

# Application to DHCD Submitted through CAMS

Lancaster County

Lancaster-Verizon VATI 2024

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**Application ID:** 107412192023101729  
**Application Status:** Pending  
**Program Name:** Virginia Telecommunication Initiative 2024  
**Organization Name:** Lancaster County  
**Organization Address:** 8311 Mary Ball Rd  
Lancaster, VA 22503  
**Profile Manager Name:** Don Gill  
**Profile Manager Phone:** (804) 462-5129  
**Profile Manager Email:** dgill@lancova.com

**Project Name:** Lancaster-Verizon VATI 2024  
**Project Contact Name:** Cherie R. Kiser  
**Project Contact Phone:** (202) 329-6796  
**Project Contact Email:** ckiser@lancova.com  
**Project Location:** 8311 MARY BALL RD  
LANCASTER, VA 22503-2534  
**Project Service Area:** Lancaster County

**Total Requested Amount:** \$4,403,080.00  
**Required Annual Audit Status:** Pending Review

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$4,403,080.00	\$2,364,534.00	\$6,767,614.00
Construction	\$4,403,080.00	\$2,364,534.00	\$6,767,614.00
<b>Total:</b>	<b>\$4,403,080.00</b>	<b>\$2,364,534.00</b>	<b>\$6,767,614.00</b>

Budget Narrative:

Provided to DHCD via email pursuant to FOIA determination letter dated December 12, 2023.

## Questions and Responses:

### 1. Project Description and Need

Describe why and how the project area(s) was selected. Describe the proposed geographic area including specific boundaries of the project area (e.g. street names, local and regional boundaries, etc.). Attach a copy of the map of your project area(s). Label map: Attachment 1 – Project Area Map.

### Answer:

This application is submitted by the Lancaster County Broadband Authority (“LCBA”) for the County of Lancaster, Virginia and Verizon Virginia LLC (Verizon), as applicant and co-applicant, respectively, on behalf of Lancaster County (“County”). The project areas described below were selected because: (1) they have concentrated pockets of locations that do not have access to broadband service due to the default by Rural Digital Opportunity Fund (“RDOF”) awardee, Connect Everyone LLC (a subsidiary of Starry, Inc.), AU Docket No. 20-34, *Rural Digital Opportunity Fund Support Authorized for 1,865 Bids, Bid Defaults Announced*, DA 22-1086, Attachment B (rel. Oct. 12, 2022), <https://www.fcc.gov/document/auction-904-14th-authorization-public-notice-defaults-public-notice>; (2) the locations were not identified as within the project areas of earlier applications for VATI and RDOF grants awarded to other providers in the County due to incomplete mapping and remain unserved; and/or (3) due to the special construction costs associated with extending broadband infrastructure to the project area locations. Those special construction costs have proven to be prohibitive for most unserved consumers in the County with provider quotes ranging from \$8,000 to \$20,000 or more for service connection drop fees. The Line Extension Customer Assistance Program is not a solution for these County consumers. The described project areas have been selected as part of LCBA’s plan to achieve universal broadband service for the County.

The design proposed by Verizon addresses the 382 unserved and underserved addresses of the project area that the County has determined do not have access to qualifying broadband. Verizon proposes to deploy 62 miles of new fiber that will provide qualifying broadband to all of these locations.

Verizon is ready to move forward with this project. Verizon was the first to build fiber optic broadband on a large scale and now serves over 6 million broadband customers with its Fios service. Verizon is a global corporation, ranked number 26 on the Fortune 500, but still has a local project office on the ground in the County. There are more than 6,000 Verizon employees across the Commonwealth of Virginia. Their capacity to fully staff the project with experienced, skilled, and reliable people is unmatched. This project team’s command of the regulatory environment enables the ability to anticipate and tackle problems - local, state or federal - efficiently and completely. The Verizon team, from engineering to planning and project management to construction, leads the industry, as do the personnel who will assist customers once broadband is built. The same is true for the selected subcontractors and consultants.

Please see Attachment 1 - Project Area Map.

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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:**

The proposed project areas either have no existing broadband (100/20) service providers or providers adjacent to the project areas will only offer broadband service if consumers can cover prohibitive special construction costs. Although there are a variety of satellite, fixed-wireless, cable, and fiber internet service providers operating in Lancaster County, for a complete list of providers (see <https://www.lancova-broadband.org/providers-projects>), those providers are not providing broadband service to all in the County today. The LCBA has relied on public meetings, newspaper informational placements, direct responses to consumer contacts, state and federal broadband maps, and direct communication with providers to determine remaining unserved locations.

Verizon offers DSL services across parts of the County but does not offer any service meeting the requirements for "broadband" at the locations covered by this application. The proposed project areas are a natural fit with Verizon's existing infrastructure. As noted later in this application, Verizon's Fios broadband Internet access service, which is offered elsewhere in the Commonwealth of Virginia and which we propose to deploy here, offers speeds starting at 300/300 Mbps all the way up to its Gigabit Connection service, which supports downloads up to 940 Mbps and uploads up to 880 Mbps. These speeds are well in excess of VATI requirements.

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 areas within or immediately adjacent to the Lancaster County Project have received funding from federal grant programs such as the Connect America Fund, Alternative Connect America (ACAM), ReConnect, and Community Connect, as noted on the attached map. We identified 32 passings that overlap with the Rural Digital Opportunity Fund (RDOF) program as described on Attachment 5 - RDOF Awarded Areas including in VATI Application.

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:**

Lancaster County and Verizon anticipate no service overlap within the project area as there are no current broadband providers. The project area is unserved based on data available through the State of Virginia's publicly available VA Open Portal data and from broadband providers.

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**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:**

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a. VATI Passings:

Residential - 296

Business - 86

Non-Residential - 0

Community Anchors - 0

b. RDOF Passings:

Residential - 30

Business - 2

Non-Residential - 0

Community Anchors - 0

c. Passings requiring special construction costs - 0

At this time, Verizon does not anticipate application of special construction costs to any of the 382 passings. As noted elsewhere in this application, with respect to locations with long driveways or setbacks, or that are otherwise not able to be served directly from the public right of way, Verizon will follow its standard practice, as set forth in its Product Guide online. Typically, this results in no construction charges for residential Fios Home Internet customers for extension of drops to long setback structures. With respect to new residential subdivisions, multi-tenant dwelling units, commercial development, and mixed-used business and residential development within or outside of the project area, Verizon will follow its standard practices for delivery of service and network extensions, including recovery of costs, as set forth in its standard Product Guide.

d. Passings with budgeted special construction costs - 0

Not applicable. Please see the response to subsection c above.

e. Passings with 25/3 Mbps or less: 375

Verizon leveraged the data available from the Virginia Department of Housing and Community Development (DHCD) in their Open Data Portal. The data included Location IDs from version 2 of the FCC Broadband Availability Map Fabric of unserved and underserved locations. The Location IDs were validated against the FCC National Broadband Map and funding map to eliminate faulty locations (no address or latitude/longitude information, not postal verified, or low confidence according to the FCC) and locations that were served, awarded, Verizon open for sale and not reflected in the files from the Open Data Portal.

- 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:**

There are RDOF award areas in the VATI application area in Lancaster County, specifically in Census blocks 511030302004029, 511030302004036, 511030301003010 and 511030302004023. Please see Attachment 5 - RDOF Awarded Areas included in VATI Application.

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7. **For wireless projects only:** Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

**Answer:**

Not applicable.

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:**

Verizon currently provides copper-based and/or fiber-based services in the project area from its Lancaster central office, which houses Verizon's equipment and is connected back across Verizon's network to the global Internet. The project will add network components including equipment in the central office used to provide fiber-based Internet services as well as fiber-optic cables extending from the central offices past each of the proposed unserved locations. Verizon also will provide fiber drops and customer-premise equipment required to deliver service in response to an order from a customer. Verizon will provide the fiber drops and equipment at its cost, so they are not included in the project or the application.

The proposed network begins with the optical line terminal (OLT) in a local Verizon central office. Fiber-optic cables will run along main feeder routes from the OLT toward the unserved locations. The fiber-optic cables may be placed in underground conduit or attached to utility poles. Verizon's construction methods--aerial or underground--will vary by area and may depend on the availability of existing pole and conduit infrastructure and local requirements. The detailed budget provided by Verizon includes specific assumptions for the mix of aerial and underground placement methods for the proposed network. For underground spans of fiber, Verizon may place vaults, handholes, or ground-mounted cabinets to access the fiber at various points. For aerial routes, Verizon may place ground- or pole-mounted cabinets. Along and at the end of each feeder route, Verizon will place a passive optical splitter to connect each feeder fiber to up to 32 distribution fibers. Distribution fiber cables terminate at fiber terminals placed in the public right of way on poles, cabinets, vaults, or handholes.

When a customer orders service, a fiber drop is run from the nearest terminal in the public right of way to the customer's location where Verizon will install the equipment required to deliver the service, including an optical network terminal (ONT) and broadband home router. The router supports physical connections to devices in the home. Verizon Fios customers can rent or purchase a broadband router from Verizon, or provide their own. Routers obtained from Verizon, and most commercially available broadband routers, contain a Wi-Fi access point.

The network improvements just described would be used to deploy fiber to the premises (FTTP), which provides a 100% fiber optic connection from each customer's location back across Verizon's network to the public Internet. FTTP uses passive optical networking (PON) technology to provide the optical (laser) signal. The current generation of PON technology Verizon uses supports speeds up to 940 Mbps downstream and up to 880 Mbps upstream, far above the requirements of the VATI program. Verizon's FTTP network architecture will facilitate deployment of the next generation of PON technology, which will be capable of generating speeds ten times as fast.

Verizon's end-to-end control of all network segments from the customer's location to the Internet provides single-point accountability for service delivery and assurance, and simplifies and streamlines network management, troubleshooting, and repair. Moreover, central offices are equipped with backup battery power and generators to help ensure the office equipment keeps running in a commercial power outage. Any powered equipment in the outside plant is equipped with back-up power to mitigate the impact of power outages. Verizon enables customers to have broadband service during commercial power outages by offering for sale standard battery back-up equipment for routers and other broadband equipment.

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Verizon manages the shared capacity provided by the network to address peaks in utilization. Verizon employs the same network management practices used to monitor, maintain, upgrade, and enhance that network that it has used for more than 15 years for its Fios network in Virginia and several other states. These processes involve automated internal reporting on capacity utilization on individual circuits in our transport and backbone networks, with internal processes that are triggered to augment capacity when circuits reach predefined capacity utilization thresholds.

Verizon maintains an internal speed testing platform that tests broadband speeds on tens of thousands of Fios circuits monthly to confirm that customers are receiving the provisioned speeds. Verizon intends to utilize speed and performance testing arrangements implemented in compliance with the FCC's requirements for the Connect America Fund grant program. These are the same requirements that the Commerce Department adopted for the BEAD program and are substantially consistent with the methodology utilized by the FCC's Measuring Broadband America program, which Verizon has participated in since its inception over 10 years ago. These requirements generate speed test results that can be used to satisfy all existing FCC broadband regulations.

Verizon's broadband Internet access service provided over the FTTP network is called Fios. Fios has been recognized for excellence, and in J.D. Power's 2023 U.S. Residential Internet Service Provider Satisfaction Study, Verizon's Fios service ranked highest in the region. The expanded Fios broadband service in the County will provide reliable high-speed broadband internet access to homes, schools, libraries, and businesses, with pricing options to fit every budget and no data caps. Speed options for Fios customers in the County will range from 300/300 Mbps up to 940/880 Mbps.

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:

Verizon provides a wide range of Fios service offerings, which it continues to update and enhance. The most up-to-date information can always be found on Verizon's website. As noted in response to item 8, Fios is provided over a shared-bandwidth network, engineered, managed and maintained by Verizon. The technology to be deployed is Gigabit Passive Optical Network (GPON) over FTTP, as noted elsewhere in this application. Backhaul circuits from the Verizon central office to the Internet are typically Ethernet or wavelength services, and are managed to ensure sufficient capacity during peak busy periods, as the same may change over time.

## Fios Forward Discounted Plans (With ACP eligibility)

Verizon's Fios Forward discounted plans (with ACP eligibility) are described at:

<https://www.verizon.com/home/fios-forward/>.

## Verizon Fios Home Internet Plans

Verizon Fios Home Internet Plans are described in the marketing materials provided at <https://www.verizon.com/home/internet/fios-fastest-internet/bundles/>. Further information on those plans is provided below.

Tier: 1 Gig, Up to 940 Mbps download, up to 880 Mbps upload, Residential: \$89.99 with autopay, or \$64.99 with autopay and a qualifying wireless plan, Business: \$249

Tier: 500 Mbps, 500 Mbps download, 500 Mbps upload, Residential: \$69.99 with autopay, or \$44.99 with autopay and a qualifying wireless plan, Business: \$129

Tier: 300 Mbps, 300 Mbps download, 300 Mbps upload, Residential: \$49.99 with autopay, or \$24.99 with autopay and a qualifying wireless plan. \$0 for Fios Forward and ACP participants

Tier: 200 Mbps, 200 Mbps download, 200 Mbps upload, Business \$69

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

**Answer:**

LCBA's mission since formation in 2018 has been to facilitate the deployment of top-quality, affordable broadband service to all residents in the County. LCBA has entered into public/private partnerships or contracts with Breezeline, All Points Broadband, and Broadband Telecom Services, LLC as part of its plan to achieve universal service in the County. This application and public/private partnership is the next essential step to ensuring the remaining unserved residents receive access to an affordable broadband solution as defined by today's standards. The selected project areas close the gaps in the County. See also LCBA response to item 1.



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## 11. Project Readiness

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants 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:

Verizon is ready to begin this project. Verizon's preliminary review indicates that virtually all of the locations to be served in the project area are already serviceable from Verizon's existing copper network in the County, over which Verizon has provided voice and other services as an incumbent local exchange carrier (ILEC). This project will directly overlay those copper facilities with fiber in an FTTP architecture.

Verizon has extensive experience working with the Virginia Department of Transportation (VDOT). Knowledge of VDOT's permitting processes and solid working relationships with agency personnel, including the ability to escalate matters and brainstorm creatively to overcome obstacles, is an essential and highly-desirable asset for any broadband network construction project that occupies VDOT rights-of-way.

Verizon has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to our network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

With respect to one of the key inputs--fiber optic cable and accessories--Verizon has a longstanding relationship with Corning and is including a letter evidencing Corning's willingness and intent to meet the requirements under its existing supply agreements with Verizon (see Attachment 20).

Verizon's labor force is in place, is stable, and has high rates of retention - including the 6,000 Virginians already employed at Verizon. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of the County and surrounding areas. Where needed, the contractors who work with Verizon are an established and stable group and have a track record of prioritizing their work for Verizon and its customers.

The project management process that Verizon will use was developed as Verizon built tens of thousands of miles of FTTP network infrastructure around the U.S., beginning in 2004. The process is tested, proven, and transparent.

### Representative Project Schedule

Attachment 7 – Timeline/Project Management Plan is an 18-month representative project schedule that gives a high level layout of the activities described. The following points highlight key elements:

- An 18-month overall timeline. The project will proceed as provided in the attached Gantt chart.
- Different colors on the chart are used to denote each phase.
- The Fios Ordering/Installation Phase is not in the scope of this project--it is wholly dependent on customers actually placing orders for Fios service. But it is listed in the Gantt chart to demonstrate the point at which that will be possible. Completion of construction and availability of service ordering will be determined by a negotiated verification and acceptance process to be implemented between Verizon and the County.
- The 18-month timeline begins at the signing of an agreement between Verizon and the County.

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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:**

Lancaster County has been an applicant in connection with two successful regional broadband VATI Applications. See **Application ID: 86509102021090530** (APB) and **Application ID: 75707132020110133** (Breezeline fka ABB).

The APB project sought \$3,190,500 in VATI funding to complete and accelerate a regional broadband deployment initiative involving three counties. Lancaster County contributed preliminary plans and feasibility materials valued at \$75,000 to this expansion project and \$575,000 in Matching Funds. The Breezeline project sought \$5,187,674 in VATI funding for a regional broadband deployment project involving four counties. Lancaster County committed Matching Funds of \$1200 per passing for an estimated 193 locations.

For Verizon's part, the company has successfully applied for and won two VATI contracts.

In 2022, Greensville County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3 million grant in May 2023. The project included 1,347 unserved and underserved homes and businesses and approximately 54 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.4 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

Also in 2022, Caroline County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3.1 million grant in May 2023. The project included 854 unserved and underserved homes and businesses and approximately 72 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.6 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. 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:**

Please see Attachments 9 and 10.

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:**

Verizon is committed to begin the work upon a successful award of the grant and execution of a broadband agreement based on Verizon's template for such projects. Upon execution of the agreement with the County and acceptance from DHCD for these projects, Verizon is immediately prepared to begin activities. Verizon is excited to extend its existing internal FTTP build program to connect the rest of the unserved with its leading infrastructure on the East Coast.

As noted earlier in this application, the Verizon Proposed Network design significantly leverages its embedded network plant in the County. Verizon also has existing relationships with the local electric utility and VDOT. Verizon has a 15+ year track record of successfully deploying its FTTP network solution and Fios service to millions of homes up and down the East Coast.

Verizon's Credo starts with the phrase--"We have work because our customers value our high-quality communications services." That dedication and commitment to our customers is reflected in everything we do. Verizon has been an incumbent telephone company in the County for decades and has long-standing relationships with customers throughout the County. We believe these relationships, our name recognition, and the strength of the Verizon brand will

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help accelerate adoption of our award-winning Fios Internet services for homes and businesses reached through this project.

Verizon's range of services and pricing plans--including plans for low-income customers that result in free broadband service after application of the FCC's Affordable Connectivity Program subsidy--provide an option for every budget.

The Verizon proposal also leverages Verizon's relationship with Verizon Wireless. Customers can save even more by bundling their Fios Internet service with certain Verizon Wireless 5G data plans--this is an attractive option for customers who already subscribe to Verizon Wireless mobile service.

For those residents who live in houses and multi-tenant buildings that are owned, built, or managed by major local, regional, and national companies, Verizon has a team with responsibility for working with those landlords or management companies. The Verizon Enhanced Communities (VEC) team is specifically tasked with establishing and maintaining relationships with building owners, developers/builders, and property management companies. Through the VEC Value Program, our team will help the building owner, developer/builder, or management company actively promote Fios as a key amenity to all the residents or homeowners and provide the dedicated, end-to-end support that will keep them happy for years to come. Verizon's marketing arrangements allow VEC personnel to work with the customer to develop marketing programs to drive residents to purchase our Internet services. VEC customers also have the option to enter into a bulk arrangement with Verizon as part of which VEC provides discounted prices off our Fios retail services for residents of the building or development. VEC has strong relationships with builders such as NVR/Ryan Homes, Lennar, Pulte Homes, and other large developed communities in Virginia and looks forward to the possibility of strengthening existing relationships and forging new ones through the proposed Fios network expansion project in the County.

Because Verizon is an established provider, Fios customers benefit from a whole host of advanced capabilities and features:

- **Robust Firewall/Parental Controls.** The Fios router is equipped with the latest Wi-Fi technology and has a robust firewall and parental control feature to give customers more control and security over their broadband experience.
- **Convenience.** Fios Home Internet includes many convenient features. Multiple users can use the service simultaneously without sacrificing speed or bandwidth, even during peak hours.
- **Support.** Verizon also provides professional installation services, and Fios service includes 24/7 technical support so customers can get answers when they need them.
- **Cybersecurity.** Verizon is a recognized leader in cybersecurity. Verizon's Data Breach Investigative Report is an annual must-read for corporate and government CISOs, CSOs, CTOs, and CIOs. Verizon's global network security team has sensors deployed across its network, across America and around the world, and is always on the alert for the latest zero-day exploits and malicious activities. Verizon has relationships across industry and government that enable it to obtain the latest in threat intelligence. The cybersecurity countermeasures that Verizon's deploy on its backbone network to protect its business and government customers from hackers and other bad actors can benefit Fios customers whose services are connected to that same backbone network.
- **Privacy and an Open Internet.** Verizon is strongly committed to customer privacy and to an open Internet, as evidenced by its Privacy Policy (<https://www.verizon.com/about/privacy/>) and Broadband Commitment (<https://www.verizon.com/broadbandcommitment>).

All of this, and more, will be brought to bear to maximize leverage and the success of the Project.

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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. LCBA communicates directly with all stakeholders, County residents, County Board of Supervisors, etc. via regularly scheduled and noticed public meetings, its website (see <https://www.lancova-broadband.org>), local press, and direct mail.

Regarding Verizon's communications, before the project launch kickoff meeting, Verizon's Engineering and Construction Leadership will meet with the County's appointed project manager. Together they will review the proposed list of participants, a draft slide deck containing the agenda, schedule (phases, milestones, etc.), roles and responsibilities, the phases, and dependencies by Verizon on approvals, permitting, etc. When those items have been reviewed and approved by the County's project manager, the date and time of the kickoff meeting will be set, and the participants notified of both a virtual and on-site meeting requiring their attendance. The slide deck will be finalized based on the outcome of the initial meeting. Further project reporting will follow DHCD's requirements, as well as the reporting structure as dictated by the County's Board of Supervisors.

b. A customer take rate of 40-50 percent is expected. Verizon has well-established communications and marketing practices to increase the take rate and ensure that County residents are well-informed and up to date regarding:

- The construction of broadband infrastructure in the project area;
- The new Verizon Fios service that will be available to them;
- How to obtain or modify that Verizon Fios service, and;
- How to connect with Verizon to address their questions or customer service needs.

These efforts will include:

- Advance notice of construction - letters, door hangers, or other notices for residents of areas where construction will be taking place.
- Web-based resources.
- Verizon/Fios page - general information about Fios service, plans and pricing and how to subscribe, including a "Check Availability" widget that will allow residents simply to enter their street address to determine whether Fios service has become available in their area.
- Verizon's Fios Forward program- this page provides information about pricing for low income households, including the Fios Forward program which can leverage the federal Affordable Connection Program (ACP) program to provide broadband internet service at no cost to qualifying households.
- Digital inclusion/tech inclusion resources.
- General information and customer service resources.
- Coordination with County staff, including County communications staff regarding major developments, general

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status, and other matters.

- Marketing communications with the community and individual residents regarding the service that will become available to them.

Communications with existing customers about the availability of broadband.

c. Verizon, for its part, is a leader in helping to address issues of digital literacy as part of its work to help bridge the digital divide. For example, Verizon has established Citizen Verizon—its plan for economic, environmental, and social advancement. Through this program, Verizon is committing \$3 billion to build digital literacy by providing 10 million youths with digital access and skills training, 1 million small businesses with resources to help them thrive in the digital economy, and to prepare 500,000 individuals for future jobs by 2030. Small businesses and residents can access specific information around these programs at <https://www.verizon.com/about/responsibility>.

In addition to enhanced connectivity, Verizon provides resources to students, parents, and teachers to support virtual learning activities. More specifically, Verizon has increased the scale of its education work with the STEM Activity Center, an online toolkit that provides STEM resources. These resources offer hands-on activities that students, teachers, and parents can leverage for remote and in-classroom learning created in partnership with non-profit partner Project Lead The Way to help supplement at-home learning and to help with digital literacy.

Verizon has also built a credentialed teacher training program, created with education non-profit partner Digital Promise, focused on digital skills, remote learning, and digital coaching. Open to all educators across the country, including in the County, the courses will help teachers become more efficient and effective with technology integrated instruction to help them navigate digital learning and provide a better virtual learning experience for students. Information on these programs is available at <https://www.verizon.com/about/responsibility/digital-inclusion>.

LCBA will support community events to ensure that residents and businesses in the proposed project area are aware of their new ability to access broadband, and of the affordable pricing tiers offered by Verizon.

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:**

## **Project Management Personnel**

County Program Manager - Responsibilities will include monitoring contractor progress, gathering data, preparing reports, communicating with stakeholders, and maximizing coverage of unserved locations. Knowledge and experience includes VATI, BEAD, and ARPA grant administration for construction of broadband networks.

Verizon Engineering Program Manager - Responsible for the overall project management of the FTTP builds, including management of tasks assigned to the engineering team to ensure that the project is delivered on time and to budget. Sets monthly targets to ensure program objectives are met. Experience includes FTTP network construction and compliance with VATI and ARPA funding requirements.

Verizon Planning Engineer - Develops the overall network plan for a given geographic area, to include the sizing, distribution points, end points, and total number of locations to be served. Experienced in FTTP network and construction planning.

Verizon Design Engineer- Creates detailed plans for a given geographic area, including exactly where network equipment will be placed, whether the network will be aerial or underground, and from where each specific address will be served. Meets with other utilities to determine space on poles. Prepares paperwork for permitting. Experienced in FTTP network design.

Verizon Operations Construction Manager - Partners with the engineering program manager and coordinates with the Contract Services and in-house construction teams to align the construction material and workforce with the overall

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program objectives and timelines.

Contract Services Supervisor - Manage third-party vendors responsible for placing conduit in preparation of fiber cable placement, where needed. Partner closely with the operations project manager to ensure timely completion of conduit placement.

Line Construction Supervisor - Responsible for supervising the Verizon services technicians and partnering with the contract services supervisor and splicing construction supervisor to ensure timely completion of fiber construction.

Verizon Services Technicians - Managed by the line construction supervisors; responsible for placing aerial or underground feeder and distribution fiber cables.

Splicing Construction Supervisor - Responsible for supervising the splicing technicians and partnering with the contract services supervisor and line construction supervisors to ensure timely completion of fiber construction.

Verizon Splicing Technicians - Managed by the splicing construction supervisors; responsible for splicing fiber feeder and distribution cables.

LCBA's history and experience managing grants and construction of broadband communications facilities are covered on its website (see <https://www.lancova-broadband.org/providers-projects> ) and by its existing VATI applications and grants reviewed in item 12 above.

The Verizon project team has experience managing American Rescue Plan Act (ARPA)-funded broadband projects for: 1) the State of Delaware; 2) Bedford County, Virginia; 3) Onondaga County, New York; 4) Beaver County, Pennsylvania; 5) Westmoreland County, Pennsylvania; 6) Washington County, Pennsylvania; 7) Charles County, Maryland; 8) Garrett County, Maryland; 9) Howard County, Maryland; 10) St. Mary's County, Maryland; and 11) Washington County, Maryland.

The Verizon project team also has experience managing VATI projects awarded in the 2023 grant cycle for Caroline County and Greensville County, and additional experience with grants in multiple states as part of the FCC's Connect America Fund II program. Verizon experience with constructing broadband communication facilities includes ongoing construction of the Fios FTTP network since 2004 in nine states and the District of Columbia, as well as many more years constructing and managing copper-based DSL service.

## 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:**

Please see Budget Narrative, Attachment 12, and Attachment 13.

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

- a. Total VATI funding request
  
- b. Number of serviceable units  
(up to 125 points)

**Answer:**

a. \$4,403,080

b. 382

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 instant application meets the primary objective of VATI and the priorities of the Commonwealth. The selected project areas include the development of a Verizon wire center located in the largest town in the County, which is also the recognized commercial hub of the Northern Neck. The project will have a significant impact on the County's business hub and surrounding community.

b. Verizon boasts unique partnerships that support the priorities of the Commonwealth. Verizon has built a credentialed teacher training program, created with education non-profit partner Digital Promise, focused on digital skills, remote learning, and digital coaching. Open to all educators across the country, including in the County, the courses help teachers become more efficient and effective with technology integrated instruction to help them navigate digital learning and provide a better virtual learning experience for students. Information on these programs can be found at <https://www.verizon.com/about/responsibility>.

Verizon is a leader in creating opportunities for women. Approximately 5.4 million jobs were lost by women in 2020 amid COVID-19. To help women re-enter the workforce, Verizon and its partners launched Women's CoLab in October 2021, an initiative providing women with essential resources to help them achieve success in the digital economy. See <https://www.verizon.com/about/news/speed-join-womens-colab>. Also see Attachment 18.

c. Verizon is committed to helping ensure that all Americans have access to affordable, reliable broadband



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and are equipped with the appropriate skills to use it. As we explained in the Accelerating America white paper, Verizon believes that broadband networks are critical to our daily lives, allowing all to work from home, connect with loved ones, find jobs, educate children remotely, and get medical attention virtually (see <https://www.verizon.com/acceleratingamerica>). Accordingly, this project will provide broadband service to specified unserved and underserved locations across the County to support economic development by providing needed connectivity.

All parties are interested in assisting low-income residents, particularly families with school-age children, to afford Internet service. Verizon provides pricing for internet service that is available for documented, qualified low-income residents through its Fios Forward program. The counties' respective broadband groups will work to identify these residents to assist in their access to broadband.

Additionally, Verizon has demonstrated efforts in Virginia promoting the Affordable Connectivity Program (ACP) as a two-prong approach, working with local nonprofits that have deep roots working with low-income residents and working with local government agencies such as the Department of Social Services and housing authorities. Verizon's Fios Forward program works in conjunction with ACP eligibility to provide our 300/300 Mbps base package for free to anyone who qualifies. Verizon's Fios Forward discounted plans (with ACP eligibility) are described at <https://www.verizon.com/home/fios-forward/>.

Verizon is actively signing up new ACP customers across Virginia. Working with ongoing Verizon community engagement efforts along with nonprofits and local governments, sales teams are attending and hosting ACP signup events to reach potentially qualified customers. At these events, Verizon team members are able to assist customers in registering for ACP and signing up for new Verizon service at the ACP discounted rate. Verizon's community engagement and sales teams can coordinate efforts with the local government to host new signup events and attend large gatherings and events in the County in order to promote ACP to new eligible customers.

d. Verizon and Corning have prepared letters to the County addressing practices pertaining to ensuring supply chain fidelity – see Attachments 18 and 20. Verizon's letter explains that it has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to its network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

To mitigate schedule risk due to labor shortages, Verizon also has coordinated readiness with its labor partner, the Communications Workers of America (CWA). Please see Attachment 14 - Letters of Support.

e. Pursuant to the Virginia Wireless Service Authorities Act (§ 15.2-5431.1 *et. seq.*) and the LCBA's formation and stated mission, LCBA's sole purpose is to promote broadband adoption and achieve universal service for County residents. Its progress to date as evidenced by the number of residents now with broadband service, those residents scheduled to receive access to broadband in 2024 via other public/private partnerships, and this application to further expand the availability of broadband services to the unserved are a testament to the County's and the LCBA's efforts to promote and ensure the deployment of broadband services to all.

Verizon has modeled a representative network build that will provide County residents at certain currently unserved or underserved locations symmetrical, high-speed broadband internet access as a future-proof solution for their homes, schools, libraries, distance learning, telemedicine, and other uses, at affordable prices. The County and Verizon both plan to conduct activities to empower their constituents with the required knowledge to take full advantage.



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Verizon has established Citizen Verizon—its plan for economic, environmental, and social advancement. Through this program, it is committing \$3 billion to provide 10 million youths with digital access and skills training, 1 million small businesses with resources to help them thrive in the digital economy, and to prepare 500,000 individuals for future jobs by 2030. Small businesses and residents can access specific information around these programs at <https://www.verizon.com/about/responsibility>.

## 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 – XXXXXXXX
- e. Attachment 19 – XXXXXXXX
- f. Attachment 20 – XXXXXXXX

**Answer:**

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Award of the requested grant is consistent with the Commonwealth's priorities. This public/private partnership will further close the digital divide in the selected project areas and assist the County with achieving universal service that will provide residents access to health care via telemedicine, remote working, increased educational opportunities, and access to the digital financial and retail economy.

This public/private partnership is an excellent investment. Verizon has deep relationships across the global supply chain with a wide range of equipment manufacturers, vendors, and suppliers. It leverages these relationships to drive lower costs and higher quality for its customers. The scale of its sourcing activity enables Verizon to maximize its ability to obtain necessary equipment and services even when supplies run tight. Verizon's labor force is in place, stable, and has high rates of retention throughout the company—including the 6,000 Virginians already employed by Verizon and its affiliates. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of Lancaster and surrounding areas. Where needed, the contractors that work with Verizon are an established and stable group, whose members have a track record of long service prioritizing their work for Verizon and its customers. Finally, Verizon already has in place the regulatory expertise to achieve compliance and adapt to changed circumstances.

This public/private partnership will provide greater connectivity to build a stronger, smarter community. Verizon provides resources to students, parents, and teachers to support virtual learning activities. More specifically, Verizon has increased the scale of its education work with the STEM Activity Center, an online toolkit that provides STEM resources. These resources offer hands-on activities that students, teachers, and parents can leverage for remote and in-classroom learning created in partnership with non-profit partner Project Lead The Way to help supplement at-home learning.

## Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMapLancasterCounty1219202331255.pdf

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

Attachment2DocumentationonFederalFundingAreaLancasterRDOF1219202331354.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteriaLancasterCounty1219202340017.pdf

Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlanLancaster1219202331735.pdf

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

Attachment8MOUMOAbetweenApplicantCoApplicantLancaster1219202331500.pdf

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Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimatesLancaster1219202331018.pdf

Letters of Support

Attachment14LettersofSupportLancaster1219202330727.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCorequivalentLancaster1219202360832.zip

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

Attachment16PointandPolygonShapefilesLancasterCounty1219202340412.zip

Optional

Attachment18OptionalSupplyChainReadinessUniqueRelationshipsLettersLancaster1219202335658.pdf

Optional

Attachment19OptionalVerizonAdditionalInformationLancaster1219202335714.pdf

Optional

Attachment20OptionalCorningSupportLetterLancaster1219202335732.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFundingLancaster1219202331907.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsLancaster1219202330928.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableLancaster1219202332106.pdf

Passings Form (Use template provided)

Attachment4PassingsFormLancaster1219202340108.pdf

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Documentation of RDOF awarded area in VATI project Area (Use template provided)

Attachment5RDOFAwardedAreasincludedinVATIApplicationLancaster1219202340235.pdf

## Notes:

FOIA exempt documents have been provided to DHCD via electronic mail. The response to the Supplemental Application Question has been provided to DHCD via electronic mail.

## VATI 2024

### Supplemental Application Question

Applicant: Lancaster County

Project Name: VATI 2024 Lancaster County

The question below is question e. from the Commonwealth Priorities section of the 2024 Virginia Telecommunication Initiative (VATI) Guidelines. Please answer the question using this form and email to [VATI@dhcd.virginia.gov](mailto:VATI@dhcd.virginia.gov).

Verizon mitigates any cost overruns to Lancaster County and Commonwealth of Virginia by providing a fixed-price agreement rather than a cost-reimbursement agreement. This means that all project costs above the stated budget amount will be borne by Verizon, and that any contributions from the co-applicant and Commonwealth will be limited to the amounts stated in the agreement. Verizon limits its own internal costs and supply chain risks by using established agreements with primary materials suppliers such as Corning (see letter in Attachment 19) and its other unique relationships (see letters in Attachment 18). Verizon mitigates potential delays associated with make-ready and permitting requirements through the following means:

- Coordinating with counties and establishing in an agreement with each county a primary county point of contact that will assist Verizon in managing permitting activities with the county, VDOT, railroads, tribal governments, and other authorities having jurisdiction.
- Leveraging business relationships and established lines of communication developed through decades of experience as an Incumbent Local Exchange Carrier and 19 years of experience in developing the Verizon FTTP network.
- Planning an integrated project schedule that is refined with stakeholders upon grant award, then working the project according to that plan.
- Using proprietary multi-project, enterprise-level engineering project software that is aligned with Verizon's project methodology; supports ISO 9000 standards; and enables the Verizon engineering program manager to orchestrate project tasks, develop plans and schedules, and track planned, in-progress, and completed activities and tasks for multiple project teams.
- Reviewing permitting requirements and starting the application process for some required permits upon grant award, then applying for remaining permits and working with officials to obtain approvals in a timely manner. Since construction-related permits often impose temporal limits on authorized activities (as short as one or two weeks), the Verizon team monitors the permit flow and validity dates closely to ensure that permitting remains current as earlier permits expire, thus eliminating any rework.
- Working with private property owners (where necessary) to ensure timely access to any required rights-of-way.

Proof that this Verizon methodology yields the desired outcome is demonstrated by the ARPA-funded Delaware Statewide Broadband Expansion project, where (in August 2023) Verizon completed the project on-budget and six months ahead of the projected 18-month schedule.





**Commonwealth Priorities**

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

e. The co-applicant's effort to mitigate costs and delays that may be associated with make-ready and other permitting requirements anticipated for network deployment.



# Lancaster County, VA

-  Wirecenters
-  Targets
-  Routes
-  Project Boundary

3

201

River Rd

Wurtzville

Lancaster

Brook Vale

Good Luck

Water View

Kilmnock

Lancaster

Irvington

White Stone

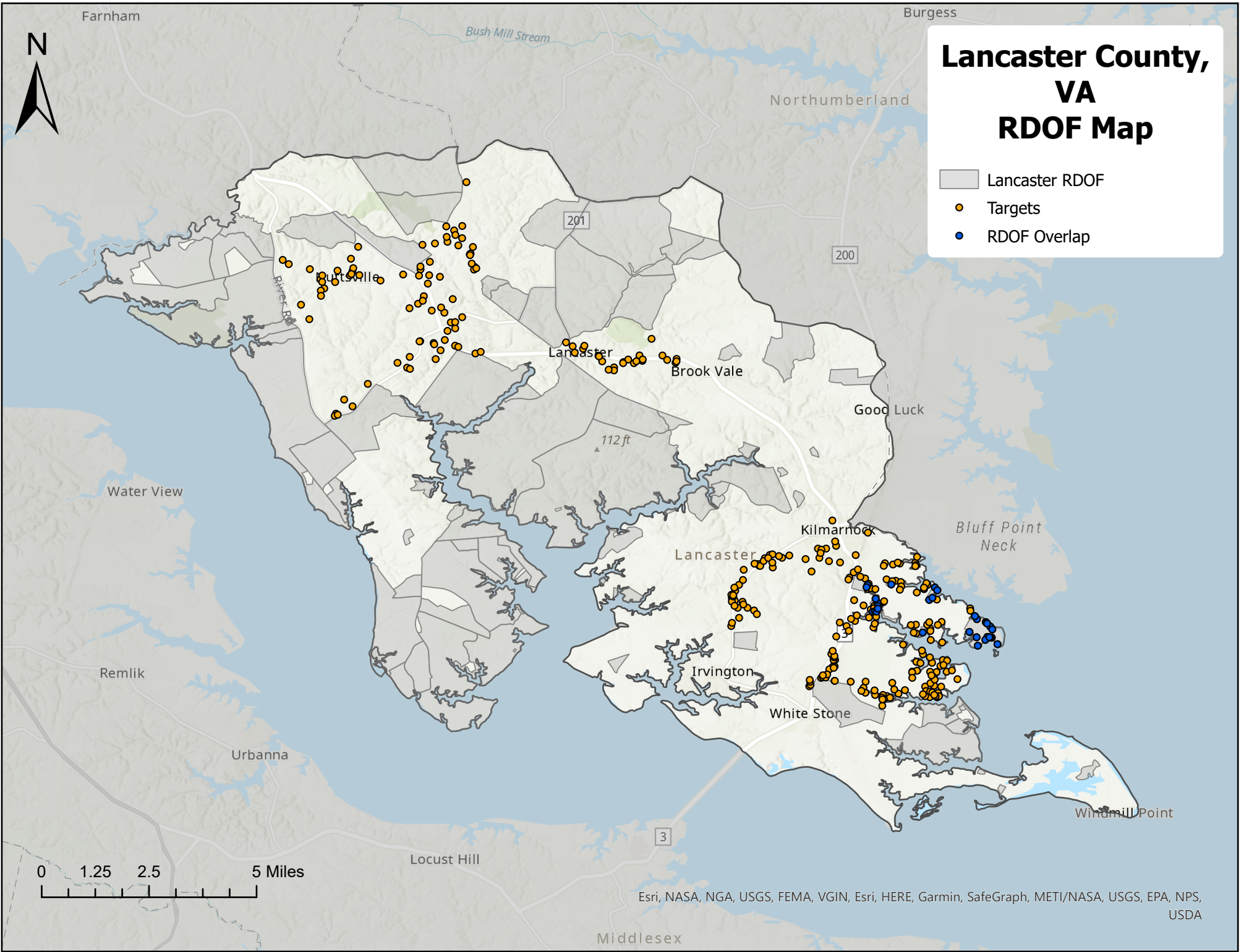
Remlik

Old Virginia St

Urbanna

227

0 1.25 2.5 5 Miles



# Lancaster County, VA RDOF Map

- Lancaster RDOF
- Targets
- RDOF Overlap

0 1.25 2.5 5 Miles

Esri, NASA, NGA, USGS, FEMA, VGIN, Esri, HERE, Garmin, SafeGraph, METI/NASA, USGS, EPA, NPS, USDA



ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
2317 LARA RD	LANCASTER	VA	22503	37.81231719	-76.50645227	1	B	1288794555	unserved
2574 IRVINGTON RD	WEEMS	VA	22576	37.68823131	-76.41594034	1	R	1288800753	unserved
1408 Irvington Rd	WEEMS	VA	22576	37.70162955	-76.40303408	2	R	1288802426	unserved
226 METHODIST CHURCH RD	WHITE STONE	VA	22578	37.65746794	-76.38974549	1	B	1288804252	unserved
19160 MARY BALL RD	WHITE STONE	VA	22578	37.65794699	-76.38931755	1	B	1288804292	unserved
326 FLEETS BAY RD	WHITE STONE	VA	22578	37.69016633	-76.37007254	1	R	1288804315	unserved
120 GEMINI RD	WHITE STONE	VA	22578	37.69046215	-76.36911828	4	R	1288804317	unserved
74 CAPRICORN LN	WHITE STONE	VA	22578	37.69156137	-76.37015655	1	R	1288804318	unserved
88 DAWSON LN	WHITE STONE	VA	22578	37.68465667	-76.37148468	1	R	1288803390	unserved
588 SIMMONS LN	WHITE STONE	VA	22578	37.68358154	-76.36665706	1	R	1288803389	unserved
2647 IRVINGTON RD	WEEMS	VA	22576	37.6862771	-76.41479622	1	R	1288800768	unserved
774 FLEETS BAY RD	WHITE STONE	VA	22578	37.68576676	-76.36478487	1	R	1288803388	unserved
476 FLEETS BAY RD	WHITE STONE	VA	22578	37.69016032	-76.36750717	1	R	1288804319	unserved
146 CAPRICORN LN	WHITE STONE	VA	22578	37.6908063	-76.37048358	1	R	1288804320	unserved
49 CAPRICORN LN	WHITE STONE	VA	22578	37.69195141	-76.36976741	1	B	1288804321	unserved
17415 MARY BALL RD	WHITE STONE	VA	22578	37.68014932	-76.37569002	1	R	1288803385	unserved
560 SIMMONS LN	WHITE STONE	VA	22578	37.68332553	-76.36903342	1	R	1288803381	unserved
635 SIMMONS LN	WHITE STONE	VA	22578	37.68257944	-76.36711222	1	R	1288803379	unserved
636 SIMMONS LN	WHITE STONE	VA	22578	37.68271646	-76.36768517	1	B	1288803378	unserved
632 SIMMONS LN	WHITE STONE	VA	22578	37.68256044	-76.36840636	1	R	1288803377	unserved
527 SIMMONS LN	WHITE STONE	VA	22578	37.68444163	-76.36663507	1	R	1288803375	unserved
485 SIMMONS LN	WHITE STONE	VA	22578	37.68544173	-76.36673508	1	R	1288803374	unserved
146 SIMMONS LN	WHITE STONE	VA	22578	37.68643187	-76.37463492	1	B	1288803368	unserved
17467 MARY BALL RD	WHITE STONE	VA	22578	37.67945015	-76.37435098	1	R	1288803367	unserved
251 SQUIRES RD	WHITE STONE	VA	22578	37.65733977	-76.34538986	1	R	1288803271	unserved
28 ASHLEY COVE LN	WHITE STONE	VA	22578	37.66112527	-76.34863311	1	R	1288803264	unserved
223 DYMER BEACH DR	WHITE STONE	VA	22578	37.66281032	-76.34175038	1	R	1288803262	unserved
2082 OCRAN RD	WHITE STONE	VA	22578	37.65970003	-76.34755099	1	R	1288803259	unserved
2290 OCRAN RD	WHITE STONE	VA	22578	37.662347	-76.34909211	1	R	1288803255	unserved
111 DYMER BEACH DR	WHITE STONE	VA	22578	37.66236628	-76.34353957	1	R	1288803246	unserved
101 BALD EAGLE RD	WHITE STONE	VA	22578	37.6584959	-76.34900025	1	B	1288803242	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
611 BALD EAGLE RD	WHITE STONE	VA	22578	37.65986501	-76.33991118	1 R		1288803238	unserved
164 Bald Eagle Rd	WHITE STONE	VA	22578	37.65765681	-76.34771801	1 B		1288803234	unserved
86 BELLOWS DR W	WHITE STONE	VA	22578	37.66719089	-76.34918327	1 B		1288803218	unserved
92 BELLOWS DR E	WHITE STONE	VA	22578	37.66463052	-76.34458368	1 R		1288803216	unserved
81 BELLOWS DR E	WHITE STONE	VA	22578	37.66608076	-76.34339566	1 R		1288803214	unserved
486 WILSON LN	WEEMS	VA	22576	37.68387074	-76.41052876	1 R		1288800763	unserved
77 BELLOWS DR E	WHITE STONE	VA	22578	37.66631069	-76.3447837	1 R		1288803213	unserved
2553 OCRAN RD	WHITE STONE	VA	22578	37.6653706	-76.3484282	1 R		1288803211	unserved
2002 OCRAN RD	WHITE STONE	VA	22578	37.65737179	-76.35076733	1 R		1288803210	unserved
27 E BAY DR	WHITE STONE	VA	22578	37.67148026	-76.35818324	2 R		1288804333	unserved
2650 IRVINGTON RD	WEEMS	VA	22576	37.68661705	-76.41559631	1 R		1288800752	unserved
2604 IRVINGTON RD	WEEMS	VA	22576	37.6871372	-76.41578532	1 R		1288800750	unserved
2594 IRVINGTON RD	WEEMS	VA	22576	37.68740713	-76.41547339	1 R		1288800748	unserved
54 BELLOWS DR E	WHITE STONE	VA	22578	37.66431049	-76.3456288	1 B		1288803209	unserved
2194 OCRAN RD	WHITE STONE	VA	22578	37.66088014	-76.34831718	2 B		1288803208	unserved
2274 OCRAN RD	WHITE STONE	VA	22578	37.66226738	-76.34693493	1 R		1288803200	unserved
42 FACTORY RD	WHITE STONE	VA	22578	37.66947702	-76.35183313	2 R		1288803194	unserved
1813 OCRAN RD	WHITE STONE	VA	22578	37.66030911	-76.35508989	1 R		1288803187	unserved
405 GEORGES COVE DR	WHITE STONE	VA	22578	37.66526171	-76.35233461	1 R		1288803163	unserved
290 POPLAR NECK CV	WHITE STONE	VA	22578	37.6621914	-76.35515691	1 R		1288803160	unserved
451 AQUILLA POINT DR	WHITE STONE	VA	22578	37.66270535	-76.35352264	1 R		1288803159	unserved
321 GEORGES COVE DR	WHITE STONE	VA	22578	37.66568565	-76.35372266	1 R		1288803156	unserved
28 FACTORY RD	WHITE STONE	VA	22578	37.66825701	-76.35150643	1 R		1288803155	unserved
400 AQUILLA POINT DR	WHITE STONE	VA	22578	37.66240933	-76.3550899	1 R		1288803151	unserved
1243 IRVINGTON RD	WEEMS	VA	22576	37.70125659	-76.39992865	2 R		1288802438	unserved
1385 IRVINGTON RD	WEEMS	VA	22576	37.69907637	-76.40215098	1 B		1288802436	unserved
1233 IRVINGTON RD	WEEMS	VA	22576	37.70069043	-76.39888453	1 R		1288802431	unserved
1468 IRVINGTON RD	WEEMS	VA	22576	37.70062745	-76.40354604	1 R		1288802430	unserved
186 BRANCH LN	WEEMS	VA	22576	37.7014765	-76.39646238	1 R		1288802429	unserved
31 ARBOR DR	WEEMS	VA	22576	37.70185331	-76.40211753	2 R		1288802428	unserved
1580 IRVINGTON RD	WEEMS	VA	22576	37.69961935	-76.4050903	1 R		1288802427	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
58 ROYAL OAK DR	WEEMS	VA	22576	37.70055744	-76.40467915	1 R		1288802425	unserved
3117 IRVINGTON RD	IRVINGTON	VA	22480	37.6804974	-76.41333515	2 R		1288802324	unserved
3196 IRVINGTON RD	IRVINGTON	VA	22480	37.67880624	-76.4157123	1 R		1288802321	unserved
1525 IRVINGTON RD	WEEMS	VA	22576	37.69744711	-76.40201797	1 B		1288802303	unserved
1910 IRVINGTON RD	WEEMS	VA	22576	37.69666607	-76.41180092	2 R		1288802301	unserved
1693 IRVINGTON RD	WEEMS	VA	22576	37.69796618	-76.40623442	1 R		1288802300	unserved
1696 IRVINGTON RD	WEEMS	VA	22576	37.69860025	-76.4069344	1 B		1288802293	unserved
2146 IRVINGTON RD	WEEMS	VA	22576	37.69324182	-76.41204603	1 R		1288801970	unserved
54 WEEMS RD	WEEMS	VA	22576	37.69066946	-76.41493424	1 R		1288801969	unserved
2288 IRVINGTON RD	WEEMS	VA	22576	37.69159154	-76.41336817	1 R		1288801966	unserved
768 FLEETS BAY RD	WHITE STONE	VA	22578	37.68607789	-76.36455684	1 R		1288805619	unserved
1177 FLEETS BAY RD	WHITE STONE	VA	22578	37.68901715	-76.35357867	1 R		1288805594	underserved
395 SCOTT RD	WHITE STONE	VA	22578	37.65530665	-76.37086147	1 R		1288806158	unserved
726 SCOTT RD	WHITE STONE	VA	22578	37.6530605	-76.36511796	1 R		1288806157	unserved
854 OCRAN RD	WHITE STONE	VA	22578	37.65695582	-76.37150055	1 R		1288806150	unserved
1390 OCRAN RD	WHITE STONE	VA	22578	37.65638772	-76.36115654	1 R		1288806148	unserved
728 SCOTT RD	WHITE STONE	VA	22578	37.6530595	-76.36463381	1 R		1288806142	unserved
724 SCOTT RD	WHITE STONE	VA	22578	37.65366646	-76.36523997	1 R		1288806141	unserved
1403 OCRAN RD	WHITE STONE	VA	22578	37.65862996	-76.36182252	1 R		1288806135	unserved
1186 OCRAN RD	WHITE STONE	VA	22578	37.65454055	-76.36495084	1 R		1288806133	unserved
917 OCRAN RD	WHITE STONE	VA	22578	37.65905013	-76.37078347	1 R		1288806130	unserved
1928 OCRAN RD	WHITE STONE	VA	22578	37.65478653	-76.35150641	1 B		1288803637	unserved
180 NUNN LN	WHITE STONE	VA	22578	37.65414756	-76.35076733	1 R		1288803632	unserved
248 CARDINAL LN	WHITE STONE	VA	22578	37.65498658	-76.35972829	1 R		1288803622	underserved
142 HERON COVE LN	WHITE STONE	VA	22578	37.65456549	-76.34771201	1 R		1288803621	unserved
68 HERON COVE LN	WHITE STONE	VA	22578	37.65537658	-76.34836117	1 R		1288803620	unserved
156 HERON COVE LN	WHITE STONE	VA	22578	37.65416155	-76.34724605	1 R		1288803619	unserved
180 HERON COVE LN	WHITE STONE	VA	22578	37.65416597	-76.34611508	2 R		1288803618	unserved
279 NUNN LN	WHITE STONE	VA	22578	37.65567561	-76.34911126	1 R		1288803617	unserved
105 HERON COVE LN	WHITE STONE	VA	22578	37.65522666	-76.34643997	1 R		1288803592	unserved
74 HOLLY COVE RD	WHITE STONE	VA	22578	37.65617179	-76.35757906	1 R		1288803586	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
436 NUNN LN	WHITE STONE	VA	22578	37.65383043	-76.34921727	1 R		1288803560	unserved
131 HERON COVE LN	WHITE STONE	VA	22578	37.65487552	-76.34633396	1 R		1288803559	unserved
396 NUNN LN	WHITE STONE	VA	22578	37.65427657	-76.35019537	1 R		1288803556	unserved
168 HERON COVE LN	WHITE STONE	VA	22578	37.65376041	-76.3467179	1 R		1288803553	unserved
278 NUNN LN	WHITE STONE	VA	22578	37.65588164	-76.35044454	1 B		1288803543	unserved
1438 FLEETS BAY RD BLDG 2	WHITE STONE	VA	22578	37.678056	-76.35553	1 R		1288804151	unserved
1740 IRVINGTON RD	WEEMS	VA	22576	37.69870727	-76.40816163	1 B		1409341670	unserved
102 FMC DR	KILMARNOCK	VA	22482	37.69956925	-76.38310095	1 B		1288792964	unserved
100 TECHNOLOGY PARK DR	KILMARNOCK	VA	22482	37.69608101	-76.38897247	2 B		1288792963	unserved
658 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69285047	-76.36178355	1 R		1288792872	unserved
879 FLEETS BAY RD	WHITE STONE	VA	22578	37.68995617	-76.35927238	1 R		1288792869	unserved
145 WHALEY WAY	WHITE STONE	VA	22578	37.69108038	-76.35880624	1 R		1288792868	unserved
25 WHALEY WAY	WHITE STONE	VA	22578	37.69174036	-76.3621617	1 R		1288792867	unserved
181 COVE DR	KILMARNOCK	VA	22482	37.69253943	-76.35893325	1 R		1288792865	unserved
786 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69297148	-76.36065644	1 R		1288792863	unserved
2587 IRVINGTON RD	WEEMS	VA	22576	37.68758714	-76.41538538	1 R		1288800838	unserved
2554 IRVINGTON RD	WEEMS	VA	22576	37.68809832	-76.4153236	2 R		1288800795	unserved
2578 IRVINGTON RD	WEEMS	VA	22576	37.68767815	-76.41526837	1 B		1288800794	unserved
101 HARRIS RD BLDG 2	KILMARNOCK	VA	22482	37.70068137	-76.38633353	1 B		1288792987	unserved
99 HARRIS RD	KILMARNOCK	VA	22482	37.70230225	-76.38594142	2 B		1288792990	unserved
116 BARBER SHOP LN	KILMARNOCK	VA	22482	37.70159742	-76.37413499	1 R		1288792834	unserved
701 BOYS CAMP RD	KILMARNOCK	VA	22482	37.6990762	-76.35998437	1 R		1288792466	unserved
192 CASTLE LN	KILMARNOCK	VA	22482	37.69789196	-76.35407884	1 R		1288792464	unserved
781 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69876107	-76.35928339	1 R		1288792448	unserved
1591 WAVERLY AVE	KILMARNOCK	VA	22482	37.70098627	-76.35348478	1 R		1288792447	unserved
194 CASTLE LN	KILMARNOCK	VA	22482	37.69826109	-76.35378371	1 R		1288792431	unserved
193 CASTLE LN	KILMARNOCK	VA	22482	37.69902118	-76.35405684	1 R		1288792425	unserved
177 WALNUT RD	KILMARNOCK	VA	22482	37.70341666	-76.38564013	1 R		1288792387	unserved
201 WIGGINS AVE	KILMARNOCK	VA	22482	37.70471577	-76.3807116	4 B		1288792369	unserved
110 WIGGINS AVE	KILMARNOCK	VA	22482	37.70379068	-76.38406206	1 R		1288792367	unserved
197 WALNUT RD	KILMARNOCK	VA	22482	37.7037767	-76.38681825	1 R		1288792363	unserved

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20 BRENT ST	KILMARNOCK	VA	22482	37.71324175	-76.38195674	1 R		1288792132	unserved
491 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69800112	-76.36469588	1 R		1288792037	unserved
16231 MARY BALL RD	KILMARNOCK	VA	22482	37.69678192	-76.3733789	1 R		1288792036	underserved
651 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69844705	-76.36157254	1 R		1288792032	unserved
569 BOYS CAMP RD	KILMARNOCK	VA	22482	37.6988401	-76.36428993	2 B		1288792028	unserved
385 WAVERLY AVE	KILMARNOCK	VA	22482	37.70916028	-76.37002856	1 R		1288791951	unserved
105 FLEETS BAY RD	WHITE STONE	VA	22578	37.69434067	-76.37256171	1 B		1288791790	unserved
32 ARIES DR	WHITE STONE	VA	22578	37.6937506	-76.37097254	1 R		1288791787	unserved
16454 MARY BALL RD	WHITE STONE	VA	22578	37.69338758	-76.37656814	1 B		1288791786	unserved
654 BOYS CAMP RD	KILMARNOCK	VA	22482	37.69344154	-76.36374577	1 R		1288791777	unserved
16448 MARY BALL RD	WHITE STONE	VA	22578	37.69402575	-76.37622321	2 R		1288791768	unserved
17592 MARY BALL RD	WHITE STONE	VA	22578	37.67772198	-76.37717928	2 R		1288791473	unserved
17636 MARY BALL RD	WHITE STONE	VA	22578	37.67892111	-76.37948453	1 R		1288791464	unserved
257 DYMER BEACH DR	WHITE STONE	VA	22578	37.66372142	-76.34215652	1 R		1288790531	unserved
301 S MAIN ST	KILMARNOCK	VA	22482	37.70619702	-76.38103974	1 R		1288793590	unserved
15 DILVERS RD	KILMARNOCK	VA	22482	37.69913029	-76.37938455	1 R		1288793693	unserved
2781 IRVINGTON RD	WEEMS	VA	22576	37.68454083	-76.41488522	1 R		1288800782	unserved
69 JENKINS DR	WEEMS	VA	22576	37.68500097	-76.41190691	2 R		1288800781	unserved
18228 MARY BALL RD	WHITE STONE	VA	22578	37.66938013	-76.38185067	1 R		1288803508	unserved
108 FAUNTLEROY LN	WHITE STONE	VA	22578	37.6641357	-76.3812117	1 R		1288803507	unserved
18343 MARY BALL RD	WHITE STONE	VA	22578	37.66764096	-76.3812617	1 B		1288803506	unserved
18357 MARY BALL RD	WHITE STONE	VA	22578	37.66745194	-76.38135671	1 B		1288803505	unserved
18375 MARY BALL RD BLDG2	WHITE STONE	VA	22578	37.66721102	-76.38137271	1 R		1288803498	unserved
18308 MARY BALL RD	WHITE STONE	VA	22578	37.66833603	-76.38230082	1 R		1288803496	unserved
17892 MARY BALL RD	WHITE STONE	VA	22578	37.67421673	-76.38066155	1 R		1288803493	unserved
39 CHASES RD	WHITE STONE	VA	22578	37.67611991	-76.3764342	1 R		1288803492	unserved
15 WHISK DR	WHITE STONE	VA	22578	37.66631782	-76.38156763	1 B		1288803489	unserved
18399 MARY BALL RD	WHITE STONE	VA	22578	37.66683188	-76.38155663	1 B		1288803488	unserved
57 WHISK DR BLDG 2	WHITE STONE	VA	22578	37.66630782	-76.38105668	1 B		1288803487	underserved
39 LONG LANE CT	WHITE STONE	VA	22578	37.67852703	-76.36771818	1 R		1288803408	unserved
141 LONG LANE CT	WHITE STONE	VA	22578	37.677261	-76.36816132	1 R		1288803407	unserved

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327 LONG LANE FARM	WHITE STONE	VA	22578	37.68059024	-76.36963938	1 R		1288803405	unserved
693 WILSON LN	WEEMS	VA	22576	37.68173151	-76.40736851	1 R		1288800775	unserved
381 DAWSON LN	WHITE STONE	VA	22578	37.68131134	-76.37375682	1 R		1288803404	unserved
457 SIMMONS LN	WHITE STONE	VA	22578	37.68692689	-76.36742926	1 R		1288803401	unserved
596 SIMMONS LN	WHITE STONE	VA	22578	37.68373956	-76.36801131	1 R		1288803397	unserved
425 LONG LANE FARM	WHITE STONE	VA	22578	37.68089126	-76.36724623	1 R		1288803396	unserved
835 SCOTT RD	WHITE STONE	VA	22578	37.65091718	-76.36517896	1 R		1288804834	unserved
315 FIGG LN	WHITE STONE	VA	22578	37.65361645	-76.3626066	1 R		1288806129	unserved
168 FIGG LN	WHITE STONE	VA	22578	37.65417061	-76.36358369	1 R		1288806128	unserved
1082 OCRAN RD	WHITE STONE	VA	22578	37.65608082	-76.36778414	1 R		1288806127	unserved
607 SCOTT RD	WHITE STONE	VA	22578	37.65455056	-76.36760713	1 R		1288806122	unserved
555 OCRAN RD	WHITE STONE	VA	22578	37.65901015	-76.37580701	1 R		1288806120	unserved
329 OCRAN RD	WHITE STONE	VA	22578	37.65929619	-76.38115068	1 B		1288805818	unserved
261 OCRAN RD	WHITE STONE	VA	22578	37.6593011	-76.38124569	1 B		1288805817	unserved
18817 MARY BALL RD	WHITE STONE	VA	22578	37.6611674	-76.38515711	1 R		1288805803	unserved
118 METHODIST CHURCH RD	WHITE STONE	VA	22578	37.65960616	-76.38958447	2 B		1288805788	unserved
145 OCRAN RD	WHITE STONE	VA	22578	37.66145633	-76.38372886	1 R		1288805787	unserved
100 FAUNTLEROY LN	WHITE STONE	VA	22578	37.66366555	-76.38151163	1 R		1288805780	unserved
148 METHODIST CHURCH RD	WHITE STONE	VA	22578	37.65895209	-76.38945656	1 B		1288805776	unserved
18653 MARY BALL RD BLDG 2	WHITE STONE	VA	22578	37.6631656	-76.38301189	1 B		1288805774	unserved
139 OCRAN RD	WHITE STONE	VA	22578	37.66044023	-76.38419601	1 R		1288805771	unserved
314 BAYVIEW LN	WHITE STONE	VA	22578	37.67906004	-76.33037228	1 R		1288804037	unserved
188 BAYVIEW DR	WHITE STONE	VA	22578	37.67756078	-76.32886102	1 R		1288804038	unserved
300 BAYVIEW LN	WHITE STONE	VA	22578	37.67880192	-76.33017826	1 R		1288804039	unserved
2846 FLEETS BAY RD	WHITE STONE	VA	22578	37.67407052	-76.32983912	1 R		1288804040	unserved
2515 FLEETS BAY RD	WHITE STONE	VA	22578	37.68005115	-76.3333676	1 B		1288804041	unserved
76 LOBLOLLY LN	WHITE STONE	VA	22578	37.67396143	-76.33345661	1 R		1288804042	unserved
128 BAYVIEW DR	WHITE STONE	VA	22578	37.67659567	-76.32818904	1 R		1288804043	unserved
2956 FLEETS BAY RD	WHITE STONE	VA	22578	37.6738604	-76.32835006	1 R		1288804044	unserved
103 OCRAN RD	WHITE STONE	VA	22578	37.66050624	-76.38518511	1 R		1288805770	unserved
28 JENKINS DR	WEEMS	VA	22576	37.68590096	-76.41218403	1 R		1288800774	unserved

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94 FAUNTLEROY LN	WHITE STONE	VA	22578	37.66402069	-76.38187266	1	B	1288805769	unserved
16 CHURCHFIELDS LN	WEEMS	VA	22576	37.68387675	-76.41379611	1	R	1288800771	unserved
2918 FLEETS BAY RD	WHITE STONE	VA	22578	37.6738904	-76.32886101	1	R	1288804045	unserved
2702 IRVINGTON RD	WEEMS	VA	22576	37.68596197	-76.41577932	1	B	1288800769	unserved
2776 FLEETS BAY RD	WHITE STONE	VA	22578	37.67309944	-76.33051119	1	R	1288804046	unserved
71 OCRAN RD	WHITE STONE	VA	22578	37.66030122	-76.38575707	1	R	1288805750	unserved
2964 FLEETS BAY RD	WHITE STONE	VA	22578	37.67162017	-76.32642886	1	R	1288804047	unserved
256 BAYVIEW LN	WHITE STONE	VA	22578	37.6786009	-76.32992814	1	R	1288804048	unserved
2884 FLEETS BAY RD	WHITE STONE	VA	22578	37.67396641	-76.32917215	1	R	1288804049	unserved
2510 FLEETS BAY RD	WHITE STONE	VA	22578	37.67575762	-76.33586776	2	R	1288804050	unserved
296 BLUEWATER FARM	WHITE STONE	VA	22578	37.68104526	-76.33402268	1	R	1288804051	unserved
305 LOBLOLLY LN	WHITE STONE	VA	22578	37.67112124	-76.33306756	1	R	1288804056	unserved
234 MIFARM RD	WHITE STONE	VA	22578	37.67691679	-76.34905028	1	B	1288804069	unserved
585 GRACE POINT LN	WHITE STONE	VA	22578	37.69156629	-76.34995029	1	R	1288804072	unserved
557 GRACE POINT LN	WHITE STONE	VA	22578	37.69098024	-76.3509064	1	R	1288804073	unserved
483 GRACE POINT LN	WHITE STONE	VA	22578	37.69014725	-76.35114552	1	R	1288804074	unserved
462 COPPEDGE FARM RD	WHITE STONE	VA	22578	37.67528674	-76.35379569	1	R	1288804078	unserved
238 MIFARM RD	WHITE STONE	VA	22578	37.67609003	-76.34899712	2	B	1288804084	unserved
244 MIFARM RD	WHITE STONE	VA	22578	37.6722204	-76.34503984	1	R	1288804086	unserved
516 MCSWAIN RD	WHITE STONE	VA	22578	37.68367943	-76.33562275	1	R	1288804091	unserved
337 LONG COVE LN	WHITE STONE	VA	22578	37.68663978	-76.34682295	1	R	1288804093	unserved
619 GRACE POINT LN	WHITE STONE	VA	22578	37.69216646	-76.35036143	1	R	1288804094	unserved
282 FLEETS LN	WHITE STONE	VA	22578	37.68653678	-76.34937232	1	R	1288804097	unserved
317 LONG COVE LN	WHITE STONE	VA	22578	37.68629184	-76.34714608	1	R	1288804099	unserved
242 MIFARM RD	WHITE STONE	VA	22578	37.67303649	-76.34888415	1	B	1288804107	unserved
448 COPPEDGE FARM RD	WHITE STONE	VA	22578	37.67551567	-76.35461177	1	R	1288804111	unserved
221 COPPEDGE FARM RD	WHITE STONE	VA	22578	37.67817602	-76.35008938	1	R	1288804113	unserved
1956 FLEETS BAY RD	WHITE STONE	VA	22578	37.6791361	-76.34521787	1	R	1288804118	unserved
175 MIFARM RD	WHITE STONE	VA	22578	37.67810701	-76.34650691	1	R	1288804119	unserved
472 MCSWAIN RD	WHITE STONE	VA	22578	37.68288935	-76.33553374	1	R	1288804121	unserved
181 DUCKBILL RD	WHITE STONE	VA	22578	37.67819103	-76.35388369	1	R	1288804122	unserved

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555 FLEETS LN	WHITE STONE	VA	22578	37.69068919	-76.34749012	1 R		1288804128	unserved
423 COPPEDGE FARM RD	WHITE STONE	VA	22578	37.67554666	-76.35158344	1 R		1288804136	unserved
1724 FLEETS BAY RD	WHITE STONE	VA	22578	37.67902511	-76.34940032	1 R		1288804138	unserved
635 FLEETS LN	WHITE STONE	VA	22578	37.6897661	-76.34668394	1 R		1288804142	unserved
505 GRACE POINT LN	WHITE STONE	VA	22578	37.69065021	-76.35116152	1 R		1288804144	unserved
372 FLEETS LN	WHITE STONE	VA	22578	37.68725595	-76.34832221	1 R		1288804146	unserved
16300 Mary Ball Rd	WHITE STONE	VA	22578	37.69579582	-76.37481196	1 R		1288791769	unserved
458 HARRIS RD	WEEMS	VA	22576	37.70026645	-76.39098469	2 B		1288800499	unserved
49 WEEMS RD	WEEMS	VA	22576	37.68958734	-76.4146572	1 B		1288800793	unserved
9144 MARY BALL RD	LANCASTER	VA	22503	37.76738751	-76.45062921	2 R		1288799069	unserved
985 LARA RD	LANCASTER	VA	22503	37.82706775	-76.50506315	1 B		1288794511	unserved
1364 MORATTICO RD	LANCASTER	VA	22503	37.79730289	-76.54841236	4 R		1288798884	unserved
2038 LARA RD	LANCASTER	VA	22503	37.81218627	-76.51182371	1 R		1288794536	unserved
6373 MARY BALL RD	LANCASTER	VA	22503	37.76996199	-76.50025761	1 R		1288798352	unserved
5927 MARY BALL RD	LANCASTER	VA	22503	37.77163716	-76.50778526	1 R		1288798347	unserved
6323 MARY BALL RD	LANCASTER	VA	22503	37.76942994	-76.50203479	1 R		1288798334	unserved
652 ALFONSO RD	LANCASTER	VA	22503	37.80599655	-76.51983451	1 R		1288797771	unserved
268 MORATTICO RD	LANCASTER	VA	22503	37.79599256	-76.52633625	1 R		1288797764	unserved
4071 MARY BALL RD	LANCASTER	VA	22503	37.79561753	-76.52099672	1 B		1288797755	unserved
1013 ALFONSO RD	LANCASTER	VA	22503	37.79868183	-76.52051857	1 B		1288797752	unserved
1075 ALFONSO RD	LANCASTER	VA	22503	37.79773174	-76.52048466	1 R		1288797731	unserved
329 OAK FARM RD	LANCASTER	VA	22503	37.78466144	-76.52420803	1 B		1288797742	unserved
3993 WHITE CHAPEL RD	LANCASTER	VA	22503	37.76425052	-76.52402399	1 B		1288794981	unserved
4062 WHITE CHAPEL RD	LANCASTER	VA	22503	37.76628771	-76.52824041	1 R		1288794984	unserved
4874 WHITE CHAPEL RD	LANCASTER	VA	22503	37.75920102	-76.5382184	1 R		1288793808	unserved
2175 LARA RD	LANCASTER	VA	22503	37.81082704	-76.50917354	1 B		1288794553	unserved
409 PEIRCES RD	LANCASTER	VA	22503	37.80531249	-76.54146876	1 R		1288795064	unserved
9286 Mary Ball Rd	LANCASTER	VA	22503	37.76681144	-76.44789692	1 R		1409336749	unserved
278 MERRY POINT RD	LANCASTER	VA	22503	37.7639712	-76.45721901	1 R		1409336734	unserved
11460 COURTHOUSE RD BLDG 2	LANCASTER	VA	22503	37.77315228	-76.47155745	1 R		1288795504	unserved
255 LIVELY OAKS RD	LANCASTER	VA	22503	37.77250724	-76.51587408	1 R		1288796532	unserved



ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
3318 WHITE CHAPEL RD	LANCASTER	VA	22503	37.77349233	-76.52083558	1 R		1288796569	unserved
3300 WHITE CHAPEL RD	LANCASTER	VA	22503	37.77355634	-76.52060156	2 B		1288796568	unserved
9864 MARY BALL RD BLDG 2	LANCASTER	VA	22503	37.76726054	-76.4375238	1 B		1288797568	unserved
70 BROOKVALE LN	LANCASTER	VA	22503	37.76679037	-76.43440157	1 R		1288797518	unserved
9773 MARY BALL RD	LANCASTER	VA	22503	37.76875059	-76.43911208	1 R		1288797517	unserved
10034 MARY BALL RD	LANCASTER	VA	22503	37.76760146	-76.43436256	1 R		1288797508	unserved
109 BROOKVALE LN	LANCASTER	VA	22503	37.76634133	-76.4347075	1 R		1288797506	underserved
4307 MARY BALL RD	LANCASTER	VA	22503	37.79292626	-76.51803441	1 R		1288797028	unserved
4877 MARY BALL RD	LANCASTER	VA	22503	37.78773275	-76.50965747	2 B		1288797027	unserved
2301 WHITE CHAPEL RD	LANCASTER	VA	22503	37.78164215	-76.50648024	1 R		1288797019	unserved
4946 MARY BALL RD	LANCASTER	VA	22503	37.78387636	-76.51671318	1 B		1288797018	unserved
4616 MARY BALL RD	LANCASTER	VA	22503	37.78716679	-76.51972348	1 R		1288797009	unserved
4935 MARY BALL RD	LANCASTER	VA	22503	37.78490247	-76.51356886	1 R		1288797005	unserved
304 OAK FARM RD	LANCASTER	VA	22503	37.78615869	-76.52133574	1 R		1288796984	unserved
5015 MARY BALL RD	LANCASTER	VA	22503	37.78316239	-76.51246885	1 R		1288796978	unserved
4570 MARY BALL RD	LANCASTER	VA	22503	37.78868784	-76.51938454	1 R		1288796975	unserved
77 BELLWOOD DR	LANCASTER	VA	22503	37.77787777	-76.50880738	1 R		1288796952	unserved
5847 MARY BALL RD BLDG 2	LANCASTER	VA	22503	37.7720583	-76.50885738	1 B		1288796940	unserved
2617 LARA RD	LANCASTER	VA	22503	37.80525259	-76.50286881	1 R		1288796902	unserved
789 ALFONSO RD	LANCASTER	VA	22503	37.80026809	-76.51734735	1 R		1288796901	unserved
2413 LARA RD	LANCASTER	VA	22503	37.80821788	-76.50649718	2 B		1288796897	unserved
2292 LARA RD	LANCASTER	VA	22503	37.80930089	-76.5087734	2 B		1288796894	unserved
3136 LARA RD	LANCASTER	VA	22503	37.79809087	-76.50173469	1 R		1288796890	unserved
3138 LARA RD	LANCASTER	VA	22503	37.79765073	-76.50250177	1 R		1288796889	unserved
4091 MARY BALL RD	LANCASTER	VA	22503	37.79576154	-76.51758527	1 R		1288796885	unserved
166 ALFONSO RD	LANCASTER	VA	22503	37.80864182	-76.5116967	1 R		1288796882	unserved
2819 LARA RD	LANCASTER	VA	22503	37.80252022	-76.5038239	1 R		1288796881	unserved
2811 LARA RD	LANCASTER	VA	22503	37.80304837	-76.50364688	1 R		1288796880	unserved
240 ALFONSO RD	LANCASTER	VA	22503	37.80700276	-76.51143577	1 R		1288796879	unserved
448 ALFONSO RD	LANCASTER	VA	22503	37.8064416	-76.51563009	1 R		1288796878	unserved
2556 LARA RD	LANCASTER	VA	22503	37.80578754	-76.5077743	1 R		1288796876	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
2815 LARA RD	LANCASTER	VA	22503	37.80277124	-76.50391891	1 R		1288796866	unserved
4139 MARY BALL RD	LANCASTER	VA	22503	37.79523159	-76.51396291	1 R		1288796865	unserved
5764 WHITE CHAPEL RD	LANCASTER	VA	22503	37.74918001	-76.54893436	1 R		1288794731	unserved
5176 WHITE CHAPEL RD	LANCASTER	VA	22503	37.75391239	-76.54616919	2 R		1288794740	unserved
5772 WHITE CHAPEL RD	LANCASTER	VA	22503	37.74846284	-76.54933355	1 R		1288794748	unserved
5760 WHITE CHAPEL RD	LANCASTER	VA	22503	37.74862186	-76.54872934	1 R		1288794749	unserved
5714 WHITE CHAPEL RD	LANCASTER	VA	22503	37.74881688	-76.54833344	1 R		1288794759	unserved
185 OLD BETHEL RD	LANCASTER	VA	22503	37.75164116	-76.5433519	1 R		1288794761	underserved
943 PEIRCES RD	LANCASTER	VA	22503	37.79699765	-76.54340796	1 R		1288794831	unserved
1210 MORATTICO RD	LANCASTER	VA	22503	37.79566853	-76.54423603	3 R		1288794832	unserved
973 PEIRCES RD	LANCASTER	VA	22503	37.7963866	-76.54382389	1 R		1288794833	unserved
1080 MORATTICO RD	LANCASTER	VA	22503	37.79579854	-76.54106871	2 B		1288794834	unserved
845 PEIRCES RD	LANCASTER	VA	22503	37.79814687	-76.54311293	1 R		1288794836	unserved
677 MORATTICO RD	LANCASTER	VA	22503	37.7939599	-76.53395336	1 B		1288794840	unserved
991 PEIRCES RD	LANCASTER	VA	22503	37.79615868	-76.54375788	1 B		1288794841	unserved
510 PEIRCES RD	LANCASTER	VA	22503	37.80131609	-76.5438909	1 B		1288794844	unserved
3989 WHITE CHAPEL RD	LANCASTER	VA	22503	37.76464746	-76.52498598	2 B		1288794970	unserved
254 LIVELY OAKS RD	LANCASTER	VA	22503	37.77294728	-76.5160862	1 R		1288796531	unserved
3016 LARA RD	LANCASTER	VA	22503	37.79967193	-76.50325794	2 R		1288796863	unserved
392 JEFFERY AVE	LANCASTER	VA	22503	37.76754775	-76.51538512	1 R		1288796551	unserved
200 JEFFERY AVE	LANCASTER	VA	22503	37.77050105	-76.51375186	1 R		1288796552	unserved
3112 LARA RD	LANCASTER	VA	22503	37.79853282	-76.50224684	1 R		1288796858	unserved
1819 MORATTICO RD	LANCASTER	VA	22503	37.79396136	-76.5539409	1 R		1288798885	unserved
1865 MORATTICO RD	LANCASTER	VA	22503	37.79437839	-76.55414702	1 R		1288798882	unserved
1563 MORATTICO RD	LANCASTER	VA	22503	37.79346031	-76.54921253	1 R		1288798905	unserved
2545 WHITE CHAPEL RD	LANCASTER	VA	22503	37.77999698	-76.50884038	1 R		1288798833	unserved
165 NUTTSVILLE RD	LANCASTER	VA	22503	37.7913171	-76.55286279	1 R		1288798909	unserved
1916 MORATTICO RD	LANCASTER	VA	22503	37.79566652	-76.55353486	1 R		1288798911	unserved
2163 MORATTICO RD	LANCASTER	VA	22503	37.79779673	-76.55771328	1 R		1288798941	unserved
1789 MORATTICO RD	LANCASTER	VA	22503	37.79348231	-76.55356886	2 R		1288798945	unserved
2561 MORATTICO RD	LANCASTER	VA	22503	37.7994909	-76.564808	1 R		1288799006	unserved

ADDRESS	CITY	STATE	ZIP	LATITUDE	LONGITUDE	UNITS	ADDRESS TYPE	LOCATION IDS	NBM STATUS
2786 MORATTICO RD	LANCASTER	VA	22503	37.80090805	-76.5668362	1 R		1288799010	unserved
77 MILESTONE ALY	LANCASTER	VA	22503	37.76653843	-76.45225748	2 R		1288799025	unserved
9414 MARY BALL RD	LANCASTER	VA	22503	37.76695244	-76.44585769	1 R		1288799026	unserved
9348 MARY BALL RD	LANCASTER	VA	22503	37.76770853	-76.44693581	1 B		1288799035	unserved
9134 MARY BALL RD	LANCASTER	VA	22503	37.76751153	-76.45090724	1 R		1288799041	unserved
8146 MARY BALL RD	LANCASTER	VA	22503	37.76970083	-76.46861814	1 R		1288799046	unserved
10100 MARY BALL RD	LANCASTER	VA	22503	37.76877763	-76.4468408	1 R		1288799051	underserved
8291 MARY BALL RD	LANCASTER	VA	22503	37.77101104	-76.46581884	1 B		1288799054	unserved
9422 MARY BALL RD	LANCASTER	VA	22503	37.76742749	-76.44576268	1 R		1288799056	unserved
2594 WHITE CHAPEL RD	LANCASTER	VA	22503	37.77987697	-76.51029663	1 R		1288798832	unserved
8724 MARY BALL RD	LANCASTER	VA	22503	37.76678049	-76.45939024	1 R		1288799060	unserved
8590 MARY BALL RD	LANCASTER	VA	22503	37.76869268	-76.46065728	2 B		1288799071	unserved
3786 WHITE CHAPEL RD	LANCASTER	VA	22503	37.76828091	-76.524135	1 R		1288796575	unserved
11731 COURTHOUSE RD	LANCASTER	VA	22503	37.77187004	-76.46931231	1 R		1288799084	unserved
8612 MARY BALL RD	LANCASTER	VA	22503	37.76844766	-76.46046236	1 R		1288799085	unserved
99 MILESTONE ALY	LANCASTER	VA	22503	37.76618249	-76.45235749	2 R		1288799089	unserved
8301 MARY BALL RD	LANCASTER	VA	22503	37.77201714	-76.46538589	1 B		1288799105	unserved
247 MERRY POINT RD	LANCASTER	VA	22503	37.76374617	-76.45541281	1 R		1288799125	unserved
272 NUTTSVILLE RD	LANCASTER	VA	22503	37.79058002	-76.55402401	1 B		1288799188	unserved
732 NUTTSVILLE RD	LANCASTER	VA	22503	37.78581655	-76.56069056	1 B		1288799224	unserved
975 NUTTSVILLE RD	LANCASTER	VA	22503	37.78096606	-76.55789128	1 R		1288799245	unserved
359 NUTTSVILLE RD	LANCASTER	VA	22503	37.78882285	-76.5539689	1 R		1288799266	unserved
5475 MARY BALL RD	LANCASTER	VA	22503	37.77703179	-76.51141874	2 R		1288800002	unserved
43 LIVELY OAKS RD	LANCASTER	VA	22503	37.77397138	-76.51231883	1 B		1288800026	unserved
2929 REGINA RD	LANCASTER	VA	22503	37.77436217	-76.44277937	1 R		1288800411	unserved
10054 MARY BALL RD	LANCASTER	VA	22503	37.76757745	-76.43407353	2 R		1288797507	unserved

## 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>	Passings with Special Construction Costs budgeted in the Application <sup>3</sup>	Number of Passings with Speeds at 25/3 or below in Project Area <sup>4</sup>
Residential	296	0	0	290
Businesses (non-home based)	86	0	0	85
Businesses (home-based)	0	0	0	0
Community Anchors	0	0	0	0
Non-residential	0	0	0	0
<b>Total</b>	382	0	0	375

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

<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>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>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 accounts are planned at that structure.

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

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

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

# 2023 Virginia Telecommunication Initiative (VATI) RDOF Passings Form

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas <sup>1</sup>
Residential	30
Businesses (non-home based)	2
Businesses (home-based)	0
Community Anchors	0
Non-residential	0
<b>Total Number of RDOF Passings</b>	<b>32</b>

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

## Definitions

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

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

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

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



**Representative Project Schedule.** Table 7-1 illustrates a notional work breakdown structure that Verizon will formalize with the County after grant award notification. It illustrates the various delivery timelines based on the overall time to deliver services to the identified locations. Within each schedule there are overlapping phases of implementation activities. The intervals identified in the schedule are based on the standard interval to design, engineer, permit, make-ready, construct, test, and validate one fiber route (one fiber route is a smaller subset of the total targeted lots and addresses). The Verizon process is to work multiple fiber routes and multiple areas concurrently, not sequentially. If awarded, the Verizon project management team will work with the County to establish a thorough program timeline that incorporates key metrics and priority milestones.

**Table 7-1. Notional Work Breakdown Structure with Scheduled Project Milestones**

18-Month Build Schedule											
Implementation Activities	Responsible Party	Milestone/Deliverables	3	6	9	12	15	18			
Engineering	Verizon	Complete Engineering Design	█								
Permitting, VDOT & County	County/Verizon	Permits Submitted & Approved	█								
Make Ready	Verizon/Multiple Utilities	Make-Ready Work Complete	█								
Construction	Verizon	Construction Complete & Testing			█						
Fios Ordering/Installation	County Resident/Verizon	Service Order Complete				█					

**Table 7-2** illustrates the standard activities and their dependencies during the projected build period. It also identifies whether Verizon field engineering, the County, or a third party is affected. Verizon tracks dependencies as risks and enters them into the risk register for monitoring, reporting, and mitigation.

**Table 7-2. Notional Fios Broadband Project Dependencies**

Activity/Milestone	Responsible Party	Task Dependency
Contract signed	Verizon, County	Day "0"
Fiber route planning completed	Verizon	Contract signing
Resource planning completed	Verizon	Contract signing
Fiber route engineering completed	Verizon	Fiber route planning
Permit applications submitted	Verizon	Engineering completed
Permit approvals received	County, VDOT, other state/municipal	Permit submitted
Make-ready work completed	Verizon, third-party utility pole owners	Engineering completed
Construction commences	Verizon	Engineering completed, permits received, make-ready completed
Construction completed	Verizon	Permitting approvals and make-ready completed, inspections completed
Testing completed	Verizon	Construction completed
Fios ordering available/service delivery commences	Verizon	Testing completed; OLT installed and ready for service.

## **MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding (“MOU”) entered into on this 14th day of December, 2023, by and between Verizon Virginia LLC, located at 22001 Loudoun County Parkway, Ashburn, VA, 20147 hereinafter referred to as “Verizon”, and the County of Lancaster, Virginia, a political subdivision of the Commonwealth of Virginia, with an office at 8311 Mary Ball Rd, Lancaster, VA 22503, hereinafter referred to as the “County” (Verizon and County are collectively referred to as the “Parties”), for the purpose of establishing and achieving various goals and objectives relating to the project contemplated by the Parties.

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

### **MISSION**

The Project is intended to provide the areas of the County with access to broadband Internet service (“Broadband”), in order to meet the future needs of residents and businesses in those areas of the County.

### **PURPOSE AND SCOPE**

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

### **OBJECTIVES**

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

### **RESPONSIBILITIES AND OBLIGATIONS OF THE PARTIES**

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

### **SERVICES COOPERATION**

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

Broadband Internet access services

**Phase 1** (beginning after MOU execution): The Parties will work together to apply for Virginia Telecommunication Initiative (“VATI”) grant(s). The Parties anticipate that VATI



guidelines will require contributions by Verizon and by the County as matching funds to secure a FY2024 VATI Grant through the Virginia DHCD. DHCD funding shall not exceed 65.1% of Project costs. The total budget for the Project is expected to be approximately \$6,767,614. Verizon agrees to provide a minimum match of \$2,364,534 in funding for the Project. The total number of homes projected to be passed by the Project shall be at least 382.

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

### **TIMELINE**

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

### **TERM**

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

If the Parties are successful in securing sufficient grant funding that they are both willing to move forward with the Project, then they agree to use good faith efforts to negotiate, execute and deliver a formal contract regarding the Project ("Project Agreement"). The Parties contemplate that a Project Agreement will contain terms and conditions, representations, warranties, covenants, and other provisions that are customary in service arrangements of the sort contemplated in this MOU. If the Parties are unable to agree on the terms and conditions of a Project Agreement within 60 days of receiving notice of the award of such grant funding, then either Party may give notice of the termination of this MOU. In that event, the Parties shall have no further obligations to each other under this MOU except for any obligations which are specifically provided to survive a termination of this MOU. This MOU does not create any legal or equitable obligations or legal rights.

### **AMENDMENT OR CANCELLATION OF THIS MEMORANDUM**

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

In addition, this MOU may be 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 subject to non-binding mediation in an attempt to resolve any and all issues between the Parties.

The Parties agree that venue for any claim or dispute that arises from or through this MOU shall be in the state and Federal courts for Lancaster County, Virginia.

### **NOTICE**

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

### **GOVERNING LAW**

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

### **SEVERABILITY CLAUSE**

In the event that any provision of this Memorandum shall be deemed to be severable or

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

### **ASSIGNMENT**

Neither Party may assign this Memorandum without the prior written consent of the non assigning Party, whose approval shall not be unreasonably withheld or conditioned. Notwithstanding the foregoing, Verizon 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 Verizon, or to any entity into which Verizon may have merged or consolidated or which purchases all or substantially all of the assets of Verizon.

### **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.

**Verizon**

By:

Title:

**LANCASTER COUNTY, VIRGINIA**

By:

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	\$ 4,403,080	65.1%	PENDING
VERIZON	\$ 2,364,534	34.9	SECURED
	\$		
	\$		
	\$		
	\$		
	\$		
<b>TOTAL</b>	<b>\$ 6,767,614</b>	<b>100 %</b>	



December 14, 2023

Nicholas Pascaretti  
Executive Director, Lancaster County Broadband Authority  
Lancaster County  
8311 Mary Ball Rd  
Lancaster, VA 22503

Dear Mr. Pascaretti,

The purpose of this letter is to provide documentation regarding the matching cash funding contributions for the broadband project that Lancaster County will propose to the Virginia Telecommunication Initiative (“VATI”) program in its grant application.

The proposed project represents a joint initiative between Verizon and Lancaster County. As indicated in our application, Verizon will provide approximately 34.9% of the projected costs. Total projected costs are \$6,767,614, so the amount provided by Verizon will be approximately \$2,364,534 in cash.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

Best regards,

A handwritten signature in blue ink that reads "Lori Fountain".

Lori Fountain  
Director of Broadband Strategy

Lancaster County Broadband Authority-Verizon VATI 2024  
**SUBMITTED PURSUANT TO FOIA DETERMINATION**

**Attachment 12 – Derivation of Costs**

Provided to DHCD via email pursuant to FOIA determination dated December 12, 2023.

Lancaster County Broadband Authority-Verizon VATI 2024  
**SUBMITTED PURSUANT TO FOIA DETERMINATION**

**Attachment 13 – Documentation of Supporting Cost Estimates**

Provided to DHCD via email pursuant to FOIA determination dated December 12, 2023.



ROBERT J. WITTMAN  
1ST DISTRICT, VIRGINIA



**Congress of the United States**  
**House of Representatives**  
**Washington, DC 20515**

HOUSE ARMED SERVICES COMMITTEE  
FULL COMMITTEE VICE CHAIRMAN  
CHAIRMAN, TACTICAL AIR AND LAND FORCES  
SEAPOWERS AND PROJECTION FORCES

NATURAL RESOURCES COMMITTEE  
ENERGY AND MINERAL RESOURCES  
WATER, WILDLIFE AND FISHERIES

SELECT COMMITTEE ON THE COMPETITION  
BETWEEN THE UNITED STATES AND THE  
CHINESE COMMUNIST PARTY

CO-CHAIR, CONGRESSIONAL  
SHIPBUILDING CAUCUS

CO-CHAIR, CONGRESSIONAL  
CHESAPEAKE BAY WATERSHED TASK FORCE

CO-CHAIR, CONGRESSIONAL  
PUBLIC HEALTH CAUCUS

CO-CHAIR, CONGRESSIONAL  
RURAL BROADBAND CAUCUS

WASHINGTON OFFICE:  
2055 RAYBURN HOUSE OFFICE BUILDING  
WASHINGTON, DC 20515  
(202) 225-4261

GLEN ALLEN OFFICE  
4201 DOMINION BOULEVARD, SUITE 110  
GLEN ALLEN, VA 23060  
(804) 401-4120

MIDDLE PENINSULA OFFICE  
508 CHURCH LANE  
P.O. Box 3106  
TAPPAHANNOCK, VA 22560  
(804) 443-0668

YORKTOWN OFFICE  
307 MAIN STREET  
YORKTOWN, VA 23690

[WWW.WITTMAN.HOUSE.GOV](http://WWW.WITTMAN.HOUSE.GOV)

December 15, 2023

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

Dear Director Holmes:

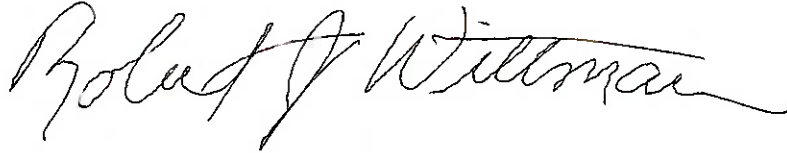
I am writing in support of the Lancaster County FY 2024 Virginia Department of Housing and Community Development Virginia Telecommunication Initiative (VATI) grant application to expand high-speed broadband availability in the First Congressional District. Approval of this application would help meet the critical need to buildout high-speed broadband service to residents of Lancaster County.

Rural residents in Virginia's First Congressional District appreciate the value of high-speed broadband access. Providing reliable broadband access is vital for commercial stability, job creation, distance learning, and telehealth service expansion. Throughout the First Congressional District of Virginia, as in other largely rural areas, economic incentives are needed to expand broadband access, and the VATI program has been a successful vehicle of meeting that need. VATI encourages private telecommunications providers to enlarge their coverage and gives localities the ability to design the expansion that is right for their communities. This eases the financial burden associated with construction costs, broadens service, and creates a successful public-private partnership (P3) for the awardees and for the Commonwealth.

Lancaster's goal is to provide broadband internet to all homes and businesses in the County. The proposed Lancaster application will increase educational opportunities and economic growth for the area. Thank you for your consideration of the Lancaster County application. Moreover, if you have any concerns or questions, please do not hesitate to contact my office.

Congress of the United States  
Washington, DC 20515

Sincerely,

A handwritten signature in black ink that reads "Robert J. Wittman". The signature is fluid and cursive, with a long horizontal stroke at the end.

Robert J. Wittman  
Member of Congress

**Communications  
Workers of America**  
AFL-CIO

230 South Broad Street, 19th Floor  
Philadelphia, Pennsylvania 19102  
(215) 546-5574 • Fax (215) 985-2102  
Email: mdavis@cwa-union.org

**Michael P. Davis**  
International Vice-President  
District 2-13



December 19, 2023

Ms. Tamarah Holmes, Ph.D. Director,  
Office of Broadband Department of Housing and Community Development  
600 East Main Street, Ste 300  
Richmond, VA 23219

RE: Verizon Grant Application for 2024 VATI

Dear Dr. Holmes:

I am writing in support of the bid by Verizon, Inc. for funding in the 2024 **Virginia** Telecommunication Initiative (**VATI**) grant cycle.

Communications Workers of America District 2-13 represents workers in private and public sector employment who work in Telecommunications and Information Technology, News Media, Broadcast and Cable Television, Education, Health Care, Public Service, Airline, Manufacturing, and other fields. This includes more than 2,500 in telecommunications in Virginia with thousands more who are retirees living in the state. CWA members are highly trained, career technicians and service representatives who build and service our telecommunications networks. They are also consumers who rely on quality internet service. CWA is deeply committed to universal, affordable, high-speed, and high-quality broadband for all. It is with this goal in mind that we are pleased to offer our endorsement of Verizon's bid to work across the Commonwealth and build a state-of-the-art fiber-to-the-premises (FTTP) network to unserved and underserved locations in Virginia.

Verizon has unmatched experience in FTTP broadband and they directly employ a highly skilled and well-trained union workforce with a proven track record of delivering broadband which is unmatched in speed, reliability, and quality to all Virginians. Our CWA members at Verizon know the service needs of the area and are best positioned to deploy broadband successfully, safely, and efficiently in our most rural areas. Prioritizing a well-trained and qualified workforce, particularly with experience in the Commonwealth, is critical to safe deployment and sustainable, high-quality networks. All too often, low-road subcontractors cut corners by using an inadequately trained workforce endangering both the workers and the public and delaying deployment. Low-road subcontractors are not incentivized to perform high-quality work as they often do not live or work in the area and have a piecemeal payment structure. Our members live and work in these communities and will not only ensure that the work is done professionally and safely but also that the economic benefits of this public investment stay in the region.

Verizon has a long track record proving its capability to successfully build, operate, and maintain and service an essentially futureproof broadband network. Verizon's plan relies on state-of-the-art fiber-to-the-premises design (FTTP), which is the superior technology for our broadband needs today and in the future. In comparison to DSL and cable, FTTP can deliver symmetrical speeds, has the highest download and upload speeds, and is scalable for future technological demands, Fiber is also the more resilient, sustainable, and efficient technology.

Specifically, Verizon's Fios is unmatched in speed, reliability, and quality. Verizon's all-fiber network will deliver speeds starting at 300/300 Mbps (downstream/upstream) and a 2 Gig tier with maximum speeds of up to 2048/2048 Mbps. We are proud to say that FIOS has been rated #1 in speed and reliability 12 years in a row.

I am pleased to support Verizon's plan to deploy broadband across Virginia as we believe it will best meet the broadband service needs of its residents and ensure the highest-quality, highest-speed service available. I appreciate your consideration of this important matter and am available to answer any questions or concerns you may have.

Sincerely,



Michael P. Davis  
International Vice President  
CWA District 2-13, AFL-CIO

MPD:mbb  
opeiu#2



December 14, 2023

Nicholas Pascaretti  
Executive Director, Lancaster County Broadband Authority  
Lancaster County  
8311 Mary Ball Rd  
Lancaster, VA 22503

Dear Mr. Pascaretti,

This letter shall serve as confirmation that Verizon has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to our network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

Verizon has deep relationships across the global supply chain with a wide range of equipment manufacturers, vendors, and suppliers. We leverage these relationships to drive lower costs and higher quality for our customers. The scale of our sourcing activity enables us to maximize our ability to obtain necessary equipment and services even when supplies run tight.

With respect to one of the key inputs--fiber optic cable and accessories--Verizon has a longstanding relationship with Corning and is including a letter evidencing Corning's willingness and intent to meet our requirements for fiber under its existing supply agreements with Verizon.

Our labor force is in place, is stable, and has high rates of retention throughout Verizon - including the 6,000 Virginians already employed at Verizon. Our large direct workforce of experienced, well-paid, represented employees live and work in the communities of the County and surrounding areas. Where needed, the contractors that work with Verizon are an established and stable group with a track record of prioritizing their work for Verizon and its customers.

Finally, Verizon already has in place the regulatory expertise to achieve compliance and adapt to changed circumstances.

Best regards,

A handwritten signature in blue ink, appearing to read "Lori Fountain".

Lori Fountain  
Director of Broadband Strategy



December 14, 2023

Nicholas Pascaretti  
Executive Director, Lancaster County Broadband Authority  
Lancaster County  
8311 Mary Ball Rd  
Lancaster, VA 22503

Dear Mr. Pascaretti,

I am writing to highlight some of the unique relationships that Verizon has with respect to the Commonwealth, key businesses in Lancaster County, and County residents. We believe these relationships enhance Verizon's ability to execute on the proposed broadband network build and to successfully provide broadband service to the targeted locations.

**Our Customers:** Verizon's Credo starts with the phrase, "We have work because our customers value our high-quality communications services." That dedication and commitment to our customers is reflected in everything we do. Verizon has been the incumbent telephone company in Lancaster County for decades and has long-standing relationships with customers throughout the County. We believe these relationships, our name recognition, and the strength of the Verizon brand, will help accelerate adoption of our award-winning Fios Internet services for homes and businesses reached through this project. Verizon's range of services and pricing plans--including plans for low-income customers that result in free broadband service after application of the FCC's Affordable Connectivity Program subsidy--provide an option for every budget. And customers can save even more by bundling their Fios Internet service with certain Verizon Wireless 5G data plans--this is an attractive option for customers who already subscribe to Verizon Wireless mobile service.

**Our Infrastructure Arrangements:** The predominant provider of electric utility service in Lancaster County and across the proposed Verizon network is Dominion Power. Cost-effective, timely, and efficient access to existing aerial infrastructure greatly increases the likelihood of a broadband project being completed on time. Verizon has worked with Dominion to make joint use of each company's pole assets for years, and our existing joint use agreement has been in place for over ten years.

**State Agencies:** As an operator of communications networks that criss-cross the Commonwealth, Verizon has extensive experience working with the Virginia Department of Transportation (VDOT).



Knowledge of VDOT's permitting processes and solid working relationships with agency personnel, including the ability to escalate matters and brainstorm creatively to overcome obstacles, is an essential and highly-desirable asset for any broadband network construction project that occupies VDOT right-of-way.

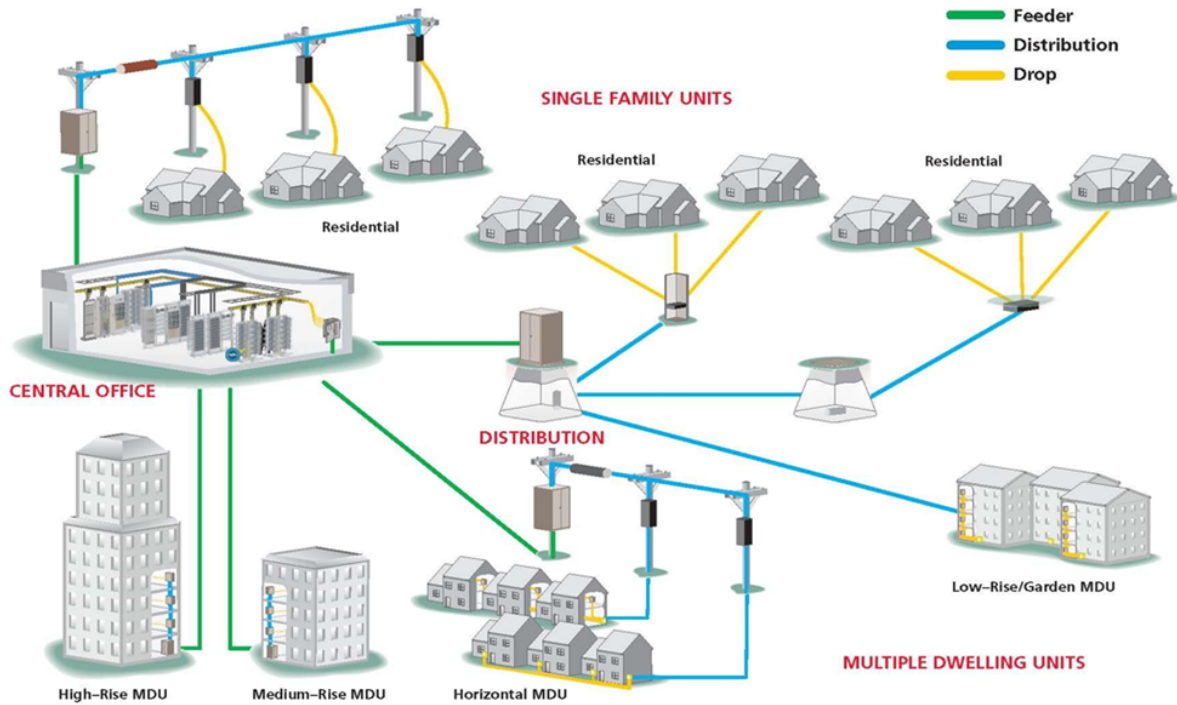
Local and National Builders, Developers, and Property Managers: People live in houses and multi-tenant buildings, and many of those are owned, built, or managed by major local, regional, and national companies. The Verizon Enhanced Communities (VEC) team is specifically tasked with establishing and maintaining relationships with building owners, developers/builders, and property management companies. Through the VEC Value Program, our team will help the building owner, developer/builder, or management company actively promote Fios as a key amenity to all the residents or homeowners, and provide the dedicated, end-to-end support that will keep them happy for years to come. Verizon's marketing arrangements allow VEC personnel to work with the customer to develop marketing programs to drive residents to purchase our Internet services. VEC customers also have the option to enter into a bulk arrangement with Verizon as part of which VEC provides discounted prices off our Fios retail services for residents of the building or development. VEC has strong relationships with builders such as NVR/Ryan Homes, Lennar, Pulte Homes, and other large developed communities in Virginia, and looks forward to the possibility of strengthening existing relationships and forging new ones through the proposed Fios network expansion project in Lancaster County.

Best regards,

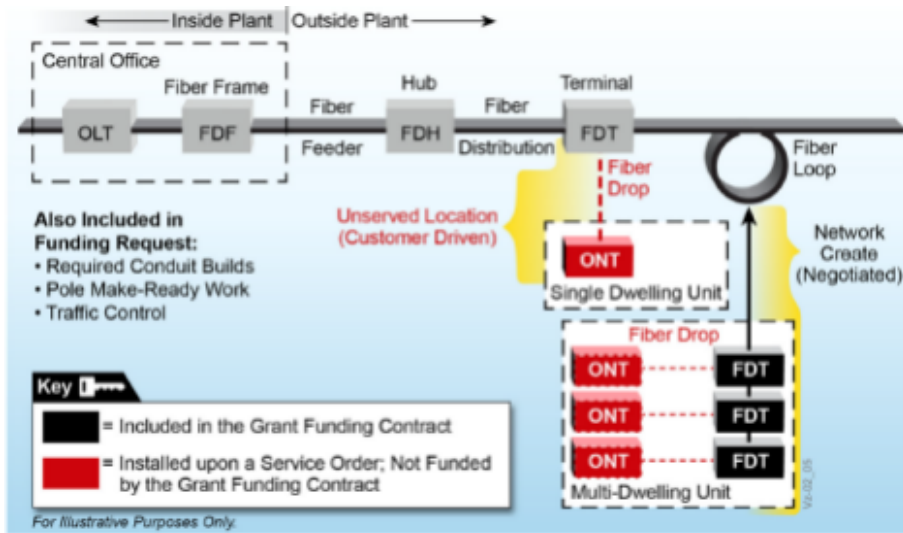


Lori Fountain  
Director of Broadband Strategy

Verizon Network Reference Architecture Diagrams



FTTP Distribution



ISP/OSP Funded Components



## **Other Benefits of Working with Verizon on a Broadband Expansion Project**

### ***Supply Chain:***

Verizon has deep relationships across the global supply chain with a wide range of equipment manufacturers, vendors, and suppliers. We leverage these relationships to drive lower total deployment costs and higher quality for our customers. The scale of our sourcing activity enables us to maximize our ability to obtain necessary equipment and services even when supplies run tight.

### ***Workforce:***

Verizon's workforce will perform fiber placement, splicing and testing work on this project as well as Fios Home Internet installations. Verizon provides this workforce with excellent employee benefits like medical, dental, life insurance, disability, and access to a 401(k) with a company match. In addition, these employees have generous paid time off available to them as well as the ability to take advantage of several other benefits like tuition assistance, an employee assistance plan and robust training/development programs.

### ***Cybersecurity:***

Verizon is a recognized leader in cybersecurity. Verizon's Data Breach Investigative Report is an annual must-read for corporate and government CISOs, CSOs, CTOs, and CIOs. Verizon's global network security team has sensors deployed across our network, across America and around the world, and is always on the alert for the latest zero-day exploits and malicious activities. Verizon has relationships across industry and government that enable us to obtain the latest in threat intelligence. The cybersecurity countermeasures that we deploy on our backbone network to protect our business and government customers from hackers and other bad actors can benefit our Fios customers whose services are connected to that same backbone network.

### ***Sustainability:***

As reported in Verizon's Task Force on Climate-related Financial Disclosures (TCFD) report, Verizon's fiber-delivered broadband services are at least 100 times more efficient on a kilowatt hour (kWh) per gigabyte basis than copper delivered broadband services. For more information, see the ERM Certification Verification Services Independent Assurance Statement at:

<https://www.verizon.com/about/sites/default/files/Verizon-2021-Energy-Comparison-Analysis.pdf>

### ***Wireless Service Expansion:***

Verizon is one of the largest licensed wireless service providers in the County. Deployment by Verizon of fiber infrastructure to locations throughout the County will also support the expansion of Verizon's mobile and fixed wireless services to these areas in the future.

### ***Local Contractor Base:***

Expansion of the Verizon FTTP network in Virginia helps the community and the Commonwealth, as Verizon spends more than \$700 million annually with Virginia suppliers and vendors.

### ***Global Accessibility:***

Fios Home Internet customers also benefit from the breadth and reach of Verizon's global network and relationships. Verizon is not just a Virginia company--Verizon provides communications services to customer locations in over 100 countries around the world, with a diverse workforce spanning over 40 countries. Our global reach and relationships benefit our customers in the County and elsewhere. Because Verizon is an established provider, Fios customers benefit from a whole host of advanced capabilities and features.

***Robust Firewall/Parental Controls:***

The Fios router is equipped with the latest Wi-Fi technology and has a robust firewall and parental control feature to give customers more control and security over their broadband experience.

***Convenience:***

Fios Home Internet includes many convenient features. Multiple users can use the service simultaneously without sacrificing speed or bandwidth, even during peak hours.

***Support:***

Verizon also provides professional installation services, and Fios service includes 24/7 technical support so customers can get answers when they need them.

***Privacy and an Open Internet:***

Verizon is strongly committed to customer privacy and to an open Internet, as evidenced by our Privacy Policy (<https://www.verizon.com/about/privacy/>) and Broadband Commitment (<https://www.verizon.com/broadbandcommitment>).

# CORNING

July 26, 2022

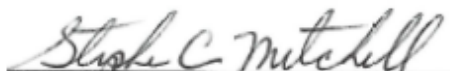
To: Grant Review Committee  
Re: Verizon Grant Application

Corning Incorporated is pleased to support Verizon in their pursuit of closing the digital divide across the United States. Since our two companies launched the fiber-to-the-home revolution nearly two decades ago, and by embracing a collaborative partnership, more than 18 million American homes have been passed by Verizon's high-speed fiber broadband with many more to come.

In accordance with existing supply agreements, Corning is prepared to meet Verizon's project requirements for fiber optic cable and connectivity solutions necessary for the deployment of Verizon's fiber-to-the-premise broadband networks.

Corning invented the world's first low-loss optical fiber more than 50 years ago, ushering in the telecommunications revolution and expanding the bandwidth of human potential. Our existing capacity and record investments in new manufacturing facilities enable us to stand ready to support this historic era of connecting all Americans to high-speed fiber broadband.

Sincerely,



Stephen Mitchell

Senior Vice President, Carrier Networks

Corning Optical Communications

***We build connections so the world can make them.***