

Application to DHCD Submitted through CAMS

Rockbridge County

Rockbridge County - Verizon - VATI 2024

Application ID: 107411062023160428
Application Status: Pending
Program Name: Virginia Telecommunication Initiative 2024
Organization Name: Rockbridge County
Organization Address: 150 S. Main Street
Lexington, VA 24450
Profile Manager Name: Brandy Flint
Profile Manager Phone: (540) 463-1473
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Project Name: Rockbridge County - Verizon - VATI 2024
Project Contact Name: Spencer Suter
Project Contact Phone: (540) 463-1460
Project Contact Email: ssuter@rockbridgecountyva.gov
Project Location: 150 S MAIN ST
LEXINGTON, VA 24450-2359
Project Service Area: Rockbridge County

Total Requested Amount: \$896,584.00

Required Annual Audit Status: Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$896,584.00	\$1,533,184.00	\$2,429,768.00
Administration	\$5,535.00	\$9,465.00	\$15,000.00
Construction	\$835,699.00	\$1,429,069.00	\$2,264,768.00
Construction Related Soft Costs	\$55,350.00	\$94,650.00	\$150,000.00
Total:	\$896,584.00	\$1,533,184.00	\$2,429,768.00

Budget Narrative:

The total estimate for the project is \$2,429,768. The amount of subsidy requested is \$896,584 and Verizon's match will be \$789,629. The County will contribute \$743,554. The project costs includes the following: Inside Plant Costs (\$150,000). - This encompasses Design, Engineering, Equipment Costs, as well as Installation Test and Turn-up activities. Aerial Outside Plant Costs (\$1,358,861) and Buried Outside Plant Costs (\$905,907). The Outside Plant costs include Design, Engineering, Permitting, Materials/Equipment, Construction, Network Create, Testing, and Activation activities. The County will absorb Verizon's cost share for the \$15,000 administrative cost for CSPDC services (63.1% - \$9,465)

Questions and Responses:

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1. Project Description and Need

Describe why and how the project area(s) was selected. Describe the proposed geographic area including specific boundaries of the project area (e.g. street names, local and regional boundaries, etc.). Attach a copy of the map of your project area(s). Label map: Attachment 1 – Project Area Map.

Answer:

Access to high-speed internet is the foundation for nearly every aspect of the future – commerce, entertainment, healthcare, and education, yet rural Virginia lacks sufficient broadband access, limiting opportunities for economic growth. In 2021, the Commonwealth announced a \$750 million grant program, the Virginia Telecommunications Initiative (VATI), to expand Internet access across the state. In the 2022 and 2023 grant rounds, Rockbridge County (Rockbridge) and its partners were unsuccessful in obtaining grant funds to expand broadband in Rockbridge. Upon receiving notice for the available 2024 VATI grants, Rockbridge began the process of securing a portion of these funds to deploy broadband infrastructure that fully connects unserved residents and businesses under its jurisdiction. Rockbridge recognized the value and economies of scale possible in working with the Central Shenandoah Planning District Commission (CSPDC), Verizon (broadband provider), Brightspeed (broadband provider), and BARC Connects (electric co-op) to submit multiple grant applications in this round of VATI to fully connect residents and businesses in the region.

Rockbridge proposes to build on over 10 years of intense focus on rural broadband expansion by concentrating on locations that are partially served, or are adjacent to areas served, by Rural Digital Opportunity Fund (RDOF) awards and Connect America funds, as well as locations that are already within Verizon's footprint. This will allow for the deployment of broadband in an efficient, cost-effective manner that increases service availability to some of the most remote and hard-to-reach regions in Rockbridge.

This application consists of one project providing broadband to 85 locations / 101 premises in a rural area of Northeastern Rockbridge with particularly difficult topography. The project area will further expand Rockbridge's fiber-to-the-premise (FTTP) network access across difficult-to-reach areas where broadband access is needed. This effort and application is in concert with simultaneous applications being submitted by Rockbridge with BARC Connects and Verizon as co-applicants. Based on all available information, Rockbridge believes that the three applications will position Rockbridge to achieve universal broadband coverage in concert with the upcoming Broadband Equity Access and Deployment (BEAD) grant program expected to launch in 2024, and with LECAP opportunities. If awarded, the buildout of broadband to the proposed locations in these applications will provide economies of scale to efficiently serve any unserved or underserved areas remaining in Rockbridge after award of the FY 2024 VATI grants, which Verizon, Brightspeed, and BARC Connects will apply for under the upcoming BEAD program to provide true universal service in Rockbridge County.

All applicants have worked together to identify areas unserved by 100/20 Internet speeds for this proposed project area, utilizing the most current version of the FCC's Broadband Map, the Center for Innovative Technology (CIT) map, the recently released Virginia mapping tool, and by communicating with residents in the proposed project areas to identify areas with mapping inaccuracies.

Please see Attachment 1, for a map of the project area.

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2. List existing providers in the proposed project area and the speeds offered. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

Answer:

While Rockbridge conducted extensive research on the unserved areas under its jurisdiction, it was unable to gather enough data from attempted outreach to ISP's to ensure a "challenge free" proposal. To limit the probability of challenges, Rockbridge eliminated known areas already served as a level of 100/20 Mbps. In doing so, Rockbridge eliminated BARC Connects, Rockbridge Area Network Authority (RANA), and Virginia Technology Services (VTS) areas which are either built or planned to be built via other funding sources. Rockbridge also reached out to Comcast and achieved some success in identifying and eliminating some areas served by Comcast.

Additionally, Rockbridge collaborated with Verizon to use publicly available data such as the FCC national broadband map and the FCC Broadband Serviceable Location Data supplied by Costquest, supplemented by community input, to identify the unserved and underserved nature of the project area. In addition, Rockbridge took the best possible advantage of the Commonwealth's recently published map and speed testing tool to help ascertain and challenge reported internet speed inaccuracies.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Label Map: Attachment 2 – Documentation on Federal Funding Area.

Answer:

No areas within or immediately adjacent to the Rockbridge County Project have received funding from federal grant programs such as the Connect America Fund, Alternative Connect America (ACAM), ReConnect, and Community Connect, as noted on the attached map. We identified 1 passing that overlaps with the Rural Digital Opportunity Fund (RDOF) program as described on Attachment 5.

4. Overlap: To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds below 100/20 Mbps and with less than 25% service overlap within the project area for wireless projects and 20% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria.

Answer:

As discussed above, Rockbridge conducted extensive research and has knowledge of the unserved areas to include the recently published state mapping and speed test tool. Rockbridge attempted outreach to known ISPs offering broadband service. Rockbridge was unable to obtain a complete set of county-wide data. Based on resident feedback and the data Rockbridge obtained, Rockbridge asserts that these project areas are unserved unless/until an ISP can prove otherwise.

Prior to completing this grant application, Rockbridge used the sum of information gathered during prior VATI grant rounds, as well as all published mapping, to discern areas already served with at least 100/20 Mbps service. In doing so, Rockbridge removed the BARC Connects, RANA, and VTS areas that are either built or are planned to be built using other funding sources. In the last VATI round, Rockbridge communicated with Comcast via telephone and email conversations. Rockbridge signed a non-disclosure agreement and received some limited information from which to work, but specific address-level connection speeds were not provided. Due to the lack of additional responses, Rockbridge does not have complete data on existing coverage levels or area of coverage as Comcast is a private company that does not make this information public. Rockbridge then referenced maps that are publicly available from the FCC to further determine the types of coverage and areas, and supplemented the map information with local knowledge. Finally, in November 2023, Rockbridge made significant efforts to take advantage of the BEAD challenge mapping/speed testing tool provided by the Office of Broadband, in an effort to further enhance the accuracy of available, published broadband mapping.

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Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 25 Megabits per second download and 3 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form.

- a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise . Describe the methodology used for these projections.
- d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.
- e. Provide the number of passings in the project area that have 25/3 Mbps or less. Describe the methodology used for these projections. (up to 15 points)

Answer:

- a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.

VATI Passings

Residential

Business

Non-Residential

Community Anchors

86

15

0

0

- b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non residential, and community anchors in the proposed project area.

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One RDOF passing is included in the proposed project area.

RDOF Passings

Residential

Business

Non-Residential

Community Anchors

1

0

0

0

c. If applicable, provide the number of passings that will require special construction costs, defined as a one time fee above normal service connection fees required to provide broadband access to a premise.

Passings requiring special construction costs

0

Describe the methodology used for these projections.

There will be no additional charge for fiber drops from the public right of way to the identified locations in this application. With respect to locations not listed in this application, Verizon's standard practice is that residential Fios customers are not charged construction costs for extension of drops to long setback structures unless there are special circumstances such as railroad or creek crossings that generate unusual expense. With respect to new residential subdivisions, multi-tenant dwelling units, commercial development, and mixed-used business and residential development within or outside of the project area, Verizon will follow its standard practices for delivery of service and network extensions, including recovery of costs. These policies are set forth in Verizon's Product Guide, available here: <https://www.verizon.com/about/terms-conditions/user-guides>.

d. If applicable, provide the number of passings included in the application that will receive broadband

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access because special construction costs have been budgeted in the VATI application.

Passings with budgeted special construction costs

0

Describe the methodology used for determining which passings with special construction costs were budgeted in the application.

All construction costs for the identified locations have been budgeted in this application, regardless of setback length or any special construction necessary to extend the FTTP network past the identified locations.

e. Provide the number of passings in the project area that have 25/3 Mbps or less.

Passings with 25/3 Mbps or less

96

Describe the methodology used for these projections. (up to 15 points)

Verizon leveraged the data available from the Virginia DHCD in their Open Data Portal. The data included Location IDs from version 2 of the FCC Broadband Availability Map Fabric of unserved and underserved locations. The Location IDs were validated against the FCC NBM and funding map to eliminate faulty locations (no address or latitude/longitude information, not postal verified, or low confidence according to the FCC) and locations that were served, awarded, Verizon open for sale and not reflected in the files from the Open Data Portal

6. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF) are included in the VATI application area. If RDOF areas are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 5 – RDOF Awarded Areas Form in VATI Area

Answer:

This VATI application includes 1 residential target that falls into 2020 Census Block 511639301021009 that was awarded RDOF funding.

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7. **For wireless projects only:** Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

Answer:

N/A

8. **Network Design:** Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

Answer:

Verizon currently provides copper-based and/or fiber-based services in the project area from its Raphine central office, which houses Verizon's equipment and is connected back across Verizon's network to the global Internet. The project will add network components including equipment in the central office used to provide fiber-based Internet services as well as fiber-optic cables extending from the central offices past each of the proposed unserved locations. Verizon also will provide fiber drops and customer-premise equipment required to deliver service in response to an order from a customer. Verizon will provide the fiber drops and equipment at its cost, so they are not included in the project or the application.

The proposed network begins with the optical line terminal (OLT) in a local Verizon central office. Fiber-optic cables will run along main feeder routes from the OLT toward the unserved locations. The fiber-optic cables may be placed in underground conduit or attached to utility poles. Verizon's construction methods--aerial or underground--will vary by area and may depend on the availability of existing pole and conduit infrastructure and local requirements. The detailed budget provided by Verizon includes specific assumptions for the mix of aerial and underground placement methods for the proposed network. For underground spans of fiber, Verizon may place vaults, handholes, or ground-mounted cabinets to access the fiber at various points. For aerial routes, Verizon may place ground- or pole-mounted cabinets. Along and at the end of each feeder route, Verizon will place a passive optical splitter to connect each feeder fiber to up to 32 distribution fibers. Distribution fiber cables terminate at fiber terminals placed in the public right of way on poles, cabinets, vaults, or handholes.

When a customer orders service, a fiber drop is run from the nearest terminal in the public right of way to the customer's location where Verizon will install the equipment required to deliver the service, including an optical network terminal (ONT) and broadband home router. The router supports physical connections to devices in the home. Verizon Fios customers can rent or purchase a broadband router from Verizon, or provide their own. Routers obtained from Verizon, and most commercially available broadband routers, contain a Wi-Fi access point.

The network improvements just described would be used to deploy fiber to the premises (FTTP), which provides a 100% fiber optic connection from each customer's location back across Verizon's network to the public Internet. FTTP uses passive optical networking (PON) technology to provide the optical (laser) signal. The current generation of PON technology Verizon uses supports speeds up to 940 Mbps downstream and up to 880 Mbps upstream, far above the requirements of the VATI program. Verizon's FTTP network architecture will facilitate deployment of the next generation of PON technology, which will be capable of generating speeds ten times as fast.

Verizon's end-to-end control of all network segments from the customer's location to the Internet provides single-point accountability for service delivery and assurance, and simplifies and streamlines network management, troubleshooting, and repair. Moreover, central offices are equipped with backup battery power and generators to help ensure the office equipment keeps running in a commercial power outage. Any powered equipment in the outside plant is equipped with back-up power to mitigate the impact of power outages. Verizon enables customers to have broadband service during commercial power outages by offering for sale standard battery back-up equipment for routers and other broadband equipment.

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Verizon manages the shared capacity provided by the network to address peaks in utilization. Verizon employs the same network management practices used to monitor, maintain, upgrade, and enhance that network that it has used for more than 15 years for its Fios network in Virginia and several other states. These processes involve automated internal reporting on capacity utilization on individual circuits in our transport and backbone networks, with internal processes that are triggered to augment capacity when circuits reach predefined capacity utilization thresholds.

Verizon maintains an internal speed testing platform that tests broadband speeds on tens of thousands of Fios circuits monthly to confirm that customers are receiving the provisioned speeds. Verizon intends to utilize speed and performance testing arrangements implemented in compliance with the FCC's requirements for the Connect America Fund grant program. These are the same requirements that the Commerce Department adopted for the BEAD program and are substantially consistent with the methodology utilized by the FCC's Measuring Broadband America program, which Verizon has participated in since its inception over 10 years ago. These requirements generate speed test results that can be used to satisfy all existing FCC broadband regulations.

Verizon's broadband Internet access service provided over the FTTP network is called Fios. Fios has been recognized for excellence, and in J.D. Power's 2023 U.S. Residential Internet Service Provider Satisfaction Study, Verizon's Fios service ranked highest in the region. The expanded Fios broadband service in the County will provide reliable high-speed broadband internet access to homes, schools, libraries, and businesses, with pricing options to fit every budget and no data caps. Speed options for Fios customers in the County will range from 300/300 Mbps up to 940/880 Mbps.

9. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 100/20 Mbps. (up to 10 points)

Answer:

Verizon provides a wide range of Fios service offerings, which it continues to update and enhance. The most up-to-date information can always be found on Verizon's website. As noted in response to item 8, Fios is provided over a shared-bandwidth network, engineered, managed and maintained by Verizon. The technology to be deployed is Gigabit Passive Optical Network (GPON) over FTTP, as noted elsewhere in this application. Backhaul circuits from the Verizon central office to the Internet are typically Ethernet or wavelength services, and are managed to ensure sufficient capacity during peak busy periods, as the same may change over time.

Fios Forward Discounted Plans (With ACP eligibility)

Verizon's Fios Forward discounted plans (with ACP eligibility) are described at

<https://www.verizon.com/home/fios-forward/>.

Verizon Fios Home Internet Plans

Verizon Fios Home Internet Plans are described in the marketing materials provided at <https://www.verizon.com/home/internet/fios-fastest-internet/bundles/>. Further information on those plans is provided below.

Tier

Download Speed

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Upload Speed

Bandwidth Type

Technology

Data Cap

Monthly Price

1 Gig

Up to 940 Mbps

Up to 880 Mbps

Dedicated

PON

None

Residential: \$89.99 with autopay, or \$64.99 with autopay and a qualifying wireless plan.

Business: \$249

500 Mbps

500 Mbps

500 Mbps

Dedicated

PON

None

Residential: \$69.99 with autopay, or \$44.99 with autopay and a qualifying wireless plan.

Business: \$129

300 Mbps

300 Mbps

300 Mbps

Dedicated

PON

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None

Residential: \$49.99 with autopay, or \$24.99 with autopay and a qualifying wireless plan. \$0 for Fios Forward and ACP participants

200 Mbps

200 Mbps

200 Mbps

Dedicated

PON

None

Business \$69

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10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

Answer:

Access to high-speed Internet is the foundation for nearly every aspect of the future – commerce, entertainment, healthcare, education, and sustainability – yet for many parts of rural Virginia broadband is lacking, negatively impacting economic growth, education, and quality of life. This project will create a brighter future for affected residents of Rockbridge. It has the potential to create economic growth opportunities, drive new housing starts and sales of existing homes, create telecommuting opportunities, and stimulate economic growth in the creation of new small and home-based businesses. It may attract new business to the area and enable the expansion of existing businesses. High-speed broadband will help Rockbridge retain a trained, competitive workforce better able to compete with more densely populated regions that currently have broadband infrastructure in place to meet residential and business needs. With Verizon's broadband expansion supported by VATI, this region of Virginia is poised to experience long-term, sustainable economic growth.

Although Rockbridge has placed intense focus on building more access to high-speed Internet service over the past 10 years, there are still low-density areas in the county that lack this access. Due to high costs for construction, larger carriers have not invested the dollars needed to reach these areas. In response, Rockbridge has partnered with Verizon, Brightspeed, and BARC Connects to expand the availability of high-speed Internet service through this round of VATI broadband grants. The unified goal of these applications is to connect all remaining unserved residences and businesses in Rockbridge County as comprehensively as possible by leveraging Brightspeed's and BARC's planned RDOF builds to propose a project that is more cost effective to the community. Between the three providers, Rockbridge is confident that nearly all locations will be served across the County. Awarded locations in the proposed area will facilitate cost savings for any remaining locations in Rockbridge by extending Verizon's network into rural and/or mountainous parts of the County. Remaining high-cost locations will be applied for under the upcoming BEAD grant program. Upon award of subsequent BEAD projects, Rockbridge will have achieved universal coverage, and any citizen who wants high speed broadband will be able to order it.

Rockbridge's project with Verizon will leverage Verizon's existing wire centers to expand Verizon's FTTP network to deploy 32 total miles of gigabit last mile fiber infrastructure to provide broadband to unserved residents and businesses. This fiber project expansion will pass 86 residences and 15 businesses in Rockbridge. A total of 101 residence/business locations will be served through this project (which includes approximately 1 RDOF awarded locations). The VATI-requested funding will be allocated solely to connecting homes and businesses in the unserved areas of Rockbridge as identified in the mapped attachments. The match provided by Verizon will be used for fiber construction to extend its FTTP network to the unserved areas, making FTTP service available to all customers along the routes. Grant funding is required to help offset the high capital costs associated with bringing reliable broadband service to these unserved and low-density rural residences and businesses.

11. **Project Readiness**

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants are encouraged to extensively discuss, where applicable, easements relating to railroad crossings, federally-owned lands and parks, partnerships with the Virginia Department of Transportation, and mobile home parks. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 10 points)

Answer:

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Verizon is ready to begin this project. Verizon's preliminary review indicates that virtually all of the locations to be served in the project area are already serviceable from Verizon's existing copper network in the County, over which Verizon has provided voice and other services as an incumbent local exchange carrier (ILEC). This project will directly overlay those copper facilities with fiber in an FTTP architecture.

Cost-effective, timely, and efficient access to existing aerial infrastructure greatly increases the likelihood of a broadband project being completed on time. Verizon has established good working relationships with the power companies in Rockbridge and has arrangements in place to access their utility poles for Verizon's aerial facilities.

Verizon has extensive experience working with the Virginia Department of Transportation (VDOT). Knowledge of VDOT's permitting processes and solid working relationships with agency personnel, including the ability to escalate matters and brainstorm creatively to overcome obstacles, is an essential and highly-desirable asset for any broadband network construction project that occupies VDOT right-of-way.

Verizon has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects proposed in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to its network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

With respect to one of the key inputs--fiber optic cable and accessories--Verizon has a long-standing relationship with Corning, and is including a letter evidencing Corning's willingness and intent to meet its requirements for fiber under its existing supply agreements with Verizon (see Attachment 20).

Verizon's labor force is in place, is stable, and has high rates of retention throughout Verizon - including the 6,000 Virginians already employed at Verizon. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of Rockbridge and surrounding areas. Where needed, the contractors who work with Verizon are an established and stable group, whose members have a track record of long service prioritizing their work for Verizon and its customers.

The project management process that Verizon will use was developed as Verizon built tens of thousands of miles of FTTP network infrastructure around the U.S., beginning in 2004. The process is tested, proven, and transparent.

Representative Project Schedule

Attachment 7 – Timeline/Project Management Plan is an 18-month representative project schedule that gives a high-level layout of the activities described. The following points highlight key elements of the proposed Project Schedule:

- An 18-month overall timeline. The project will proceed as seen in the included Gantt chart. Different colors on the chart are used to denote each phase.
- The Fios Ordering/Installation Phase is not in the scope of this project--it is wholly dependent on customers actually placing orders for Fios service. But it is listed in the Gantt chart to demonstrate the point at which that will be possible.
- Completion of construction and availability of service ordering will be determined by a negotiated verification and acceptance process to be implemented between Verizon and Rockbridge.

The 18-month timeline begins at the signing of an agreement between Verizon and Rockbridge.

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12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

Answer:

The Central Shenandoah Planning District Commission (CSPDC) submitted a VATI application on behalf of Rockbridge with co-applicant BARC Electric Cooperative in 2019 and was awarded a \$2.2 million grant. The project brought broadband access to 470 unserved homes and businesses in Rockbridge, resulting in approximately 118 miles of gigabit last mile fiber infrastructure and a total cost of \$4.4 million dollars. The CSPDC served as the grant administrator and worked with Rockbridge and BARC through the completion of the project. This project was completed in April 2022.

For Verizon's part, the company has successfully applied for and won two VATI contracts.

In 2022, Greensville County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3 million grant in May 2023. The project included 1,347 unserved and underserved homes and businesses and approximately 54 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.4 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

Also in 2022, Caroline County submitted a VATI application with Verizon as a co-applicant and was awarded a \$3.1 million grant in May 2023. The project included 854 unserved and underserved homes and businesses and approximately 72 miles of last-mile fiber infrastructure. The total estimated cost of the project was \$7.6 million and is progressing on schedule. Currently, detailed engineering design is in progress with construction scheduled to begin in the first quarter of 2024.

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. If applicants and co-applicants are seeking to include prior expended funds as matching funds, Attachment 11 must be completed. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 – Documentation of Match Funding; Attachment 11 - Prior Expended Match Form

Answer:

Verizon is contributing \$789,629 or 32.5%. The County is contributing \$743,554 or 30.6% of the total project cost of \$2,429,768. The request from VATI is \$896,584 or 36.9% of the total project cost.

14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project. (up to 10 points)

Answer:

This project is part of a joint effort by Rockbridge County, CSPDC, Verizon, BARC Connects, and Brightspeed to bring reliable, affordable high-speed internet service to the residents and businesses that are unserved in the defined project areas of Rockbridge. Rockbridge is contracting with CSPDC at a total cost of \$75,000 to administer all 3 grants. All parties are committed to working independently with Rockbridge, which will submit three separate applications (one for each co-applicant) to connect the rural areas in Rockbridge to reliable high-speed internet. Rockbridge and the CSPDC have provided support to the regional planning process and in identifying unserved areas included in the scope of the project areas within the application. Verizon's project includes one main identified area that is unserved in Rockbridge. If funded, this project will leverage Verizon's existing wire centers to expand the fiber network, making FTTP service available to low-density areas including 101 homes and businesses in Rockbridge.

To accomplish this, Verizon plans to expand its FTTP network in Rockbridge, utilizing 36.9% VATI funding, 30.06% county funding, and 32.5% in Verizon matching funds for the fiber build. In leveraging partnerships with all applicants and the CSPDC, broadband service in Rockbridge will create potential economic growth opportunities; telecommuting opportunities and an improvement in the rural quality of life; opportunities for new business attraction and expansion;

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retention of a trained and competitive workforce; and equality with more densely populated regions that currently have broadband infrastructure in place to meet residential and business needs.

For those residents who live in houses and multi-tenant buildings that are owned, built, or managed by major local, regional, and national companies, Verizon has a team with responsibility for working with those landlords or management companies. The Verizon Enhanced Communities (VEC) team is specifically tasked with establishing and maintaining relationships with building owners, developers/builders, and property management companies. Through the VEC Value Program, Verizon's team will help the building owner, developer, builder, or management company actively promote Fios as a key amenity to all the residents or homeowners and provide the dedicated, end-to-end support that will keep them happy for years to come. Verizon's marketing arrangements allow VEC personnel to work with the customer to develop marketing programs to drive residents to purchase its Internet services. VEC customers also have the option to enter into a bulk arrangement with Verizon, whereby VEC provides discounted prices off Fios retail services for residents of the building or development. VEC has strong relationships with builders such as NVR/Ryan Homes, Lennar, Pulte Homes, and other large developed communities in Virginia, and looks forward to the possibility of strengthening existing relationships and forging new ones through this proposed Fios network expansion project.

Verizon is committed to begin the work upon a successful award of the grant and execution of a Broadband agreement based on Verizon's template for such projects. Upon execution of the agreement with Rockbridge and acceptance from DHCD for these projects, Verizon is immediately prepared to begin activities. Verizon is excited to extend its existing internal FTTP build program to connect the rest of the unserved with its leading infrastructure on the East Coast.

Verizon's Credo starts with the phrase, "We have work because our customers value our high-quality communications services." That dedication and commitment to our customers is reflected in everything Verizon does. Verizon has been an incumbent telephone company in Rockbridge for decades and has longstanding relationships with customers throughout Rockbridge.

Verizon's range of services and pricing plans--including plans for low-income customers that result in free broadband service after application of the FCC's Affordable Connectivity Program (ACP) subsidy--provide an option for every budget. The Verizon proposal also leverages the company's relationship with Verizon Wireless. Customers can save even more by bundling their Fios Internet service with certain Verizon Wireless 5G data plans. This is an attractive option for customers who already subscribe to Verizon Wireless mobile service.

Because Verizon is an established provider, Fios customers benefit from a whole host of advanced capabilities and features:

- Robust Firewall/Parental Controls. The Fios router is equipped with the latest Wi-Fi technology and has a robust firewall and parental control feature to give customers more control and security over their broadband experience.
- Support. Verizon also provides professional installation services, and Fios service includes 24/7 technical support so customers can get answers when they need them.
- CyberSecurity. Verizon is a recognized leader in cybersecurity. Verizon's Data Breach Investigative Report is an annual must-read for corporate and government CISOs, CSOs, CTOs, and CIOs. Verizon's global network security team has sensors deployed across its network, across America and around the world, and is always on the alert for the latest zero-day exploits and malicious activities. Verizon has relationships across industry and government that enable it to obtain the latest in threat intelligence.
- Privacy and an Open Internet. Verizon is strongly committed to customer privacy and to an open Internet, as evidenced by its Privacy Policy (<https://www.verizon.com/about/privacy/>) and Broadband Commitment (https://www.verizon.com/about/our-company/verizon-broadband-commitment?CMP=DMC-CVZ_ZZ_ZZ_Z_OO_N_X00023).

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All of this, and more, will be brought to bear to maximize leverage and the success of this project.

15. Communications Plan: Describe efforts to keep the public informed of project progress and the broadband adoption plan.
- a. Explain how you plan on communicating the project status to stakeholders, including but not limited to County leadership, project areas residents, etc. (Up to 10 points)
 - b. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate. (up to 10 points)
 - c. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

Answer:

a.

Both Rockbridge and the CSPDC will provide significant local assistance with this project to ensure its success in the region. Through grant admin services, the CSPDC will hold monthly project management team meetings, distribute monthly meeting summaries to all team members, and share the monthly reports submitted to DHCD. Rockbridge can use this information to update the board. The CSPDC can share any project news through their newsletter, and/or social media platforms. These activities will include organizing meaningful community meetings with leaders, residents, and businesses in Rockbridge to discuss the project; mobilizing GIS resources; and providing assistance to Verizon staff to respond to residents' questions or concerns related to the project. Additionally, Rockbridge will assist with the distribution of information including marketing materials, pricing for available services, and guidance to sign-up for selected services. If needed, Rockbridge agrees to assist in areas related to permits, rights of way, easements, and any other issues that may hinder or delay the proposed project. However, Verizon anticipates few issues, as it has existing rights of way to customers.

Verizon's engineering and construction leadership will meet with Rockbridge's appointed project manager. Together they will review the proposed list of participants, a draft slide deck containing the agenda, schedule (phases, milestones, etc.), roles and responsibilities, the phases, and dependencies by Verizon on approvals, permitting, etc. When those items have been reviewed and approved by the County's project manager, the date and time of the kickoff meeting will be set, and the participants notified of both a virtual and on-site meeting requiring their attendance. The slide deck will be finalized based on the outcome of the initial meeting. Further project reporting will follow DHCD's requirements, as well as the reporting structure as dictated by Rockbridge's Board of Supervisors.

Verizon commits to scheduled public meetings, coinciding with project milestones and coordinated with Rockbridge, to keep the public and other stakeholders informed on the status of the build. The Rockbridge County Public School System has agreed to provide school space and technology in the area of projects to allow for these meetings and Rockbridge will arrange for both in-person attendance as well as the option to join remotely via video conferencing to all interested parties. Verizon will "turn up" portions of the proposed network to accommodate customers along each fiber route as soon as the network is installed, tested, and capable of providing service to the locations along that route. Approximately one month before a segment of the network is able to provide service to customers, Verizon and Rockbridge will hold a meeting to inform the public when and where service will be available, the pricing of services, and any actions that need to be taken on prospective customers' part. These meetings will happen as each segment of the proposed network is completed until the project is fully complete.

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b.

A customer take rate of 40-50 percent is expected. Verizon has well-established communications and marketing practices to increase the take rate and ensure that Rockbridge residents are well-informed and up to date regarding:

- The new Verizon Fios service that will be available to them;
- How to connect with Verizon to address their questions or customer service needs.

These efforts will include:

- Advance notice of construction - letters, door hangers, or other notices for residents of areas where construction will be taking place.
- Verizon/Fios page - general information about Fios service, plans and pricing and how to subscribe, including a "Check Availability" widget.
- Verizon's Fios Forward program- this page provides information about pricing for low income households, including the Fios Forward program, which can leverage the federal ACP program to provide broadband internet service at no cost to qualifying households.
- Digital inclusion resources
- Coordination with Rockbridge staff, including Rockbridge communications staff regarding major developments, general status

c.

Locally, the Rockbridge Regional Library System hosts events called the Tech Power Hour every Thursday and Friday. This program provides one-on-one "technical assistance on everything technology" from "setting up a phone, tablet or laptop" to "Internet safety awareness, how to use Libby, social media, and much more!" This digital literacy instruction is provided free of charge to residents and can be used to understand e-mail, web surfing, and any other general knowledge topics interested patrons would like to ask about. This service is provided in all four library locations servicing Rockbridge residents. In addition, the Rockbridge County Public School System intentionally and separately teaches digital literacy in elementary school classrooms. Similarly, the Rockbridge County Public School Division is a supporter and will assist in reaching families of the student population.

Community education forums may also be conducted through launch events where customers can ask questions and register for service. Customized joint marketing programs could be evaluated for applicability and mutual benefit. In addition, the local Chamber of Commerce supports this application and provides a mechanism for reaching the business sector.

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Verizon has established Citizen Verizon—its plan for economic, environmental, and social advancement. Small businesses and residents can access specific information around these programs at <https://www.verizon.com/about/responsibility>.

Verizon has also built a credentialed teacher training program, created with education non-profit partner Digital Promise, focused on digital skills, remote learning, and digital coaching. Open to all educators across the country, <https://www.verizon.com/about/responsibility/digital-inclusion>.

16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities.

Answer:

PROJECT MANAGEMENT PERSONNEL

Key Individuals

Role and Responsibilities

County Program Manager

Spencer Suter, Rockbridge County Administrator

Steve Bolster, CSPDC Regional Planner

Responsibilities will include monitoring contractor progress, gathering data, preparing reports, communicating with stakeholders, and maximizing coverage of unserved locations. Knowledge and experience includes VATI, BEAD, and ARPA grant administration for construction of broadband networks.

Verizon Engineering Program Manager

Responsible for the overall project management of the FTTP builds, including management of tasks assigned to the engineering team to ensure that the project is delivered on time and to budget. Sets monthly targets to ensure program objectives are met. Experience includes FTTP network construction and compliance with VATI and ARPA funding requirements.

Verizon Planning Engineer

Develops the overall network plan for a given geographic area, to include the sizing, distribution points, end points, and total number of locations to be served. Experienced in FTTP network and construction planning.

Verizon Design Engineer

Creates detailed plans for a given geographic area, including exactly where network equipment will be placed, whether the network will be aerial or underground, and from where each specific address will be served. Meets with other utilities to determine space on poles. Prepares paperwork for permitting. Experienced in FTTP network design.

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Verizon Operations Construction Manager

Partners with the engineering program manager and coordinates with the Contract Services and in-house construction teams to align the construction material and workforce with the overall program objectives and timelines.

Contract Services Supervisor

Manage third-party vendors responsible for placing conduit in preparation of fiber cable placement, where needed. Partner closely with the operations project manager to ensure timely completion of conduit placement.

Line Construction Supervisor

Responsible for supervising the Verizon services technicians and partnering with the contract services supervisor and splicing construction supervisor to ensure timely completion of fiber construction.

Verizon Services Technicians

Managed by the line construction supervisors; responsible for placing aerial or underground feeder and distribution fiber cables.

Splicing Construction Supervisor

Responsible for supervising the splicing technicians and partnering with the contract services supervisor and line construction supervisors to ensure timely completion of fiber construction.

Verizon Splicing Technicians

Managed by the splicing construction supervisors; responsible for splicing fiber feeder and distribution cables.

Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities.

The Verizon team has experience with broadband expansion grants, as well as various other state and federal grant programs. The Verizon project team has experience managing American Rescue Plan Act (ARPA)-funded broadband projects for: 1) the State of Delaware; 2) Bedford County, Virginia; 3) Onondaga County, New York; 4) Beaver County, Pennsylvania; 5) Westmoreland County, Pennsylvania; 6) Washington County, Pennsylvania; 7) Charles County, Maryland; 8) Garrett County, Maryland; 9) Howard County, Maryland; 10) St. Mary's County, Maryland; and 11) Washington County, Maryland.

The Verizon project team also has experience managing VATI projects awarded in the 2023 grant cycle for Caroline County and Greensville County, and additional experience with grants in multiple states as part of the FCC's Connect America Fund II program. Verizon experience with constructing broadband communication facilities includes ongoing construction of the Fios FTTP network since 2004 in nine states and the District of Columbia, as well as many more years constructing and managing copper-based DSL service.

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Rockbridge County manages many grants each year, both large and small. Most are State grants, though they have significant experience with federal grants as well, including successful implementation of a \$10M 2012 NTIA Broadband grant which provided a jump start for rural broadband in Rockbridge County and the Cities of Lexington and Buena Vista. The CSPDC has been a partner in many of these grants including successful implementation of a prior VATI grant.

17. Project Budget and Cost Appropriateness

Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates. (up to 10 points)

Answer:

The total project is \$2,429,768 including \$15,000 of administrative costs for grant administration and compliance performed by the Central Shenandoah Planning District Commission. Verizon and Rockbridge County are seeking a grant of \$896,584, or 36.9%% of the total costs, with Verizon providing funding of \$789,629 (32.5%) and Rockbridge County providing the remaining funds of \$743,554 (30.6%). The funding received will not subsidize Verizon expenses or the monthly bills of its customers and will not contribute to Verizon operating costs. Absent receipt of the broadband expansion grant, Verizon will not undertake the project to the extent proposed.

The total construction cost includes Outside Plant (OSP) (Fiber, Material & Equipment) along with Inside Plant (Install, Contract, Labor) cost amounts. Verizon will own and operate the facilities as part of its telecommunications network. The construction costs are related to project planning, obtaining construction permits, construction of facilities, and installation and testing of the broadband service being constructed. For more information on the anticipated distribution of the project budget, including across the categories of Labor and Materials, please see Attachments 12 & 13.

This project will be able to leverage an existing Verizon central office within the project area. These existing resources will allow the project to be as economical as possible, and their existence offers Verizon greater budget flexibility in executing this project. On the issue of competitive procurement, Verizon consistently engages in competitive capital expenditure through RFPs for all major purchases.

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18. The cost benefit index is comprised of state cost per unit passed. Individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following:

a. Total VATI funding request

b. Number of serviceable units
(up to 125 points)

Answer:

a. Total VATI funding request

\$896,584

b. Number of serviceable units (up to 125 points)

101

19. **Commonwealth Priorities (Up to 50 points)**

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.

b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 100/20 mbps, include information regarding the internet service provider's participation in the Affordable Connectivity Program

d. The co-applicant's efforts to mitigate supply chain constraints, including labor shortages and order-to-delivery delays on telecommunications materials required to construct broadband networks.

e. The applicant's and co-applicant's efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning.

Answer:

a.

Please see a list of businesses and community anchor point locations in Attachment 23 Business names are withheld for privacy but can be verified via business license retrieval upon request. This is a rural area with a limited number of businesses and one CAI (Fairfield Recreational Center / Blue Ridge Park).

b.

As noted elsewhere in this application, Rockbridge is partnering with three internet service providers for this round of VATI funding: Verizon, Brightspeed, and BARC Connects (an electric co-op). Rockbridge will submit a separate application in conjunction with each of these providers, who will work independently with Rockbridge to build out the

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needed infrastructure in their respective project areas to achieve universal broadband coverage in Rockbridge, in conjunction with VATI and BEAD opportunities. In addition, Rockbridge and Verizon will partner with the Lexington/Rockbridge Chamber of Commerce, the Farm Bureau, Institutes of Higher Education, and Rockbridge County Public Schools to market the Verizon offering.

While there are no universities directly in the proposed project area, local universities fully support this grant project due to the fact that many of their employees live in the proposed area, as evidenced by the attached letters of support. If awarded, those employees would be able to realize work-from-home and research opportunities that do not currently exist, which will benefit the university system. In addition, many students, especially those in the critically important Mountain Gateway Community College system, live off campus and require quality broadband access to be successfully trained to enter the local workforce. If awarded, those employees would be able to realize work-from-home and research opportunities that do not currently exist, which will benefit the university system.

There are additional partnerships that strengthen Verizon's stance as an industry leader, detailed in a letter as a part of Attachment 18.

c.

Verizon provides pricing for internet service that is available for documented, qualified low-income residents through its Fios Forward program. Verizon has demonstrated efforts in Virginia promoting ACP as a two-prong approach, working with local nonprofits and with local government agencies such as the Department of Social Services. Verizon's Fios Forward program works with ACP eligibility to provide our 300/300 Mbps package for free to anyone who qualifies. Verizon's Fios Forward discounted plans (with ACP eligibility) are described at

<https://www.verizon.com/home/fios-forward/>.

Verizon's sales teams are actively signing up new ACP customers across Virginia. Working with ongoing community engagement efforts along with nonprofits and local governments, teams are attending and hosting ACP signup events to reach potentially qualified customers where they can assist customers in registering for ACP and help them sign up for new Verizon service at the ACP discounted rate. Verizon's community engagement and sales teams can coordinate efforts with the local government to host new signup events and attend large gatherings and events in the County in order to promote ACP to new eligible customers.

d.

Verizon has a letter addressing its practices pertaining to ensuring supply chain fidelity. This letter, as well as a supplementary letter from Corning stating that they are ready to fulfill any supply chain obligations in regards to this project, can be seen in Attachments 18A and 20.

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Verizon has the necessary arrangements in place with respect to equipment, supply chain, logistics, contract services, and regulatory compliance to complete the projects in this application in the designated time frame. Verizon's fiber network expansion program adds on average more than 400,000 premises and over 5,000 route miles of new fiber to its network each year. It is these same time-tested and proven supply chain and related arrangements that will be leveraged to construct the network proposed in this application.

Verizon's labor force is in place, stable, and has high rates of retention throughout the company—including the 6,000 Virginians already employed by Verizon and its affiliates. Verizon's large direct workforce of experienced, well-paid, represented employees live and work in the communities of Rockbridge and surrounding areas. Where needed, the contractors who work with Verizon are an established and stable group, whose members have a track record of long service prioritizing their work for Verizon and its customers. Finally, Verizon already has in place the regulatory expertise to achieve compliance and adapt to changed circumstances.

To mitigate schedule risk due to labor shortages, Verizon has coordinated readiness with its labor partner, the Communications Workers of America (CWA).

e.

The County will work with the active membership Rockbridge Farm Bureau to ensure that the significant number of farm businesses contained in the project area are apprised of the benefit of broadband connection. Additionally, the County will coordinate with our local hospital, institutes of higher education, public school division and libraries (see attached letters of support).

Verizon has established Citizen Verizon—its plan for economic, environmental, and social advancement. Through this program, it is committing \$3 billion to provide 10 million youths with digital access and skills training, 1 million small businesses with resources to help them thrive in the digital economy, and to prepare 500,000 individuals for future jobs by 2030. Small businesses and residents can access specific information around these programs at <https://www.verizon.com/about/responsibility>.

Verizon provides resources to students, parents, and teachers to support virtual learning activities. Verizon has increased the scale of its education work with the STEM Activity Center, an online toolkit that provides STEM resources. These resources offer hands-on activities that students, teachers, and parents can leverage for remote and in-classroom learning created in partnership with non-profit partner Project Lead The Way to help supplement at-home learning.

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20. Additional Information

Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Attachment 14 – Letters of Support.

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 15 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 16 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 17 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 18 – XXXXXXXX
- e. Attachment 19 – XXXXXXXX
- f. Attachment 20 – XXXXXXXX

Answer:

N/A

Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMapRockbridgeCounty1218202380019.pdf

Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.

Attachment2DocumentationonFederalFundingAreaRockbridgeRDOFu1218202380045.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteriaRockbridge1218202380115.pdf

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Timeline/Project Management Plan

Attachment7TimelineProjectManagementPlan1218202380152.pdf

MOU/MOA between applicant/co-applicant (can be in draft form)

Attachment8VATIApplicantandCoApplicantAgreementVerizon12192023120333.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates1218202380251.pdf

Letters of Support

Attachment14LettersofSupport1218202332120.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCorequivalent1218202380331.zip

Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area

Attachment16PointandPolygonShapefilesRockbridgeCounty41218202380348.zip

Optional

OptionalDocuments18192122VerizonSupplementalInfo1219202331424.zip

Optional

Attachment23VerizonBusinessesCAIs1219202331308.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFundingRockbridge1218202381730.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsProjectBudgetRockbridgeCountyRevisedv3xlsxDerivation1218202380515.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableRockbridgeCountyVerizon1219202320726.pdf

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Passings Form (Use template provided)

Attachment4PassingsFormRockbridgeCounty1218202382624.pdf

Documentation of RDOF awarded area in VATI project Area (Use template provided)

Attachment5RDOFAwardedAreasForminVATIAreaRockbridge1218202382706.pdf

Notes:

N/A

VATI 2024

Supplemental Application Question

Applicant: Rockbridge County

Project Name: Rockbridge County -Verizon VATI 2024

The question below is question e. from the Commonwealth Priorities section of the 2024 Virginia Telecommunication Initiative (VATI) Guidelines. Please answer the question using this form and email to VATI@dhcd.virginia.gov.

Commonwealth Priorities

20. Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

e. The co-applicant's effort to mitigate costs and delays that may be associated with make-ready and other permitting requirements anticipated for network deployment.

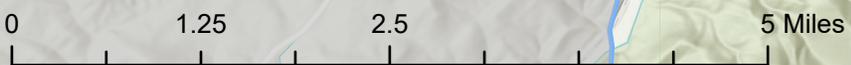
Verizon mitigates cost overruns to Rockbridge County and Commonwealth of Virginia by providing a fixed-price agreement rather than a cost-reimbursement agreement. This means that all project costs above the stated budget amount will be borne by Verizon, and that any contributions from the co-applicant and Commonwealth will be limited to the amounts stated in the agreement. Verizon limits its own internal costs and supply chain risks by using established agreements with primary materials suppliers such as Corning (see letter in Attachment 19) and its other unique relationships (see letters in Attachment 18). Verizon mitigates potential delays associated with make-ready and permitting requirements through the following means:

- Coordinating with counties and establishing in an agreement with each county a primary county point of contact that will assist Verizon in managing permitting activities with the county, VDOT, railroads, tribal governments, and other authorities having jurisdiction.
- Leveraging business relationships and established lines of communication developed through decades of experience as an Incumbent Local Exchange Carrier and 19 years of experience in developing the Verizon FTTP network.
- Planning an integrated project schedule that is refined with stakeholders upon grant award, then working the project according to that plan.
- Using proprietary multi-project, enterprise-level engineering project software that is aligned with Verizon's project methodology; supports ISO 9000 standards; and enables the Verizon engineering program manager to orchestrate project tasks, develop plans and schedules, and track planned, in-progress, and completed activities and tasks for multiple project teams.
- Reviewing permitting requirements and starting the application process for some required permits upon grant award, then applying for remaining permits and working with officials to obtain approvals in a timely manner. Since construction-related permits often impose temporal limits on authorized activities (as short as one or two weeks), the Verizon team monitors the permit flow and validity dates closely to ensure that permitting remains current as earlier permits expire, thus eliminating any rework.
- Working with private property owners (where necessary) to ensure timely access to any required rights-of-way.

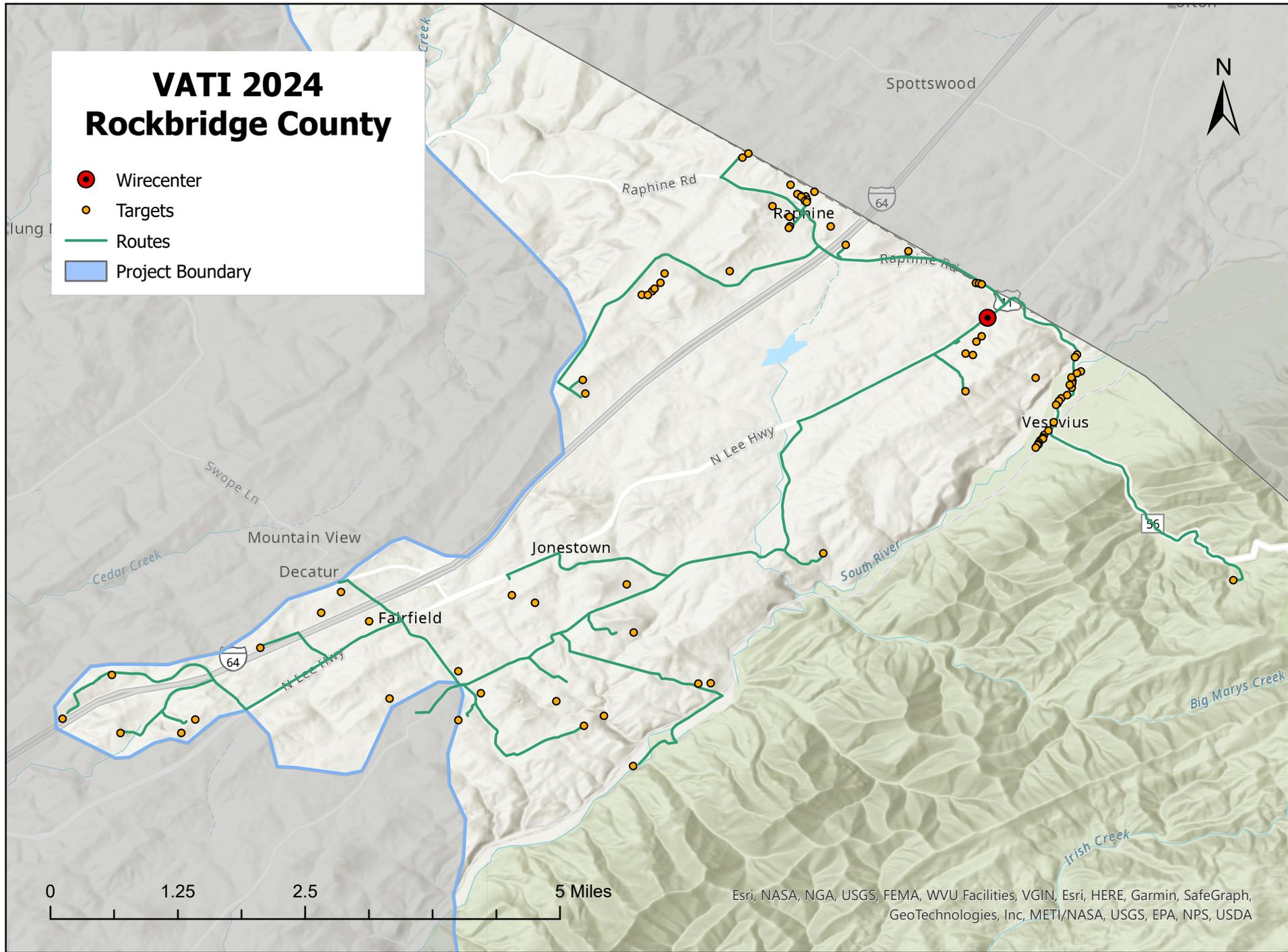
Proof that this Verizon methodology yields the desired outcome is demonstrated by the ARPA-funded Delaware Statewide Broadband Expansion project, where (in August 2023) Verizon completed the project on-budget and six months ahead of the projected 18-month schedule.

VATI 2024 Rockbridge County

- Wirecenter
- Targets
- Routes
- ▭ Project Boundary

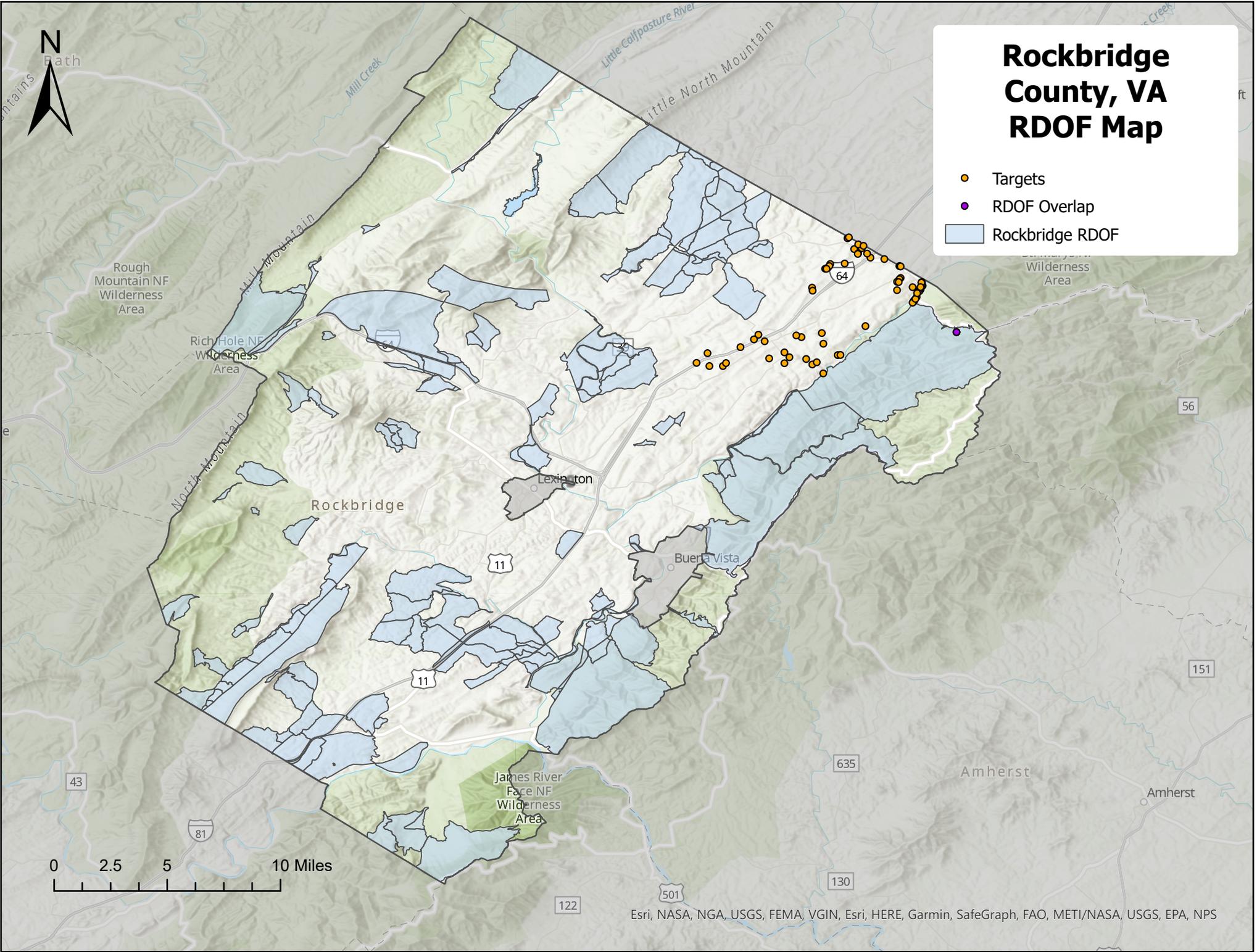


Esri, NASA, NGA, USGS, FEMA, WVU Facilities, VGIN, Esri, HERE, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, USDA



Rockbridge County, VA RDOF Map

- Targets
- RDOF Overlap
- Rockbridge RDOF



Location IDs	Address	City	State	Zip	County	Municipality	Latitude	Longitude	Units	Address Type	NBM Status	CAI
1001575551	681 MCCRRORYS HL	VESUVIUS	VA	24483	Rockbridge	South River district	37.87058956	-79.24738688	1 R		unserved	N
1001575555	715 MCCRRORYS HL	VESUVIUS	VA	24483	Rockbridge	South River district	37.87064156	-79.24563189	2 R		unserved	N
1001575642	198 ROCKY HOLLOW RD	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86808657	-79.26753673	1 R		unserved	N
1001575657	329 RED HILL RD BLDG 2	FAIRFIELD	VA	24435	Rockbridge	South River district	37.87233795	-79.28143721	1 B		unserved	N
1001575674	336 CONCORD DR	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86460011	-79.26361434	1 R		unserved	N
1001575677	485 RED HILL RD	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86921572	-79.27823589	1 R		unserved	N
1001575685	200 ROCKY HOLLOW RD	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86600835	-79.26077005	1 R		unserved	N
1001575811	3875 I-64 & I-81	FAIRFIELD	VA	24435	Rockbridge	Walkers Creek district	37.87566135	-79.3095199	1 B		unserved	N
1001576013	4315 BORDEN GRANT TRL	FAIRFIELD	VA	24435	Rockbridge	South River district	37.88204202	-79.27055907	1 R		unserved	N
1001576051	4685 BORDEN GRANT TRL	FAIRFIELD	VA	24435	Rockbridge	South River district	37.88465115	-79.25754279	1 R		unserved	N
1001576055	20 GREYSTONE LN BLDG 2	FAIRFIELD	VA	24435	Rockbridge	South River district	37.88311614	-79.27383639	1 B		unserved	N
1001576277	42 VIEWPOINT HTS	FAIRFIELD	VA	24435	Rockbridge	Walkers Creek district	37.88357213	-79.29808088	1 R		unserved	N
1001576286	142 ADAIR LN	FAIRFIELD	VA	24435	Rockbridge	Walkers Creek district	37.88062984	-79.30089205	1 R		unserved	N
1001576308	32 ROCK LEDGE LN	FAIRFIELD	VA	24435	Rockbridge	South River district	37.87783245	-79.25655967	1 R		unserved	N
1001576459	5459 N LEE HWY BLDG 2	FAIRFIELD	VA	24435	Rockbridge	South River district	37.8794167	-79.29408748	1 B		unserved	N
1001576461	3555 BORDEN GRANT TRL	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86846157	-79.29118716	1 R		unserved	N
1001576557	4567 N LEE HWY	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86359115	-79.32073097	1 R		unserved	N
1001576582	671 DECATUR RD	FAIRFIELD	VA	24435	Rockbridge	Walkers Creek district	37.87181701	-79.33058596	1 R		unserved	N
1001576600	4651 N LEE HWY	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86549133	-79.31875278	1 R		unserved	N
1001576617	100 BOSTON RUN LN	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86357717	-79.32936392	2 B		unserved	N
1001576628	411 BILLBOARD HILL LN	FAIRFIELD	VA	24435	Rockbridge	Walkers Creek district	37.8656014	-79.33758664	1 R		unserved	N
1001585067	81 OSCAR VIEW LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92622854	-79.25393756	1 R		unserved	N
1001585068	1638 RIDGE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92571639	-79.2554148	1 R		unserved	N
1001585070	1680 RIDGE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92658747	-79.25359853	1 R		unserved	N
1001585080	1732 RIDGE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92874269	-79.25217049	1 R		unserved	N
1001585081	1728 RIDGE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92742756	-79.25275344	1 R		unserved	N
1001585085	73 TREAD LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92568837	-79.25455961	2 R		unserved	N
1001585280	74 ZINK	RAPHINE	VA	24472	Rockbridge	South River district	37.93280113	-79.22647607	1 R		unserved	N
1001585290	18 DAYS LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93678253	-79.23445983	1 B		unserved	N

1001585294	28 RED BIRD LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93966783	-79.23215962	2	R	unserved	N
1001585295	48 RED BIRD LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93982185	-79.2329816	2	R	unserved	N
1001585298	58 RED BIRD LN BLDG 2	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.94000697	-79.23334274	2	B	unserved	N
1001585301	40 RED BIRD LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93962083	-79.23278758	2	R	unserved	N
1001585302	65 FROST LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93922189	-79.2319815	3	R	unserved	N
1001585307	2048 RAPHINE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93828778	-79.23686496	1	R	unserved	N
1001585310	13 RED BIRD LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93903086	-79.23227563	2	R	unserved	N
1001585311	41 FROST LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93886174	-79.23200961	1	B	unserved	N
1001585328	86 DAYS LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93544039	-79.23439282	1	R	unserved	N
1001585329	71 SCHOOL HOUSE HILL RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.9354174	-79.22860918	2	R	unserved	N
1001585333	88 DAYS LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.93519746	-79.23455374	1	R	unserved	N
1001585344	1999 RAPHINE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.94131	-79.23430384	1	B	unserved	N
1001585345	99 FROST LN	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.9403309	-79.23092041	2	R	unserved	N
1001585473	8244 N LEE HWY	RAPHINE	VA	24472	Rockbridge	South River district	37.91983679	-79.20718721	1	R	unserved	N
1001585483	8210 N LEE HWY	RAPHINE	VA	24472	Rockbridge	South River district	37.91907781	-79.20793818	1	R	unserved	N
1001585489	233 SHAWNEE HILL TRL	RAPHINE	VA	24472	Rockbridge	South River district	37.91203708	-79.2094864	1	R	unserved	N
1001585492	64 COUNTRY SIDE LN	RAPHINE	VA	24472	Rockbridge	South River district	37.91738853	-79.20947042	1	R	unserved	N
1001585495	145 COUNTRY SIDE LN	RAPHINE	VA	24472	Rockbridge	South River district	37.91719061	-79.20843632	1	R	unserved	N
1001585528	51 HILLCREST VIEW RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.91364715	-79.26377548	1	R	unserved	N
1001585590	235 HILLCREST VIEW RD BLDG 2	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.91171596	-79.26341455	1	R	unserved	N
1001585670	124 STONER HILL RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.94517049	-79.24112549	1	R	unserved	N
1001585693	1818 OLD PROVIDENCE RD	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.94575845	-79.24028141	1	R	unserved	N
1001585848	435 OAKLAND CIR	RAPHINE	VA	24472	Rockbridge	Walkers Creek district	37.92906682	-79.24293151	1	R	unserved	N
1001585871	103 SAUCER LN	FAIRFIELD	VA	24435	Rockbridge	South River district	37.88906963	-79.22966703	2	R	unserved	N
1001585937	3012 RAPHINE RD	RAPHINE	VA	24472	Rockbridge	South River district	37.92739057	-79.20800331	1	R	unserved	N
1001585938	3022 RAPHINE RD	RAPHINE	VA	24472	Rockbridge	South River district	37.92733757	-79.20756517	1	B	unserved	N
1001585939	3030 RAPHINE RD	RAPHINE	VA	24472	Rockbridge	South River district	37.92721166	-79.20718723	1	R	unserved	N
1001585961	348 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91394019	-79.19953637	1	R	unserved	N
1001587024	21 HUTCHES WAY	VESUVIUS	VA	24483	Rockbridge	South River district	37.88524632	-79.17149273	1	R	unserved	N

1001587187	4764 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.8589005	-79.25663663	1	R	unserved	N
1001587358	7229 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90585035	-79.19832533	1	R	unserved	N
1001587364	7199 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90508836	-79.19885928	1	R	unserved	N
1001587366	708 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.90765153	-79.19696511	1	R	unserved	N
1001587377	7215 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90548131	-79.19849825	1	R	unserved	N
1001587378	7211 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90530029	-79.19849234	1	R	unserved	N
1001587382	7183 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90475823	-79.1990814	2	R	unserved	N
1001587387	7177 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90450621	-79.1991364	1	B	unserved	N
1001587389	7171 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90439719	-79.19927541	1	R	unserved	N
1001587391	7159 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90404626	-79.19952534	1	R	unserved	N
1001587444	7255 S RIVER RD	VESUVIUS	VA	24483	Rockbridge	South River district	37.90646041	-79.19771518	1	B	unserved	N
1001587446	584 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91104099	-79.19591002	1	R	unserved	N
1001587450	612 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91029981	-79.19642617	2	R	unserved	N
1001587453	598 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91066585	-79.19622615	1	R	unserved	N
1001587458	502 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91254604	-79.19440399	1	R	unserved	N
1001587459	560 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91149093	-79.19506504	1	R	unserved	N
1001587460	340 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91723763	-79.19366482	1	R	unserved	N
1001587465	35 S BOTTOM RD	RAPHINE	VA	24472	Rockbridge	South River district	37.91486028	-79.19311487	1	R	unserved	N
1001587469	429 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91459725	-79.19367582	1	B	unserved	N
1001587471	464 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91355115	-79.19430998	1	R	unserved	N
1001587472	482 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91317821	-79.19434898	1	R	unserved	N
1001587474	496 TYE RIVER TPKE BLDG 2	VESUVIUS	VA	24483	Rockbridge	South River district	37.91294608	-79.19469291	1	R	unserved	N
1001587475	618 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91010989	-79.19663709	2	R	unserved	N
1001587477	352 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.91688049	-79.19393685	1	R	unserved	N
1001587493	450 TYE RIVER TPKE	VESUVIUS	VA	24483	Rockbridge	South River district	37.9140073	-79.19445399	1	R	unserved	N
1408542286	59 ANGUS LN	FAIRFIELD	VA	24435	Rockbridge	South River district	37.86540024	-79.2814362	1	R	unserved	N
1412421906	25 MCCORMICK FARM CIR	RAPHINE	VA	24472	Rockbridge	South River district	37.93191104	-79.21758712	1	R	unserved	N

2023 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area ¹	Passings in the Project Area, without Special Construction Costs Required ²	Passings with Special Construction Costs budgeted in the Application ³	Number of Passings with Speeds at 25/3 or below in Project Area ⁴
Residential	86	0	0	84
Businesses (non-home based)	15	0	0	12
Businesses (home-based)	0	0	0	0
Community Anchors	0	0	0	0
Non-residential	0	0	0	0
Total	101	0	0	96

Note: The Total Number of Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.

Note: Do not include passings in RDOF awarded areas that were awarded to the co-applicant; these passings should be included in the RDOF Passings Form. Passings included in this application in RDOF awarded areas that were not awarded to the co-applicant, unless successfully challenged, are considered unserved and should be counted as passings in this form.

¹The total number of structures in the project area that can receive service. See definition of passing below for more detail.

²The number of structures in the project area that will not require special construction costs to provide service to. These passings fall within the broadband provider's standard service connection drop length and do not require nonstandard equipment or any additional fees above normal service connection fees required to provide broadband access to a premise.

³The number of structures in the project area with all construction costs budgeted in the application. These passings will not require any additional special construction costs beyond those budgeted for in the VATI application.

⁴The number of structures in the project area that do not have access to internet at speeds of at least 25 mbps download and 3 mbps upload.

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

2023 Virginia Telecommunication Initiative (VATI) RDOF Passings Form

Type of Passings	Total Number of Passings in the Project Area that lie within Preliminarily Awarded RDOF Areas ¹
Residential	1
Businesses (non-home based)	0
Businesses (home-based)	0
Community Anchors	0
Non-residential	0
Total Number of RDOF Passings	1

*Note: The Total Number of RDOF Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.*

Definitions

Passing – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

Business – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

Community Anchor - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

Non-Residential Passing – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.



Representative Project Schedule. Table 7-1 illustrates a notional work breakdown structure that Verizon will formalize with the County after grant award notification. It illustrates the various delivery timelines based on the overall time to deliver services to the identified locations. Within each schedule there are overlapping phases of implementation activities. The intervals identified in the schedule are based on the standard interval to design, engineer, permit, make-ready, construct, test, and validate one fiber route (one fiber route is a smaller subset of the total targeted lots and addresses). The Verizon process is to work multiple fiber routes and multiple areas concurrently, not sequentially. If awarded, the Verizon project management team will work with the County to establish a thorough program timeline that incorporates key metrics and priority milestones.

Table 7-1. Notional Work Breakdown Structure with Scheduled Project Milestones

18-Month Build Schedule																		
Implementation Activities	Responsible Party	Milestone/Deliverables	3	6	9	12	15	18										
Engineering	Verizon	Complete Engineering Design	████████████████████															
Permitting, VDOT & County	County/Verizon	Permits Submitted & Approved	████████████████████															
Make Ready	Verizon/Multiple Utilities	Make-Ready Work Complete	████████████████████															
Construction	Verizon	Construction Complete & Testing			████████████████████													
Fios Ordering/Installation	County Resident/Verizon	Service Order Complete				████████████████████												

Table 7-2 illustrates the standard activities and their dependencies during the projected build period. It also identifies whether Verizon field engineering, the County, or a third party is affected. Verizon tracks dependencies as risks and enters them into the risk register for monitoring, reporting, and mitigation.

Table 7-2. Notional Fios Broadband Project Dependencies

Activity/Milestone	Responsible Party	Task Dependency
Contract signed	Verizon, County	Day "0"
Fiber route planning completed	Verizon	Contract signing
Resource planning completed	Verizon	Contract signing
Fiber route engineering completed	Verizon	Fiber route planning
Permit applications submitted	Verizon	Engineering completed
Permit approvals received	County, VDOT, other state/municipal	Permit submitted
Make-ready work completed	Verizon, third-party utility pole owners	Engineering completed
Construction commences	Verizon	Engineering completed, permits received, make-ready completed
Construction completed	Verizon	Permitting approvals and make-ready completed, inspections completed
Testing completed	Verizon	Construction completed
Fios ordering available/service delivery commences	Verizon	Testing completed; OLT installed and ready for service.

VATI Applicant and Co-Applicant Memorandum of Agreement

This agreement is made on **(Month) (Day) 2023** between the Rockbridge County Board of Supervisors, 150 South Main Street, Lexington, Virginia 24450, and Verizon Virginia LLC, located at 22001 Loudoun County Parkway, Ashburn, VA 20147, hereafter "Verizon".

RECITALS:

- A. Whereas, the Department of Housing and Community Development (DHCD) will be implementing the 2023 Virginia Telecommunications Initiative (VATI) grant program; and
- B. Whereas, the primary objective of the VATI program is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider; and
- C. Whereas, applications must be submitted by a unit of government (Towns, Cities, Counties, EDA/IDA, Broadband/Wireless Authorities, Planning District Commissions, etc.) with a private sector provider(s) as a co-applicant; and
- D. Whereas, Rockbridge County, as the Applicant, has designated Verizon as a co-applicant; and
- E. Whereas, Rockbridge County and Verizon will partner for a grant application for the VATI grant program to serve areas in Rockbridge County.

NOW, therefore, the parties agree that they will uphold the following responsibilities:

Rockbridge County:

- 1. Rockbridge County, through an agreement with the Central Shenandoah Planning District Commission (CSPDC) will act as fiscal agent for the project and maintain accurate records of the financial expenditures of the VATI monies, including but not limited to financial reports, monthly funding draws, approval of Verizon expenditures and invoices, documentation of matching funds, distribution of funds; and
- 2. Through an agreement with Rockbridge County, the CSPDC will provide overall grant management of the VATI project and provide coordination and administration of the project by working as a liaison between the County, Verizon and DHCD; and
- 3. Through an agreement with Rockbridge County, the CSPDC will provide assistance with GIS mapping and project performance reporting.

Verizon:

- 1. Will provide the required information for the management of the VATI grant, including but not limited to progress reports and monthly invoices; and
- 2. Will provide the required documents to the County for zoning and permit applications; and
- 3. Will design, engineer, construct and implement broadband services as designated in the VATI application by the grant deadline, and;

4. Will guarantee that the standard bandwidth offerings for the projects will be a minimum of 200 Mbps download and 200 Mbps upload, with fiber offerings, depending on the service selected by the potential subscriber, to be up to 1G symmetrical speeds.

This agreement will terminate when DHCD notifies Rockbridge County that all grant requirements have been satisfied.

Witness the following authorized signatures on behalf of the parties:

Date

By: _____
Spencer Suter
Administrator, Rockbridge County

Date

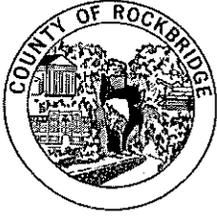
By: _____
Verizon Virginia LLC

VERIZON

VATI FUNDING SOURCES TABLE

Please fill in the chart below with a description of the project funding source (local, federal, state, private, other), the amount from that source, the percentage of total project funding that source represents, and a description of the current status of the funds (pending, secured, etc.).

Source	Amount	%	Status
REQUESTED VATI	\$ 896,584	36.9%	Pending
VERIZON	\$ 789,629	32.5%	COMMITTED
ROCKBRIDGE	\$ 743,554	30.6%	COMMITTED
	\$		
	\$		
	\$		
	\$		
TOTAL	\$ 2,429,767	100%	



www.co.rockbridge.va.us

SPENCER H. SUTER
County Administrator
Office: (540) 463-1460
Fax: (540) 463-4346
ssuter@rockbridgecountyva.gov

County of Rockbridge

Office of the County Administrator

150 South Main Street

Lexington, Virginia 24450

County Board of Supervisors

LESLIE E. AYERS
Buffalo
Magisterial District

DANIEL E. LYONS
Kerrs Creek
Magisterial District

DAVID B. MCDANIEL
Natural Bridge
Magisterial District

R. W. DAY
South River
Magisterial District

A.J. "JAY" LEWIS, II
Walkers Creek
Magisterial District

December 16, 2023

Dr. Tamarah Holmes, Ph.D.
Virginia Department of Housing
& Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

Re: Letter of Commitment for RockbridgeCounty 2024 VATI Application - Verizon

Dear Dr. Holmes:

On behalf of the Rockbridge County Board of Supervisors, I am happy to submit a 2024 Virginia Telecommunication Initiative ("VATI") application to achieve universal broadband coverage in Rockbridge County. This is one of three applications being submitted by the County with our partners, Verizon, BARC Connects and Brightspeed.

In line with the Governor's universal broadband initiative in the Commonwealth of Virginia, Rockbridge County proposes to partner with Verizon to develop and implement last mile fiber to approximately 101 homes and businesses in the unserved areas of the County. This project will provide critical broadband services that will enhance the quality of life and help stimulate the economy in this rural region.

Let this letter confirm that the Rockbridge County Board of Supervisors has approved \$728,930 in local American Rescue Program Funds to match the VATI funds in this application. Furthermore, if VATI funding requested in this application is awarded, co-applicant Verizon is committing to make investment of at least 33.26% of the total cost of this project.

Please be assured of Rockbridge County's complete support of this application and our appreciation for your consideration of this request. We appreciate your consideration of this effort, which is critical for so many of our residents.

Spencer H. Suter

Spencer Suter
Rockbridge County Administrator



Dec 14, 2023

Spencer H Suter
County Administrator
Rockbridge County
150 South Main Street
Lexington, VA 24450

Dear Mr.Suter,

The purpose of this letter is to provide documentation regarding the matching cash funding contributions for the broadband project that Rockbridge County will propose to the Virginia Telecommunication Initiative ("VATI") program in its grant application.

The proposed project represents a joint initiative between Verizon and RockbridgeCounty. As indicated in our application, Verizon will provide \$803,121 in cash towards the cost of the project.

Should you have any questions regarding the information listed above, please do not hesitate to contact me.

Best regards,

A handwritten signature in blue ink that reads "Lori Fountain".

Lori Fountain
Director of Broadband Strategy



CITY OF BUENA VISTA

2039 Sycamore Avenue
Buena Vista, Virginia 24416
Telephone: 540 - 261 - 8601
Fax: 540 - 261-2142
Office of the City Manager

December 4, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

The City of Buena Vista fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

Access to quality broadband is a priority for Buena Vista. While our city enjoys quality broadband connectivity, many of our staff, students, and employers live outside our city limits in Rockbridge County and it is vitally important that they have access at home as well. Further, the City of Buena Vista is committed to the betterment of the larger community and believes that access to broadband is critical for health, education and commerce.

We urge you to consider awarding Rockbridge County and its partners the grant funding required to achieve universal broadband access for all in our community.

Respectfully submitted,

Jason Tyree
City Manager
City of Buena Vista, Virginia



December 14, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI/BEAD Applications

Dear Dr. Holmes,

The City of Lexington offers our full support of Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

Access to quality broadband is a priority for the City of Lexington. Many of our staff, students, and employers live outside of the city in Rockbridge County and it is essential that they have access at home as well. Access to quality broadband is also essential to our economic development, attracting better jobs and new residents. Many facets of our community, such as healthcare, education, retail, tourism, local government, and public safety, heavily rely on internet access. Further, the City of Lexington is committed to the advancement of the community as a whole and believes that access to broadband is critical for health, education, and commerce.

We urge you to consider awarding Rockbridge County, and its partners, the grant funding required to achieve universal broadband access for all in our community.

Sincerely,

A handwritten signature in blue ink that reads "James M. Halasz". The signature is written in a cursive, flowing style.

James M. Halasz
City Manager
Lexington, Virginia



TOWN OF GLASGOW, VIRGINIA



December 10, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

The Town of Glasgow fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County. We are thrilled that Glasgow is included in the Rockbridge/Brightspeed application.

Residents and businesses in and around the Town of Glasgow would benefit greatly from the support of the Commonwealth, as we collectively seek to provide quality broadband services to all. Our citizens deserve access to distance learning, telehealth services, business assistance and all other benefits which broadband provides.

We thank you in advance for your consideration of the County's 2024 VATI applications and urge you to award them for the benefit of our community.

Sincerely,

Paul Williams
Mayor
Town of Glasgow, Virginia

Phillip Thompson, Ed.D.
Division Superintendent



Timothy J. Martino, M.Ed.
Assistant Superintendent

November 5, 2023

Dr. Tamara Holmes, Ph.D.
Office of Broadband
VA Department of Housing
and Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI Applications

Dear Dr. Holmes,

Without reservation, please accept this letter as endorsement of Rockbridge County's VATI applications to increase internet availability to currently unserved homes throughout Rockbridge County.

Online access for students, teachers, and parents has never been more critical for Rockbridge County. As the pandemic introduces wider-scale distance learning for students and work-from-home for teachers, our rural, dispersed population in Rockbridge County continues to struggle with spotty and unreliable internet coverage, especially in far reaches of the county. The universal broadband plan outlined in the County's 2024 applications would have a tremendous positive impact in our ability to educate children in the Rockbridge County Public School System.

Please be assured of Rockbridge County Public School's complete support of this application, and, on behalf of the students, teachers, and parents, of our appreciation for your consideration.

Sincerely,

A handwritten signature in cursive script that reads 'Phillip Thompson'.

Phillip Thompson, Ed.D.
Division Superintendent

VIRGINIA MILITARY INSTITUTE

LEXINGTON, VIRGINIA 24450-0304

Deputy Superintendent for Finance and Support

Phone 540-464-7321

Fax 540-464-7169

6 December 2023

Dr. Tamarah Holmes
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, Virginia 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

Virginia Military Institute (VMI) fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

VMI's Post (campus) has benefitted from previous efforts undertaken by Rockbridge County and the City of Lexington, to bring quality broadband service to our area. However, as an active participant in our larger community, VMI leadership recognizes that many areas of Rockbridge County remain unserved, including areas where VMI faculty and staff reside and their families. Further, the addition of broadband throughout the community facilitates recruitment of new faculty and staff with expanded real estate opportunities to purchase a home that can be served by quality broadband services.

We have and will continue to support Rockbridge County in many collaborative efforts and wish to see broadband connectivity extended to every home and business in our community.

Please consider awarding Rockbridge County and its partners the grant funding required to achieve universal broadband access.

Sincerely,



Dallas B. Clark

Brigadier General

Deputy Superintendent for Finance and Support



WASHINGTON AND LEE
UNIVERSITY

OFFICE OF THE TREASURER

December 4, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

Washington and Lee University (W&L) fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

Access to quality broadband has been a priority for W&L for many years. In fact, in 2011, we partnered with Rockbridge County, the City of Buena Vista and the City of Lexington to create the Rockbridge Network Authority (RANA). With assistance of an NTIA grant, RANA extended middle mile to many community anchor institutions throughout the three localities, and served as a catalyst to spur last mile connectivity in many parts of the County.

While the W&L campus has been well-served by this initiative, many of our faculty and staff live in areas of the County with no or poor access to broadband. As such, we urge you to help leverage prior efforts, and consider awarding Rockbridge County and its partners the grant funding required to achieve universal broadband access.

Sincerely,



Steve McAllister
Vice President for Finance
and Treasurer

Founded in 1749



1000 College Drive | Clifton Forge, VA 24422
35 Vista Links Rd | Buena Vista, VA 24422

December 4, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI/BEAD Applications

Dear Dr. Holmes,

Mountain Gateway Community College (MGCC) fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

As with most Virginia Community Colleges, MGCC students do not live on campus. Thus, quality broadband in the home is critical for students to complete their course of study. Further, MGCC is committed to the larger community that we serve and access to quality broadband is essential for the health and wellbeing of our citizens and to promote education and commerce. Broadband has become a basic necessity for all citizens.

We urge you to consider awarding Rockbridge County and its partners the grant funding required to achieve universal broadband access for all in our community.

Thank you for your support and please do not hesitate to contact me with any questions.

Sincerely,

A handwritten signature in cursive script that reads "John J. Rainone".

John J. Rainone, Ed.D.
President



Office of University Development

development@svu.edu

540-261-8444

December 4, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

Southern Virginia University (SVU) is in full support of Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

Access to reliable high-speed internet is a necessity for the success of our students, but for our faculty and staff as well. Southern Virginia University is an Apple Distinguished School that provides a consistent technology bundle to all students, faculty and staff including an iPad pro, keyboard and Apple pencil. We are actively working to close the digital divide in our community by leveling the playing field for students of all backgrounds through equitable access to technology. While we provide equitable hardware, providing equitable internet access is outside of our control with students, and faculty and staff living in rural areas of the county without access to high-speed internet.

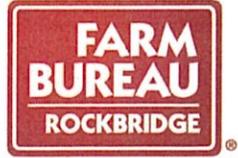
Universal access to broadband access across all of Rockbridge County would truly leverage the entire community. We hope you will join with us by giving Rockbridge County the opportunity to obtain universal access to high-speed broadband internet while we continue to lift our university community through equitable access to technology.

Thank you for considering Rockbridge County for this life-changing opportunity.

Sincerely,

A handwritten signature in black ink that reads "William D. Braddy". The signature is written in a cursive style with a large, stylized "W" and "B".

William D. Braddy
Office of Development
Southern Virginia University



Rockbridge County Farm Bureau

November 24, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Support of Rockbridge County 2024 VATI Applications

Dear Dr. Holmes,

The Rockbridge County Farm Bureau fully supports Rockbridge County's 2024 VATI applications to provide universal broadband to the many unserved homes, farms and other businesses throughout Rockbridge County.

In a rapidly changing business environment, farmer and their families rely on a fast, consistent broadband connection, which is not yet available to many of our members. Farming is a cornerstone of Rockbridge County's economy, providing an economic engine while also feeding families both within and outside our borders and providing employment opportunities at home.

Via our meetings and frequent communications, we will gladly commit to actively market and promote broadband opportunities to our membership and all in the Rockbridge farming community, upon award of these greatly needed funds to expand services. We thank you in advance for your consideration of our needs in Rockbridge County.

Sincerely,

A handwritten signature in blue ink that reads "Mack Smith".

Mack Smith – President
Rockbridge County Farm Bureau



December 7, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI / BEAD Applications

Dear Dr. Holmes,

Carilion Rockbridge Community Hospital (CRBH) fully supports Rockbridge County's 2024 VATI and BEAD applications to provide universal broadband to the many unserved homes and businesses throughout Rockbridge County.

Tele-Health is increasingly critical in the provision of medical services in rural areas such as Rockbridge. CRBH works closely with Rockbridge County to ensure access to health services. Unfortunately, many residents and businesses still do not have adequate connectivity and speeds to support telehealth and provide readily accessible access to medical service providers and pharmaceutical resources. It is critical that we work together to extend quality broadband access to every corner of Rockbridge County. This is especially important for children, seniors and the economically disadvantaged.

Please consider awarding Rockbridge County and its partners the grant funding to achieve universal broadband access, making access to medical resources available to all.

Sincerely,

A handwritten signature in black ink, appearing to read "G. Madsen", with a long horizontal line extending to the right.

Greg Madsen, Administrator



www.rockbridgecountyva.gov

Brandy Flint
Director of Economic
Development
Office: (540) 463-1473
Fax: (540) 463-5981
bflint@rockbridgecountyva.gov

County of Rockbridge

Office of Economic Development

150 South Main Street

Lexington, Virginia 24450

Rockbridge County
Economic Development
Authority

BARTON "BOYD" BROWN II,
CHAIRMAN

DAVID HAWKINS,
VICE-CHAIR

JANIE HARRIS

ANNE HERRING

ROY POWELL

STACY STEVENS

October 18, 2023

Dr. Tamarah Holmes, Ph.D.
Office of Broadband
Virginia Department of Housing & Community Development
600 E. Main Street, Suite 300
Richmond, VA 23210

RE: Rockbridge County 2024 VATI Application s

Dear Dr. Holmes,

The economic prosperity of Rockbridge is intricately tied to the imperative need for broadband access. The Rockbridge County Economic Development Authority wholeheartedly endorses Rockbridge County's 2024 VATI applications aimed at providing ubiquitous broadband connectivity to the numerous underserved homes and businesses scattered across the county.

The growth and success of businesses in this region are inextricably linked to the availability of dependable and universally accessible internet services, which regrettably remain insufficient across Rockbridge County. Numerous businesses within the county operate from the confines of their homes, specifically in areas deemed "last-mile" locations targeted for coverage in this application. In this context, broadband connectivity plays an indispensable role in fortifying our small businesses, fostering economic diversification, and facilitating job creation and retention within the areas of Rockbridge, Lexington, and Buena Vista.

The Rockbridge County Economic Development Authority fervently endorses these applications with the firm belief that their realization will serve as a catalyst for business expansion, while concurrently nurturing community and economic development within the heart of Rockbridge County.

Sincerely,

Boyd Brown
Chair
Rockbridge County Economic Development Authority

Verizon Businesses / Community Anchor Points List

address	city	state	zip	nbm_status	Passing	Passing_type
124 STONER HILL RD	RAPHINE	VA	24472	unserved	VATI	Business - home
485 RED HILL RD	FAIRFIELD	VA	24435	unserved	VATI	Business - home
21 HUTCHES WAY	VESUVIUS	VA	24483	unserved	VATI	Business - home
708 TYE RIVER TPKE	VESUVIUS	VA	24483	unserved	VATI	Business - Home
7199 S RIVER RD	VESUVIUS	VA	24483	unserved	VATI	Business - Home
59 ANGUS LN	FAIRFIELD	VA	24435	served	VATI	Business - Home
235 HILLCREST VIEW RD BLDG 2	RAPHINE	VA	24472	served	VATI	Business - non home
5459 N LEE HWY BLDG 2	FAIRFIELD	VA	24435	unserved	VATI	Business - non home
7255 S RIVER RD	VESUVIUS	VA	24483	unserved	VATI	Business - non home
352 TYE RIVER TPKE	VESUVIUS	VA	24483	unserved	VATI	Business - non home
3875 I-64 & I-81	FAIRFIELD	VA	24435	unserved	VATI	Business -non home
25 MCCORMICK FARM CIR	RAPHINE	VA	24472	unserved	VATI	Business - non home
20 GREYSTONE LN BLDG 2	FAIRFIELD	VA	24435	unserved	VATI	Community Anchors