



November 27, 2024

Virginia Telecommunications Initiative  
c/o Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219  
[vati@dhcd.virginia.gov](mailto:vati@dhcd.virginia.gov)

**Re: Letter of Intent for Virginia BEAD Program Funding – Broadband Expansion Project**

Dear Office of Broadband Team,

Cogeco US (Delmar), LLC d/b/a Breezeline (hereinafter “Breezeline”), a broadband provider and the eighth largest cable operator in the United States, is pleased to submit this Letter of Intent for participation in Virginia’s Broadband Equity, Access, and Deployment (BEAD) Program. Our project aims to expand broadband infrastructure to unserved and underserved locations, as well as unserved community anchor institutions in the Commonwealth of Virginia.

**Overview of Breezeline**

Founded in 2004, Breezeline currently provides Internet, TV, Voice and Mobile services to over 1.6 million residential and business customers in more than 600 communities across 13 states along the East Coast, including Connecticut, Delaware, Florida, Maine, Maryland, Massachusetts, New Hampshire, New York, Ohio, Pennsylvania, South Carolina, Virginia, and West Virginia. As a subsidiary of Cogeco Communications (TSX: CCA), which operates in Canada, under the Cogeco Connexion name. We operate a robust, technologically advanced network infrastructure encompassing hybrid fiber-coaxial (HFC), long-distance fiber optic systems, point-to-point fiber, and fiber-to-the-home (FTTH) network technologies. With over 1,300 employees, we are equipped to handle extensive broadband deployment projects that meet regulatory standards and bring high-speed internet access to underserved communities.

**Project Scope and Goals**

This BEAD-funded project seeks to address significant broadband gaps within unserved and underserved areas in Virginia, providing high-speed internet services that enable access to remote education, telehealth, and work-from-home opportunities. We will leverage our fiber-to-the-premises (FTTP) networks with XGS-PON technology to support symmetrical broadband speeds up to 10 Gbps downstream and 6 Gbps upstream.

**Breezeline’s Qualifications and Experience**

## **Federal and State Grant Administration**

Breezeline has substantial experience executing large-scale broadband projects funded by both federal and state programs. Notably, we completed a fiber-broadband network deployment in Virginia through the Virginia Telecommunication Initiative (VATI), benefitting 1,450 homes and businesses across Caroline, Mathews, Middlesex, and Lancaster counties. Despite challenges like the COVID-19 pandemic, supply chain delays, permitting delays, and inflation, we completed the project on time (18 months) and within budget by March 2023.

We are also currently expanding our fiber network (132 miles) in King William County, Virginia, to connect 1,500 homes and businesses by August 2025, in partnership with the Federal Communication Commission's Rural Digital Opportunity Fund (RDOF). Additionally, we are involved in fiber expansions in Caroline and Essex Counties, aiming to connect 7,500 residences and businesses through collaborations with VATI and RDOF.

## **Company-Funded Fiber Expansion Initiatives**


Our Company has successfully completed several self-funded broadband projects, including a recent 283-mile fiber expansion in the communities of Morgantown, Star City, Westover, Granville, Cheat Lake and Brookhaven in Monongalia County, West Virginia, bringing high-speed connectivity to nearly 40,000 homes and businesses. Similarly, our 525-mile fiber expansion in Somersworth, Madbury, Dover, Durham and Concord, New Hampshire now provides high-speed broadband access to over 45,000 homes and businesses across these communities. These projects underscore our capability to deploy advanced fiber infrastructure at scale, delivering high-speed, reliable services that foster economic growth and enhance quality of life.

## **Proposed Service Areas (Attachment)**

Enclosed is a list of Virginia counties and cities where we may apply to extend broadband access under the BEAD Program. We respectfully remind the recipient that this list shall be exempt from disclosure under the Virginia Freedom of Information Act, as granted by the Virginia Department of Housing and Community Development (DHCD) on November 19, 2024. It has been deemed confidential and proprietary in nature, therefore qualifying for exemption.

Thank you for your consideration of this Letter of Intent. We look forward to collaborating with the Office of Broadband and the BEAD Program to bring essential broadband connectivity to communities in need. Please contact us if you require further information.

Sincerely,

By:   
Gregory M. Casey (Nov 26, 2024 15:24 EST)

Gregory Casey  
Director – Government & Community Relations  
**Cogeco US (Delmar), LLC d/b/a Breezeline**

# VA BEAD Letter of Intent - Google Docs

Final Audit Report

2024-11-26

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