

**Virginia Department of Housing and Community
Development (DHCD)**

**Broadband Equity, Access, and Deployment
Program (BEAD) Letter of Intent**

**Response of Comcast Cable Communications
Management, LLC**

November 30, 2024





Letter of Intent

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Dr. Tamarah Holmes, Director
Office of Broadband
Virginia Department of Housing and Community Development
600 East Main Street, Suite 300
Richmond, VA 23219
Email: broadband@dhcd.virginia.gov

RE: Comcast Letter of Intent: Commonwealth of Virginia's Broadband Equity, Access, and Deployment Program

Dear Dr. Holmes,

Comcast Cable Communications Management, LLC ("Comcast"¹) is pleased to submit its Letter of Intent to participate in the Commonwealth of Virginia's Department of Housing and Community Development ("DHCD") Broadband, Equity, Access and Deployment ("BEAD") Program. As detailed further below, Comcast is an experienced Internet Service Provider in the Commonwealth of Virginia (the "Commonwealth"), has extensive experience in building, managing and complying with requirements related to large subsidized broadband infrastructure projects and is prepared to comply with the Federal BEAD requirements. Please refer to Attachment A for a list of counties and cities in which Comcast might potentially pursue broadband deployment projects in connection with the Virginia BEAD program.

Statement of Qualifications

In the Commonwealth, Comcast has decades of experience building broadband networks and has a track record of success with completing projects on schedule. Comcast has constructed and maintained thousands of miles of network infrastructure throughout eighty-five (85) counties and cities in the Commonwealth, offering its full range of services to both commercial and residential customers. Additionally, Comcast has invested private capital to expand its network in the Commonwealth in recent years. If selected to receive BEAD funding from the Commonwealth, Comcast would bring its vast experience as one of the nation's largest communications providers, as a leader in technological innovation, and in architecting, engineering and deploying over 1,100,000 miles of broadband infrastructure across the country.

As a current broadband provider offering services to over two million homes and businesses (including community anchor institutions) in the Commonwealth, Comcast understands what is necessary to deploy broadband infrastructure in locations with varied geography and population densities. Comcast has successfully engaged in public-private partnerships and understands the importance of them in expanding its network to serve otherwise uneconomical areas. Comcast has experience managing projects pursuant to federal and state subsidized broadband expansion programs and has a history of broadband subsidy contract compliance. Comcast has the technicians, call center agents, and backend support employees to care for additional customers and a compliance team to ensure adherence to BEAD program rules and requirements.

¹ **Note:** Comcast Cable Communications Management, LLC is a wholly owned indirect subsidiary of Comcast Corporation. Comcast Corporation is a publicly traded company that, through its cable division subsidiaries, provides cable television, voice and Internet services. The term "Comcast" throughout this response may refer to Comcast Corporation, Comcast Cable Communications Management, LLC, or the Comcast Corporation cable division operating Comcast subsidiaries or affiliates holding cable television franchises in the relevant jurisdictions.

Comcast maintains large engineering and technical operations teams that work around the clock to maintain service reliability and directly support Comcast’s business and residential customers.

Comcast has multiple ways to deliver fast, reliable Internet services. Regardless of the infrastructure selected in the deployment of the network, Comcast delivers a consistent, fast, reliable, and secure Internet experience to its customers. Given the Commonwealth’s BEAD Initial Plan Volume 2 prioritization of fiber technology, Comcast intends to propose an all-fiber solution for a vast majority of project areas that would be included in its proposal to the Commonwealth, ensuring a proposed project is classified as a “Priority Broadband Project” according to the Commonwealth’s BEAD guidelines. Upon completion of construction, the network would be capable of gigabit symmetrical speeds, with latency under 100ms, and will be highly reliable and scalable, permitting bandwidth and low latency potential well beyond foreseeable needs. Comcast’s fiber network design has been developed with careful consideration of future growth and scalability, ensuring the infrastructure can accommodate anticipated expansions and technological advancements over time.

Comcast will ensure a sufficient level of resources to support a successful project delivery by drawing on its decades of experience building and operating broadband networks. Comcast’s operations in the Commonwealth are managed through Comcast’s Beltway Region, with regional headquarters located in Baltimore, Maryland. In preparation for this and other BEAD related projects, Comcast has established strong relationships with third-party construction vendors to perform network construction work. Comcast has construction agreements in place with hundreds of construction vendors nationwide, including several located in Virginia. Comcast will put in place processes and procedures to ensure compliance with applicable laws and regulations with respect to the labor used in performance of the covered broadband project.

In addition to its technical, operational, and managerial capacity, Comcast is financially capable of meeting the applicable requirements of the BEAD NOFO, as interpreted and modified by the BEAD Letter of Credit Waiver. Comcast is a publicly traded company that files with the Securities & Exchange Commission its Form 10-K Annual reports, which serve as proof of financing and can be found here: <https://www.cmcsa.com/financials/annual-reports>.

The BEAD program is an opportunity to address unserved and underserved broadband coverage and Comcast is well positioned to assist in these efforts. Comcast looks forward to its continued partnership with DHCD through its BEAD program to help close the digital divide in the Commonwealth.

Sincerely,
DocuSigned by:



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Raymon Roundtree

Regional Senior Vice President
Comcast