



November 19, 2024

**VIA EMAIL**

Virginia Broadband Office  
[broadband@dhcd.virginia.gov](mailto:broadband@dhcd.virginia.gov)

**Re: Talkie Communications, Inc.'s Letter of Intent to Participate in Commonwealth of Virginia's BEAD Program**

To the Virginia Broadband Office:

Please accept this letter as Talkie Communications, Inc.'s ("Talkie") intent to participate in the Commonwealth of Virginia's BEAD Program. Talkie would like to expand broadband infrastructure and services to unserved and underserved locations and as well as unserved community anchor institutions under Virginia's BEAD Program.

By way of background, Talkie is headquartered in Maryland and began its operations in 2012. Since 2018, Talkie has been focused on deploying its Fiber-to-the-Home/Premises ("FTTH/P") network and bringing Gigabit-speed broadband services to unserved or underserved rural communities. Talkie is also a Competitive Local Exchange Carrier in Delaware and Maryland. For Talkie's list of counties and cities that it may apply to serve with broadband access under Virginia's BEAD Program, please see the attached **Exhibit 1 - Talkie's List of Counties and Cities**. All cities and towns within the listed counties are intended to be included, and if a city and/or town was inadvertently overlooked, such city and/or town was meant to be included. Talkie requests Exhibit 1 be exempt from the Freedom of Information Act.

Talkie has installed and operates over 3,000 miles of fiber optic facilities that pass over 20,000 households and businesses in Maryland. Talkie currently has approximately 6,000 customers subscribing to its broadband services and expects to have over 7,000 customers by the end of 2024. Talkie has partnered with equipment provider ADTRAN to design, develop, and construct Talkie's deployed network. Besides high-speed fiber-based broadband services, Talkie also offers phone, home security, home automation, and IPTV services.

Talkie has no parent organization and has 3 different affiliates that include: (1) Talkie Underground and Aerial Networks LLC ("Talkie Underground"), (2) Talkie Investments, LLC ("Talkie Investments") and (3) Talkie Rural Broadband, Inc. ("Talkie Rural"). Each of these entities serves different functions. Talkie handles the oversight and operations of its FTTH/P business from overall network design, project and construction planning, permitting and deployment, to product design and marketing, network management, customer relations, and daily operations, including employee and contractor workforce development and oversight. Talkie utilizes Talkie Underground and its construction crew to construct and deploy Talkie's FTTH/P network. As for Talkie Investments, it holds legal title of the real estate investments used by Talkie. High-speed Master Intercompany Affiliate Agreements separately exist between (a) Talkie and Talkie Underground and (b) Talkie and Talkie Investments. With respect to Talkie Rural, it is the non-profit affiliate of Talkie that is currently non-operational.

**Talkie's Corporate Profile and Narrative of Experience**

Talkie specializes in deploying its FTTH/P network and providing high-speed broadband services to unserved and underserved customers in rural areas. Talkie provides a 100% fiber-optic network that utilizes multiple different fiber transport providers and multiple different Internet Service Providers ("ISPs") for redundancy.

➤ **Talkie offers amazing speeds to rural areas that can increase over an expandable network.** Talkie offers speeds ranging from 100/100 Mbps to 10/10 Gig per subscriber with latency under 20 milliseconds. Talkie equipment includes GPON (up to 1 Gig service) and XGS PON (up to 10 Gig), which is software upgradable to XGPON2 (up to 40 Gig).

Talkie uses ADTRAN TA 5000 and Juniper routers and switches. Talkie's equipment is modular and allows for future expandability. Talkie's network is also sustainable and can accommodate ever-increasing broadband speeds that are well above 1 Gbps, including 10 Gbps. In deploying its FTTH/P network, Talkie is also deploying middle mile backhaul facilities so that it may efficiently build out to unserved locations as more funding opportunities present themselves.

➤ **Talkie's service offerings are flexible, extremely affordable, and continue to expand.** Talkie understands that not everyone needs Gig-speed when accessing the Internet, and created several tiered offerings. With **no** contracts, a \$99 installation fee, and a \$9.99 per month router rental fee, residential customers will be able to subscribe for services up to 10 Gbps down/up Internet access.

➤ **Talkie leaves no customer behind.** Talkie offers high-speed broadband services to all houses and businesses passed along our routes and offers services to everyone in our deployment areas. Talkie's installation fee typically includes all installation, cable drops, and setup for the end user. Normally, Talkie does not charge or assess any additional drop costs or installation fees to the customer.

➤ **Talkie maintains a strong and reliable network.** Talkie rigorously maintains its network and has designed redundancy and other measures to ensure reliability of service, so as to mitigate impacts of disasters or other emergencies on business continuity.

➤ **Talkie has extensive experience and talent.** Talkie is led and owned by Andre DeMattia and Andrew DeMattia, who each have over 24 years of telecommunications experience that includes 16 years of experience at Verizon. Talkie's experience includes FTTH/P deployment projects that have served communities with populations in the low hundreds to larger rural communities that culminate in end users numbering in the thousands. All of Talkie's technicians are ex-Verizon FiOS employees or copper technicians. While Talkie utilizes the construction crew of its affiliate Talkie Underground and Talkie Aerial along with other contractors, Talkie also hires local talent and subcontractors in deployment areas to meet the demands of and maintain the new construction projects. Talkie and Talkie Underground collectively have a **team of 85+ workers**.

➤ **Talkie is a growing company that can be relied on with strong financials.** Talkie is an experienced ISP that has managed the deployment of large FTTH/P construction projects. Its existing FTTH/P footprint is within portions of Maryland and Delaware, and continues to expand its network within such states. Talkie is financially stable, and also has the ability to access millions to fund its buildout.

➤ **Talkie has the means and resources to get the job done in a cost-effective and safe fashion.** To reduce construction costs, Talkie has its own construction team that is provided through Talkie Underground and Talkie Aerial. Talkie has Vermeer Directional drills and plows as well as access to equipment and resources provided by outside contractors needed to perform broadband deployment projects in a timely, efficient, and safe manner.

➤ **Federal, state and local agencies and governments look to Talkie, and are funding Talkie to make high-speed broadband services a reality in rural unserved areas.** Talkie has recently been awarded over **\$100 million** to deploy its network and provide broadband services to rural unserved locations along with any unserved community anchor institutions in such areas.

➤ **Talkie has consistently received Best Internet Provider Awards.** Talkie has been awarded Best Internet Provider in Kent County for 2021, 2022, 2023 and 2024 along with Best Internet Provider for Best of the Chesapeake in 2023.

Talkie believes that it is part of the community when deploying services. This means Talkie will establish roots in the areas where it offers services. Talkie eventually hopes to have an office in every county where it deploys its network for its customers to visit, inquire about our services, pay their bills, and meet the Talkie team.

Sincerely yours,



Andre DeMattia, Co-CEO of Talkie

# **Exhibit 1**

## **Talkie's List of Counties and Cities**

**Talkie Communications, Inc.**  
**November 19, 2024 Letter of Intent**  
**Exhibit 1 -Talkie’s List of Counties and Cities**  
**\*\*CONFIDENTIAL\*\***

County(*)	City/Town
<b>Accomack County</b>	Accomac
	Assawoman
	Atlantic
	Belle Haven
	Bloxom
	Chincoteague
	Craddockville
	Daugherty
	Davis Wharf
	Deep Creek
	Greenbackville
	Greenbush
	Hacksneck
	Hallwood
	Harborton
	Horntown CDP
	Jenkins Bridge
	Keller
	Lee Mont
	Locustville
	Mappsville
	Mears
	Melfa
	Modest Town
	Nelsonia
	New Church CDP
	Oak Hall
	Onancock
	Onley
	Painter
	Parksley
	Pungoteague
	Quinby
	Sanford
Saxis	
Tangier	
Tasley	

\*All cities and towns within the listed counties are intended to be included.  
 If a city or town was inadvertently missed, it was meant to be included within this list.

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<b>County(*)</b>	<b>City/Town</b>
	Temperanceville Wachapreague Wallops Island Wattsville Withams
<b>Caroline County</b>	Beaverdam Bowling Green Town Camp AP Hill Champlain Corbin Doswell Fort AP Hill Fredericksburg Gether Hanover Ladysmith Mangohick Milford Port Royal Rappahannock Academy Ruther Glen Shumansville Sparta Woodford
<b>King George County</b>	Dahlgren CDP Dogue Fairview Beach CDP Jersey  King George CDP Ninde Owens Passapatanzy CDP Rollins Fork Sealston Shiloh

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County(*)	City/Town
<b>Northumberland County</b>	Alfonso
	Browns Store
	Burgess
	Callao
	Edwardsville
	Farnham
	Heathsville
	Hyacinth
	Kilmarnock
	Lancaster
	Lottsburg
	Ophelia
	Reedville
	Regina
Walmsley	
Wicomico Church	
<b>Stafford County</b>	Aquia Harbour CDP
	Boswell's Corner CDP
	Brooke
	Falmouth
	Fredericksburg
	Garrisonville
	Hartwood
	Ruby
	Stafford Courthouse CDP
<b>Spotsylvania County</b>	Beaverdam
	Bumpass
	Fredericksburg
	Lake Wilderness CDP
	Locust Grove
	Mineral
	Orange
	Partlow
	Ruther Glen
	Snell
	Spotsylvania

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<b>County(*)</b>	<b>City/Town</b>
	Spotsylvania Courthouse CDP Thornburg Unionville Woodford
<b>Westmoreland County</b>	Callao Coles Point Colonial Beach Foneswood Hague Kinsale Montross Town Mt Holly Nomini Grove Oak Grove Oldhams Stratford Stratford Warsaw Westmoreland Zacata

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