



Virginia Department of Housing and Community Development

FY23 Virginia Telecommunication Initiative
How-to-Apply Webinar

June 2, 2022



**VIRGINIA DEPARTMENT OF HOUSING
AND COMMUNITY DEVELOPMENT**
Partners for Better Communities



Virginia Telecommunication Initiative How-to-Apply Webinar



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AND COMMUNITY DEVELOPMENT
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Agenda

Welcome	Bryan Horn, Director, DHCD
Virginia Telecommunication Initiative Overview	Tamarah Holmes, Ph.D. Director Office of Broadband
Key New Guidelines for FY 2023	Tammy Breski, VATI Program Manager
Applying for VATI	
a. VATI Application Components	Carl Caudill, Telecom & Broadband Project Mgr.
b. Centralized Application and Management System (CAMS)	Tommy Hill, Telecom & Broadband Project Mgr.
Best Practices	
a. Common Application Mistakes	Ammar Al Omari, Telecom & Broadband Project Mgr.
b. Mapping and Designing Universal Projects	Lonnie Hamilton, Broadband Planner
c. LECAP and VATI	
d. Broadband Equity, Access, and Deployment Program and VATI	Kevin Barr, LECAP Administrator Chandler Vaughan
Question & Answer + Next Steps	Tamarah Holmes, Ph.D.



Virginia Telecommunication Initiative Overview



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Program Overview

- The Virginia Telecommunication Initiative (VATI) provides financial assistance to supplement construction costs by private sector providers to extend services to areas that are presently unserved by any broadband provider.
- Expanding affordable, reliable, high-speed internet access universally across Virginia is a priority for Governor Youngkin
- FY2023 proposed at level funding of \$49.7 million for State General Funds.



Program Success

FY2017 – FY2021 VATI

145 Applications

\$166.4 million requested

\$74 million awarded

\$86.3 million leveraged

47 projects awarded across 56 localities

78,035 Locations Provided Access

FY2022 VATI

57 Applications from 84 localities

\$943.3 million requested

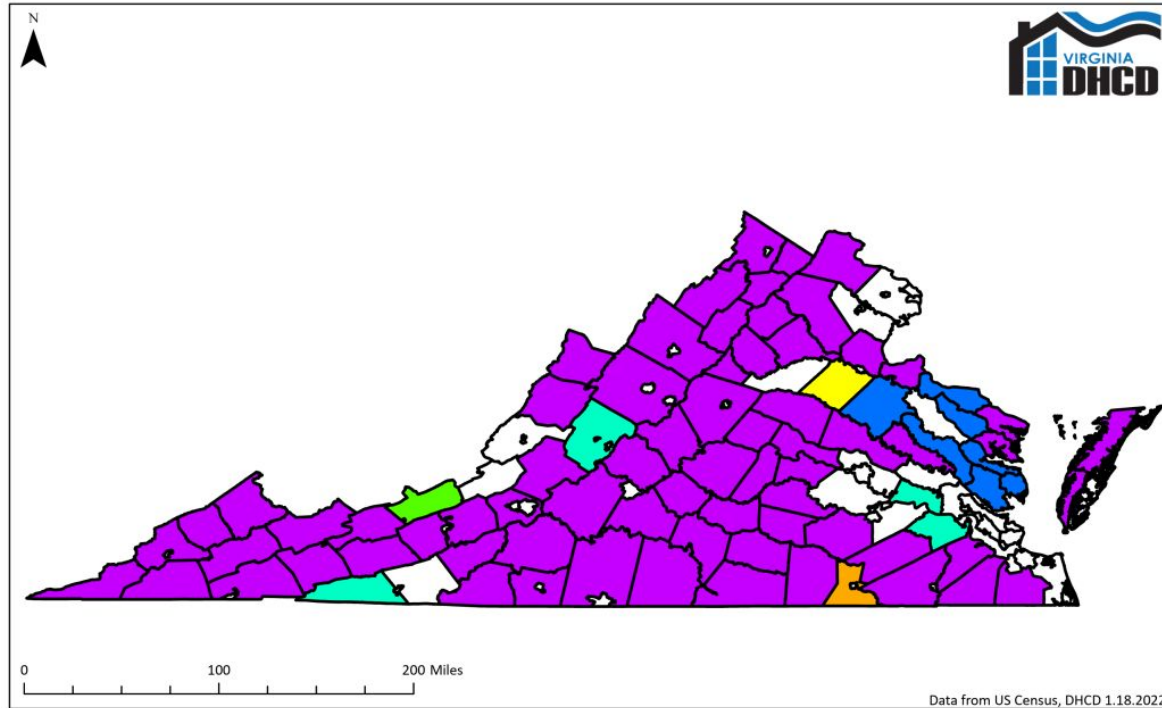
\$722 million awarded

\$1 billion leveraged

Universal Coverage for 70 Localities

278,550 Locations Provided Access

Virginia Telecommunications Initiative (VATI) Grant Awards 2017 - 2022



■ VATI 2022 Awards ■ VATI 2021 Awards ■ VATI 2020 Awards ■ VATI 2019 Awards ■ VATI 2018 Awards ■ VATI 2017 Awards

In some circumstances, localities have received awards for more than one year. The color for each reflects the most recent year for which an award was made. Additionally, awards from 2017 to 2021 may not have been universal coverage projects. For details, please contact DHCD staff at vati@dhcd.virginia.gov.



VATI Active Grants Portfolio

47 VATI Contracts, not incl. FY22 Awards

25 Open Contracts

12 Construction Completed

10 Close Out Process Complete

19 open contracts granted timeline extension

- Ranging from 6 months to 1 year
- COVID related delays (i.e. materials, staffing issues, etc.)

35 Contracts Pending for FY22 Awards





Virginia Telecommunication Initiative Key New Guidelines for FY23



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Key New Guidelines

- Definition of Broadband
- Eligible Areas
- Previously Funded Areas





Definition of Broadband

- The speed at which internet service is considered broadband is access to speeds at or above 100 megabits per second (Mbps) download and 20 Mbps upload (100/20).
- This becomes the standard for multiple programs referencing VATI's definition





Eligible Areas

- Areas lacking access internet service at speeds of 100 Mbps download and 20 Mbps upload are considered unserved
- For a wireline project, a project is eligible is 20% or fewer of serviceable units have access (25% for wireless projects)
- LECAP is designed to reach scattered locations, VATI designed for concentrated long drops





Previously Funded Areas

- Previously funded areas that don't meet the 100/20 service threshold are eligible for VATI
- Challenges allowed to prove service over this threshold already exists or is possible





Virginia Telecommunication Initiative Applying for VATI



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Notice of Application

- Notices of Application due July 7, 2022
 - Co-applicant internet service provider does not need to be identified
- Posted on DHCD's VATI Website by July 14, 2022
- Template Available in VATI Guidelines Appendix
- Email Notices of Application to vati@dhcd.Virginia.gov





Eligible Applicants

- Units of local government (Towns, Cities, Counties, EDA/IDA, Broadband/Wireless Authorities, Planning District Commissions, School Divisions, Tribal government, etc.)
 - Must have private sector provider as a co-applicant
- Pending Final Budget Language: Public Broadband Authorities may apply directly for VATI funds without investment from the private sector.
 - Awards will not exceed 10% of total VATI funds.
 - Proposals will be evaluated alongside other applications.



Eligible Areas

- Unserved areas – defined as having broadband speeds below 100 Mbps download and 20 Mbps upload.
 - Areas lacking 25Mbps/3Mbps will be given significant priority in application scoring.
- Wireline Projects - a proposed project area is considered eligible if 20% or fewer passings have access to service with no special construction costs from any provider as of the date of the application.
- Wireless Projects - a proposed area is considered eligible if 25% or fewer passings have access to service with no special construction costs from any provider as of the date of the application. Passings with RSSI below -90dbm are not eligible to be included in a VATI application.
- Applicants are strongly encouraged to include passings and associated costs in the project area(s) that require special construction costs for low to moderate income residents.



Application Components

- Project Description and Need (75 points)
- Project Readiness (40 points)
- Budget and Cost Appropriateness (135 points)
- Commonwealth Priorities (50 points)

Project Description and Need

- Project Area Overview
 - Project Area (include map)
 - Demographics and Characteristics
 - Existing providers
 - Existing federal funds
 - Overlap – describe anticipated overlap.
 - Passings – total # of passings. Each project area must have delineated passing information.
 - RDOF Passings Form
- Project Details
 - Internet Speeds to be offered.
 - Network Design
 - Universal Coverage or fits in a universal plan

Project Readiness

- Status of Project Development
 - Project Timeline and detailed construction schedule.
- Organizational Experience
- Status of Matching funds – VATI funds can't exceed 80% of total cost. Private sector must provide at least 10% of the match.
 - Government expenditures incurred after June 17, 2021 are eligible to be included as match.
- Leverage
- Communication Plan
 - Project status to stakeholders
 - Take Rate
 - Digital literacy efforts
- Project Management Team

Budget and Cost Appropriateness

- Detailed budget narrative
- Derivation of costs

	A	B	C	D	E	F
1	Match Provider	Total cost of Poject	VATI	Non-VATI	Type of Work	Type of Funds
2	EXAMPLE					
3						
4	Match Provider	Total Cost of Project	VATI	Non-VATI	Type of Work	Type of Funds
5	A EDA	\$ 10,000		\$ 10,000	Construction	Cash
6	ISP	\$ 150,000	\$ -	\$ 150,000	Construction	Cash
7	HOA	\$ 10,000	\$ -	\$ 10,000	Construction	Cash
8	Locality A	\$ 10,000	\$ -	\$ 10,000	Easments/ROW/Permit	In-Kind
		\$ 10,000	\$ -	\$ 10,000	Grant Mangagement	In-Kind
9	XYZ PDC					
		\$ 10,000	\$ -	\$ 10,000	Construction - Clear Land	In-Kind
10	BCD School					
		\$ 800,000	\$ 800,000	\$ -	Construction	Grant
11	VATI					
	Total Project Costs	\$ 1,000,000	\$ 800,000	\$ 200,000		
12						

Commonwealth Priorities

- Passings of significant impact
- Unique partnerships
- Digital equity efforts – ensure low to moderate income households in the proposed project area will have affordable access
- Efforts to mitigate supply chain constraints and labor shortages
- Efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning



Attachments

- Title attachments as shown on Page 26 of the guidelines.
- PDF format required.

List of Required Attachments, PDF Format Required

*All Attachments **MUST** be uploaded in PDF format

1. Map(s) of project area, including proposed infrastructure.
 - Label Attachment: Attachment 1 – Project Area map
2. Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.
 - Label Attachment: Attachment 2 – Documentation of Federal Funding Area
3. Documentation that proposed project area is unserved based on VATI criteria
 - Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria
4. Passings Form (Please use template provided)
 - Label Attachment: Attachment 4 – Passings Form
5. Documentation of RDOF awarded area in VATI project area, If needed
 - Label Attachment: Attachment 5 – RDOF Awarded Areas included in VATI Application
6. Propagation Map and Heat Map if Wireless Project
 - Label Attachment: Attachment 6 – Propagation Map (Wireless Projects only)
7. Timeline/Project Management Plan
 - Label Attachments: Attachment 7 – Timeline Project Management Plan
8. MOU/MOA between applicant/co-applicant (can be in draft form)
 - Label Attachment: Attachment 8 – MOU.MOA between Applicant/Co-Applicant
9. Funding Sources Table
 - Label Attachment: Attachment 9 – Funding Sources Table
10. Documentation for match funding
 - Label Attachment: Attachment 10 – Documentation of Match Funding
11. Prior Expended Match Form
 - Label Attachment: Attachment 11 – Prior Expended Match Form
12. Derivation of Cost (Project Budget)
 - Label Attachment: Attachment 12 – Derivation of Costs
13. Documentation supporting project costs (e.g. vendor quotes)
 - Label Attachment: Attachment 13 – Documentation of Supporting Cost Estimates
14. Letters of Support
 - Label Attachment: Attachment 14 - Letters of Support
15. Two most recent Form 477 submitted to FCC
 - Label Attachment: Attachment 15 – Two most recent Form 477 submitted to the FCC or equivalent
16. Point and Polygon shapefiles, in .zip file form, showing proposed passings and project area
 - Label Attached .Zip Folder: Attachment 16 - Point and Polygon Shapefiles
17. For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
 - Label Attached .Zip Folder: Attachment 17 – RSSI Projection Shapefiles
18. Label Additional Attachments as:
 - Attachment 18 – XXXXXXXX
 - Attachment 19 – XXXXXXXX
 - Attachment 20 – XXXXXXXX



Centralized Application Management System (CAMS)

dhcd.virginia.gov

Apps depar F

An Agency of the Commonwealth of Virginia

Need vaccine? Learn how to get your shot at [Vaccinate.Virginia.gov](https://www.virginia.gov/vaccine) or call 1-877-VAX-IN VA, 8am - 8pm. Language translation available, TTY users dial 7-1-1.
 ¿Necesitas vacunarte? Enterate como conseguir tu vacuna [Vaccinate.Virginia.gov](https://www.virginia.gov/vacuna) o llamando al 1-877-829-4682 de 8am a 8pm. Traducción disponible en tu idioma. Usuarios de TTY pueden marcar al 7-1-1.

English

Access CAMS

What are you looking for?

ABOUT HOUSING BUSINESSES COMMUNITY DEVELOPMENT CODES RESOURCES

CAMS Helpful Tips

- Refer to the updated [CAMS user guide](#)
- Create your application early, use as a working document
- The unit of local government must submit all required documents
- Do not share your password / login (Treat this like any other secured account).
- Staff can be assigned to roles for assistance as needed.
- Google Chrome is the recommended browser for CAMS.
- Save often. Use the “Save this Tab” before moving to another section.



CAMS Helpful Tips

Organization Dashboard

[Back to Dashboard](#) [To Org Detail](#) [Back to Search](#)

Organization Name: Albemarle Broadband Authority

Website: <http://www.albemarle.org/broadband>

Address: 401 McIntire Road
Charlottesville, VA 22902

Director: Bucky Walsh
bwalsh@albemarle.org
(434) 249-6565

Phone Number: (434) 296-5891

Organization Hold: Not on Hold

Staff Information

Name	Email	Work Phone	CAMS User Role
Breeden, Lisa	lbreeden2@albemarle.org	(434) 296-5818	Profile Manager
Culp, Michael	mculp@albemarle.org	(434) 296-5891	Profile Manager
Walsh, Bucky	bwalsh@albemarle.org	(434) 249-6565	Organization Head

Organization Financial Information



Accessing the Application



The screenshot shows a web application interface with a navigation bar at the top containing icons and labels for Profile, Search Programs, Downloads, Apply, Application Status, View And Manage Projects, and User Guide. Below the navigation bar is a "Program Search" section with a search bar containing "Virginia Telecommunication Initiative - 2019 - Virginia Telecommunications Initiative 2019" and a "Go" button. Below the search bar are filter options for "Eligible Org Type" and "By Activity Type", each with a "Go" button. The search results section shows "1 Results" and "Page 1 of 1". The result is titled "Virginia Telecommunications Initiative 2019" and includes a detailed description of the program, its objectives, and application dates. At the bottom of the page, there are links for "Contact Us", "FAQ", "DHCD Site", and "Audit Policy", along with the DHCD logo and contact information.

Profile Search Programs Downloads Apply Application Status View And Manage Projects User Guide

Program Search

By Program Name:

By Eligible Org Type: CHDO Developer Housing Authority Localities Nonprofit Organization Other (Private for profit) Planning District Commission State Agency

By Activity Type: Community Development Economic Development Homeless Service Housing Infrastructure

The search results below display all programs for the search criteria requested above. While programs may be available via the search tool, they may only be accessible for funding to **specific organization types**. Eligible organization types are indicated below by program.

1 Results Page 1 of 1

Virginia Telecommunications Initiative 2019

The Virginia Department of Housing and Community Development (DHCD) will implement the Virginia Telecommunications Initiative (VATI). The goal of VATI is to enhance sustainability and competitive advantages of communities throughout the Commonwealth by preparing those communities to build, utilize, and capitalize on telecommunications infrastructure. Consistent with the enabling legislation, DHCD will award the \$4 million FY 2019 appropriation to eligible applicants to provide last-mile services to unserved areas of the State. DHCD reserves the flexibility to award any amount to eligible grantees, depending entirely on the quality and quantity of applications received.

The primary objective of VATI is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider.



Application Start Date: 9/24/2018 End Date: 12/14/2018

Eligible Organization Type: Localities, Planning District Commission, State Agency

Eligible Activity Type: Community Development, Infrastructure

Additional Information: [2019 VATI Program Guidelines and Criteria](#)

[Contact Us](#) | [FAQ](#) | [DHCD Site](#) | [Audit Policy](#)
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 Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219 



Starting the Application

CLOSE

Project Information | Project Budget | Narrative Information | Attachments | Additional Information

Project Information

Organization Name*:

Project Primary Contact

First Name*: Last Name*:

Title*: Email*:

Work Phone*: - -

Project Location

Address*:

City*: Zip Code*: - [Whats my +4?](#)

Primary Service Area

County: [Add/Edit County](#) City: [Add/Edit City](#) Town: [Add/Edit Town](#)



Completing the Budget

LEVEL 1

- Project Information
- Project Budget**
- Narrative Information
- Attachments
- Additional Information

Project Budget Information

Please enter your Total Request: \$

Cost/Activity Category	DHCD Request	Other Funding	Total
+ Telecommunications	\$0.00	\$0.00	\$0.00
TOTAL	\$0.00	\$0.00	\$0.00

Budget Narrative:



Narrative Information

CLOSE 

Project Information **Project Budget** **Narrative Information** **Attachments** **Additional Information**

Select a Project Type: Telecommunications

Please answer following questions:

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.

List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

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



Uploading Attachments

Project Information **Project Budget** **Narrative Information** **Attachments** **Additional Information**

According to the program requirement, you must submit/upload following required documents:

UPLOAD ATTACHMENTS INSTRUCTION:
Please pay attention to the labeling nomenclature for the attachments.

Map(s) of project area, including proposed infrastructure
 No file chosen

Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.
 No file chosen

RDOF Awarded Areas included in VATI Application (Use template provided)
(Click [HERE](#) for template)

No file chosen

Documentation that proposed project area is unserved based on VATI criteria
 No file chosen

Passings Form (Use template provided)
(Click [HERE](#) for template)

No file chosen

Propagation Map if Wireless Project
 No file chosen

Timeline/Project Management Plan
 No file chosen

MOU/MOA between applicant/co-applicant (can be in draft form)
 No file chosen

Funding Sources Table (Use template provided)
(Click [HERE](#) for template)

No file chosen

SAVE OFTEN! Save before moving to another section.

Freedom of Information Act

Applications submitted through CAMS must only include information that is open to the public. Applicants may request to submit supplementary information to the application that includes a FOIA exemption, pursuant to “§ 2.2-3705.6 (32)” for information related to a grant application that may make the application more competitive.

- FOIA-exemption requests must be sent directly to vati@dhcd.virginia.gov.
- Applicants wishing to submit multiple FOIA exemption requests for multiple VATI applications must do so individually in separate requests.

The applicant shall make a written request to the Department:

- A. Invoking such exclusion upon submission of the data or other materials for which protection from disclosure is sought;
- B. Identifying with specificity the data, information, or other materials for which protection is sought; and
- C. Stating the reasons why protection is necessary.

**DO NOT SUBMIT ANY DOCUMENTS UNTIL DHCD HAS
PROVIDED A WRITTEN DETERMINATION**



CAMS Helpful Tips

- Submit to DHCD by 11:59 p.m. on August 25, 2022
 - DHCD staff will not be available after 5PM
- Must use CAMS
- Include all required attachments – Please pay attention to the naming nomenclature of the attachments and file type.



Virginia Telecommunication Initiative Best Practices



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VATI Best Practices

- Common Application Mistakes
- Designing Universal Projects and Mapping
- Line Extension Program and VATI
- Broadband Equity, Access, and Deployment Program and VATI



Common Application Mistakes

- CAMS
 - Not being set up in CAMS
 - Defining/Setting up Roles correctly
 - Browser - Google Chrome preferred
- Application
 - Not Answering the Question
 - Not Understanding the Question
 - Not providing required information/attachments
 - Labeling attachments



Tips and Best Practices

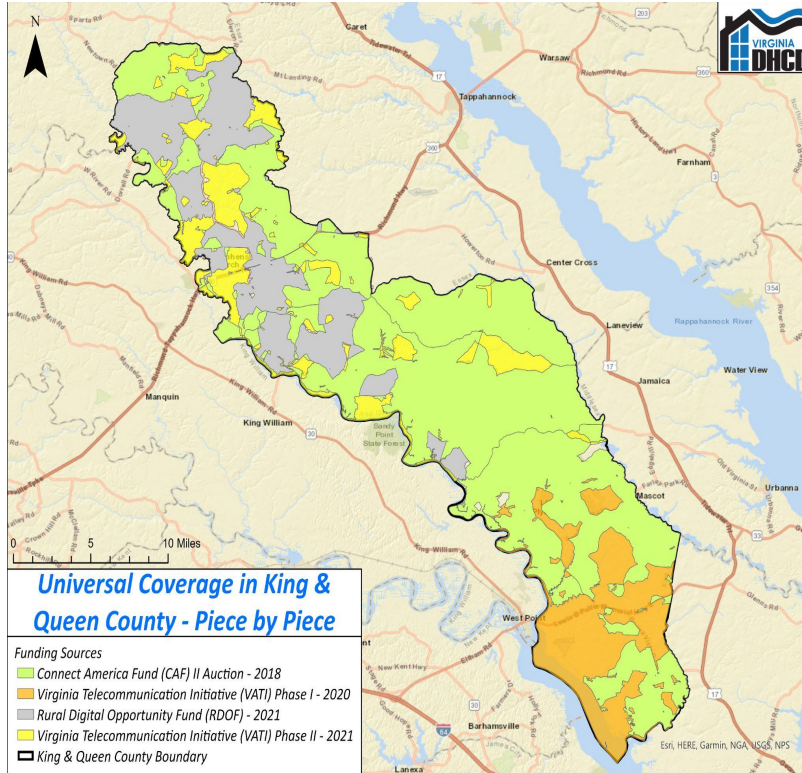
- Create an application ASAP.
- Create a word document to write prompts, then paste answers into CAMS
- When in CAMS, Save Often
- Reach out for TECHNICAL ASSISTANCE as often as necessary
- Have someone not familiar with the application review it
 - Test run the application PDF prior to submitting
- The Primary Applicant MUST click ‘Submit’



Designing Universal Projects and Mapping

- Reach out to incumbent providers to understand service area and expansion plans (if any)
- Contact federal award (CAF II, RDOF) winners, if any, for broadband funding
 - The Office of Broadband can make these connections
- Work within those existing plans to reach more unserved areas; and, identify unserved areas through planning
 - We can help with planning
 - Broadband Toolkit as a resource
- Make sure no one is left behind! These places will be harder to serve later

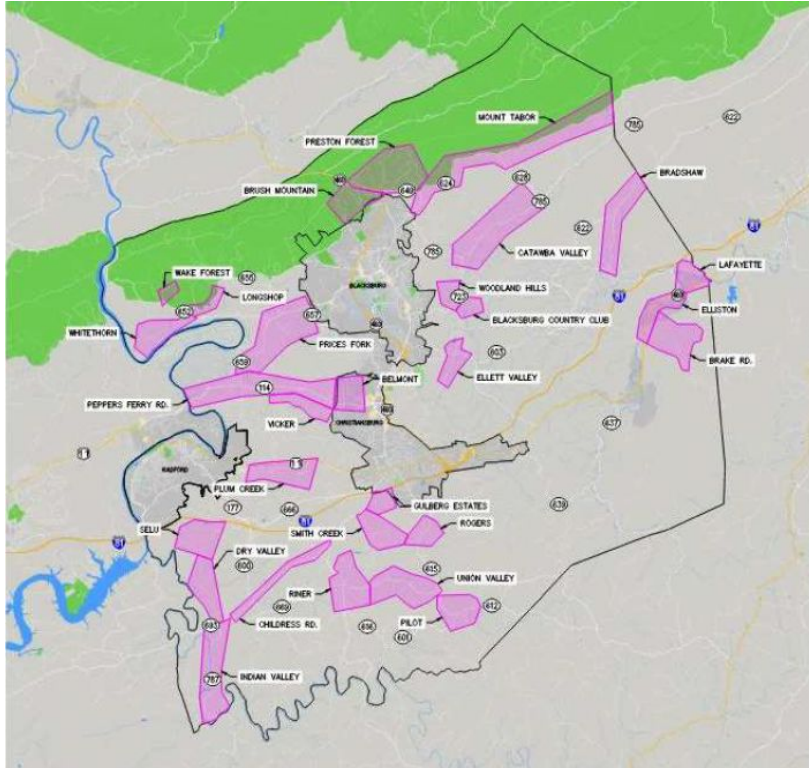
Designing Universal Projects and Mapping



Designing Universal Projects: King & Queen

- Started with VATPI grant
- Worked within existing federal funding
- Partnered with funding recipient
- Filled gaps with state funding

■ Designing Universal Projects and Mapping



Designing Universal Projects: Montgomery

- No federal funding
- Planning study to identify unserved areas and existing networks
- VATI and other funding sources to fill in those gaps



Shapefile Requirements

- Shapefiles should be in .shp format
 - Must be functional and usable in ESRI's ArcGIS Pro
 - Submitted to CAMS in a zipped folder
- Polygon Shapefiles - Polygons showing general project areas, with names and passings counts for each project area attached to the polygons
- Point Shapefiles - Points representing each project passing in a single layer, with address attribute data attached
- RSSI Heatmaps - For wireless projects/challenges, a raster shapefile showing the RSSI values for each wireless tower



LECAP Overview

- For a subset of Virginians, broadband connections are not attainable because their home exceeds an internet service provider's standard connection drop length
- The cost incurred by homeowners to extend broadband infrastructure to these locations, referred to as special construction costs, range from a few hundred to a few thousand dollars, depending on the distance and cost to connect the location.
- The LECAP program is designed to assist with the cost of these line extensions for low-to-moderate income households.
- More details available at dhcd.Virginia.gov/lecap



LECAP and VATI

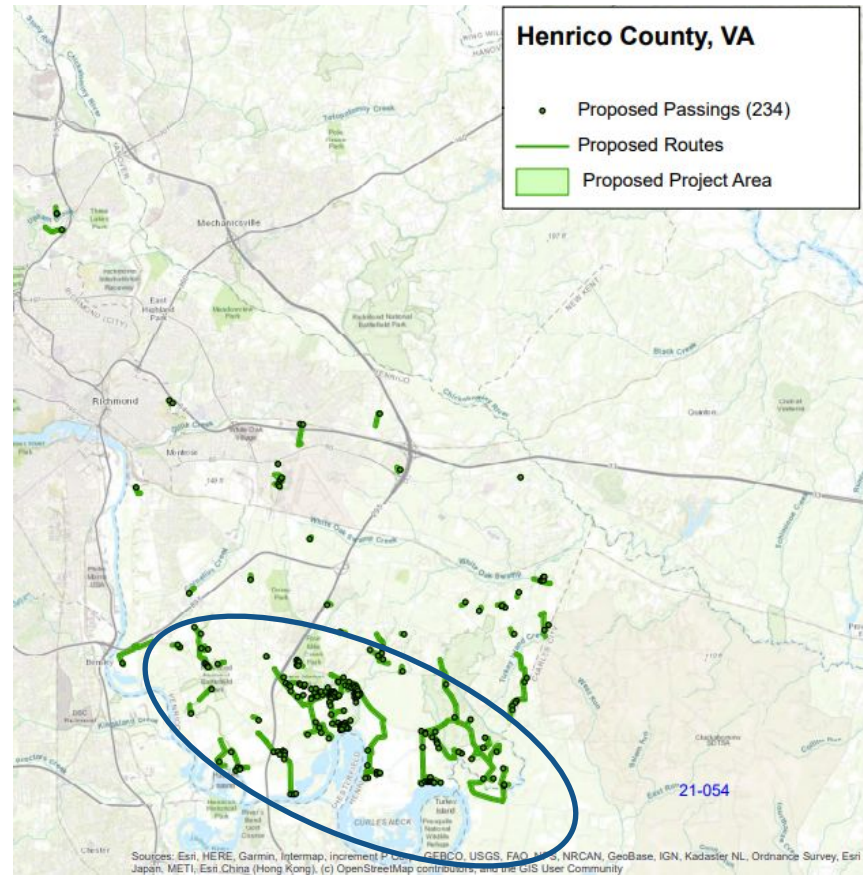
FAQ: How do we determine what locations are for LECAP and what locations are for VATI?

VATI Guidelines:

In instances where concentrated pockets of locations do not have access to broadband, due to special construction costs, VATI is better designed for extending broadband infrastructure to these locations. The Line Extension Customer Assistance Program (LECAP) is intended to cover costs to extend service to scattered locations across the locality, not address long drop issues in concentrated pockets of a locality.

LECAP and VATI

- VATI
 - ‘Denser’ clusters of unserved
 - Encouraged to include special construction costs to long drops where possible, especially if not able to qualify for LECAP because of income
- LECAP
 - ‘One-Off’ locations
 - Must qualify for the program as low to moderate income





Broadband Equity, Access, and Deployment (BEAD) Program

- \$42 billion, nationwide program to expand high-speed internet access
 - Primarily last-mile, other eligible uses allowed
- How much money will Virginia receive?
 - Number of total unserved locations in each state informs funding
 - Unserved locations determined by new FCC Maps (Est. Q4 2022)
 - If VA has 2% of total unserved locations in the nation, then VA receives 2% of available funds
 - Estimated hundreds of millions of dollars



Broadband Equity, Access, and Deployment (BEAD) Program

Governor Youngkin has named DHCD as the point of contact for all broadband programs under IIJA, including BEAD.

Next Steps on BEAD for Virginia:

- 5 Year Plan
- Initial Proposal

More details and stakeholder engagement to come regarding BEAD and other Infrastructure Investments and Jobs Act Programs!



Broadband Equity, Access, and Deployment (BEAD) Program

- Applicants encouraged to apply to VATI as if more than \$49.7 million is available
- All VATI applicants will be considered for both state general funds and BEAD funds directed to be managed and awarded through the VATI grant making process.
- Additional details of applicants may be required to ensure compliance with BEAD requirements and will have opportunity to update applications to do so.
- Awarded projects sourced from IIJA funds will be governed and administered via IIJA and subsequent NTIA guidance.



Next Steps

June 2 – Applications Open

June 2 – August 25 – VATI Technical Assistance and Project Development Sessions

July 7 – Notice of Applications Due

August 25 – Applications Due

October 6 – Challenges Due

October 13 – DHCD Notifies Challenged Applicants

November 3 – Deadline for Challenge Rebuttals

December 8 – DHCD Notifies All Parties of Challenge Determination

Late December – Anticipated Announcement of Award



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Question & Answer Session

Office of Broadband, VATI Team
vati@dhcd.virginia.gov



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