

# Application to DHCD Submitted through CAMS

Bedford County

Bedford County Last Mile Shentel 7 Areas

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**Application ID:** 75708142020172208  
**Application Status:** Pending  
**Program Name:** Virginia Telecommunications Initiative 2021  
**Organization Name:** Bedford County  
**Organization Address:** 122 E. Main St., Suite 202  
Bedford, VA 24523  
**Profile Manager Name:** Traci Blido  
**Profile Manager Phone:** (540) 587-5670  
**Profile Manager Email:** tblido@bedfordcountyva.gov

**Project Name:** Bedford County Last Mile Shentel 7 Areas  
**Project Contact Name:** Traci Blido  
**Project Contact Phone:** (540) 587-5670  
**Project Contact Email:** tblido@bedfordcountyva.gov  
**Project Location:** 122 E. Main St., Suite 202  
Bedford, VA 24523-2000  
**Project Service Area:** Bedford County

**Total Requested Amount:** \$1,486,188.00

**Required Annual Audit Status:** No Current Audits Found

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$1,486,188.00</b>	<b>\$495,396.00</b>	<b>\$1,981,584.00</b>
Construction	\$1,486,188.00	\$495,396.00	\$1,981,584.00
<b>Total:</b>	<b>\$1,486,188.00</b>	<b>\$495,396.00</b>	<b>\$1,981,584.00</b>

## Budget Narrative:

We were thrilled that on April 15, 2020, Shenandoah Telecommunications Company (“Shentel”) approached Bedford County with a project description and budget commitment for seven (7) unserved, or underserved, areas in the County that they were interested in serving if we could assist with a VATI grant application. Shentel committed to providing the full match. These areas were extremely familiar to Bedford County staff members who were used to fielding requests from residents and business in those areas who were lacking hi-speed broadband. This project complements the other broadband projects that are ongoing in the county and completes service to 7 "coverage gaps" we've identified with other providers.

## Questions and Responses:

### 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:

These seven (7) mostly residential areas have been highly unserved throughout the past few years even as we in the County have been trying to lure providers to those areas to serve the family homes and lots currently being sold. Shentel has held various Homeowner Association meetings in these neighborhoods and the construction costs were always too high for the residents to cover the costs, unless a grant could be identified. Shentel reviewed the cost of the build in these areas, and determined that a grant was necessary due to the extreme challenges of building these areas out (railroad crossing needed, borings needed, etc.). Shentel's leadership approved a 25% grant match for this project and Bedford County's Board of Supervisors and Broadband Advisory Committee endorsed and authorized the project.

Because the proposed project areas were selected collaboratively between Bedford County and Shentel, we worked together to locate areas that were: 1) un/underserved 2) reasonably adjacent to Shentel's current infrastructure and 3) allowed us to reach the largest number of homes. These selection criteria ensured that we were submitting the highest number of homes with the greatest need that could be reached in the most efficient manner.

Additionally, all areas chosen for this grant are areas where the residents have reached out to us on numerous occasions to obtain broadband services. This engagement with citizens aided in the project area selection by giving us a high level of confidence that these homes currently lack adequate broadband and establishing clear unmet demand.

- Jubal Early Drive will start just off of E. Lynchburg Salem Turnpike and complete SR896 to its end and service 8 homes.

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- Kings Grant will service portions of Crockett Rd, Chatham Dr, Cifax Rd, up to and including Kings Grant Dr.
- Twin Lakes will service Harley Heights Dr., Meadow Spring Rd., Lake Front Ct., as well as the entirety of Twin Lakes Dr. off of E Lynchburg Salem Turnpike.
- Highland Oaks will service portions of Cottontown Rd., just north of Shentel's existing facilities, to Coffee Rd., portions of Coffee Rd., leading up to and including Highland Oaks Dr.
- Cedarbury Ln. will service all of Cedarbury Ln and Ivy Point Ct., just off of Ivy Lake Dr.
- Everett Rd. will continue service down Everett Rd. and provide service to Lake Manor Dr., West Crossing Dr., Pine Creek Ln., portions of Canary St., and continue to the Jefferson Meadows subdivision.
- Goode Rd. will extend services down Goode Rd. from Prophet Rd. to first portions of Bells Mill Rd.

2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

**Answer:**

Table 1 below shows the providers, speeds, and technologies that are listed in the FCC's 477 data for the proposed project areas. As such, this information is widely recognized to overstate service provider's coverage areas. The advertised speeds are also maximum speeds which are only available under ideal conditions, and do not represent actual customer experience. As noted, the proposed project areas were selected in collaboration with the county and the citizens living in these project areas. Routine interactions with the county officials and citizens indicate that these areas are indeed un/underserved despite some of them having advertised speeds of 25/3 or greater.

Despite 477 data that indicates that Comcast is available in some project areas, site surveys, as well as interactions with residents and county officials demonstrate that the only two technologies currently available to residents in the proposed project areas are fixed wireless or DSL. Fixed wireless, while an effective broadband technology in some cases, is widely known to have significant service risk and degradation due to interference from foliage, terrain, and weather. These factors have broadly precluded residents in the proposed project areas from receiving internet service that qualifies for the FCC minimum definition of broadband: 25/3. It is worth noting that there is a Wireless Internet Service Provider, InfiaSky, that did not show up in the 477 data, but currently offers partial coverage of a few of the proposed project areas. Although they claim to offer speeds greater than 25/3, our door-to-door survey indicated, in keeping with the challenges already noted, that the actual speeds are far lower than those advertised.

Similarly, DSL typically offers very low speeds, and even those low advertised speeds experience degradation over distance. Accordingly, the 477 data indicate that the current DSL offerings do not provide 25/3 speeds. This finding is further confirmed by citizen interactions, which unanimously agreed that 25/3 was not available through existing DSL.

These challenges are all reflected in our interactions with the residents of the proposed project areas. Shentel have received sustained service requests from citizens who have cited inadequate speeds from current providers. We have been given strong feedback from door to door surveys indicating no access to reliable broadband. Shentel

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confirmed this need with us in the county (officials). Several residents even noted that they are currently relying on hotspots for internet access or have no internet at all. Notably, even in areas where 477 data and provider's websites report available speeds above 25/3, the vast majority are not able to receive those speeds. Even those who are paying for 25/3 reported getting non-broadband speeds. The persistent feedback from multiple interactions with residents and other county officials convincingly demonstrates that, despite the existence of several ISPs in *portions* of the proposed project areas, the reported coverage areas and speeds are overstated, and these areas all remain un/underserved.

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, and Community Connect. If there have been federal funds awarded near the project, provide a map verifying the proposed project area does not conflict with these areas. Describe if there are Rural Digital Opportunity Fund (RDOF) eligible census blocks located in the proposed project area. Label Map: Attachment 2 – Documentation on Federal Funding Area.

**Answer:**

To the best understanding of the County and Shentel, none of the proposed project areas have received federal grant funding. Additionally, Shentel does not plan on submitting an RDOF bid for any areas in Bedford County, although portions of some of the project area have some RDOF eligibility.

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 of 25/3 mbps or less and with less than 10% service overlap within the project area. 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:**

Through discussions between the County and Shentel, as well as direct and indirect feedback with the residents of the proposed service areas, we have determined that fewer than 10% of the proposed homes passed currently have access to broadband internet, defined as at least 25/3 mbps. As outline in question 2, Shentel has received sustained service requests from citizens in all of the proposed service areas, citing no currently available broadband. Additionally, these are all areas that are adjacent to Shentel's current infrastructure and they have a strong working familiarity with the services available. On top of that Shentel's door-to-door surveys confirmed that fewer than 10% of the residents have access to 25/3 speeds. Even the vastly overstated 477 data shows lists some of these areas as unserved, and for those instances where 477 suggests that 25/3 is available, direct communication with residents demonstrates otherwise.

5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 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

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a. Of the total number of passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. Describe the methodology used for these projections.

b. Provide the number of serviceable units in the project area that have 10/1 mbps or less. Describe the methodology used for these projections.

**Answer:**

a. All locations are residential only passings.

Location	Homes	Lots
Jubal Early Dr	8	0
Kings Grant	63	0
Twin Lakes Dr.	77	14
Highland Oaks	26	25
Cedarbury Ln	9	4
Everette Rd. (West Crossing)	145	40
Goode Rd	35	
Subtotals	363	83

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b. The 477 data indicates that the 260 homes across Jubal Early Dr., King's Grant, Cedarbury, Everett Rd, and Goode Rd. have only 10/1 or less. The reality is that several other homes in the proposed project areas are restricted to 10/1 or less in practice, but there is no firm figure due to the uncertainty in reporting practices. Door-to-door surveys indicated several homes on hotspots getting below 10/1 or with no internet at all.

6. 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

7. 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 25/3 mbps.

**Answer:**

Shentel will offer the following broadband speeds over a shred coax or RFoG (see question 8) network:

1. 50 Mbps \$65/Mo
2. 150 Mbps \$80/Mo
3. 300 Mbps \$110/Mo
4. 1 Gig Mbps \$200/Mo

Discounts are applied for bundling with phone or TV

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. 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 5 – Propagation Map Wireless Project.

**Answer:**

Location

Build Model

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Jubal Early Dr.	Coax
Kings Grant	RFoG
Twin Lakes Dr.	RFoG
Highland Oaks	RFoG
Cedarbury Ln.	Coax
Everette Rd. (West Crossing)	RFoG
Goode Rd.	Coax

Coax build models will extend Shentel's existing Hybrid Fiber Cable (HFC) systems to new customers by building coax, taps and system amplifiers to carry existing signals to curb, then installing a coax drop to the premise. Radio Frequency Over Glass (RFoG) build models will utilize our existing fiber optic network in the area and install amplification electronics in order to extend fiber optics to the curb, then service the customers via a fiber drop to the premise. Both systems deliver the same services and both systems become coax in the premise. These builds do use shared bandwidth, with speeds constantly monitored at Shentel's Network Operations Center (NOC). Shentel creates service groups in each service area based on the number of homes and the expected take rate. Bandwidth is then allocated to those service groups to serve the expected customers. The service groups are then monitored at the NOC, and if usage surpasses 80% capacity, then additional capacity will be allocated to prevent sluggish performance during peak hours.

This is one of the BIG REASONS the County is happy to partner with Shentel on this project and any others in the future.

## 9. 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 must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 6 – Timeline/Project Management Plan; Attachment 7 – MOU/MOA between Applicant/Co-Applicant.

### Answer:

This project is currently in the planning and preliminary engineering stage. All projects have utilized site data and

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historical data to create a High Level Estimate (HLE) for each project area. No drafting for actual design has occurred and no permits have been filed. We have numerous utility contractors that work for us full time and a construction and engineering staff dedicated to the Bedford County area.

We have drafted a MOU between us and Shentel and if awarded, we will finalize that and sign it by all parties. The County is very much hoping to get this grant because these 7 areas are WAY OVERDUE for broadband service and they are in a growing area of population.

10. 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 the 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's cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 8 - Funding Sources Table; Attachment 9 – Documentation of Match Funding.

**Answer:**

Shentel is providing all of the matching funds. This application is for 75% contribution from VATI, and the rest of the costs will be entirely covered by Shentel. Yay!

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

**Answer:**

N/A

12. Marketing: Describe the broadband adoption plan.

a. 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.

b. 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:**

Shentel has a robust marketing mechanism with over 100 years of telecommunications experience. The company uses a broad array of marketing strategies including physical mail, internet, TV, and door-to-door sales. Shentel and Bedford County have a strong working relationships and have together already been in communication with the residents in many of the proposed project areas. The residents in these seven areas are already familiar with the technology and what it can do for them and now they are just READY to have it, use it, and benefit from it.

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However, the Forest Library and Bedford Library does host "how to" sessions from time to time for those older citizens that may need a bit more understanding.

The Central Virginia Workforce Development board supports Bedford County’s request for funds to increase rural internet access and will work with both the Economic Development Department and Schools throughout the region to connect citizens with internet access for employment or training. Additionally, with huge backlogs in unemployment claims with the Virginia Employment Commission, it is best for unemployed individuals to use the VEC website for initial and ongoing claims and receive web-based support for job search or retraining. The County will work very closely with the Workforce Development board to ensure that citizens know how to apply for jobs using the Internet and can access these service from where they reside.

13. 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. Please attach any letters of support from stakeholders. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 10 – Letters of Support.

**Answer:**

Jason Durrance	Supervisor of Outside Plant Engineering (Shentel)	Assigned to oversee the permitting and design of the build areas.
Gary Marino	Manager of Construction (Shentel)	Assigned to oversee the construction and turn up of the build areas.
Larry Hubbard	Manager of Outside Plant Engineering (Shentel)	Assigned to oversee project closeout.
Traci Blido	Bedford County Economic Development Director	Manage the VATI grant and coordinate with Shentel to collect and turn in documentation and receipts for the project. Handle all PR and Communications to residents, media. Have experience with DHCD grants and TRRC grants.
Pam Bailey	Bedford County Office of Economic Development	Assist Traci with the tracking of the project and reimbursement process. Currently assist Traci with TRRC grants.

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Ashley Anderson	Bedford County Director of Finance	Audit the financial transactions and ensure all documentations are in order. Has many years of fiscal management experience.
Robert Hiss	Bedford County Administrator	Liaison with the Board of Supervisors and Broadband Authority on any communications needed along the way.

## 14. 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 11 – Derivation of Costs; Attachment 12 - Documentation of Supporting Cost Estimates.

### Answer:

Jubal Early Dr. Cost Structure		( Shentel
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Estimated Permitting and Make Ready	\$	\$ 1,993.75
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Contract Engineering Labor	\$	\$ -
Materials Estimate	\$	\$ 482.87





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Estimated Permitting and Make Ready	]	\$ \$ -
	]	-
Contract Engineering Labor	]	\$ \$ -
Materials Estimate	]	\$ \$ 1,627.24
Construction Labor Estimate	]	\$ \$ 11,028.24
Allocation Cost	]	\$ \$ 1,392.10
Total Composite Estimate	]	\$ \$ 14,047.58
Everette Rd. Cost Structure	]	( Shentel
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Contract Engineering Labor	]	\$ \$ 8,801.10
Materials Estimate	]	\$ \$ 27,875.77
Construction Labor Estimate	]	\$ \$ 120,745.49
Allocation Cost	]	\$ \$ 17,906.34
Total Composite Estimate	]	\$ \$ 180,691.19
Goode Rd Cost Structure	]	( Shentel
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Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

- a. How the proposed project fits into a larger plan to achieve universal broadband coverage for the locality. Explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage.
- b. 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.
- c. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.
- d. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

**Answer:**

a. The proposed project is part of Bedford County's long-term phased plan to expand broadband throughout the county. Bedford is pursuing both wireless and wireline services from multiple providers in order to reach the greatest number of unserved residents with the best service in the most efficient manner possible. For example, Blue Ridge Towers/Brisnet is currently being installed and this Shentel project helps to "fill in areas" that will be unable to get "line of site" to a tower. Shentel will fill in and provide stable, wireline service to those homes that are unable to receive service or broadband speeds from Brisnet. Our county is the 5th largest in the Commonwealth and it takes a Village (and a few grants) to get this job done.

Bedford County has invested heavily in a solid broadband plan and this grant will help us close these seven gaps -- even after the previous VATI and TRRC grant for broadband. We communicated the Shentel project information to Brisnet and Comcast so everyone was aware of the areas being addressed by whom. Brisnet relies on line of site and therefore, these seven areas are either completely outside the radius of Brisnet service or barely within the radius (outer edge and doubtful service with Brisnet). For a deep dive into the 2018 Bedford County Broadband Plan, see: <https://www.bedfordcountyva.gov/home/showdocument?id=6531>

Also, we keep great records of everything we do with broadband here. <https://www.bedfordcountyva.gov/boards-commissions/broadband-authority/broadband-advisory-committe>

This proposed project reflects the Governor's vision for broadband. This project to address seven areas with super high-speed Internet will help us get closer to building out broadband throughout all of Bedford County. Recognition of the lack of broadly-shared access to the new digital society and economy is what led Governor Northam to announce his vision in Bedford County of a Commonwealth in which everyone has the infrastructure necessary to access the internet. It is the Governor's vision that the Commonwealth should achieve functionally universal broadband coverage within 10 years.

- b. The proposed build is an exclusively residential build, with no business or community anchor passings planned.
- c. There are no current unique partnerships involved in this project, just good communication among providers and

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staff to ensure we reach all areas of the county.

d. Absolutely! This project builds on the digital equity we seek to achieve in Bedford County. Grades 7-12 in Bedford County Public Schools will be 100% digital this Fall as they are educated at home. If only we could already have all student homes connected. It's absolutely critical that we continue to seek to connect all homes. It is a new world we live in that has "all hands on deck to bring high-speed broadband" and we aim to be the first rurally-challenged county to deliver broadband service to all residents and businesses.

## 17. Additional Information

17. Provide any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 13 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 14 – XXXXXXXX
- c. Attachment 15 – XXXXXXXX
- d. Attachment 16 – XXXXXXXX
- e. Attachment 17 – XXXXXXXX

**Answer:**

N/A

## **Attachments:**

Map(s) of project area, including proposed infrastructure

Attachment1MapsofProjectArea816202063656.pdf

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

Attachment2DocumentationonFederalFunding817202032752.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationofUnservedAreasdocx817202032812.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm817202032826.docx

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Timeline/Project Management Plan

Attachment6ProjectManagementTimeline816202063956.pdf

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

Attachment7MOUShentelVATIBedfordCounty2020816202064205.pdf

Funding Sources Table

Attachment8VATIFundingSourcesTableShentel816202071037.pdf

Documentation for match funding

Attachment9DocumentationofMatchFunding817202032940.pdf

Letters of Support

Attachment10aLetterofSupportBedCoCommunityDevelopmentSupport816202071452.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCostsBedfordCo816202072741.pdf

Documentation supporting project costs (e.g. vendor quotes)

Attachment12Documentationsupportingprojectcosts817202033136.pdf

Two most recent Form 477 submitted to FCC

Attachment12a477Submissiondocx816202073208.pdf

Optional

Attachment12b477Maps816202073235.pdf

Optional

R06222008VATI2021GrantResolutionAMArevised816202073347.pdf

Optional

Attachment10bLetterofSupportLRBAlliance817202033208.pdf

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Optional

Attachment10cLetterofSupportWorkforceDevBoard817202033226.pdf

Jubal Early Dr.  
Jubal Early Dr.  
Forest, Va.  
Bedford Co

- 8 Serviceable Units
- 8 Homes
- GPS 37.303903, -79.302632
- Build model is coax.
- Footage is 1,008' of aerial facilities.
- HLE cost to build is \$16,274
- HLE Cost per serviceable unit is \$2,034



## Kings Grant

Kings Grant Dr.

Goode, Va.

Bedford Co

- 63 Serviceable Units
- 63 Homes
- GPS 37.393867, -79.387665
- Build model is RFoG.
- Footage is 11,990' of aerial facilities and 7,195' of buried facilities.
- HLE cost to build is \$298,258
- HLE Cost per serviceable unit is \$4,734



## Twin Lakes

Twin Lakes Dr.

Bedford, Va.

Bedford County

- 90 Serviceable Units
- 77 Homes and 14 Lots for 91 total.
- GPS 37.308819, -79.466306
- Build model is RFoG.
- Footage is 10,900' of aerial and 7,483' of buried facilities.
- HLE cost to build is \$383, 087
- HLE Cost per home serviceable unit is \$4,845



**Highland Oaks**  
Kings Grant Dr.  
Lynchburg, Va.  
Bedford Co

- 51 Serviceable Units
- 26 Homes and 25 Lots for 51 total.
- GPS 37.429009, -79.299337
- Build model is RFoG.
- Footage is 6,778' of aerial and 6,313' of buried facilities.
- HLE cost to build is \$334,700
- HLE Cost per serviceable unit is \$12,873



**Cedarbury**  
Cedarbury Ln.  
Forest, Va.  
Bedford Co

- 13 Serviceable Units
- 9 Homes and 4 Lots for 13 total.
- GPS 37.394371, -79.315568
- Build model is Coax.
- Footage is 2670' of buried facilities.
- HLE cost to build is \$56,190
- HLE Cost per serviceable unit is \$6,243



## Everett Rd

Everett Rd, West Crossing Dr.

Forest, Va.

Bedford County

- 185 Serviceable Units
- 145 Homes and 40 Lots for 185 total
- GPS 37.359332, -79.345906
- Build model is rfog .
- Footage is 3,325' of aerial and 28,679' of buried facilities.
- HLE cost to build is \$722,764
- HLE Cost per serviceable unit is \$4,984



Goode Rd  
Kings Grant Dr.  
Goode, Va.  
Bedford Co

- 35 Serviceable Units
- 35 Homes
- GPS 37.343925, -79.394512
- Build model is Coax.
- Footage is 10,905' of aerial and 1810' of buried facilities.
- HLE cost to build is \$170,312
- HLE Cost per serviceable unit is \$4,866





# COUNTY OF BEDFORD, VIRGINIA

COUNTY ADMINISTRATION BUILDING  
122 EAST MAIN STREET, SUITE 202  
BEDFORD, VIRGINIA 24523

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## OFFICE OF ECONOMIC DEVELOPMENT

Aug. 17, 2020

"To the best understanding of the County and Shentel, none of the proposed project areas have received federal grant funding. Additionally, Shentel does not plan on submitting an RDOF bid for any areas in Bedford County, although portions of some of the project area have some RDOF eligibility."

Thank you,  
*Traci Blido*

(540)587-5670

The below maps show the providers, speeds, and technologies that are listed in the FCC's 477 data for the proposed project areas. As such, this information is widely recognized to overstate service provider's coverage areas. The advertised speeds are also maximum speeds which are only available under ideal conditions, and do not represent actual customer experience. As noted, the proposed project areas were selected in collaboration with the county and the citizens living in these project areas. Routine interactions with the county officials and citizens indicate that these areas are indeed un/underserved despite some of them having advertised speeds of 25/3 or greater.

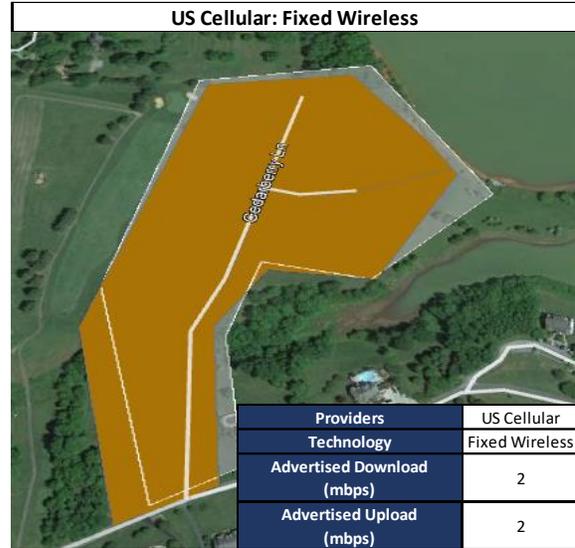
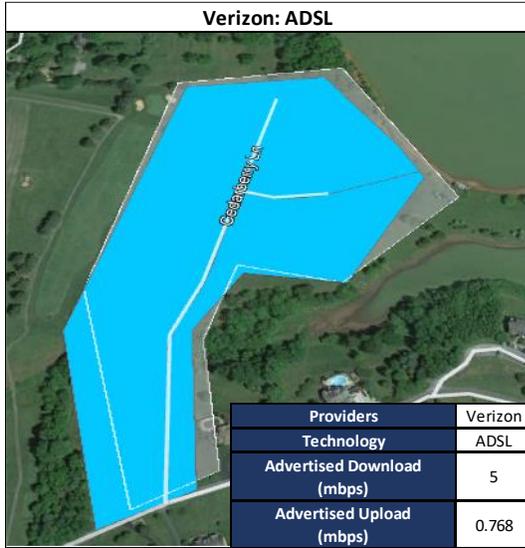
Despite 477 data that indicates that Comcast is available in some project areas, site surveys, as well as interactions with residents and county officials demonstrate that the only two technologies currently available to residents in the proposed project areas are fixed wireless or DSL. Fixed wireless, while an effective broadband technology in some cases, is widely known to have significant service risk and degradation due to interference from foliage, terrain, and weather. These factors have broadly precluded residents in the proposed project areas from receiving internet service that qualifies for the FCC minimum definition of broadband: 25/3. It is worth noting that there is a Wireless Internet Service Provider, InfiaSky, that did not show up in the 477 data, but currently offers partial coverage of a few of the proposed project areas. Although they claim to offer speeds greater than 25/3, our door-to-door survey indicated, in keeping with the challenges already noted, that the actual speeds are far lower than those advertised.

Similarly, DSL typically offers very low speeds, and even those low advertised speeds experience degradation over distance. Accordingly, the 477 data indicate that the current DSL offerings do not provide 25/3 speeds. This finding is further confirmed by citizen interactions, which unanimously agreed that 25/3 was not available through existing DSL.

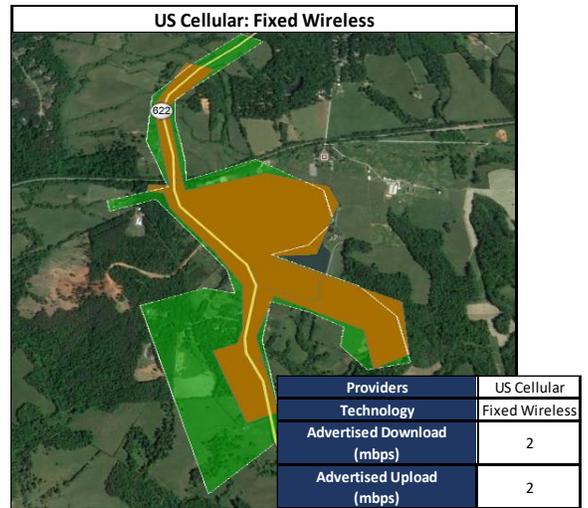
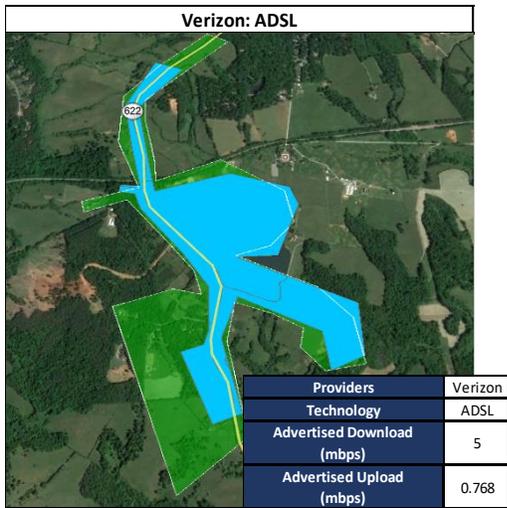
These challenges are all reflected in our interactions with the residents of the proposed project areas. We have received sustained service requests from citizens who have cited inadequate speeds from current providers. We have been given strong feedback from door to door surveys indicating no access to reliable broadband. We have also confirmed this need with county officials. Several residents even noted that they are currently relying on hotspots for internet access or have no internet at all. Notably, even in areas where 477 data and provider's websites report available speeds above 25/3, the vast majority are not able to receive those speeds. Even those who are paying for 25/3 reported getting non-broadband speeds. The persistent feedback from multiple interactions with residents and county officials convincingly demonstrates that, despite the existence of several ISPs in portions of the proposed project areas, the reported coverage areas and speeds are overstated, and these areas all remain un/underserved.

# Bedford County 477 Maps

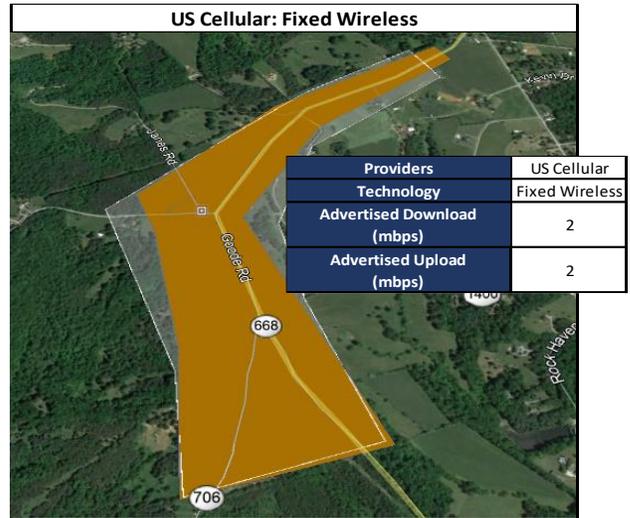
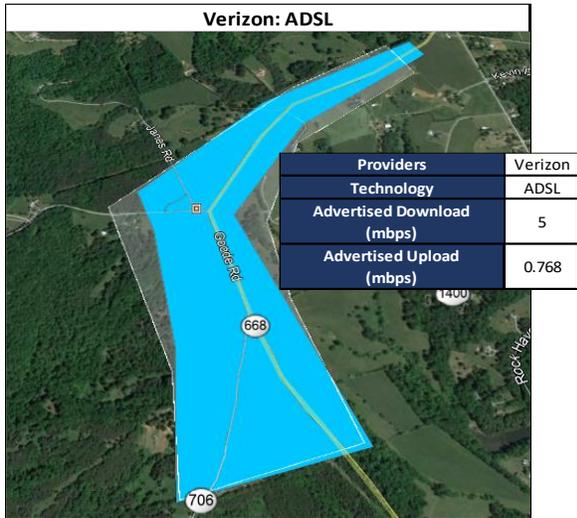
## Cedarburry



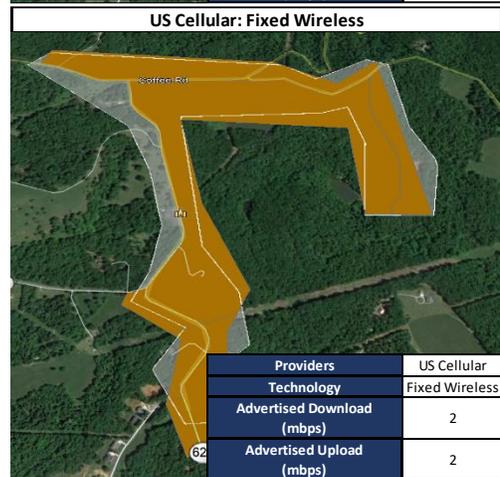
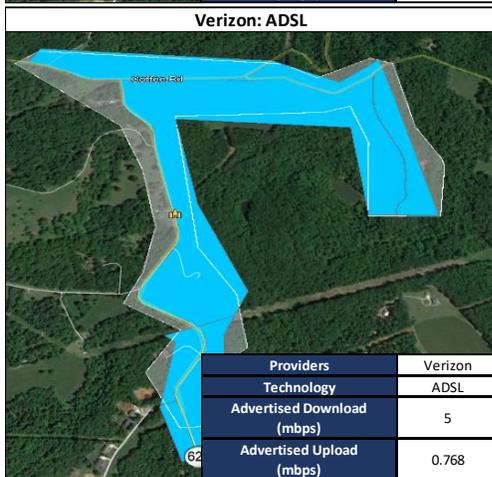
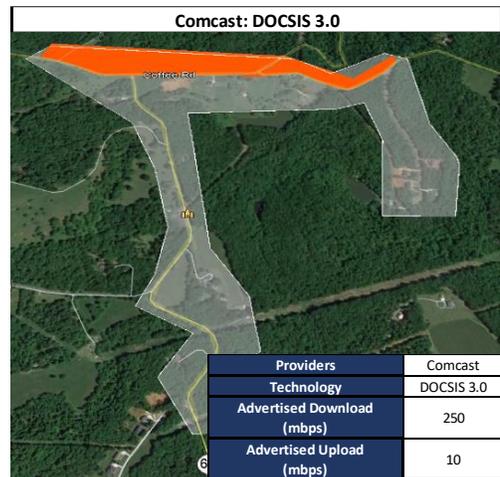
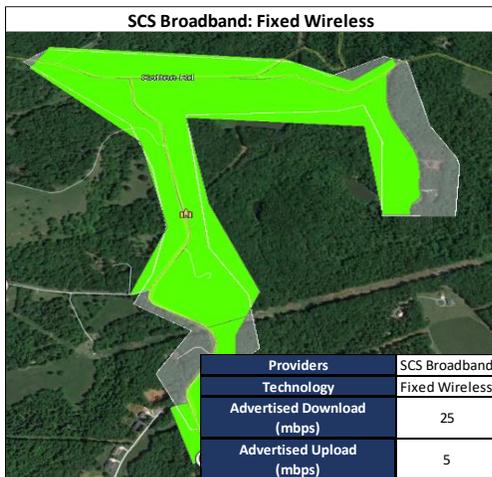
## Everett Rd

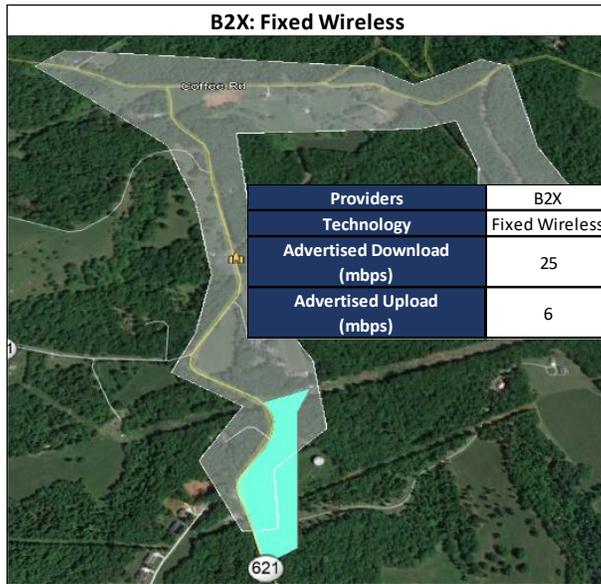


## Goode Rd

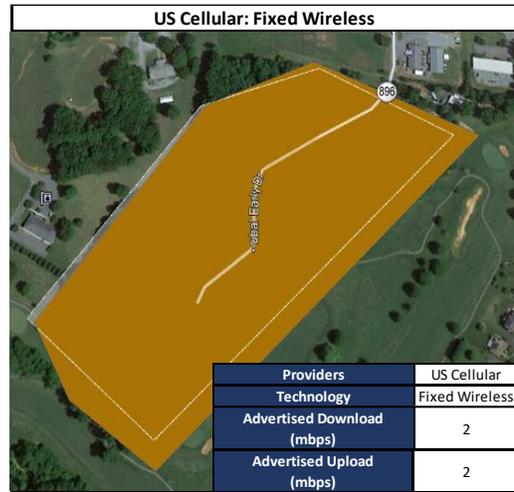
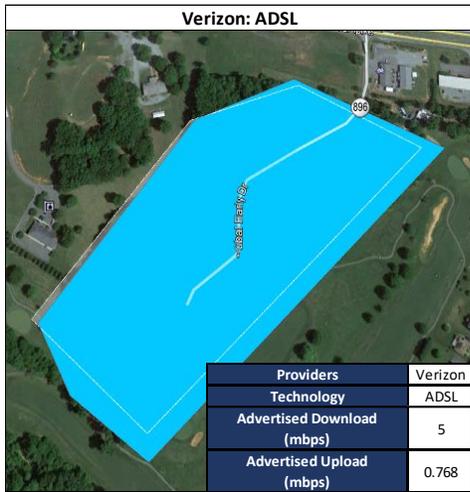


## Highland Oaks

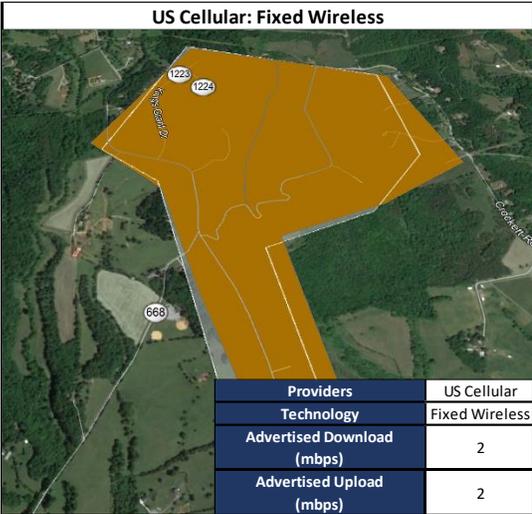
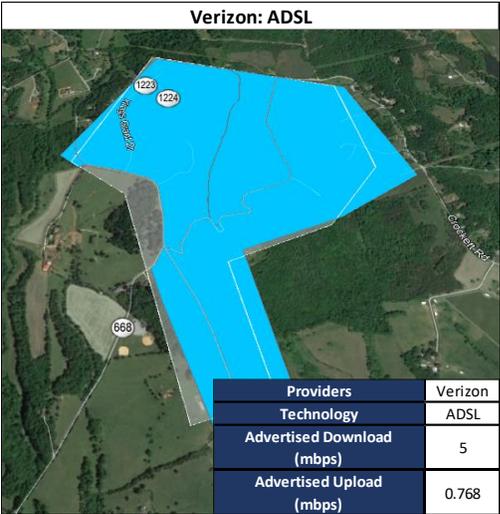




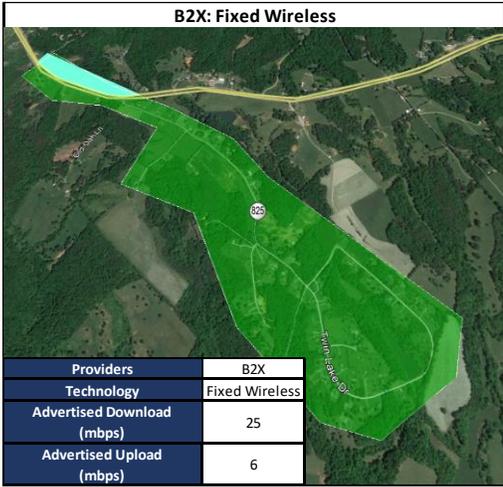
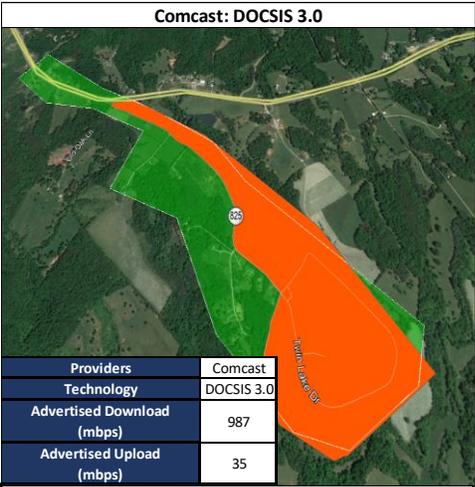
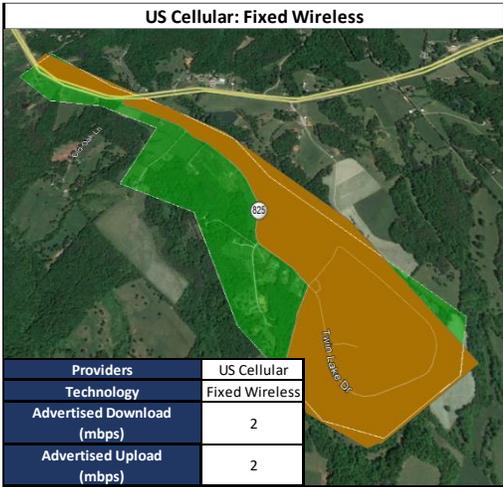
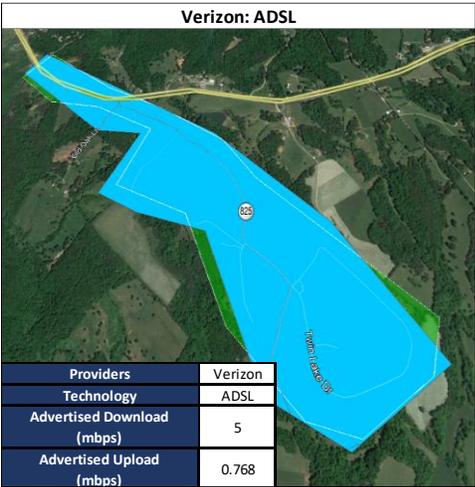
**Jubal Early Dr.**



# Kings Grant



# Twin Lakes



In-person site survey confirms that Comcast infrastructure does not extend into the residential areas of the Twin Lakes build.

**Door-to-Door Survey Results**

<b>Bedford County</b>	
<b>Jubal Early Dr</b>	No 25/3 available
<b>Kings Grant Dr</b>	25/3 advertised through InfinaSky, but experienced speeds are much lower than advertised*
<b>Twin Lakes Dr</b>	No 25/3 available
<b>Highland Oaks</b>	25/3 advertised through InfinaSky, but experienced speeds are much lower than advertised*
<b>Everett Rd</b>	25/3 advertised through InfinaSky, but experienced speeds are much lower than advertised*
<b>Goode Rd</b>	No 25/3 available
<b>* Infinasky was not found in 477 data</b>	

## 2021 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number in Project Area	Number with Speeds at 10/1 or below in Project Area
<b>Residential</b>	363	260+
<b>Businesses (non-home based)</b>	None	None
<b>Businesses (home-based)</b>	None	None
<b>Community Anchors</b>	None	None
<b>Non-residential</b>	None	None
<b>Total Number of Passings</b>	363	260+

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

### Definitions

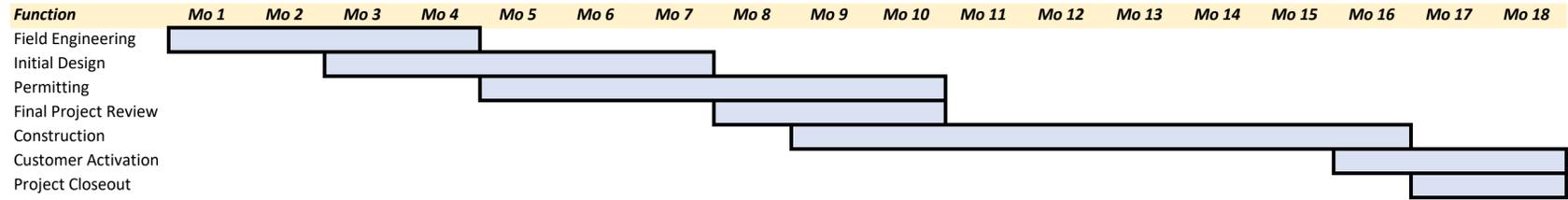
**Passing** – any structure that can receive service.

**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.

**12 Month Structure**



## **Agreement between Shenandoah Telecommunications Company (“Shentel”) and Bedford County regarding VATI Funding**

On **{DATE}**, the Virginia Department of Housing and Community Development ("DHCD") announced that it had offered **BEDFORD COUNTY** (the “Grantee”) a total of **{AMOUNT}** in funding under the Virginia Telecommunication Initiative (VATI) program in response to the joint application of the County and **SHENTEL**. Pursuant to the program guidelines and statutory authority, the primary objective of the VATI is to provide financial assistance to supplement construction costs by private sector broadband providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider.

The grant agreement, between DHCD and Bedford County (the “DHCD Agreement”) will impose certain responsibilities on the Grantee in accepting the VATI grant. As anticipated in the joint application for funding submitted by Bedford County and Shentel, the parties wish to outline the roles of each party now that the grant has been awarded. **Accordingly, the parties now hereby agree as follows:**

SHENTEL shall perform all work described in the DHCD Agreement and **{GRANT CONTRACT NUMBER}**. Terms and Conditions (both of which are attached hereto and incorporated herein by reference), the submitted application, project management schedule and budget. Specifically, SHENTEL shall complete all Grant Activities described in the DHCD Contract Documents (including but not limited to serve seven (7) specific areas of the County for a total of 363 homes and at least 43 lots in Bedford County, with high speed Internet services as described in the grant application, on or before October 1, 2022. SHENTEL shall indemnify, defend and hold the County harmless for any failure(s) (a) to complete any Grant Activities described in the DHCD Contract Documents on or before **October 1, 2022** and/or (b) to achieve any project Outcomes by **{Date of Construction Conclusion Per Contract}**, SHENTEL will provide information of subscribers and speed package selected, as well as speed validation data to ensure that the proposed Outcomes have been met and broadband speeds meet VATI criteria. Additionally, SHENTEL will provide monthly progress reports to Bedford County. SHENTEL will submit a **{number of invoices if predetermined}** invoice for payment upon completion of the work. No VATI funds shall be distributed unless and until (a) SHENTEL has submitted all requested documents and (b) the County has verified that pre-construction and/or construction work has been completed or equipment has been ordered and received.

In their application, the parties estimated that 363 serviceable units will have access to the required broadband speeds. **BEDFORD COUNTY** and **SHENTEL** will exercise due diligence and best efforts on community outreach and marketing the availability of service, which is the intent of the program. The parties understand, however, that the actual number of customers who choose to subscribe is beyond the parties' control. The parties also understand that the intent of the Department of Housing and Community Development is that the parties exercise due diligence and best efforts and that no funds will be returned to the Commonwealth nor retained by **BEDFORD COUNTY** so long as the parties exercise due diligence and best efforts to reach the program goals.

### **SHENTEL AND BEDFORD COUNTY:**

By: \_\_\_\_\_  
      {Local Signatory, Title}

By: \_\_\_\_\_  
      {Provider Signatory, Title}

Date: \_\_\_\_\_

Date: \_\_\_\_\_

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	\$ <u>1,486,188</u>	75%	Pending
Shentel Match	\$ 495,396	25%	SECURED
	\$		
	\$		
	\$		
	\$		
	\$		
<b>TOTAL</b>	<b>\$ 1,981,584.00</b>	<b>100%</b>	



Shentel is prepared to provide all necessary match funding for this grant application. All VATI grant projects will be accounted for in the annual budget and funded to the necessary level. Furthermore, Shentel is committed to the proposed projects and has more than adequate financial backing to support their completion.



# COUNTY OF BEDFORD, VIRGINIA

COUNTY ADMINISTRATION BUILDING  
122 EAST MAIN STREET, SUITE G-03  
BEDFORD, VIRGINIA 24523

JORDAN MITCHELL  
INTERIM DIRECTOR

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## DEPARTMENT OF COMMUNITY DEVELOPMENT DIVISION OF PLANNING

August 15, 2020

Virginia Department of Housing & Community Development  
600 E. Main Street #300  
Richmond, VA 23219

***Subject: Shenandoah Telecommunications Company ("Shentel") VATI Grant Application***

To Whom It May Concern:

One of the most common conversations that I have with our County residents is the lack of broadband internet availability and the affect that is having on their daily lives. Those conversations have become more frequent given the current COVID-19 pandemic as more residents are working and schooling their children from home. As a resident of the Everett Road community, my ability to work from home during these times has been difficult due to the lack of a reliable broadband provider along with others in our community.

Considering the impacts of the lack of broadband internet service throughout the County, I greatly appreciate your consideration for the Bedford County (Shentel) grant application. As our County continues to grow, the demand for broadband internet from those with home businesses, rural businesses, telecommuting, and home schooling is only going to increase. By awarding the grant to Bedford County, you would be helping 363 homes and 43+/- lots find a solution for access to broadband internet. Please accept this letter as my full support for the Bedford County (Shentel) VATI grant application.

Sincerely,

Jordan Mitchell, Interim Director  
Community Development

August 17, 2020

Virginia Department of Housing & Community Development  
600 E. Main Street #300  
Richmond, VA 23219

***Subject: Shenandoah Telecommunications Company (“Shentel”) VATI Grant Application***

To Whom It May Concern:

Broadband is essential infrastructure for unlocking economic benefits. However, broadband infrastructure is far from ubiquitous, both in terms of where it operates and who subscribes to it, and those deficits are not shared evenly. There is concern that individuals who rely exclusively on wireless plans – and who tend to be lower income, younger and more racially diverse- are limited in their capacities to tap into the internet’s potential. Broadband conditions can indicate which neighborhoods are most likely to be left behind in the digital era which is exacerbated by today’s current situation.

The conversations around broadband have been escalating for years but have become more frequent given the current COVID-19 pandemic as more residents are working and schooling their children from home. The lack of a reliable broadband provider along with others in Bedford County impacts health, education, safety and prosperity.

Considering the impacts of the lack of broadband internet service throughout the County, please give every consideration to the Bedford County (Shentel) grant application. Bedford is a critical partner in our regional economy and as Bedford County continues to grow, the demand for broadband internet from those with home businesses, rural businesses, telecommuting, and home schooling is only going to increase.

In Partnership,



Megan A. Lucas, CCE, CECD, IOM  
CEO & Chief Economic Development Officer  
**Lynchburg Regional Business Alliance**



CENTRAL REGION

**Central Virginia Workforce Development Board**  
**828 Main St., 12<sup>th</sup> floor, Lynchburg, VA 24504**  
**434-845-1932**

Virginia Department of Housing & Community Development  
600 E. Main Street #300  
Richmond, VA 23219

***Subject: Shenandoah Telecommunications Company ("Shentel") VATI Grant Application***  
To Whom It May Concern:

I am happy to write a letter of support to expand broadband access in Bedford County. From a workforce development perspective, it has been critical for individuals to work remotely during the COVID-19 Pandemic. At the onset of the pandemic, our workforce development board was able to serve many small businesses with Rapid Response funding in Bedford for equipment or access to web-based resources to support remote work. I am in regular contact with many businesses who allow work from home opportunities but are limited in meeting needs because some employees do not have adequate internet access.

The Central Virginia Workforce Development board supports Bedford County's request for funds to increase rural internet access and will work with both the Economic Development Department and Schools throughout the region to connect citizens with internet access for employment or training. Additionally, with huge backlogs in unemployment claims with the Virginia Employment Commission, it is best for unemployed individuals to use the VEC website for initial and ongoing claims and receive web-based support for job search or retraining. Better internet access in the rural areas will benefit both citizens and private businesses.

Thank you for your consideration of this application!

Sincerely,

A handwritten signature in black ink that reads "Ben S. Bowman".

Ben Bowman  
Executive Director  
Central Virginia Workforce Development Board



CDBG Derivation of Cost

Non-VATI	Source of Estimate	Date
\$15,000	Company A	9/5/16
\$20,000	Company B	9/5/16
\$20,000	ABC Engineering Firm	9/5/16

30000

Non-VATI	Source of Estimate	Date
<b>\$ 33,703</b>	<b>Shentel</b>	<b>8/13/20</b>
<b>\$ 26,229</b>	<b>Shentel</b>	<b>8/13/20</b>
<b>\$ 95,756</b>	<b>Shentel</b>	<b>8/13/20</b>
<b>\$ 288,086</b>	<b>Shentel</b>	<b>8/13/20</b>
<b>\$ 49,115</b>	<b>Shentel</b>	<b>8/13/20</b>
<b>\$ -</b>		



Shentel cost estimates for the proposed project areas were constructed utilizing data collected from the field as well as various tools including google earth and GIS. We take that data, which includes the footages, expected installation methods, and field notes and turn that into an estimate using historical data for other projects in the area to calculate labor, material, and make-ready fees. All of this put together gives us an estimate for a completed project.

(RETAIN FOR YOUR RECORDS)  
Form 477 Filing Summary

FRN: **0002064145** | Data as of: **Jun 30, 2018** | Operations: **Non-ILEC** | Submission Status: **Original - Submitted** | Last Updated: **Oct 5, 2018 16:18:19**

**Filer Identification**

Section	Question	Response
<b>Filer Information</b>	Provider Name	Shenandoah Telecommunications Company
	Holding Company Name	Shenandoah Telecommunications Company
	SAC ID	
	499 ID	
<b>Data Contact Information</b>	Data Contact Name	Christina Price
	Data Contact Phone Number	(540) 984-5350
	Data Contact E-mail	christina.price@emp.shentel.com

apps2.fcc.gov/form477/dashboard.xhtml

Main Menu Approved by OMB 3060-0816  
Form477 Version 6.0.1.537

**Create New Form 477**

Data as of

**Existing Form 477 Submissions**

Data as of	Status	Operations	View/Edit	Revise/Submit	Filing Summary
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Jun 30, 2019	Revised - Submitted	Non-ILEC	<input type="button" value="View"/> <input type="button" value="Edit"/>	<input type="button" value="Revise"/>	<input type="button" value="View"/> <input type="button" value="Summary"/>
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Main Menu

Approved by OMB 3060-0816  
Form477 Version 6.0.1 537

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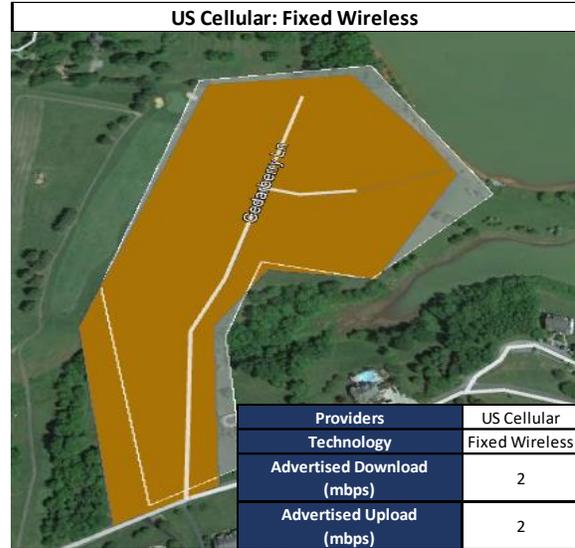
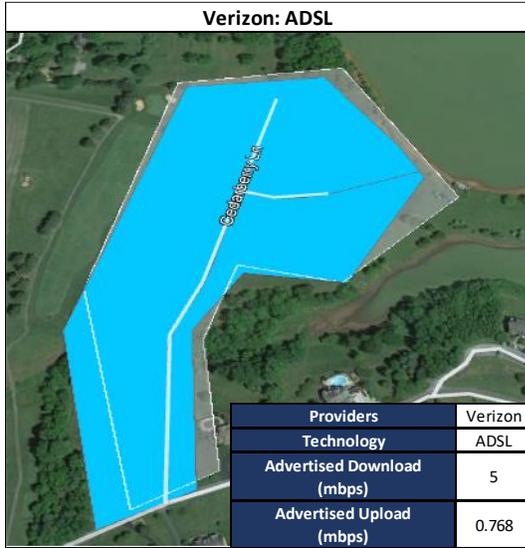
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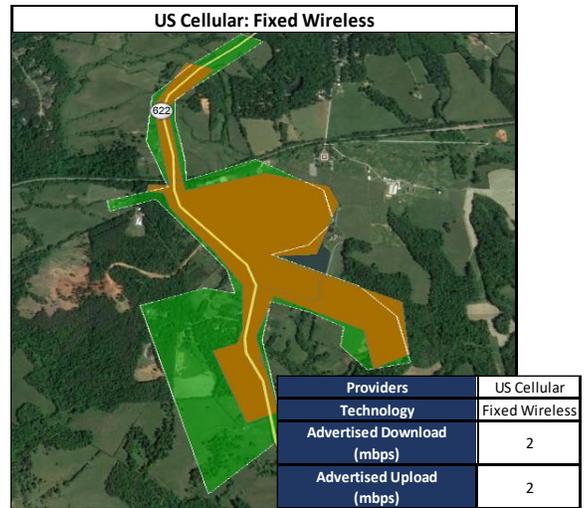
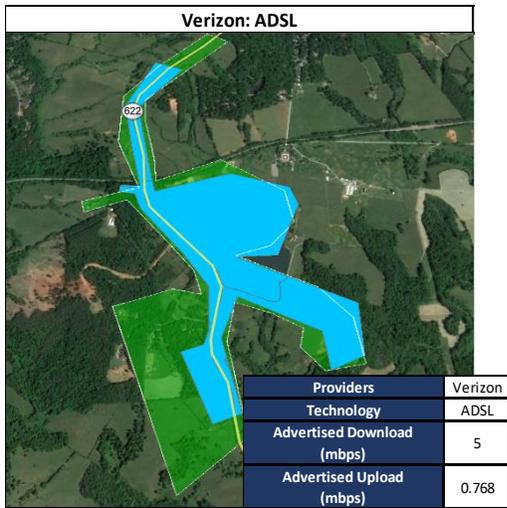
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Dec 31, 2019	Revised - Submitted	ILEC	<input type="button" value="View"/>	<input type="button" value="Revise"/>	<input type="button" value="View"/>
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# Bedford County 477 Maps

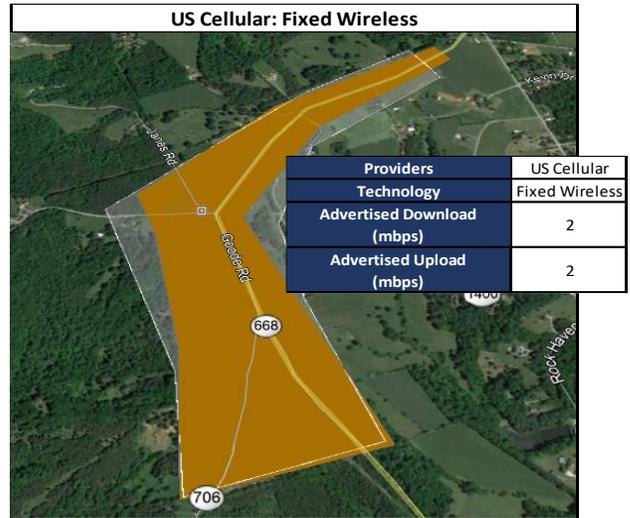
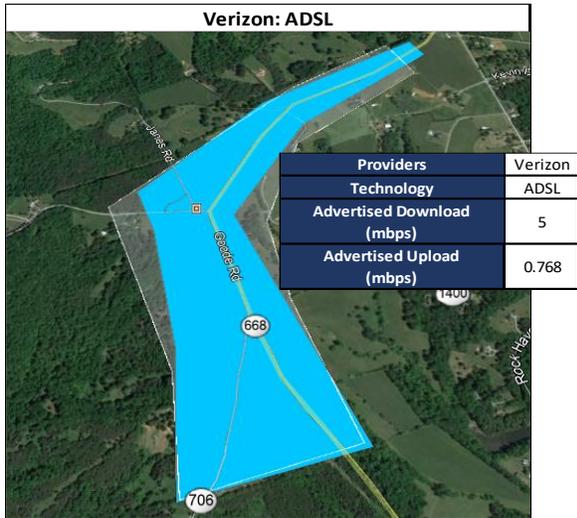
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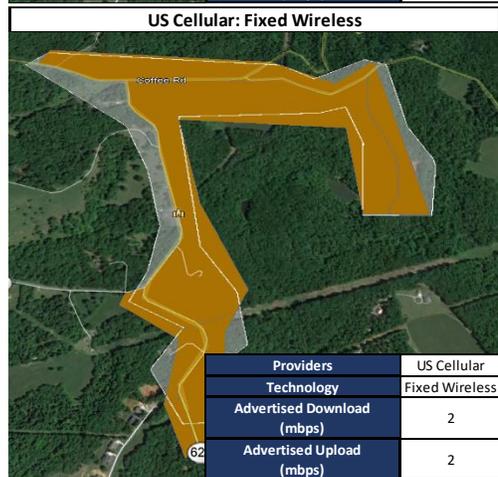
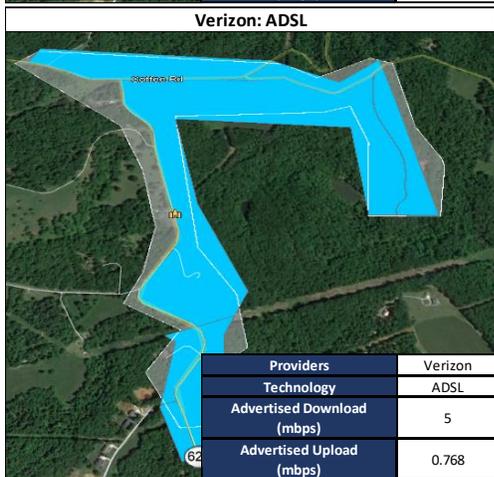
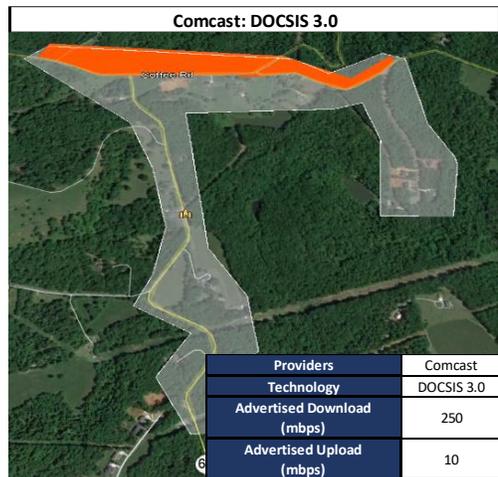
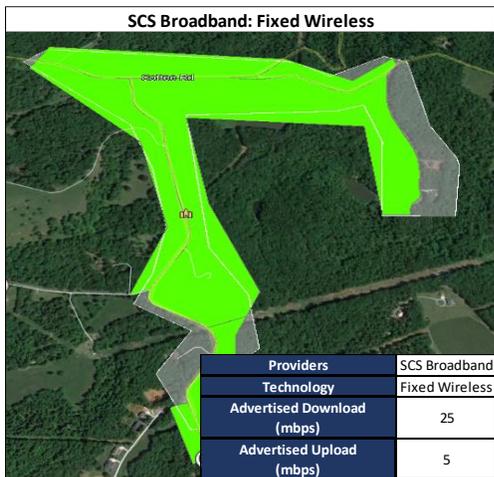
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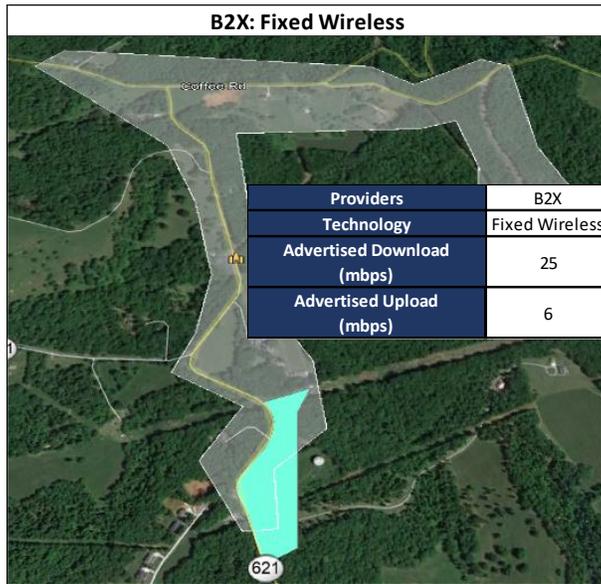


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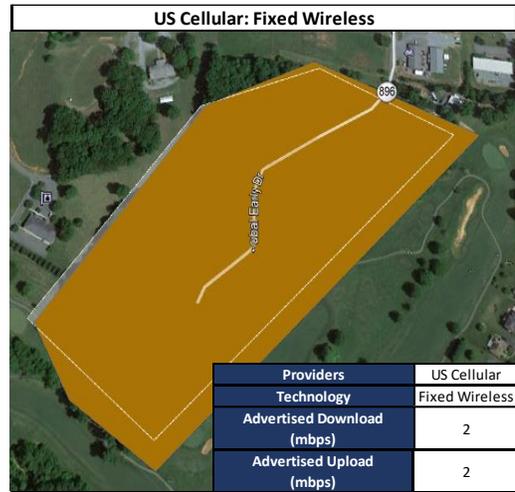
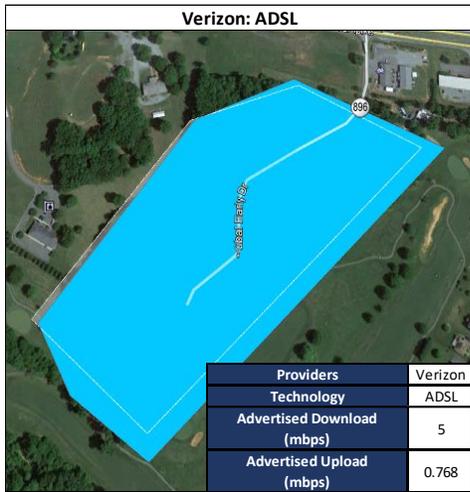


## Highland Oaks

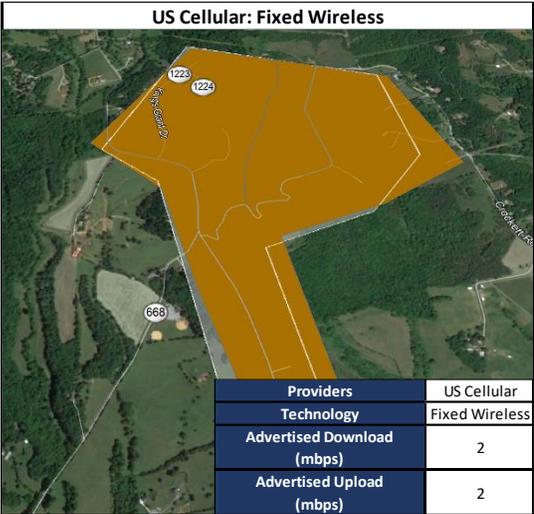
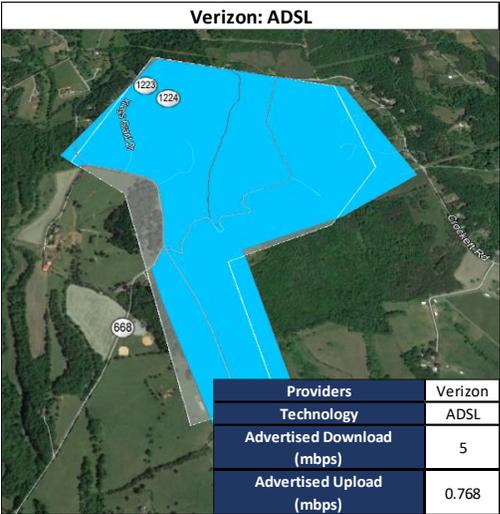




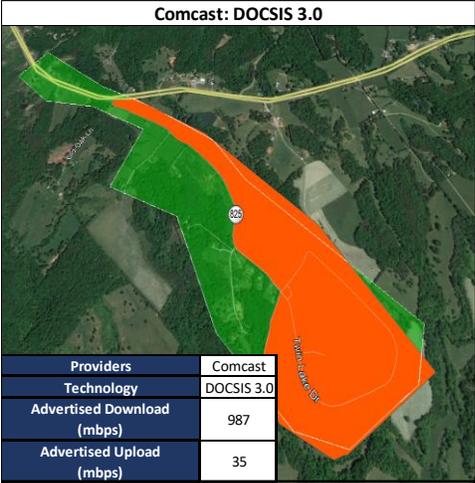
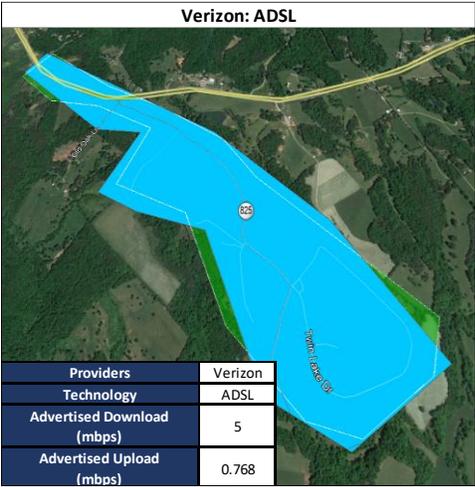
**Jubal Early Dr.**



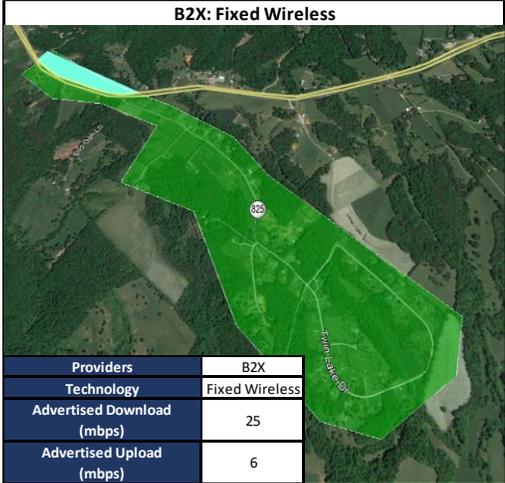
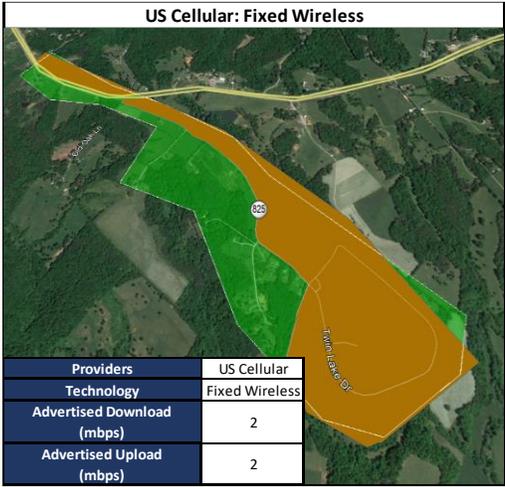
## Kings Grant



## Twin Lakes



In-person site survey confirms that Comcast infrastructure does not extend into the residential areas of the Twin Lakes build.





At a regular meeting of the Board of Supervisors of the County of Bedford, Virginia held at the Bedford County Administration Building on the 22nd day of June 2020, beginning at 7:00 pm.:

<u>MEMBERS:</u>	<u>VOTE:</u>
John Sharp, Chair	Yes
Charla Bansley, Vice-Chair	Yes
Mickey Johnson	Yes
Edgar Tuck	Yes
Tommy W. Scott	Yes
Bob Davis	Yes
Tammy Parker	Yes

On motion of Vice-Chair Bansley, which carried by a vote of 7-0, the following was adopted:

#### A RESOLUTION

#### AUTHORIZING THE SUBMISSION, ACCEPTANCE, AND SUPPLEMENTAL APPROPRIATION OF A GRANT WITH THE VIRGINIA DEPARTMENT OF HOUSING AND COMMUNITY DEVELOPMENT (DHCD) 2021 VIRGINIA TELECOMMUNICATIONS INITIATIVE (VATI)

**WHEREAS**, on April 15, 2020, Shenandoah Telecommunications Company (“Shentel”) approached Bedford County with a project description for seven unserved, or underserved, areas for Broadband and requested assistance to obtain a Virginia Telecommunications Initiative (VATI); and

**WHEREAS**, these seven areas in the county are made up of 363 homes and at least 43 lots that will be served through this grant; and

**WHEREAS**, The 2021 VATI grant guidelines were reviewed by Shentel and Bedford County on June 4, 2020, and a deadline for applications was set by DHCD for July 13, 2020; and

**WHEREAS**, Shentel committed to cover the full match requirement of \$495,396 (25%) and the remaining \$1,486,188 (75%) is being requested from VATI; and

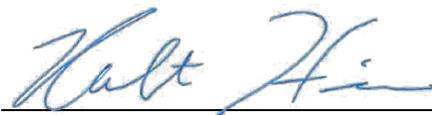
**WHEREAS**, no matching funds from the Board of Supervisors is requested, nor required; and

**WHEREAS**, Shentel has completed the due diligence required to provide all studies and documentation needed for the VATI grant; and

**WHEREAS**, the DHCD VATI program guidelines for grant application, requires a government entity as the applicant with a qualified and experienced private sector broadband provider as the co-applicant.

**NOW, THEREFORE, BE IT RESOLVED,** that the Bedford County Broadband Authority does hereby authorize the Economic Development Director to submit a grant application to DCHD with the co-applicant, Shenandoah Telecommunications Company (“Shentel”), for the 2021 Virginia Telecommunications Initiative to assist in building out broadband telecommunications infrastructure in these unserved areas of the County. If awarded, the Board authorizes acceptance and appropriation of the funds awarded.

A Copy-Teste:

A handwritten signature in blue ink, appearing to read "Robert Hiss", written over a horizontal line.

Robert Hiss  
County Administrator