



PO Box 395
Lovington, VA 22949
434.263.4805
www.nelsoncable.com

November 26, 2024

Bryan Hom
Virginia Department of Housing and Community Development
Richmond, VA

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

Nelson County Cablevision Corporation looks forward to working with DHCD to expand true High Speed Fiber Broadband to Southern Albemarle County.

We provide Fiber Internet, Streaming TV, and VoIP service to areas of Albemarle, Augusta, Fluvanna, and Nelson counties, as well as the Town of Scottsville.

Our Company has over 50 years in Telecommunications, with 22 years in internet network deployment and operational experience. We launched fiber deployment in 2016. Our team includes 20 employees who have experience in all aspects of the business: project design and planning, finance, deployment, sales, installation, customer service, technical support and billing. We work closely with 2 Independent Installation Contractors for expansion.

We are submitting a proposal to expand our system from the Town of Scottsville to Totier Creek Park. It is a small build, but important, as it will improve communication and public safety.

Please let me know if you have any further questions or require additional information.

We appreciate your consideration.

Respectfully submitted the 26th of November, 2024.

Sarah Holman

Sarah Holman
President and Chief Executive Officer
Nelson County Cablevision Corporation



Proposed Project
James River Road to Totier Creek Road
Scottsville, VA

The proposed project is a Fiber To The Premise (FTTP) design, with a combination of aerial and underground fiber trunk line being deployed. This would be an expansion of our Scottsville FTTP plant, beginning at the intersection of Warren Street/James River Road, including James River Road, Bryant Lane, Valmont Lane and Totier Creek Road. The project will end at the Boat Landing at Totier Creek Park. We will also provide a WiFi Access Point at Totier Creek Park. This will greatly improve communication and public safety in the area.

The project covers approximately 4 miles. We will work with Albemarle Broadband Authority (ABBA) to ensure that all residents in the area are contacted about service and affordability programs.

We will utilize American Electric Power poles, for which we have an active pole attachment agreement; VDOT Right of Way; and possibly private Right of Way. The funding would be for the construction of main trunk line and house drops for approximately 42 dwellings.

We estimate the Total Project Cost to be \$500,000.00. We are requesting \$350,000.00 in funding: \$300,000.00 for the construction on the main line, and \$50,000.00 for the installation and connection of approximately 42 households. Our Company will provide 48 count fiber, flat house drop fiber, splice cans, vaults, ONTs, etc. as our contribution to the project. Our Company would be responsible for obtaining permits, engineering, rights of way, materials and equipment, etc. We estimate our contribution to be 30% of the Total Project Cost.

Our fiber broadband network is capable of 10 Gigabyt service.

Service Level Agreement: Nelson Cable will offer the following Mbps speeds:

- a. 100/100: \$48.99 per month
- b. 500/500: \$63.99 per month
- c. 1,000/1,000: \$78.99 per month

We use Calix ONT for Fiber Broadband. Calix has equipment readily available, with a strong Technical Support team and Advanced Customer Enrichment features.

We have Fiber Technicians working in the area at least twice a week for installations, general maintenance, and customer assistance. We also provide 24/7/365 Phone Technical Support for our customers. Customer Service is available Monday through Friday, 9am to 4pm by phone or email.

Respectfully submitted the 26th of November, 2024.

Sarah Holman

Sarah Holman
President and Chief Executive Officer
Nelson County Cablevision Corporation