



Virginia Department of Housing and Community Development (DHCD)

Attn: Office of Broadband

600 East Main Street, Suite 300

Richmond, VA 23219

broadband@dhcd.virginia.gov

November 26, 2024

RE: MGW BEAD Letter of Intent

MGW Communications, Inc. and/or any of its subsidiaries, to include MGW Telephone Company, Inc. and MGW Networks, LLC dba Lingo Networks, LLC, collectively "MGW", together or separately intend to submit one or more applications to the Virginia Broadband Equity, Access, and Deployment (BEAD) Program.

MGW has been delivering telecommunications services in western Virginia since 1967, with a focus on connecting rural communities underserved by larger providers. The company has collaborated with local governments, Broadband Authorities, and regional organizations to expand broadband access to homes, businesses, farms, and community institutions. Operating under the principle of being "A STEP ABOVE," MGW emphasizes quality, professionalism, and integrity in every aspect of its operations. MGW's mission is to deliver modern communications and information technology solutions for rural and urban areas, supported by its vision of advancing customers' connectivity through innovative technology. Core values such as integrity, humility, dedication, respect, and family shape the company's culture and drive its commitment to excellence. With a deep understanding of rural connectivity challenges, MGW combines decades of experience with a forward-looking approach to ensure reliable, high-quality service. The company's expertise includes over 50 years of buried and aerial cable installation, supported by all necessary tools for network construction and deployment.

Ryan Smith (VP of Operations) oversees company management, while Robert Huff (Strategic Planning Director) brings extensive experience managing state and federally funded broadband projects. Casey Miller (OSP Project Engineer) leads network design and operations, and Tony McCune (Network Engineer) has over 30 years of experience designing and supervising telecommunications projects in Virginia. MGW has a proven track record of successful broadband deployments, including VATI projects featuring middle-mile fiber, FTTH, and fixed wireless infrastructure.

MGW is in strong financial standing and fully prepared to certify its financial capability and secure a performance bond in compliance with NTIA requirements. The company has established robust relationships with bond institutions, including a trusted partner certified by the U.S. Department of the Treasury and listed on the Treasury Department's Circular 570. These connections ensure seamless access to the resources necessary for successful project implementation.



MGW has identified 58 Zip Code Tabulation Areas (ZCTAs) as key focus areas for this project. These ZCTAs were strategically selected based on their proximity to MGW's existing service territory and their potential as opportunity areas for expansion. This targeted approach aligns with MGW's goal of efficiently extending reliable broadband services to underserved and unserved communities. A detailed list of the ZCTAs of interest is attached for reference.

MGW intends to deploy a fiber-to-the-home (FTTH) network designed for future-proof scalability and reliability. The fiber infrastructure will support advanced technologies such as Active Ethernet and Gigabit Passive Optical Network (GPON), ensuring flexibility to adopt next-generation advancements. Redundant connections and uplinks enhance network reliability, delivering uninterrupted voice and data services. This robust, future-ready technology ensures MGW can consistently provide high-quality broadband services while adapting to evolving technological demands.

MGW has a proven track record of leveraging state and federal funding programs to expand fiber networks in rural Virginia and West Virginia. The company has successfully implemented projects through both direct funding and public-private partnerships (PPPs) with localities in its service and expansion areas. Under the USAC Alternative Connect America Cost Model (ACAM) Program (2016), MGW has achieved 107.5% of its milestones while upgrading networks and expanding fiber to 1,370 targeted locations. The VATI FY21 project completed by MGW provides fiber access to 1,175 locations in some of the most rural areas of Virginia. The VATI FY22 initiative (funded in part by the American Rescue Plan Act) enabled MGW expand its fiber footprint and provide broadband access to an additional 2,470 locations - this project also included funding for last mile connections. MGW was also awarded another project in 2022 under the West Virginia Broadband Investment Plan (WVBIP) LEAD Program, which is extending fiber availability to 220 locations across 31 miles. MGW's consistent success highlights its ability to meet funding program requirements, complete projects efficiently, and deliver reliable broadband infrastructure to underserved communities.

MGW is deeply committed to its communities, serving as the ISP for key community anchor institutions such as schools, hospitals, libraries, and government facilities. In response to COVID-19, MGW launched a free public Wi-Fi initiative, providing vital connectivity at locations like parking lots and stores to support students, teachers, and residents. This dedication reflects MGW's mission of delivering reliable, community-focused broadband solutions. With a steadfast commitment to quality and service, MGW is poised to continue its work in bridging the digital divide and ensuring equitable access to high-speed internet for all.

Sincerely,

A handwritten signature in blue ink that reads "R. Craig Smith".

R. Craig Smith, President

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