



Harry McGraw  
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November 25, 2024  
Virginia BEAD Letter of Intent

Hello,

I am writing on behalf of Point Broadband to express our interest and intent in applying for BEAD funding in Virginia.

Point Broadband is a leading provider of broadband services in the United States. The company's mission is to bring superior, fiber-based broadband solutions to rural and small communities with a focus on exceptional customer service and community investment. Since its inception in 2017, Point Broadband has leveraged its expertise in fiber-based technologies to expand its reach to ten states, providing gigabit internet and voice services to both residential and business customers. To achieve its mission, Point Broadband works closely with numerous stakeholders, including federal, state, and local government agencies, utility providers, and various others depending on the task at hand.

The company's core strengths include its fiber network deployment and management, scalable business solutions, and a first-class customer support model. With a steady growth trajectory, Point Broadband continues to fulfill its mission to bridge the digital divide and contribute to the development of the communities it serves.

Specific to Virginia, Point Broadband has developed a strong presence in the western portion of the state. Through the support of past state and federal grant programs and a concerted effort to invest in local communities, Point Broadband has enabled access to fiber-based broadband across roughly 100,000 locations in the state.

Being qualified for BEAD means having a track record of reliability when promising to deliver broadband infrastructure. Point Broadband meets this qualification thanks to its proven history of connecting unserved and underserved areas of Virginia, including community anchor institutions. For instance, Point Broadband was awarded four VATI grants in 2021 and 2022 to connect over 48,000 locations. Since winning those grants, the company has built over 2,800 miles of fiber and completed builds to over 90% of the committed locations. Though there remains work to be done, the projects are ahead of schedule and have been shining examples of what Point Broadband can achieve.

Furthermore, Point Broadband has the requisite financial, technical, and managerial capabilities for the satisfactory completion of broadband deployment projects. The company combines its operational excellence and strong financial resources with the efforts of state and federal broadband offices and other local leaders to ensure the greatest chance of success. By leveraging this formula in Virginia, Point Broadband is well-equipped to be a worthy participant—and subsequent awardee—in the BEAD Program.

Please find attached our list of counties and cities where we intend to apply for BEAD funding. Point Broadband is excited to continue playing a role in ensuring all Virginians have the broadband access they need, especially those who need it most.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink that reads "Harry McGraw". The signature is written in a cursive, flowing style.

**Harry McGraw**  
**Sr. Director, Corporate Development**  
**Point Broadband Fiber Holding, LLC**



## Virginia BEAD Counties and Cities of Interest

### Counties of Interest

Lee  
Scott  
Wise  
Dickenson  
Buchanan  
Russell  
Washington  
Tazewell  
Smyth  
Bland  
Wythe  
Craig  
Giles  
Carroll  
Franklin  
Allegheny

### Independent Cities of Interest

Norton  
Bristol