
30.000	15.000	0	1	1
50.000	25.000	3	3	6

טטשווזיו בפווו טפווטשוטטו (ווו שוטף)	Obstream panawidan (iii wibbs)	Consumer	pusiliess/ gove.	iviai
50.000	50.000	67	47	114
75.000	25.000	1	1	2
75.000	75.000	5	0	5
100.000	10.000	0	1	1
100.000	25.000	6	2	8
100.000	100.000	318	114	432
125.000	125.000	1	0	1
150.000	150.000	4	3	7
200.000	200.000	0	1	1
250.000	250.000	18	41	59
300.000	300.000	0	7	7
500.000	500.000	8	11	19
1,000.000	1,000.000	22	16	38
Total		494	290	784

# 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	1	2
	2.000	2.000	0	5	5
	3.000	1.500	4	1	5
	3.000	3.000	1	1	2
	4.000	4.000	0	2	2
	6.000	4.000	9	2	11
	6.000	6.000	0	10	10
	10.000	5.000	0	2	2
	10.000	10.000	0	5	5
	15.000	5.000	0	1	1
	15.000	15.000	0	1	1
	16.000	8.000	0	1	1
	20.000	4.000	0	1	1
	20.000	10.000	0	2	2
	25.000	10.000	0	1	1
	25.000	12.000	5	0	5

Technology	Mbps)	Opsicani pandwiddi (iii Mbps)	Consumer	Business/Govt.	Total
	25.000	25.000	20	6	26
	30.000	15.000	0	1	1
	50.000	25.000	3	3	6
	50.000	50.000	67	47	114
	75.000	25.000	1	1	2
	75.000	75.000	5	0	5
	100.000	10.000	0	1	1
	100.000	25.000	6	2	8
	100.000	100.000	318	114	432
	125.000	125.000	1	0	1
	150.000	150.000	4	3	7
	200.000	200.000	0	1	1
	250.000	250.000	18	41	59
	300.000	300.000	0	7	7
	500.000	500.000	8	11	19
	1,000.000	1,000.000	22	16	38
Total			494	290	784

#### **Fixed Voice Subscription**

# VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
North Carolina	0	0	1	0
Virginia	0	0	140	59
Total	0	0	141	59

# Fixed Voice Subscription (iVoIP)

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

State	Total	Consumer	Business/Govt.
North Carolina	1	0	1
Virginia	56	2	54
Total	57	2	55

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

Ste	ite	Total	Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
No Ca	rth rolina	0	0	0	0	0	0	0	0	0
Vir	ginia	84	57	27	84	0	84	0	0	0
Tot	al	84	57	27	84	0	84	0	0	0

ny patrate

nà Fast-Mille Medialli

ny Ella eset Type

Reminder: Use 2010 Census geographies for data as of June 30, 2021 and before. Use 2020 Census geographies for data as of December 31, 2021 and after.

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

Federal Communications Commission 45 L St NE, Washington, DC 20002

Phone: 1-888-225-5322

TTY: 1-888-835-5322

Videophone: 1-844-432-2275

Fax: 1-866-418-0232

**Contact Us** 

**Website Policies & Notices** 

**FOIA** 

No Fear Act Data

**FCC Digital Strategy** 

**Open Government Directive** 

**Plain Writing Act** 

**RSS Feeds & Email Updates** 

**Disability Rights** 

**CATEGORIES** 

**About the FCC** 

**Proceedings & Actions** 

**Licensing & Databases** 

Reports & Research

**News & Events** 

**For Consumers** 

**BUREAUS & OFFICES** 

Consumer

**Enforcement** 

**Inspector General** 

**International** 

Media

# Form 477 Filing Summary

FRN: 0025165903 Data as of: Jun 30, 2021 Operations: Non-ILEC

Submission Status: Original - Submitted **Last Updated:** Sep 3, 2021 09:06 AM

#### Filer Identification

Section	Field	Response
Filer Information	Company Name	RiverStreet Communications of Virginia, Inc.
	Holding Company Name	Wilkes Telephone Membership Corporation
	Filing Type	Non-ILEC
	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	RSCVA - Dan - FCC 477 Fixed Wireless FBBD.csv	Aug 20, 2021 05:09 PM	113
Fixed Broadband Deployment	RSCVA - Dan - FCC 477 Fixed Fiber FBBD Sept 2022.csv	Aug 23, 2021 09:58 AM	192
Fixed Broadband Deployment	RSN OF VA FBBD.csv	Aug 24, 2021 09:56 AM	121
Fixed Broadband Subscription	FCC 477 - June 2021 RiverStreet Communications of VA - FBBS Revised.csv	Aug 23, 2021 08:42 AM	137
Fixed Voice Subscription	FCC 477 - June 2021 RiverStreet Communications of VA - Voice - RSCVA FVS.csv	Aug 23, 2021 08:45 AM	12

## Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Virginia	RIVERSTREET NETWORKS	Optical Carrier/Fiber to the End User	121
	RS Comm VA	Optical Carrier/Fiber to the End User	192
	RiverStreet Networks	Terrestrial Fixed Wireless	113
Total			426

# Fixed Broadband Subscription

# Fixed Broadband Subscriptions by State, Technology and End User Type

			Subscriptions		
State	Technology	Census Tracts	Consumer	Business/Govt.	Total
Virginia	Optical Carrier/Fiber to the End User	137	215	212	427
Total		137	215	212	427

# Fixed Broadband Subscriptions by Bandwidths and End User Type

	by Barrawiatris and Ena Osei	1,700		
Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
1.500	0.512	1	0	1
1.500	0.768	1	1	2
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	2	2
6.000	4.000	10	3	13
6.000	6.000	0	10	10
10.000	5.000	0	3	3
10.000	10.000	0	3	3
12.000	4.000	0	1	1
12.000	6.000	0	1	1
16.000	8.000	0	1	1
18.000	9.000	0	1	1
20.000	4.000	0	1	1
20.000	10.000	0	2	2
25.000	12.000	8	0	8

powiisti cairi paridwiddi (iii wibhs)	עף אור פוווו שמועשוענוו (ווו שושף א	Consumer	DUSHICSS/ GOVE.	ıvtaı
25.000	25.000	21	4	25
30.000	15.000	0	1	1
30.000	30.000	0	1	1
50.000	10.000	0	2	2
50.000	25.000	5	7	12
50.000	50.000	56	38	94
75.000	15.000	1	0	1
75.000	25.000	2	3	5
75.000	75.000	8	0	8
100.000	25.000	12	3	15
100.000	100.000	61	64	125
125.000	125.000	1	0	1
150.000	150.000	3	1	4
200.000	200.000	0	1	1
250.000	250.000	18	37	55
500.000	500.000	0	10	10
1,000.000	1,000.000	0	4	4
Total		215	212	427

#### Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Tota
Optical Carrier/Fiber to the End User	1.500	0.512	1	0	1
	1.500	0.768	1	1	2
	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	2	2
	6.000	4.000	10	3	13
	6.000	6.000	0	10	10
	10.000	5.000	0	3	3
	10.000	10.000	0	3	3
	12.000	4.000	0	1	1
	12.000	6.000	0	1	1

Technology	Mbps)	орза сант ранаміаст (ті Mbps)	Consumer	Business/Govt.	Total
	16.000	8.000	0	1	1
	18.000	9.000	0	1	1
	20.000	4.000	0	1	1
	20.000	10.000	0	2	2
	25.000	12.000	8	0	8
	25.000	25.000	21	4	25
	30.000	15.000	0	1	1
	30.000	30.000	0	1	1
	50.000	10.000	0	2	2
	50.000	25.000	5	7	12
	50.000	50.000	56	38	94
	75.000	15.000	1	0	1
	75.000	25.000	2	3	5
	75.000	75.000	8	0	8
	100.000	25.000	12	3	15
	100.000	100.000	61	64	125
	125.000	125.000	1	0	1
	150.000	150.000	3	1	4
	200.000	200.000	0	1	1
	250.000	250.000	18	37	55
	500.000	500.000	0	10	10
	1,000.000	1,000.000	0	4	4
Total			215	212	427

# Fixed Voice Subscription

# VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia	0	0	137	76
Total	0	0	137	76

# Fixed Voice Subscription (iVoIP)

# Over-the-Top VolP Subscriptions by State and End User Type

State	Total	Consumer	Business/Govt.

State	IVIAI	Consumer	Duamicaa/GOVL	
Virginia	137	76		61
Total	137	76		61

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

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

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

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

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

Phone: 1-888-225-5322

TTY: 1-888-835-5322

Videophone: 1-844-432-2275

Fax: 1-866-418-0232

Contact Us

**Website Policies & Notices** 

**FOIA** 

No Fear Act Data

**FCC Digital Strategy** 

**Open Government Directive** 

**Plain Writing Act** 

**RSS Feeds & Email Updates** 

**Disability Rights** 

**CATEGORIES** 

**About the FCC** 

**Proceedings & Actions** 

**Licensing & Databases** 

Reports & Research

**News & Events** 

**For Consumers** 

**BUREAUS & OFFICES** 

Consumer

**Enforcement** 

#### **RSN VATI 2023 Communications Plans**

RSN has three different phases of marketing when constructing past new FTTH locations. Below is a listing of the activities that happen in each phase as well as a "trigger point" for the phase to begin. Additionally, there is an example of existing RSN marketing materials that are updated on a routine basis to adjust for changes in the markets and marketplace.

#### Brand Awareness - Post VATI Grant and just prior to Construction beginning in the area

Billboards

Newspaper Ads

Radio ads

Chamber membership

Local representation at town meetings (Business Development Team)

#### Coming Soon - After Construction starts and fiber begins to be installed in the area

Crowd Fiber registration - show your interest

Website landing page announcements

Website landing page project status updates

Facebook target ads

# Ready for Service - After fiber construction is complete, electronics installed, service is available to locations being passed

Door hangers

Yard signs

Emails

**Postcards** 

Letters

Social media posts

#### **Marketing Examples**

#### Banners/Posters/Flyers





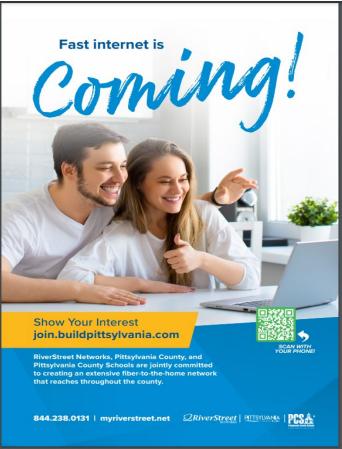




Along with and Pittsylvania County Schools, Pittsylvania County and RiverStreet Netv are jointly committed to create an extensive fiber-to-the-home network that reaches throughout the county.

844.238.0131 | myriverstreet.net

QRiverStreet | PITTSYLVANA | PCSA







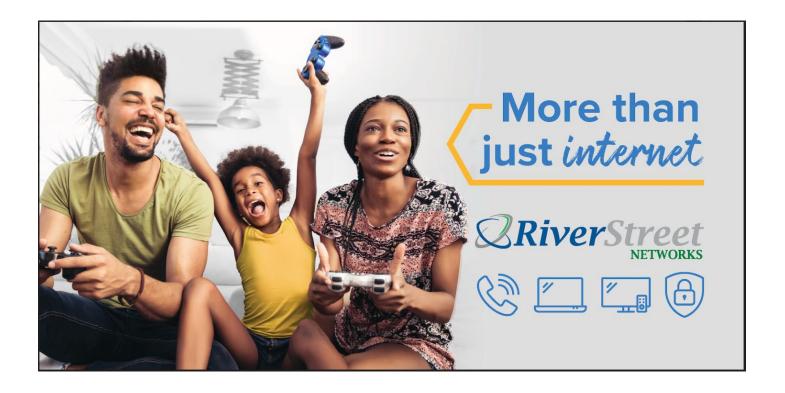








844.238.0131 | myriverstreet.net







# Your neighborhood is next in line for

# **FIBER**



Reserve your spot today!



844.238.0131 | myriverstreet.net 🕧 🎯 🗊



LIFE IN YOUR AREA IS ABOUT TO

# CHANGE

RiverStreet Networks is building a fiber network in your area. Experience amazing, reliable technology that will change your life.

# **BENEFITS OF FIBER:**

- · Reliable, faster, and high quality connection
- · Improves productivity
- Unlimited Internet usage (no data limits!)
- · Little to no maintenance
- · Less vulnerable to glitches or interference
- Clearer phone conversations
- Secure voice and data transmissions
- Increases property values

#### SORRY WE MISSED YOU

To schedule your fiber-optic connection, please call 844.238.0131

# Your neighborhood is next in line for FAST INTERNET



Regerve your spot today!

**RiverStreet** 

844.238.0131 | myriverstreet.net f @ in

# Hello Neighbors!

The wait is almost over. Get ready to experience fast, reliable fiber-optic technology that will change the way you connect to the internet. You'll spend less time waiting and more time streaming your favorites.

Our internet service offers unmatched speeds that allow you to do anything. Stream your favorite movies, download music, and even upload your own content at lightning fast speeds!



844.238.0131 | myriverstreet.net f 🕲 🕼

# We are bringing fiber internet to your neighborhood!



# Hello Neighbor!

We are excited to share our amazing fiber-optic internet with you. RiverStreet Networks is now offering fast, reliable internet for your home or business! With *lightning-fast* speeds, our network has what it takes to keep you surfing, streaming, and playing as much as you want.

Our local Sales & Support Representatives and our friendly Technicians are ready to assist you with any questions. Our primary focus is on customer satisfaction. We want to ensure that your needs are met and we surpass your expectations.











#### Experience fast, reliable internet with the latest fiber optic technology.

Greetings neighbor,

It can feel like a lifetime when you're waiting for something you really want, and we promise that Fiber-optic internet is worth the wait. We are happy to announce that our technicians are now ready to install fiber-optic internet to your home or business! You have waited long enough for faster internet and now you can enjoy free installation, no data limits, no contracts and free WiFi.

RiverStreet Networks can assure you that our services are one of the best on the market. Give us a call today to start enjoying fast, reliable internet service! For more information about this special offer, contact a Sales Representative at 844.238.0131, Monday through Friday from 8:00am to 6:00pm.

Sincerely, RiverStreet Networks

# What does this mean for you? Faster internet, of course!

Our network can handle whatever you throw at it. So, get your devices ready. We are going to connect you to the fast, reliable internet you have been waiting for. Please visit myriverstreet.net for future updates.











# Hello Neighbor!

We are excited to share our amazing high-speed internet with you. RiverStreet Networks is now offering fast, reliable internet for your home or business! With lightning-fast speeds, our network has what it takes to keep you surfing, streaming, and playing as much as you want.

Our local Sales & Support Representatives and our friendly Technicians are ready to assist you with any questions. Our primary focus is on customer satisfaction. We want to ensure that your needs are met and we surpass your expectations.



What does this mean for you? Faster internet, of course!

Check Availability

844.238.0131 | myriverstreet.net 🚹 📵 🛅



**ZRiver**Street

\*Certain restrictions apply. Service or speeds may not be available at all locations.



Refer another eligible business to RiverStreet Networks and you'll receive a \$50 bill credit when they sign up as a business account.

Here's how to get started:

- 1. Send an email to bizleads@myriverstreet.net with the contact information of the business you are referring.
- 2. Once the referree has active service, an email will be sent letting you know they signed up.
- 3. Your business will receive a \$50 bill credit for each referral you provide RiverStreet Networks, PLUS the other business will receive one too. It's a win-win!

Now available for business customers!





844.238.0131 | myriverstreet.net 1 0







Business Referral program is limited to active RiverStreet Networks business customers, excluding any in Non-Pay status. To receive the credit, the Referrer (existing business customer) must send an email to the Commercial Sales Team with the referral information including new company referral name and contact information. The \$50 bill credit(s) will appear on both customer's invoice within 60 days of successful service activation. One referrer credit per referred business. This program has no cash value and may be credited only against the purchase of future services. This offer may expire at any time without further notice. The Referee is still eligible for any other current promotions.





1400 River St, Wilkesboro, NC 28697

#### THE WAY YOU CONNECT IS ABOUT TO CHANGE

RiverStreet technicians are ready to install the fiber connection to your home or business!

Fiber service has a long list of benefits for you and your home.

With RiverStreet Networks, you and your home will experience:

- · Reliable, high-quality connection and faster connection speeds
- · A future proofed home for technology with little to no maintenance
- · Less vulnerability to glitches or interference-even from weather!
- · Improved productivity
- · No data limits

FIBER IS HERE! Call today 844.238.0131

rsinfo@rsnet.org | myriverstreet.net



# Faster internet is around the corner

**RiverStreet Networks construction** crews are in the area now! With fiber, you'll enjoy:

- Reliable, high-speed connection-stream
- Enough bandwidth for multiple devices
- · Prepare your home or business for the future of technology

Vicit myriverstreet.net for the latest project updates



1400 River Street Wilkesboro, NC 28697

844.238.0131 | myriverstreet.net 6 6 6









# Faster internet is at your doorstep

**RiverStreet Networks has** installed the main fiber line in your neighborhood.

#### With fiber, you will enjoy:

- · Reliable, high-speed connection-stream
- · Enough bandwidth for multiple devices
- · Prepare your home or business for the future

Vigit myriverstreet.net for the latest project updates



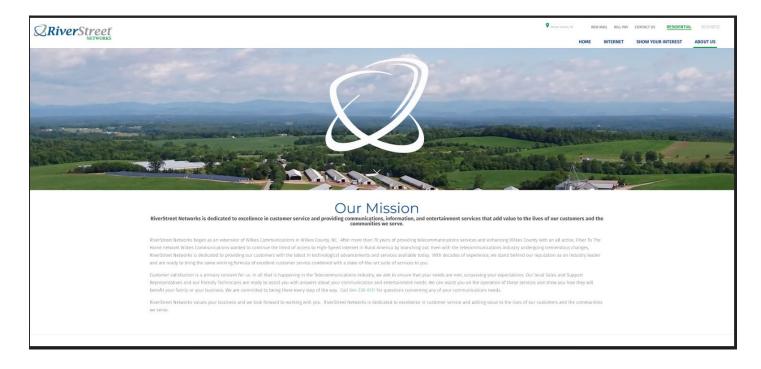
1400 River Street Wilkesboro, NC 28697

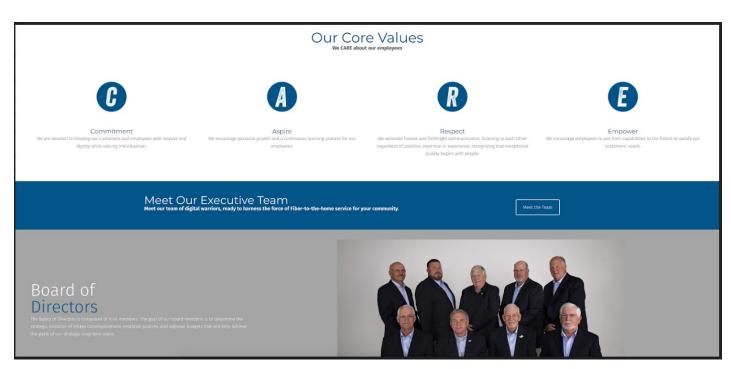


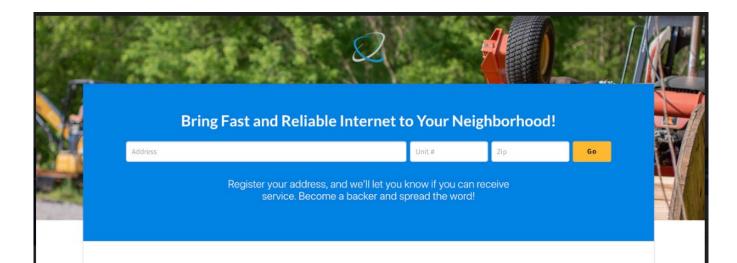




#### **Website**







# Join the crowd and make it happen!

#### How it works

Our mission is to ensure rural communities have the internet service they need. We are strategically searching for unserved and underserved broadband communities. Data collected will aid us in determining where these places may be. By registering your address, you are expressing your interest in having a better internet solution. It's really that simple! Once enough interest has been expressed in a specific area, we will consider expanding our service network there. There are a large amount of resources and labor required to provide broadband service. The more supporters in your area, the more likely we are to bring internet to your door.

If you would like to be among the first in your neighborhood to have access to the fastest and most reliable Internet service available, here is what you can do:

- · Join the crowd. Sign up to be a backer!
- · Spread the word to your neighbors and community





The wait is over

# **Fiber is Coming!**

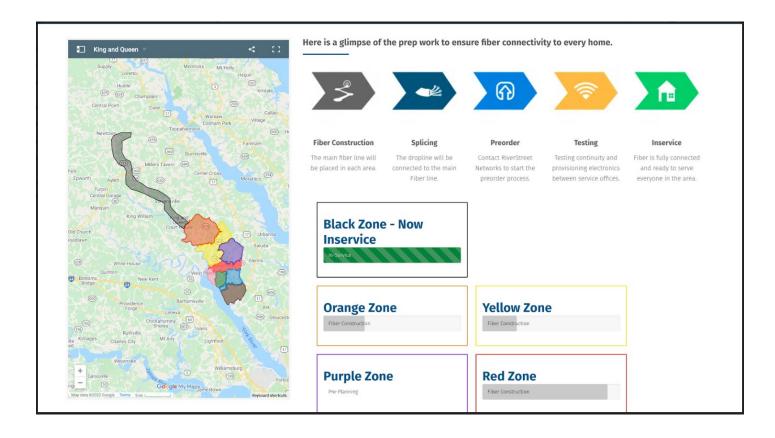
#### Big News for Fiber Broadband Internet Service Coming to King and Queen County

Are you ready for lightning-fast internet speeds? RiverStreet Networks and the County filed a successful joint application with the Virginia Department of Housing and Community Development (DHCD) for Virginia Telecommunication initiative (VATI) funding in 2019. Using capital funds as well as grant funds from King and Queen County, VATI, and the FCC CAF II program, RiverStreet Networks has initiated construction in the county to build a Fiber-optic network. There are multiple phases to the project, with an estimated time frame of three to five years for completion. This fiber network will make faster speeds possible, meaning you will be able to enjoy up to 500 Megabits per second internet speeds in your home or business.

#### What does this mean for you?

Faster internet, of course!

Our Fiber network can handle whatever you throw at it. So, get your devices ready. We are going to connect you to the best the internet has to offer and we have the experience you can count on.





# FAST INTERNET IS HERE!

844.238.0131 | myriverstreet.net





# MARKETING FOR SUCCESS

PUBLIC PRIVATE PARTNERSHIPS - MARKETING

**DIRECT MAIL - POSTCARD** 







## **DOOR HANGERS**





PUBLIC PRIVATE PARTNERSHIP- MARKETING

# POST CARD MAILING



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?





# **VERTICAL BANNER**



# **DOOR HANGERS**



# 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.

## PUBLIC PRIVATE PARTNERSHIPS - MARKETING

**FAQs** 

# FREQUENTLY ASKED QUESTIONS About OPTI-FIF Fiber 3. This is this are five your procession. A This is the area five your procession. A This is the area five your arrower. Lorent pount door set areas, consectedner adjoining eff. yet of diam nonuminy nith easiened brinding the season of the procession of the process

#### PRESS RELEASES



# RIVERSTREET NETWORKS RESIDENTIAL PRICING



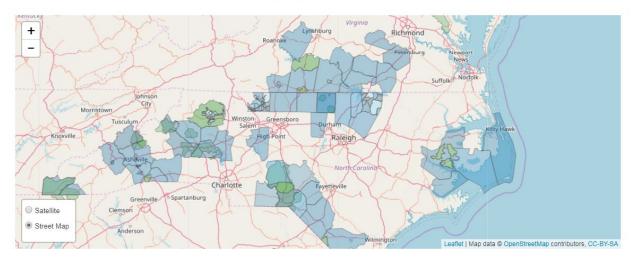


# Help extend fiber to your neighborhood!

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

Address Go Unit # Zip

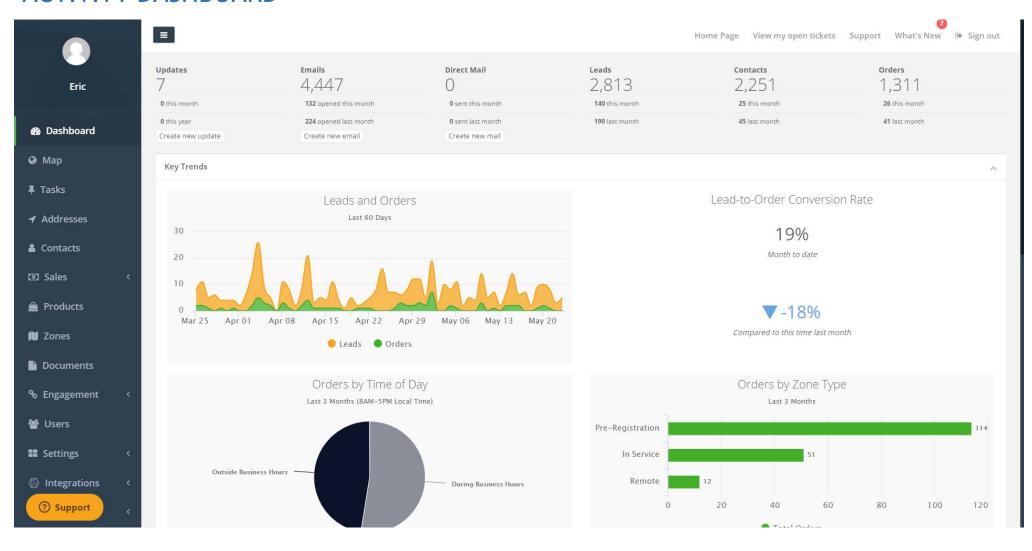
# Service Areas



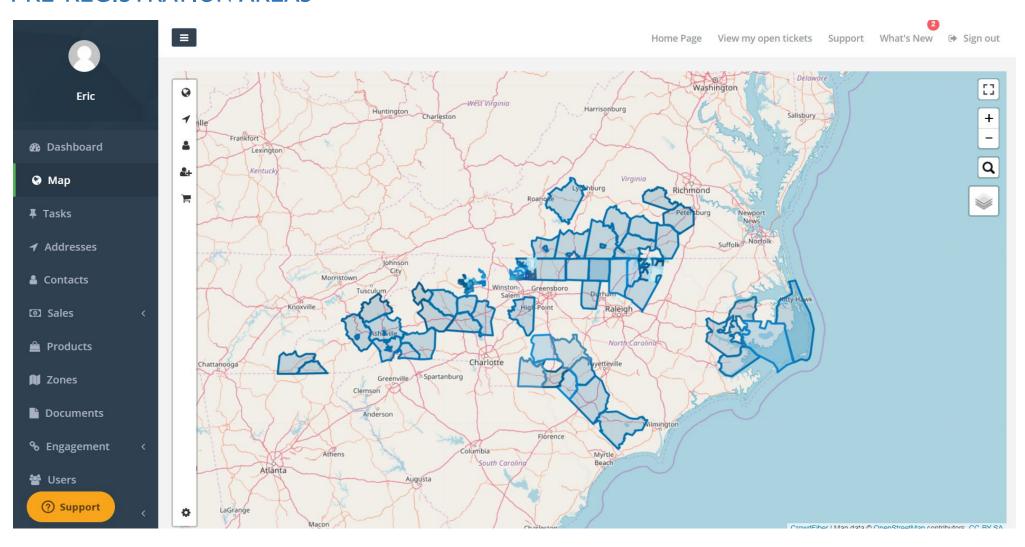
#### Areas In Service

Areas where service is currently available.

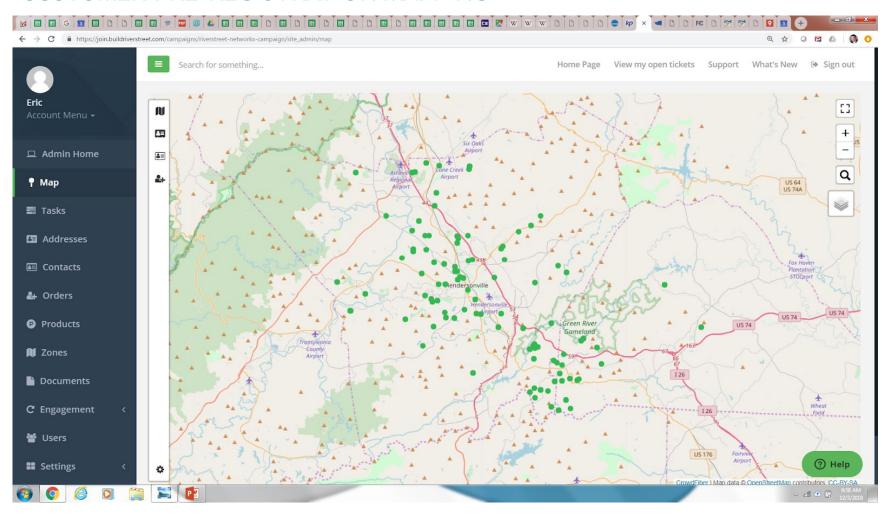
# **ACTIVITY DASHBOARD**



# **PRE-REGISTRATION AREAS**



# **CUSTOMER PRE-REGISTRATION MAPPING**



# **CUSTOMER SERVICE AND SUPPORT**

# PUBLIC PRIVATE PARTNERSHIPS - CUSTOMER SUPPORT

# **CUSTOMER SERVICE**

- Average time to answer a call34 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

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%

PUBLIC PRIVATE PARTNERSHIPS - NET PROMOTER SCORE

# % RATED EXCELLENT LIKELIHOOD TO RECOMMEND

- Customer Service 97%
- Customer Service 88%
- Install & Repair 100%
- Install & Repair 90%

• Tech Support - 96%

• Tech Support - 88%