West Piedmont PDC

2023 WPPDC East Universal Broadband Project

**Application ID:** 95708192022084618

Application Status: Pending

**Program Name:** Virginia Telecommunication Initiative 2023 - Application

Organization Name: West Piedmont PDC

Organization Address: 1100 Madison St.

Martinsville, VA 24112

Profile Manager Name: Jacob Bullins

Profile Manager Phone: (276) 638-3987

Profile Manager Email: jbullins@wppdc.org

**Project Name:** 2023 WPPDC East Universal Broadband Project

Project Contact Name: Michael Armbrister

Project Contact Phone: (276) 638-3987

Project Contact Email: marmbrister@wppdc.org

Project Location: 1100 Madison St

Martinsville, VA 24112-3145

Project Service Area: Amelia County, Campbell County, Charlotte County, Nottoway County

**Total Requested Amount:** \$8,155,864.00 **Required Annual Audit Status:** Accepted

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### **Budget Information:**

| Cost/Activity Category          | DHCD Request   | Other Funding  | Total           |
|---------------------------------|----------------|----------------|-----------------|
| Telecommunications              | \$8,155,864.00 | \$5,205,136.00 | \$13,361,000.00 |
| Administration                  | \$200,000.00   | \$0.00         | \$200,000.00    |
| Construction                    | \$7,244,221.00 | \$4,773,179.00 | \$12,017,400.00 |
| Construction Related Soft Costs | \$711,643.00   | \$431,957.00   | \$1,143,600.00  |
| Total:                          | \$8,155,864.00 | \$5,205,136.00 | \$13,361,000.00 |

#### **Budget Narrative:**

The budget includes grant administration, construction, construction related soft costs. Construction includes \$12,017,400 to build out 245 miles of underground fiber and 3,361 passings/drops. Soft costs include \$1,143,600 for design/engineering, staking, permits, and related costs. Grant administration is \$200,000.

#### **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:

The area was selected based on the review of mapping and associated data including but not limited to; 1) FCC Form 477, 2) VATI files, and 3) County and PDC data, to determine the areas unserved and where funding has not already been awarded. Additionally, in an effort to ensure universal coverage in the Counties, the RSN engineering group via a combination of research and vetting identified 3,361 unserved locations. The research was conducted using GIS databases, Broadband Surveys, and guidance from VA DHCD and the vetting occurred with the County. The project areas for the east include Amelia, Campbell, Charlotte, and Nottoway counties. The Amelia and Nottoway counties are contiguous and maximize efficiencies and area coverage by connecting routes. The Campbell and Charlotte counties are contiguous to each other but are not connected to Amelia and Nottoway in this project. The proposed project area as designed will connect to adjacent and or contiguous areas that are concurrently being built-out with broadband, by RSN in conjunction with CAFII, RDOF, and VATI 2022 funding, as a means to meet the VATI goal of true universal broadband coverage throughout the State. Attachment 1 – Project Area Map provides the boundaries of the project area including the local and regional boundaries.

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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:

According to the FCC 477 fillings from December 2021, except for a small portion of Amelia County there were no companies in the proposed project areas providing broadband at speed equal to or greater than 100Mbps/20Mbps speeds in the counties are shown in the chart below.

Project County

Speed equal to or greater than 100Mbps/20Mbps

Amelia

Yes – but less than 20%

Campbell

No

Charlotte

No

Nottoway

No

The FCC 477 data did reveal existing providers of Internet Services (ISPs) in the proposed project area that provide some level of broadband although not at qualified broadband levels. Several meetings were held with different ISPs and the individual counties and or the West Piedmont PDC (WPPDC) to confirm the project areas and confirm there was minimal to no overlap of current providers as well as no overlap of current VATI application areas. The ISP companies involved in these meetings and discussions include; Shentel, and Firefly. Please see the Q2 attachment for more detailed information.

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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:

There are areas near the project that have received or were initially announced as being awarded funding from federal grant programs, but these areas are not included in or overlapped by the proposed project area being submitted via this application. Specifically, 1) portions of Amelia County were awarded RDOF and VATI 2022 funding; 2) portions of Campbell County were awarded CAF, RDOF, and VATI 2022; 3) portions of Charlotte County were awarded CAF, RDOF, and VATI 2022; and 4) portions of Nottoway County were awarded RDOF and VATI 2022. The proposed project area will serve to connect the adjacent RDOF areas with dedicated buildout requirements based on funding allocated over a 10-year period those totals are: Amelia County, with RSN as the recipient of \$1,172,766, Campbell County, with RSN as the recipient of \$4,481,483, Charlotte County, with RSN as the recipient of \$8,193,588, and Nottoway County, with RSN as the recipient of \$88,864. Lastly, this project includes the County match which is listed in this response because the funding may be derived from American Rescue Plan Act (ARPA) federal funds, from Amelia, Campbell, Charlotte, and Nottoway that is being directed to RSN for the 3,361 project locations. Located in Attachment 2-Documentation on Federal Funding Area you can find close up maps of each County showing the funding source blocks.

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:

The focus on project area selection was two-fold as a means of determining funding overlap, if any exists was below the allowable 20% level, as well as confirming the available speeds were below 100Mbps/20Mbps. All the locations in the proposed RSN project area with some level of service provided by Shentel and Firefly are considered to be unserved by the FCC. There are specifically 177 locations in Amelia County that are being overbuilt, a number that is less than the 20% overbuild allowance permitted in the VATI application. The VATI 2022 files were reviewed as well as consideration of data from the PDC and Counties. The Counties used GIS databases, Broadband Surveys, and guidance from VA DHCD to determine these locations were also unserved.

Several of the Counties have ongoing wireless deployments that are failing to meet their expectations when it comes to service levels being provided and coverage areas being served. When questioned, none of the Counties had access to any KMZ or Shapefiles to show their current wireless deployment areas or service levels being provided. Amelia County has a FW project being installed by RSN. The service levels and coverage areas being provided by the equipment being used falls far short of the County's and RSN's expectations. Based on the poor performance of new wireless equipment installed so far in Amelia County using 4 licensed CBRS spectrum blocks, one would suspect similar performance issues exist in other FW deployments across Virginia. Unfortunately, there are no really good maps showing the actual coverage areas of fixed wireless deployments in this project area. The maps that do exist appear to be overstated propagation studies that do not show the true service and coverage levels being supplied.

Therefore, we will need to address any overbuilding of wireless providers once they provide accurate mapping data, shapefile, and RSSI levels during the challenge process. Additionally, RSN's outside engineering firm used FCC 477 form data and current technology limitations to determine unserved locations in Amelia, Campbell, Charlotte, and Nottoway counties. This information is provided as Attachment 3-Documentation Unserved Area VATI Criteria.

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- 5. 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. Based on information from the Counties and engineering estimates, here is a breakdown of the 3,361 locations passed by VATI by category: Residential -3,181, Business -169, and Community Anchor Institutions -11.
- b. Not applicable, there are no RDOF passings in the proposed project area.
- c. RSN extends fiber drops to locations up to 2,000 feet from the main fiber run that is located in the VDOT right of way/easement. For this application and proposed project areas all locations fall into this "Standard Install" group an estimated 40% take rate and included those costs as part of the total build costs. RSN has created the build-out in a manner that there are not any fiber drops requiring special construction costs as a means of removing financial impediments to the VATI goal of providing universal access to all locations affordably.
- 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.

As stated previously, this build-out has been created to eliminate long drop locations. In the event there is a location that inadvertently falls into this category, RSN has a low per foot charge for locations beyond 2,000'. Additionally, RSN has responded to the LECAP RFI and plans to participate in the program so that no Low to Moderate Income (LMI) residents have to pay out of pocket to cover the costs to build beyond 2,000.

e. RSN's focus was on qualifying and quantifying the proposed project area based upon lack of 100/20 Mbps while also conducting a thorough analysis to determine if any locations had 25/3 Mbps or less. The analysis revealed that any 25/3 Mbps passings in the proposed project area were recipients of VATI 2022 funding, so no locations in the project area are unfunded or lacking 25/3 Mbps.

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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:

Not applicable, the project area does not include any blocks awarded in RDOF as a result there is no Attachment 5-RDOF Awarded Areas in VATI area to submit.

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:

Not applicable, not a wireless project.

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:

This is an extension of a totally new FTTH project with the only existing network components being the Internet access points that currently exist in each County. RSN plans to use an XGS-PON FTTH access vendor such as Calix, DZS, or Adtran. The proposed technology allows a rate of up to a symmetrical 10Gbps Down/10Gbps Up IP transport of voice, broadband, and OTT video between the Applicant's Host office and the customer premise. The Applicant proposes initially using XGS-PON FTTH architecture fed from splitter cabinets for last mile access. This architecture can be upgraded to NG- PON2, delivering up to 40G service and beyond, as needed in the future. The PON splitters will have a maximum of a 1:32 split on an all-fiber plant that extends no more than 32km from the OLT's. Most deployments will have a much lower ratio. Extra fibers will be left at every splitter cabinet to allow for any additional type of service that may be required by the government or business. Redundant Core and Aggregation Routers will be deployed as needed. The middle mile data is uplinked to the Internet at several locations. 40 Gbps access across a 100 Gbps connection to Cogent is provided at the Gretna Host office location with an additional 40 Gbps access via a different vendor is planned. All Internet traffic is terminated to the Pixel Factory and or Uniti on two separate routes. Where possible, all the equipment sites will be served with separate multiple 10G IP ringed transport fibers. XGS-PON ONT's and WiFi routers will be placed at the customer premise with the ability to upgrade as needed. The customers will be provided with the option of either an indoor or outdoor ONT.

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:

RSN plans on using our existing OPTi-Fi residential pricing for this project. The plan contains three fully symmetrical Internet speeds; 100/100 Mbps, 500/500 Mbps, 1/1 Gbps with no data caps. All three packages have an add-on option of VOIP phone line for \$29.95 with multiple calling features as well as local and continental US long distance calls included. The Internet only packages are priced as follows; \$90, \$110, \$130 with a \$5 recovery fee. The proposed FTTH pricing is comparable to the rates in the FCC's 2022 Urban Rate Survey. In the FCC survey, the average Urban rate in Virginia for 100 Mbps service is \$86.17 and the average Urban rate for 1 Gbps service is \$138.99. The FTTH service is priced competitively and affordably. This will benefit the local communities especially because the median income for households in the project

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area counties is significantly lower than the State of Virginia median income. United States Census Bureau Virginia **Nottoway County Charlotte County** Campbell County **Amelia County** Median Household Income \$76.398 \$49,983 \$40,924 \$52,319 \$63,918 Persons in Poverty 9.2% 19.2% 17.2% 8.9% 9.0%

Further, the importance of affordable broadband is heightened when you examine the poverty levels throughout each of the Counties and find that they are typically above the state average of 9.2%. To reduce the cost of these service packages there are a couple discounts that can be applied; the \$9.25 Federal Universal Service Lifeline discount, the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to low-income individuals and families. Additionally, RSN will be participating in "LECAP" program to eliminate the costs to LMI households that fall beyond our free standard installation service which covers up to a 2,000' fiber drop. RSN incorporates multiple levels of assistance for low-income locations based on the understanding that building broadband is not sufficient if not priced affordably and equitably for all residents.

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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:

In an effort to ensure universal coverage in the project counties, this project will build out all the unserved locations identified by the Counties and FCC with the exception for those unserved areas being built by other ISPs. The proposed project area as designed will connect to adjacent areas concurrently being built-out with broadband as a means to meet the VATI goal of true universal broadband coverage throughout the State. Additionally, RSN and the Counties have been working with their PDCs, DHCD, and others to identify any unfunded unserved locations that can be added to the project application as well as other applications in an effort to reach universal coverage. Upon completion of the proposed FTTH Broadband Grant project locations in the proposed service areas will have access to significantly greater broadband speeds at affordable rates. This has been a multi-agency effort spanning several months in order to ensure all areas of need in the locality have been included and the project will achieve universal broadband coverage.

#### 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:

The project planning, preliminary engineering, and identification of easements and permits have been completed and the final design phase should be completed in the next week. The design of this fiber network is consistent with other successful large FTTH deployments that RSN has undertaken in the past. Attachment 7-Timeline/Project Management Plan contains the 36-month project timeline broken down into major components and sub tasks. Attachment 8-MOU/MOA between Applicant/Co-Applicant consists of copies of the MOUs ready to be executed between RSN and the PDC. If the VATI Grant is awarded, then RSN will enter a formal agreement/contract in conjunction with the VA DHCD contract with WPPDC for this project.

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:

RSN has received VATI funding for 2 FTTH projects in King and Queen County (KQ FTTH). Phase 1 of the KQ FTTH project is completed. RSN has completed a portion of the Phase 2 of the KQ FTTH project and is already connecting customers in that section of the County. RSN expects to complete Phase 2 and therefore the complete County FTTH build by the end of this year. The WPPDC and RSN have received two VATI grants in 2022. The East application which includes the Counties in this application just went under contract with DHCD. The West application is still in contract negotiations with DHCD and will hopefully be fully executed in the next 30 days.

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13. Matching funds: Complete the funding sources table indicating the cash match and inkind 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 minimum20% match is required to be eligible for VATI, the private sector provider must provide10% 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:

The total FTTH construction cost to pass the 3,361 locations in this project is \$13,361,000. RSN is bringing in \$3,290,250 in cash and or loan funds to build out the project. The Counties are supplying an additional \$1,914,886 in matching funds against the requested \$8,155,864 in VATI Grant funds.

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:

RSN is leveraging over \$14 million in RDOF and CAFII funding in these counties. These federal funds are being used to build out a new FTTH network which is contiguous to the locations to be passed by this project. This federally funded network is allowing us to reach further out and pass more Virginia homes and business at a lower cost.

- 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. RSN has three different phases of marketing when constructing past new FTTH locations. Below is a listing of the activities that happen in each phase as well as a "trigger point" for the phase to begin. Additionally, RSN marketing materials are updated on a routine basis to adjust for changes in the markets and marketplace. An example is being provided with this application under Attachment 19 – Marketing materials.

Brand Awareness - Post VATI Grant and just prior to Construction beginning in the area

Billboards

Newspaper Ads

Radio ads

Chamber membership

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Local representation at town meetings (Business Development Team)

Coming Soon - After Construction starts and fiber begins to be installed in the area

Crowd Fiber registration - show your interest

Website landing page announcements

Website landing page project status updates

Facebook target ads

Ready for Service - After fiber construction is complete, electronics installed, service is available to locations being passed

Door hangers

Yard signs

**Emails** 

**Postcards** 

Letters

Social media posts

b. Based on RSN's historical operations of bringing new fiber networks online and transitioning users over to those FTTH systems, a very conservative growth rate is being used for this project. Additionally, our conservative estimates are based on customers not being connected to the network until the final build-out stages in year three. Fortunately, network engineers are forecasting that end users could be connected earlier than the total completion of the FTTH project. Previously RSN has used a conservative take ratio of 30%, however since the COVID 19 Pandemic RSN and other ISPs have seen much higher take rates above 60% in rural areas. Therefore, RSN has adjusted their take rate up from 30% to 40%. This new take rate is still very conservative based on the ongoing pandemic. To assist with the acquisition of customers, RSN has an extensive marketing campaign consisting of: postcards, banners, door hangers, billboards, radio spots, press releases, neighborhood signs, social media updates. Additionally, RSN uses a "Crowd Fiber" tool that is associated with its join.buildriverstreet.com. This tool allows the user or a CSR to enter the potential customer's data into the portal and then map them so we can track interest by service areas. Additionally, if the information is being put in by an existing Internet user, then we can capture their current bandwidth if they are willing to conduct a speed test that is part of the portal's questionnaire. Furthermore, RSN offers "Lifeline Discount" which can lower the service costs up to \$9.25 per month. RSN participates in the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to lowincome individuals and families. Additionally, RSN is also participating in "LECAP" programs to eliminate the costs to LMI households that fall beyond our free standard installation service which covers up to a 2,000' fiber drop. Information on RSN's marketing plans and Crowd Fiber tool has been added as an attachment.

c. In the past RSN has worked with local Community Colleges and local library systems to set up digital literacy programs in areas with very rural communities. These programs are often based on the community's

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needs and wants. RSN plans to work with each of the Counties to conduct advertising and outreach specifically targeted to reach low-income subscribers as a means of promoting digital literacy and discount options available to low-income households in the proposed grant service area. In addition, digital literacy efforts are planned or already underway across the project region with various partners supporting educational efforts, including the public-school systems, public library systems, and community groups. In the West Piedmont Planning District Commission (WPPDC) localities, WPPDC has been working with chambers of commerce and other partners to develop an ecommerce and social media training program for small businesses. During the project, WPPDC staff will support efforts in the project area with marketing and to share best practices to encourage digital literacy. A specific example of digital literacy efforts in the project area is the Campbell County Public Library System (CCPLS), that serves as a hub for digital literacy and equity efforts throughout the County. Working through their four branches CCPLS provides a range of digital literacy programs and services. For adults, CCPLS offers a menu of in-person technology classes, including basic computer and internet literacy, intro courses for popular software programs (such as Microsoft Word, Excel, and PowerPoint), and intro courses for common social media platforms (Facebook, Twitter, etc.). Our "How to Delete Yourself from the Internet" dives into privacy concerns on the web and teaches patrons how to protect their personal information. For those that wish to take courses online, CCPLS subscribes to a service called Universal Class, which offers online, self-paced instructor facilitated courses, including the Google suite and computer programming. A menu is available here: https://campbellva.universalclass.com One-on-one assistance with a Librarian is available to the public by appointment for basically any technology, device, or digital literacy topic and is tailored to the individual patron's needs. For children, CCPLS offers a monthly STEAM after-school program at each branch called, Labrary. This program regularly incorporates Spheros, which allows children to experiment with coding using a friendly app-based user interface.

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:

Name,

Title,

#### **Project Duties**

Michael Armbrister

WPPDC POC/Applicant

Oversees all aspects of project

Jacob Bullins

WPPDC Finance Director, WPPDC Grants

Manages financial aspects of WPPDC grants

County POC – 1 per County

**TBD** 

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On project team & County liaison Eric Cramer **RSN CEO** Directs all RSN activities Jody Souther RSN VP of Engineering Oversees outside plant and construction Kimberly Johnson **RSN CFO** Manages project accounting and record keeping **Amanda Perry** RSN VP of Sales & Marketing Oversees project marketing and advertising effort **Greg Coltrain** RSN VP of Business Development Acts as a liaison between the PDC, Counties, and RSN **TBD RSN Project Manager** Oversees the day-to-day project activities of RSN & Outside Engineering Firm **TBD Engineering & Construction Project Manager** Oversees the day-to-day project activities of construction subcontractors

and around Wilkes County, in Western North Carolina. It obtained a \$25M 70/30 BIP Stimulus grant/loan

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RiverStreet Networks of Virginia is a wholly owned subsidiary of Wilkes Telephone Membership Corporation (WTMC) and is headquartered in Wilkesboro, NC. WTMC is a rural membership cooperative formed in 1951 under Chapter 117 of the North Carolina General Statute and operates an all FTTH broadband network in

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from the USDA in 2009. WTMC completed a 1100-mile system-wide Fiber-To-The-Home (FTTP) network using an active fiber design for all its exchanges. High- speed Broadband, Voice, and IPTV are available to 9200 subscribers in its Wilkes County service areas. This fiber network serves the four exchanges of Champion, Boomer, Lomax, and Clingman, which is tied together with a 250-mile transport fiber ring with multiple 10G connections. A MetaSwitch Softswitch with VOIP capability is located at the Champion office. IPTV is being routed from neighboring Skyline TMC via a redundant 10G fiber ring. A total of 20Gbps internet access is provided, using two different internet service providers (10Gbps from Citizens and 10Gbps from Spirit) via redundant fiber facilities. The broadband traffic is continuously monitoring the actual service levels of every customer, and all connections are upgraded before the 15% over-subscription is reached. The service goal of Wilkes is to maintain an over-subscription level of under 10% on an ongoing basis. This entire project was completed on budget and on time over five years. After a successful merger in 2018 with Tri-County Telephone Membership Corporation (TCT), WTMC now serves portions of Beaufort, Hyde and Washington Counties with an all FTTH broadband network in Eastern North Carolina. Due to multiple acquisitions and organic growth, RiverStreet Networks has grown from 8,000 broadband customers in 2015 to just over 30,000 customers in a short six years later in 2021. Just as its parent cooperative was chartered to serve the unserved years ago, RiverStreet has sought out to do the very same thing with broadband. RiverStreet believes broadband service plays a vital role in the economic growth of rural communities and should be afforded to everyone. TCT provides Broadband, Voice, and IPTV services over an all-fiber network to about 4,000 customers in parts of Beaufort, Hyde, and Washington Counties in Eastern North Carolina. In 2010 TriCounty received a \$14.2 million (75% Grant/25% Loan) through the Broadband Infrastructure Program (BIP), a program developed by the USDA Rural Utilities Service due to Federal Funded Appropriations via the American Recovery and Reinvestment Act of 2009. This facilitated the construction of more than 355 miles of Fiber Optic Cable to serve rural citizens of Northeastern Beaufort County and a small portion of Washington and Hyde Counties. This project was completed within five years. In 2019 & 2020, RSN received over \$32 Million in CAF II funding and \$48 Million in USDA Loans to expand broadband services in VA and NC. In 2021, RSN is finalizing their FCC long form to secure over \$40 million in grant funds to pass 25,593 locations in rural Virginia with FTTH services.

#### 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 derivation of cost, Attachment 12-Derivation of Costs, is broken down by County. There are 5 major cost categories; Engineering Design, Staking & Permits; Fiber per mile; Drops; Access & Switching Equipment; PDC Admin Fee. Each of these categories are totaled for each County. Additionally, these categories are broken down into funding mechanisms; VATI, County, RSN. These categories and funding mechanisms are not only totaled by the County, but they are also totaled for the entire project area. Additionally, there are several documents from different contractors and suppliers of current Purchase Order and Invoices from ongoing RSN FTTH projects that make up Attachment 13-Documentation of Supporting Cost Estimates. These documents provide the foundation for the price per mile, per connection, and per build requirements that were used by RSN's internal team and their external engineering firm to determine the costs to build in each of the counties.

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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. \$8,155,864
- b. Total number of serviceable units-3,361; VATI Cost per passing \$2,427 per location

#### 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. The project will result in 3,181 new residential passings, 169 new business passings, and 11 new community anchor passings across the regional project area. There are numerous significant impacts and benefits of this project, including the educational benefit of residential connections for public school and higher education students. The strong need for residential broadband access cannot be understated after the impacts of the Covid-19 pandemic on educational institutions. The economic impact of this project is also significant. Campbell County Director of Economic Development Director, Nina Rezai insists, when attracting businesses to the county, broadband is a critical part of the infrastructure companies expect to have readily available. Ms. Rezai further explains, Campbell County is home to many remote working professionals and business owners who lack sufficient internet service to conduct daily business activities. This is true in all the counties partnering in this project.

The project will also serve to increase educational opportunities and has garnered the support of the Superintendent of Campbell County Schools and Superintendent of Nottoway County Schools. Students in both counties were significantly impacted by the lack of access to broadband during the pandemic when access to education was fully remote and continue to be limited today as COVID cases continue to require isolation and remote access. The Nottoway County Public Library System provided a letter of support and shared how they provide hotspots which are often scheduled to capacity to meet the needs of the community and provide critical connectivity to broadband allowing access to residents seeking or updating unemployment benefit information or for access to education and research.

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The broadband access afforded by this project will significantly impact the Campbell County Department of Social Services and Nottoway County Department of Social Services, the entities that serve to provide aid to those most in need in the form of providing access to medical treatment and food assistance. Both Campbell and Nottoway Social Services entities provided letters of support for the project. The enrollment and update for person(s) in need is an online process and lack of access to broadband inhibits and, in some cases, completely prohibits access to residents with critical needs.

Broadband access, or lack thereof, has a significant negative impact on public safety and access to essential services. The Nottoway Office of Emergency Services and Nottoway County Office of the Sheriff provided letters of support for the RSN project as reliable access to broadband services provide the crucial link for the public's access to services in potentially life-threatening situations.

Additional letters of support discuss the challenges faced as a result of lack of broadband in the form of lack of access to vital records, public safety, and describe how a small medical facility would significantly benefit from connectivity to larger hospital. The many letters received depict that access to broadband is no longer a luxury but is a critical need for the health and welfare of area residents and an integral part of the operation and success of area businesses.

b. This project represents a unique public-private partnership between 4 counties in central and southern Virginia, with a mix of rural and urban communities; an internet service provider with over 60 years of providing services to diverse communities, including many rural localities; and the West Piedmont Planning District Commissions. This project and grant application are a testament to the strong relationship that developed among these partners.

RSN is partnering with West Piedmont PDC on this application and with Americrew, a company that is working with a local institution of higher learning to formulate a fiber installation and maintenance program. Americrew is a veteran led company with the goal of training of veterans on installing and maintaining fiber networks for infrastructure jobs that will not only be installed by RSN, but by other companies as well. The partnership of RSN, the Counties, Americrew and the University, and the WPPDCC on this application was secured in an effort to help ensure universal broadband coverage in the region.

- c. To ensure that all members of the community are able to benefit from the service, RSN has low-income discounts through the FCC Lifeline Program and RSN participates in the ACP (Affordable Connectivity Program) program to provide an additional savings of up to \$30 per month to low-income individuals and families. Additionally, RSN will waive any long loop fees to install LMI customers who live beyond their free standard installation distance of 2,000'. Finally, RSN plans to work with each of the Counties to conduct advertising and outreach specifically targeted to reach low-income subscribers as a means of promoting digital literacy and discount options available to low-income households in the proposed grant service area.
- d. As a means to mitigate supply chain constraints RSN has engaged with a vendor for direct contract and partnered with a veteran training group to mitigate labor shortages. Specifically, RSN has executed a special agreement with Fiber manufacturer Corning for 1 million feet of fiber to be delivered per month as a means of ensuring the fiber for all projects is available. From the labor perspective, RSN has engaged with AmeriCrew, a veteran led company focused on providing training to transition military and under-employed veterans into successful careers in infrastructure with long -term growth opportunities. By proactively engaging these entities RSN is making significant strides to mitigate both material and labor supply chain constraints.
- e. RSN's broadband adoption activities incorporate the marketing and outreach activities identified in response to question 15.a above as well as the following to promote the Grant award, project deployment timing, and availability of Broadband service include but are not limited to:

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- 1. Direct calls to customers.
- 2. Coordinated communication with the educational community and area schools.
- 3. Participation in community events once broadband is available.
- 4. Coordinated communication with hospitals and medical offices.

#### 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 XXXXXXX
- e. Attachment 19 XXXXXXX
- f. Attachment 20 XXXXXXX

#### Answer:

RSN has received many letters of support for the proposed project, those letters are supplied as Attachment 14 - Letters of Support.

RSN has included the three additional attachments: Attachment 18 – Communications Plan, Attachment 19 – Marketing Materials, Attachment 20- CSV Address File of Passings.

#### **Attachments:**

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaMap823202261052.pdf

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

Attachment2DocumentationofFederalFundingArea823202261058.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteriaEast823202261108.pdf

Passings Form (Use template provided)

Attachment4VATIPassingFormEastWPPDC823202261116.pdf

Timeline/Project Management Plan

WPPDCEastVATI2023PMP823202261127.docx

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

Attachment8MOUbetweenWPPCRSN823202261134.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableEAST823202261145.pdf

Documentation of Match Funding

Attachment10RSNMatchingFundsEastWPPDC824202293607.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsEast823202261157.xlsx

**Documentation of Supporting Cost Estimates** 

Attachment13DocumentationofSupportingCostEstimates823202261207.pdf

Letters of Support

Attachment14WPPDCEast2023LettersofSupport825202240119.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwomostrecentForm477submittedtotheFCCbyRSCVA823202261434.pdf

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

Attachment16PointandPolygonShapefilesEast823202261450.zip

Optional

Attachment18RSNCommunicationsPlan823202261514.pdf

Optional

Attachment19RSNMarketingMaterials823202261549.pdf

Optional

Attachment20CSVAddressFileofPassingsEastcsv823202261624.zip

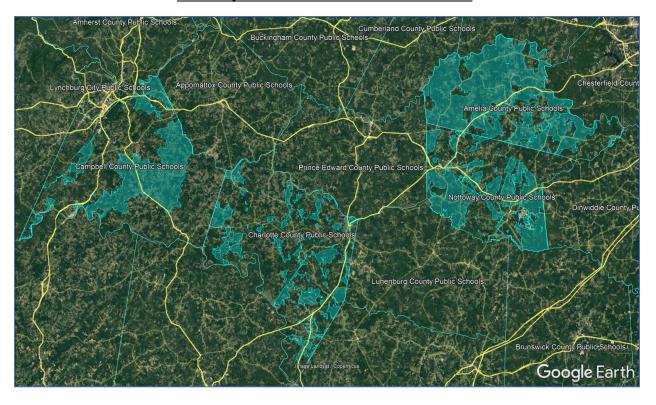
#### Notes:

The following attachments are not applicable and were left blank: Documentation of RDOF awarded area in VATI project Area Propagation Map if Wireless Project Prior Expended Match Form For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area

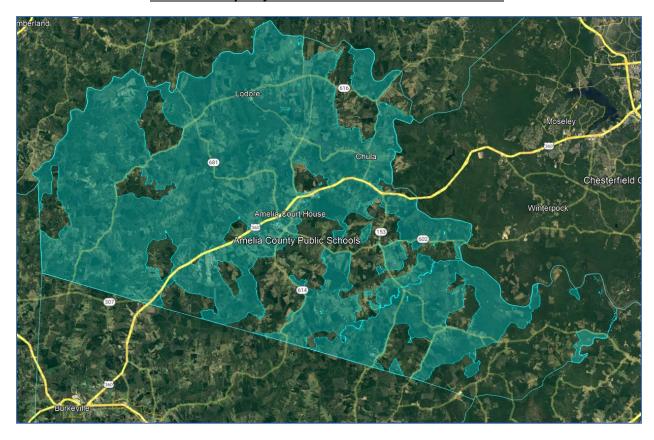
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### Attachment 1 - Project Area Map

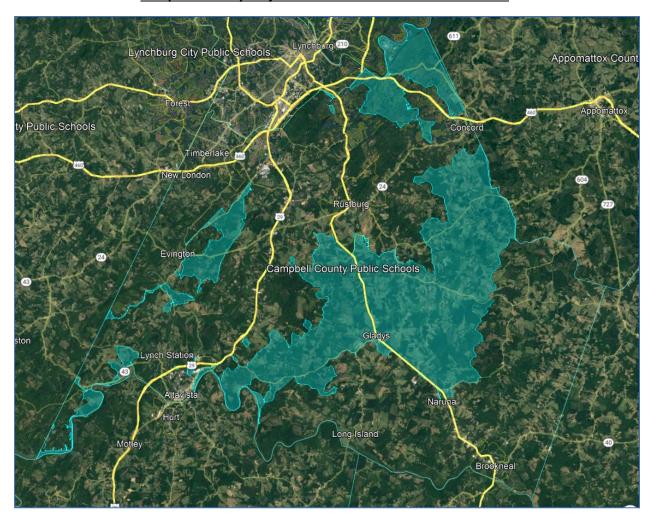
### <u>Total Project Area – VATI Fundable Areas in Blue</u>



### Amelia County Project Area – VATI Fundable Areas in Blue



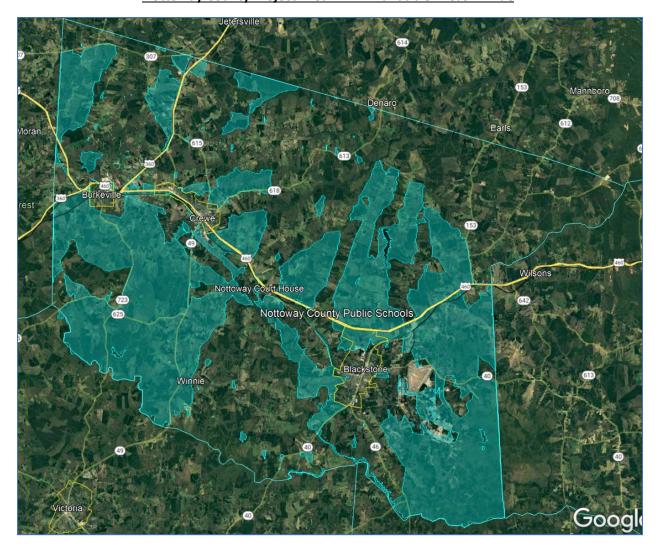
### Campbell County Project Area – VATI Fundable Areas in Blue



Charlotte County Project Area – VATI Fundable Areas in Blue

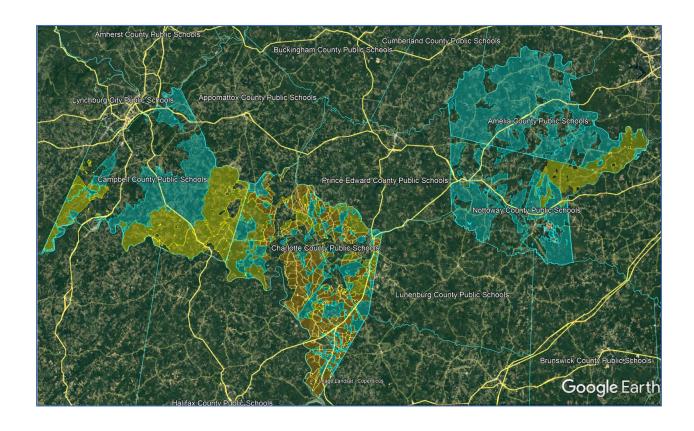


### Nottoway County Project Area – VATI Fundable Areas in Blue

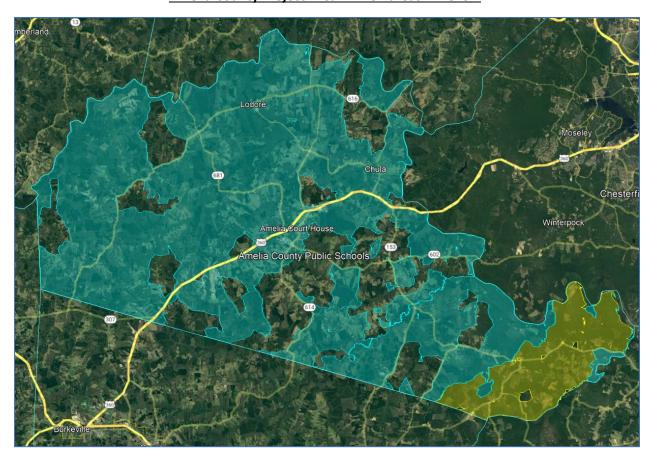


### Attachment 2 - Documentation of Federal Funding Area

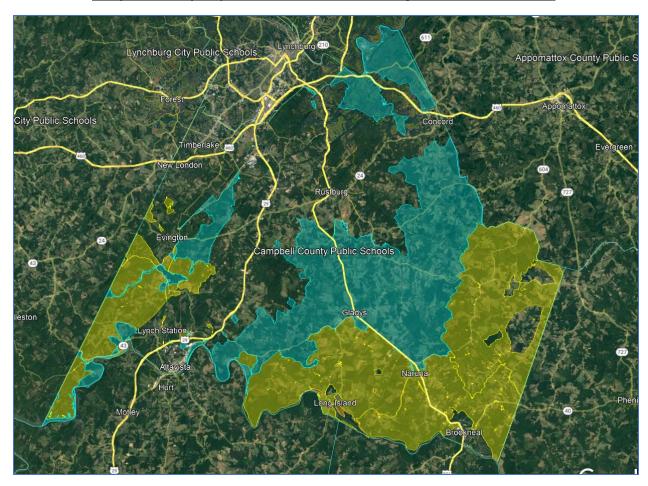
### Total Project Area - CAFII areas in Orange, RDOF areas in Yellow



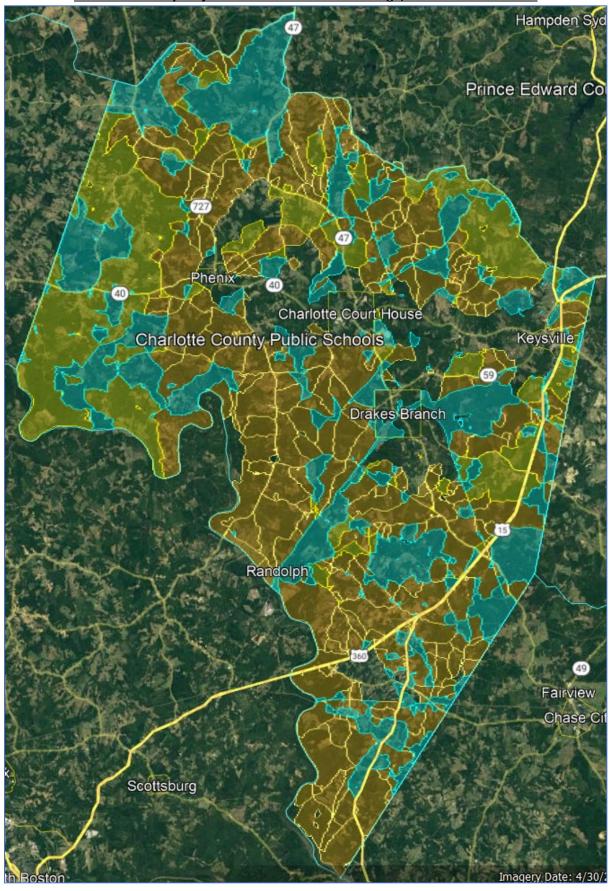
### Amelia County Project Area – RDOF areas in Yellow



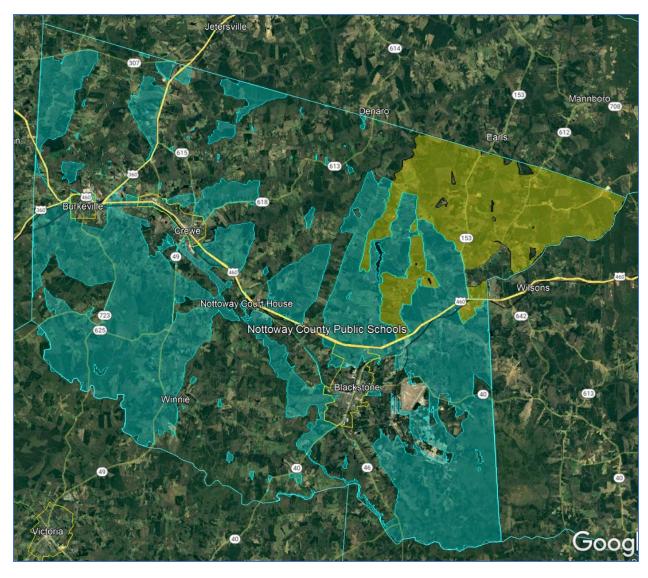
<u>Campbell County Project Area – CAFII areas in Orange, RDOF areas in Yellow</u>



<u>Charlotte County Project Area – CAFII areas in Orange, RDOF areas in Yellow</u>

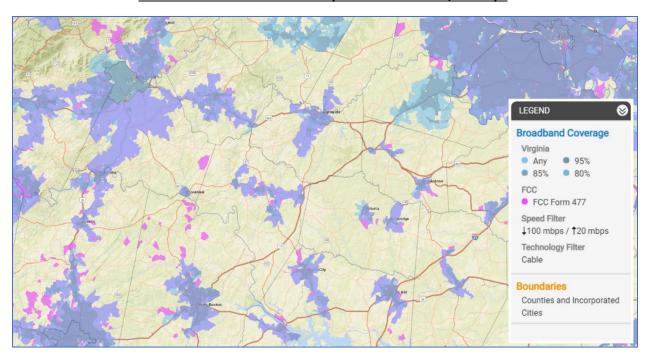


### Nottoway County Project Area – RDOF areas in Yellow

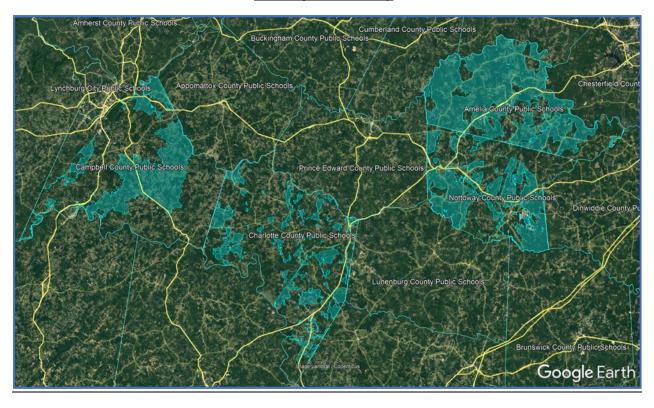


Attachment 3 – Documentation Unserved Area VATI Criteria

Commonwealth Connection Map of areas with 100/20 Mbps



**VATI Eligible Area Map** 



# 2023 Virginia Telecommunication Initiative (VATI) Passing Form

| Type of Passings            | Total Number of Passings in the Project Area <sup>1</sup> | Passings in the<br>Project Area, without<br>Special Construction<br>Costs Required <sup>2</sup> | Construction Costs budgeted | Number of Passings with<br>Speeds at 25/3 or below<br>in Project Area <sup>4</sup> |
|-----------------------------|---|---|-----------------------------|--|
| Residential                 | 3,181   | 3,181   |                             | 3,181  |
| Businesses (non-home based) | 169   | 169   |                             | 169  |
| Businesses (home-based)     |   |   |                             |  |
| Community Anchors           | 11  | 11  |                             | 11   |
| Non-residential             |   |   |                             |  |
| Total                       | 3,361   | 3,361   |                             | 3,361  |

**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.

<sup>&</sup>lt;sup>1</sup>The total number of structures in the project area that can receive service. See definition of passing below for more detail.

<sup>&</sup>lt;sup>2</sup>The 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.

<sup>&</sup>lt;sup>3</sup>The 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.

<sup>&</sup>lt;sup>4</sup>The 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.

# PROJECT MANAGEMENT PLAN 2023 WPPDC East Universal Broadband Project

#### 1. PROJECT DESCRIPTION

The WPPDC East Universal Broadband Project is a project funded through a \$8,155,864 grant from the Virginia Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative (VATI) Program with \$3,290,250 in match funding from RiverStreet Networks and local government partners will be providing \$1,914,886 in match funding. Participating local governments include Amelia, Campbell, Charlotte and Nottoway counties. The purpose of this project is to build fiber to the home (FTTH) broadband service to approximately 3,361 unserved locations.

Project activities include engineering, 245 miles of fiber installation, fiber splicing, installation of electronics to light fibers, and fiber drops to homes, businesses, and community locations that sign up for service.

#### 2. PROJECT MANAGEMENT TEAM

The Management Team shall consist of a representative from each of the four participating counties (Amelia, Campbell, Charlotte and Nottoway); the Grant Manager (WPPDC); the Project Engineer; Internet Service Provider (ISP) (RiverStreet Networks), and other stakeholders as appropriate.

The Management Team will meet monthly or as needed to ensure the effective and timely implementation of all project components. The team will review project activities and propose adjustments to the project management plan, as needed, to make certain the project is professionally designed, within budget, and on track to achieve the proposed benefit. Any significant revisions to the project activities or budget will be shared with the participating counties and DHCD as appropriate and/or necessary.

#### 3. PROJECT ROLES AND RESPONSIBILITIES

The following lists the individual members of the Project Management Team and outlines their roles and responsibilities for the pre-contract and implementation phases of the project.

Amelia County Official – Taylor Harvie, County Administrator

Campbell County Official – Frank Rogers, County Administrator

Charlotte County Official – Dan Witt, County Administrator

Nottoway County Official – Ted Costin, County Administrator

Chief Administrative Official / Grant Administrator – Michael Armbrister, WPPDC Executive Director, will oversee all aspects of the project and keep the WPPDC Board of Commissioners up to date. Will act as a liaison between all project partners and DHCD. He will coordinate monthly DHCD project reports, prepare remittances, and administer all grant activities.

**ISP Project Coordinator** - Rob Taylor, RSN Business Development Manager, will act as a liaison between RSN and the project partners.

**ISP Project Manager** – Zack Church, RSN Engineering Manager, will act as Project Leader for RSN.

**Project Manager** – Mark Williams, Mid-State Consultants Project Manager, will oversee the day-to-day construction of the project and manage all prime contractors working on the project.

**Financial Manager** – Jacob Bullins, WPPDC Finance Director, will oversee the invoicing of the project in accordance with DHCD guidelines.

**Project Engineer** – Joel Williams, Mid-State Consultants Regional VP and PE, will oversee design and implementation of the network.

#### **DHCD Telecommunication and Broadband Project Manager** — Ammar Al Omari,

The Telecommunication and Broadband Project Manager will provide technical assistance and general oversight to ensure the project's compliance with VATI guidelines and DHCD policy and will conduct regular compliance reviews throughout the contract period. The Telecommunication and Broadband Project Manager may attend Project Management Team meetings as their schedule allows.

#### 4. PROCESS FOR FINANCIAL MANAGEMENT

The Grant Administrator and Finance Director will be responsible for submitting remittance requests and budget revisions, as applicable, to DHCD. The following describes the process for review, approval, and payment of invoices related to all project expenditures, including leverage funds: the ISP Project Manager will provide weekly and as needed reports to the Project Engineer, Project Engineer will group work completed into items specified in the Derivation of Cost / Budget Timeline and forward to the Grant Manager. The Grant Manager will work with the Finance Director to create an itemized invoice from the properly formatted Project Engineer information. The Grant Manager will also notify the CAO of the expected itemized invoice and explain it to them as needed. The Grant Manager will submit the remittance through CAMS for DHCD approval and grant payment. The Grant Manager will also issue the itemized invoice and supporting documentation to appropriate county partners and the CAO for review and approval. Once approved, the CAO will approve funds from the project account to cover the itemized invoices.

#### 5. NOTIFICATIONS

The Grant Administrator will notify the Project Management Team of all meetings. The Grant Administrator and CAO will also notify the WPPDC Board of Commissioners of any significant revisions to the project activities or budget.

#### 6. PROCESS FOR DESIGN AND CONSTRUCTION

The following outlines the process for the project's design and construction contract administration, which will include surveying, preparing and reviewing bid documents and plans, bidding, change order approval, and local government inspection and oversight. The engineering and design methods are based on the USDA's Rural Utilities Service (RUS) stringent standards. This equates to a network being built with superior materials to RUS specifications to ensure a reliable and scalable network infrastructure for decades to come. These standards are located under 7 CFR 1755, document number 01-20121.

### 7. PROJECT OUTCOMES (Closeout, Six Month and Twelve-Month Post-Closeout)

The WPPDC East Universal Broadband project proposes to pass 3,361 locations by closeout. RSN plans on installing an estimated 40% of the locations passed. This means they would connect 1,344 subscribers to fiber based broadband Internet services. It is expected that 672 of the 3,361 locations will be connected within 6 months and the remaining 672 locations within 12 months of Closeout.

WPPDC, RSN, and partnering counties will utilize marketing and advertising to generate leads into RSN's Crowd Fiber system. Crowd Fiber will then allow RSN to directly market and track customer orders as well as service installations. RSN can also generate customer reports from their CSR and/or accounting platform once locations have been added to the billing system. RSN can provide CALEA allowed versions of this report to WPPDC and partnering counties so they can keep customer count information on file for five years after project closeout.

#### 8. CERTIFYING OFFICER(S):

The CAO and RSN Representatives will be responsible for approving and signing any official grant-related documents or any document related to project implementation.

| PROJECT TIMELINE / RESPONSIBILITIES                              |   |                       |            |  |
|--|---|-----------------------|------------|--|
| Pre  | Pre-Contract                                |                       |            |  |
| ACTIVITY   | RESPONSIBLE ENTITY                          | TARGET DATE           | STATUS     |  |
| Project Management Plan  | CAO/Grant<br>Administrator                  | 4/15/2023             | In Process |  |
| Project Pay-for-Performance Budget and Documentation of Leverage | CAO/Grant<br>Administrator                  | 4/15/2023             | In Process |  |
| WPPDC & RSN Agreement  | CAO/ISP Project<br>Manager                  | 4/15/2023             | In Process |  |
| Prior Authorization Letter                                       | CAO   | 4/15/2023             | In Process |  |
| WPPDC, RSN, Locality Agreements                                  | CAO/ISP Project<br>Manager                  | 4/15/2023             | In Process |  |
| Other Items Identified at Contract Negotiation                   | CAO/Grant Administrator/ISP Project Manager | 4/15/2023             | In Process |  |
| Execute VATI Contract  | CAO   | 5/15/2023             | In Process |  |
|  |   |                       |            |  |
| Project I  | mplementation                               |                       |            |  |
| ACTIVITY   | RESPONSIBLE ENTITY                          | TARGET DATE           | STATUS     |  |
| Pre-Construction Conference                                      | ISP Project<br>Manager                      | September 1,<br>2023  | Pending    |  |
| Notice to Proceed (WPPDC to ISP)                                 | CAO   | September<br>15, 2023 | Pending    |  |
| Construction Start Date  | Project Engineer                            | September<br>15, 2023 | Pending    |  |

| Substantial Completion               | Project Engineer             | May 31, 2026          | Pending |
|--------------------------------------|------------------------------|-----------------------|---------|
| Final Completion                     | ISP Project<br>Manager       | August 31,<br>2026    | Pending |
| Compliance                           | CAO/Grant<br>Administrator   | On-going              | Pending |
| Monthly Progress Reports             | Grant<br>Administrator       | On-going              | Pending |
| Achievement of Benefits              | Grant<br>Administrator       | On-going              | Pending |
| Administrative Close-out             | CAO / Grant<br>Administrator | September<br>30, 2026 | Pending |
| Six Month Post-Closeout Reporting    | Grant<br>Administrator       | April 30, 2026        | Pending |
| Twelve Month Post-Closeout Reporting | Grant<br>Administrator       | November 30,<br>2026  | Pending |

### **Project Management Team Signatures**

| Chief Administrative Official               | Date     |
|---|----------|
| Michael Armbrister                          |          |
| West Piedmont Planning District Commission  |          |
| ISP Project Coordinator                     | <br>Date |
| Robert Taylor, Business Development Manager |          |
| RiverStreet Networks                        |          |
| ISP Project Manager                         | Date     |
| Zack Church, Engineering Manager            |          |
| RiverStreet Networks                        |          |
|   |          |
| Project Manager                             | Date     |
| Mark Williams, Project Manager              |          |
| Mid-State Consultants                       |          |
|   |          |
| Financial Manager                           | Date     |
| Jacob Bullins, Finance Director             |          |
| West Piedmont Planning District Commission  |          |
| Project Engineer                            | Date     |
| Joel Williams, P.E. Regional VP             |          |
| Mid-State Consultants                       |          |

## **MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding ("MOU") entered into on August 23, 2022, by and between RiverStreet Communications of Virginia, Inc., located at 1400 River Street, Wilkesboro, North Carolina, 28697, hereinafter referred to as the "RiverStreet," and the West Piedmont Planning District Commission of, Virginia, located at 1100 Madison St., Martinsville, VA, 24112, hereinafter referred to as the "PDC" (RiverStreet and PDC are collectively referred to as the "Parties"), for the purpose of establishing and achieving various goals and objectives relating to the project contemplated by the Parties.

WHEREAS, the PDC has been awarded funding from the Virginia Telecommunication Initiative ("VATI") to cover a portion of the cost of building a fiber network and providing broadband service to specific unserved or underserved locations in the Counties in Virginia ("the Project"); and

WHEREAS, the Parties are desirous to enter into this Memorandum to set forth the working arrangements that both Parties agree shall be necessary to pursue their efforts to bring the Project to fruition;

## **MISSION**

The Project is intended to provide the areas of the Counties that are the subject of the VATI funding with access to broadband Internet access service ("Broadband"), in order to meet the future needs of residents and businesses in those areas of the Counties.

### **PURPOSE AND SCOPE**

The Parties intend for this Memorandum to outline the structure for any binding contracts which the Parties may enter into in the future related to the Project.

### **OBJECTIVES**

The Parties agree to work together to attempt to secure funding and establish policies and procedures that will promote and sustain a market for Broadband availability and intend to work toward delivering a product and/or services that meet or exceed business and industry standards.

### RESPONSIBILITIES AND OBLIGATIONS OF THE PARTIES

The Parties agree to work together in good faith and collaboratively in an effort to bring the Project to successful completion. This Memorandum does not create any legal or equitable obligations or rights on the part of either Party and no such obligations or rights shall exist unless and until such time as the Parties may enter into a written agreement signed by both Parties.

### **SERVICES COOPERATION**

The goal of the Project is to provide the following services in the areas of the Counties contemplated in the Project, which services include, but are not necessarily limited to:

Broadband Internet access services

**Phase 1** (beginning after MOU execution): The Parties will work together to apply for Virginia Telecommunication Initiative ("VATI") grant(s). The Parties anticipate that VATI guidelines will require contributions by RiverStreet and by the County as matching funds to secure a FY2023VATI Grant through the Virginia DHCD. DHCD funding shall not exceed 80% of Project costs.

The total budget for the Project is expected to be \$13,161,000. The Counties agreed to provide a minimum match of \$1,974,150 in funding for the Project. RiverStreet agrees to provide a minimum match of \$3,290,250 in funding for the Project. The amount of the VATI Grant to be requested for the Project will be at least \$8,155,864, and the total number of homes projected to be passed by the Project shall be at least 3,361.

**Phase 2** (beginning after Phase 1): RiverStreet will work with the PDC to continue Project planning and the Parties will seek additional Federal, State and local funding to expand the availability of Broadband service in the Counties.

#### **TIMELINE**

The above outlined scope and objective shall be contingent on the Parties' ability to obtain the necessary funding required for the Project, as described in any applicable grant or business loan application. Responsibilities with regard to commencement and completion of the Project will be established in any future agreement between the Parties, and may coincide with the period specified in connection with any grants awarded in connection with the Project.

### **TERM**

This MOU shall remain in effect, subject to the termination provisions in this MOU, up until the Parties mutually determine whether they are able to move forward with the Project.

If the Parties are successful in securing sufficient grant funding that they are both willing to move forward with the Project, then they agree to use good faith efforts to negotiate, execute and deliver a formal contract regarding the Project ("Project Agreement"). The Parties contemplate that a Project Agreement will contain terms and conditions, representations, warranties, covenants, and other provisions that are customary in service arrangements of the sort contemplated in this MOU. If the Parties are unable to agree on the terms and conditions of a Project Agreement within 60 days of receiving notice of the award of such grant funding, then either Party may give notice of the termination of this MOU. In that event, the Parties shall have no further obligations to each other under this MOU except for any obligations which are specifically provided to

survive a termination of this MOU. This MOU does not create any legal or equitable obligations or legal rights.

## AMENDMENT OR CANCELLATION OF THIS MEMORANDUM

This Memorandum may be amended or modified at any time in writing by mutual agreement of both Parties.

In addition, this MOU may be canceled by either Party without cause on sixty (60) days advance written notice. This MOU may be terminated for cause, where cause for termination may include, but is not limited to, a material breach of any of the provisions contained herein, upon delivery of written notice of such termination to the other Party.

## **GENERAL PROVISIONS**

The Parties acknowledge and understand that they must be able to fulfill their responsibilities under this MOU in accordance with the provisions of the law and regulations that govern their activities. Nothing in this Memorandum is intended to negate or otherwise render ineffective any such provisions or operating procedures. The Parties assume full responsibility for their performance under the terms of this Memorandum.

If at any time either Party is unable to perform its duties or responsibilities under this MOU consistent with such Party's statutory and regulatory mandates, the affected Party shall immediately provide written notice of such to the other Party and, if possible, establish a date for such performance.

## **LIMITATION OF LIABILITY**

No rights or limitation of rights shall arise or be assumed between the Parties as a result of the terms of this MOU.

### ARBITRATION/MEDIATION DISPUTE RESOLUTION

The Parties to this MOU agree that should any dispute arise regarding any aspect of their relationship or the Project, including, but not limited to, any matters, disputes or claims, the Parties shall confer in good faith to promptly resolve any such dispute. In the event that the Parties are unable to resolve the issue or dispute between them, then the matter shall be mediated and/or arbitrated in an attempt to resolve any and all issues between the Parties.

The Parties agree that any claim or dispute that arises from or through this MOU, if not resolved through mediation, shall then go to and be resolved through final and binding arbitration. Any decision reached by the Arbitrator shall be final and binding and, if required, may be entered as a judgment in any court having jurisdiction.

In the event that any court having jurisdiction should determine that any portion of this MOU to be invalid or unenforceable, only that portion shall be deemed invalid and not effective, while the balance of this MOU shall remain in full effect and enforceable. This MOU shall be interpreted and governed by and in accordance with the Federal Arbitration Act, 9 U.S.C. §§ I-16.

## **NOTICE**

Any notice or communication required or permitted under this MOU shall be sufficiently given if delivered in person or by certified mail, return receipt requested, to the address set forth in the opening paragraph or to such address as one may have furnished to the other in writing.

## **GOVERNING LAW**

This MOU shall be governed by and construed in accordance with the laws of the Commonwealth of Virginia.

#### SEVERABILITY CLAUSE

In the event that any provision of this Memorandum shall be deemed to be severable or invalid, and if any term, condition, phrase or portion of this Memorandum shall be determined to be unlawful or otherwise unenforceable, the remainder of the Memorandum shall remain in full force and effect, so long as the clause severed does not affect the intent of the Parties. If a court should find that any provision of this Memorandum to be invalid or unenforceable, but that by limiting said provision it would become valid and enforceable, then said provision shall be deemed to be written, construed and enforced as so limited.

#### ASSIGNMENT

Neither Party may assign this Memorandum without the prior written consent of the non-assigning Party, whose approval shall not be unreasonably withheld or conditioned. Notwithstanding the foregoing, RiverStreet shall have the right to assign this MOU without the County's consent to any parent, subsidiary, affiliate, or any person, firm, or corporation that shall control, be under the control of, or be under common control with RiverStreet, or to any entity into which RiverStreet may have merged or consolidated or which purchases all or substantially all of the assets of RiverStreet.

### **ENTIRE UNDERSTANDING**

This MOU reflects the entire understanding and agreement of the Parties pertaining to all matters contemplated hereunder.

### **MOU SUMMARIZATION**

The Parties to this MOU have mutually acknowledged and agreed to the following:

- The Parties to this MOU shall work together in a cooperative and coordinated effort, and in a manner and fashion intended to bring about the achievement and fulfillment of the goals and objectives of the Project.
- It is not the intent of this MOU to restrict the Parties from their involvement in or participation with any other public or private individuals, agencies or organizations or opportunities.
- The Parties to this MOU shall mutually contribute and take part in any and all phases of the planning and development of the Project, to the fullest extent possible.
- This MOU is not a binding contract, and it is not the intent or purpose of this MOU to create any rights, benefits, obligations and/or trust responsibilities by or between the Parties.
- This MOU shall in no way hold or obligate either Party to supply or transfer funds to maintain and/or sustain the Project or the effort to bring it to fruition.
- Should there be any need or cause for the reimbursement or the contribution of any funds to or in support of the Parties' efforts relating to the Project, then such shall then be done in accordance with applicable Virginia laws, regulations and/or procedures, and any Project Agreement which the Parties may enter into in the future.
- In the event that it should become necessary to provide funding for the effort to develop the Project, then any such endeavor shall be addressed in a separate and mutually agreed upon written agreement signed by the Parties or their representatives, in accordance with applicable laws and regulations, and in no way does this MOU provide such right or authority or obligate any Party to provide any such funding.
- The Parties have the right to individually or jointly terminate their participation in this MOU provided that advanced written notice is delivered to the other Party as provided for herein.

## **AUTHORIZATION AND EXECUTION**

The signing of this Memorandum of Understanding does not constitute a formal undertaking, and as such it simply reflects the intentions of the Parties to undertake preliminary efforts to achieve the goals and objectives stated in this MOU.

IN WITNESS WHEREOF, the Parties hereto have set their hands as of the day and year first above written.

## RIVERSTREET COMMUNICATIONS OF VIRGINIA, INC.

|   | By:                      |  |  |  |  |  |  |
|---|--------------------------|--|--|--|--|--|--|
|   | Gregory S. Coltrain      |  |  |  |  |  |  |
|   | VP, Business Development |  |  |  |  |  |  |
| WEST PIEDMONT PLANNING DISTRICT COMMISION |                          |  |  |  |  |  |  |
|   | By:                      |  |  |  |  |  |  |
|   | Michael Armbrister       |  |  |  |  |  |  |
|   | Executive Director       |  |  |  |  |  |  |

## 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   | \$ 8,155,864  | 61   | Pending      |
| Amelia County    | \$ 683,236    | 5.1  | Appropriated |
| Campbell County  | \$ 51,750     | .4   | Appropriated |
| Charlotte County | \$ 404,250    | 3.1  | Appropriated |
| Nottoway County  | \$ 775,650    | 5.8  | Appropriated |
| RiverStreet      |               |      | Approved     |
| Networks         | \$ 3,290,250  | 24.6 |              |
|                  |               |      |              |
| TOTAL            | \$ 13,361,000 | 100% |              |



Gregory S. Coltrain RiverStreet Networks 1400 River Street, Wilkesboro NC 28697

August 23, 2022

Virginia DHCD 600 E Main Street, Suite 300 Richmond, VA 23219

Re: VATI 2023 Application for East - West Piedmont Planning District Commission

Dear Dr. Tamarah Holmes:

RiverStreet Networks is excited with the opportunity to submit a proposal to expand broadband services working with the WPPDC throughout Amelia County, Campbell County, Charlotte County and Nottoway County. Our years of experience in building and maintaining Fiber-to-the-Home networks will help ensure broadband becomes a reality in the proposed funded service area (PFSA). We greatly understand the urgent need.

Our confidence in providing exceptional products and services is supported by our commitment to match this project with funds in the amount of \$3,290,250.

Please accept this correspondence as our notification to match the funding.

Sincerely,

Gregory S. Coltrain

VP of Business Development

#### **BOARD OF SUPERVISORS**

DAVID M. FELTS, JR.
CHAIRMAN
Election District I
DEXTER JONES
Election District 2
SHAUN WEYANT
VICE-CHAIRMAN
Election District 3
H. JOSEPH EASTER, IV
Election District 4
TODD ROBINSON
Election District 5



A. TAYLOR HARVIE, III COUNTY ADMINISTRATOR

16360 Dunn Street, Suite 101
Post Office Box A
Amelia Court House, Virginia 23002

Telephone: (804) 561-3039 Facsimile: (804) 561-6039 Website: www.ameliacova.com

August 17, 2022

Virginia DHCD 600 E. Main Street, Suite 300 Richmond, VA 23210

RE: VATI 2023 Application - Attachment 10 Documentation of Matching Funding

**DHCD Staff:** 

Amelia County Board of Supervisors (the "BOS") has appropriated the full local match in the amount of \$721,137.93 for our West Piedmont PDC (WP PDC) VATI 2023 Application. The funds will be made available as required by WP PDC to pay for the construction of the fiber to the home (FTTH) project. These funds will be considered appropriated by the Board for once the grant is approved and awarded.

We are very pleased to be associated with this application and feel that it will help us reach our goal of ubiquitous broadband service in our County.

Thank you for your consideration and potential partnership with WP PDC and Amelia County.

Sincerely,

Taylor (Harvie, III Clerk of the Board

County of Amelia, Virginia



Office of the County Administrator

Frank J. Rogers P.O Box 100, Rustburg, VA 24588 administration@campbellcountyva.gov Phone: 434-332-9525; 592-9525; 283-9525

Fax: 434-332-9617

August 18, 2022

Virginia Department of Housing & Community Development 600 East Main Street, Suite 300 Richmond, Virginia 23219

RE: VATI 2022 Application – Attachment 10 Documentation of Matching Funding Dear Dr. Holmes

**DHCD Staff:** 

The Campbell County Board of Supervisors has authorized a local match not to exceed \$51,750 for our West Piedmont PDC (WPPDC) VATI 2023 Application. The funds will be made available as required by WPPDC to pay for the construction of the fiber to the home (FTTH) project. These funds will be considered appropriated once the grant is approved and awarded.

We are excited about this application and feel it will help reach the citizens of Campbell in our continued efforts to provide broadband access countywide. Thank you for your consideration of this application.

Sincerely,

Frank Rogers

**County Administrator** 



# County of Charlotte Board of Supervisors

Phone 434-542-5117 434-542-5248

Post Office Box 608 250 LeGrande Avenue, Suite A Charlotte Court House, VA 23923-0608

Daniel N. Witt County Administrator www.charlottecountyva.gov

August 10, 2022

Virginia DHCD 600 E. Main Street, Suite 300 Richmond, VA 23210

RE: VATI 2023 Application - Attachment 10 Documentation of Matching **Funding** 

DHCD Staff:

Charlotte County Board of Supervisors (the "BOS") has committed the full local match in the amount of \$ 404,250 for our West Piedmont PDC (WP PDC) VATI 2023 Application. The funds will be made available as required by WP PDC to pay for the construction of the fiber to the home (FTTH) project. These funds will be considered appropriated by the Board once the grant is approved and awarded and the funds are requested by the PDC.

We are very pleased to be associated with this application and feel that it will help us reach our goal of ubiquitous broadband service in our County.

Thank you for your consideration and potential partnership with the West Piedmont PDC and Charlotte County.

Regards,

Daniel N. Witt,

County Administrator

## OFFICE OF THE BOARD OF SUPERVISORS

**SUPERVISORS** 

LYNN K. SHEKLETON, CHAIRMAN STEVE W. BOWEN, VICE CHAIRMAN DISTRICT 1 HELEN M. SIMMONS DISTRICT 3 SHERMAN C. VAUGHN DISTRICT 4 JOHN A. ROARK DISTRICT 2

**NOTTOWAY COUNTY** 



P. O. BOX 92 344 W. COURTHOUSE RD. NOTTOWAY, VIRGINIA 23955 TELEPHONE (434) 645-8696 Fax No. (434) 645-8667 www.nottoway.org

COUNTY ADMINISTRATOR P.S.T. (TED) COSTIN

ASSISTANT COUNTY ADMINISTRATOR/ FINANCE DIRECTOR KATY J. TOMER

August 16, 2022

Virginia Department of Housing and Community Development 600 E. Main Street, Suite 300 Richmond, VA 23210

RE: VATI 2023 Application - Attachment 10 Documentation of Matching Funding

Dear DHCD Staff:

The Nottoway County Board of Supervisors (the "Board") has allocated and will appropriate a minimum local match in the amount of \$775,650 for our West Piedmont PDC (WP PDC) VATI 2023 Application. The funds will be made available as required by WP PDC to pay for the construction of the fiber to the home (FTTH) project. These funds will be considered appropriated by the Board once the grant is approved and awarded.

Nottoway County is very pleased to be associated with this application and are certain that it will assist us in reaching our goal of providing high quality broadband service in our County for economic development, education, and overall quality of life purposes.

Thank you for your consideration and potential partnership with WP PDC and Nottoway County.

Regards,

P. S. T. (Ted) Costin

Att 12 Derivation of Cost WPPDC EAST RSN VATI 2023 FTTH Project Revised 8-22-22

| Product  | Total            | VATI            |    | County    | RSN          | Source of Estimate       | Date      |
|--|------------------|-----------------|----|-----------|--------------|--------------------------|-----------|
| 1-Amelia County Area 2023-2025                               |                  |                 |    |           |              |                          |           |
| RSNUnserved Eng for Design, Field Staking & Permits          | \$<br>80,000     | \$<br>31,767    | \$ | 28,233    | \$ 20,000    | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Dist/Trans Fiber 22 mi.@\$40K                   | \$<br>697,200    | \$<br>276,850   | \$ | 246,050   | \$ 174,300   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved ONT's & Drops Loc Passed 422@\$2500             | \$<br>1,056,000  | \$<br>419,327   | \$ | 372,674   | \$ 264,000   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Access/Switching Equip w/Eng                    | \$<br>102,800    | \$<br>40,820    | \$ | 36,279    | \$ 25,700    | Mid-South Consulting Eng | 8/22/2022 |
| Grant Admin Charge   | \$<br>50,000     | \$<br>50,000    |    |           |              | East WPPDC Group         | 8/22/2022 |
| Totals   | \$<br>1,986,000  | \$<br>818,764   | \$ | 683,236   | \$ 484,000   | \$ 1,986,000             |           |
| 1056 Service Locations Passed 40% Served                     | 100.0%           | 39.7%           |    | 35.3%     | 25.0%        |                          |           |
| 2-Campbell County Area 2023-2025                             |                  |                 |    |           |              |                          |           |
| RSN Unserved Eng for Design, Field Staking & Permits         | \$<br>22,000     | \$<br>13,200    | \$ | 3,300     | \$ 5,500     | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Dist/Trans Fiber 6 mi.@\$40K                    | \$<br>212,700    | \$<br>127,620   | \$ | 31,905    | \$ 53,175    | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved ONTs & Drops Loc Passed <b>42</b> @\$2500       | \$<br>105,000    | \$<br>63,000    | \$ | 15,750    | \$ 26,250    | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Access/Switching Equip w/Eng                    | \$<br>5,300      | \$<br>3,180     | \$ | 795       | \$ 1,325     | Mid-South Consulting Eng | 8/22/2022 |
| Grant Administration   | \$<br>50,000     | \$<br>50,000    |    |           |              | East WPPDC Group         | 8/22/2022 |
| Totals   | \$<br>395,000    | \$<br>257,000   | \$ | 51,750    | \$ 86,250    | \$ 395,000               |           |
| 105 Service Locations Passed 40% Served                      | 100%             | 60.0%           |    | 15.0%     | 25.0%        |                          |           |
| 3-Charlotte County Area 2023-2025                            |                  |                 |    |           |              |                          |           |
| RSN UnservedEng for Design, Field Staking & Permits          | \$<br>552,000    | \$<br>376,490   | \$ | 37,510    | \$ 138,000   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Dist/Trans Fiber 115 mi.@\$40K                  | \$<br>4,012,000  | \$<br>2,736,374 | \$ | 272,626   | \$ 1,003,000 | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved RSN ONT's & Drops <b>540 Loc Passed</b> @\$2500 | \$<br>1,349,000  | \$<br>920,082   | \$ | 91,668    | \$ 337,250   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Access/Switching Equip w/Eng                    | \$<br>36,000     | \$<br>24,554    | \$ | 2,446     | \$ 9,000     | Mid-South Consulting Eng | 8/22/2022 |
| Grant Administration   | \$<br>50,000     | \$<br>50,000    |    |           |              | East WPPDC Group         | 8/22/2022 |
| Totals   | \$<br>5,999,000  | \$<br>4,107,500 | \$ | 404,250   | \$ 1,487,250 | \$ 5,999,000             |           |
| 1349 Service Locations Passed 40% Served                     | 100%             | 68%             |    | 7%        | 25%          |                          |           |
| 4-Nottoway County Area 2023-2025                             |                  |                 |    |           |              |                          |           |
| RSN UnservedEng for Design, Field Staking & Permits          | \$<br>489,600    | \$<br>290,186   | \$ | 77,014    | \$ 122,400   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Dist/Trans Fiber 102mi.@\$40K                   | \$<br>3,583,124  | \$<br>2,123,715 | _  | 563,628   |              | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved RSNONT's & Drops Loc Passed <b>340</b> @\$2500  | \$<br>851,000    | \$<br>504,387   | \$ | 133,863   | \$ 212,750   | Mid-South Consulting Eng | 8/22/2022 |
| RSN Unserved Access/Switching Equip w/Eng                    | \$<br>7,276      | \$<br>4,312     | \$ | 1,145     | \$ 1,819     | Mid-South Consulting Eng | 8/22/2022 |
| Grant Administration   | \$<br>50,000     | \$<br>50,000    |    |           |              | East WPPDC Group         | 8/22/2022 |
| Totals   | \$<br>4,981,000  | \$<br>2,972,600 | \$ | 775,650   |              | \$ 4,981,000             | \$ 254    |
| 851 Service Locations Passed 40% Served                      | 100%             | 60.3%           |    | 15.7%     | 25.0%        |                          |           |
|  |                  |                 |    | ·         |              | Comb RSN                 |           |
| Application Totals   | \$<br>13,361,000 | \$<br>8,155,864 | \$ | 1,914,886 | \$ 3,290,250 |                          |           |
|  | 100%             | 61%             |    | 14%       | 25%          | I                        |           |

## Derivation of Cost EAST WPPDC RSN VATI 2023 FTTH Project Revised 8-20-22 Totals Table

| County Area 2023-2025         | Amelia |           | Campbell |         |    | Charlotte | Nottoway |           |    | Tota   |
|-------------------------------|--------|-----------|----------|---------|----|-----------|----------|-----------|----|--------|
| Soft Costs                    | \$     | 80,000    | \$       | 22,000  | \$ | 552,000   | \$       | 489,600   | \$ | 1,143  |
| Construction Costs            | \$     | 1,856,000 | \$       | 323,000 | \$ | 5,397,000 | \$ 4     | 1,441,400 | \$ | 12,017 |
| Contingency                   | \$     | -         | \$       | -       | \$ | -         | \$       | -         | \$ |        |
| Others-Grant Administration   | \$     | 50,000    | \$       | 50,000  | \$ | 50,000    | \$       | 50,000    | \$ | 200    |
| Totals                        | \$     | 1,986,000 | \$       | 395,000 | \$ | 5,999,000 | \$ 4     | 1,981,000 | \$ | 13,361 |
| Service Locations Passed      |        | 1056      |          | 105     |    | 1349      |          | 851       |    | 3361   |
| Service Locations Served@ 40% |        | 422       |          | 42      |    | 540       |          | 340       |    | 1344   |
| Miles of Construction         |        | 22.00     |          | 6.00    |    | 115.00    |          | 102.00    |    | 245.0  |

Derivation of Cost EAST WPPDC RSN VATI 2023 FTTH Project Revised 8-22-22

| Product                                  |    | Total     | VATI            | County        | RSN             | Source of Estimate       | Date      |
|--|----|-----------|-----------------|---------------|-----------------|--------------------------|-----------|
| 1-Amelia County Area 2023-2025           |    |           |                 |               |                 |                          |           |
| Soft Costs                               | \$ | 31,767    | \$<br>31,767    | \$<br>28,233  | \$<br>20,000    | Mid-South Consulting Eng | 8/22/2022 |
| Construction Costs                       | \$ | 1,856,000 | \$<br>736,997   | \$<br>655,003 | \$<br>464,000   | Mid-South Consulting Eng | 8/22/2022 |
| Contingency                              |    |           |                 |               |                 | Mid-South Consulting Eng | 8/22/2022 |
| Others-Grant Administration              | \$ | 50,000    | \$<br>50,000    |               |                 | East WPPDC Group         | 8/22/2022 |
| Totals                                   | \$ | 1,986,000 | \$<br>818,764   | \$<br>683,236 | \$<br>484,000   | \$ 1,986,000             |           |
| 1056 Service Locations Passed 40% Served |    | 100%      | 41%             | 34%           | 24%             |                          |           |
| 2-Campbell County Area 2023-2025         |    |           |                 |               |                 |                          |           |
| Soft Costs                               | \$ | 22,000    | \$<br>13,200    | \$<br>3,300   | \$<br>5,500     | Mid-South Consulting Eng | 8/22/2022 |
| Construction Costs                       | \$ | 323,000   | \$<br>193,800   | \$<br>48,450  | \$<br>80,750    | Mid-South Consulting Eng | 8/22/2022 |
| Contingency                              | \$ | -         | \$<br>-         |               |                 | Mid-South Consulting Eng | 8/22/2022 |
| Others-Grant Administration              | \$ | 50,000    | \$<br>50,000    |               |                 | East WPPDC Group         | 8/22/2022 |
| Totals                                   | \$ | 395,000   | \$<br>257,000   | \$<br>51,750  | \$<br>86,250    | \$ 395,000               |           |
| 105 Service Locations Passed 40% Served  |    | 100%      | 65%             | 13%           | 22%             |                          |           |
| 3-Charlotte County Area 2023-2025        |    |           |                 |               |                 |                          |           |
| Soft Costs                               | \$ | 552,000   | \$<br>376,490   | \$<br>37,510  | \$<br>138,000   | Mid-South Consulting Eng | 8/22/2022 |
| Construction Costs                       | \$ | 5,397,000 | \$<br>3,681,010 | \$<br>366,740 | \$<br>1,349,250 | Mid-South Consulting Eng | 8/22/2022 |
| Contingency                              | \$ | -         | \$<br>-         |               |                 | Mid-South Consulting Eng | 8/22/2022 |
| Others-Grant Administration              | \$ | 50,000    | \$<br>50,000    |               |                 | East WPPDC Group         | 8/22/2022 |
| Totals                                   | \$ | 5,999,000 | \$<br>4,107,500 | \$<br>404,250 | \$<br>1,487,250 | \$ 5,999,000             |           |
| 1349 Service Locations Passed 40% Served |    | 100%      | 68%             | 7%            | 25%             |                          |           |
| 4-Nottoway County Area 2023-2025         |    |           |                 |               |                 |                          |           |
| Soft Costs                               | \$ | 489,600   | \$<br>290,186   | \$<br>77,014  | \$<br>122,400   | Mid-South Consulting Eng | 8/22/2022 |
| Construction Costs                       | \$ | 4,441,400 | \$<br>2,632,414 | \$<br>698,636 | \$<br>1,110,350 | Mid-South Consulting Eng | 8/22/2022 |
| Contingency                              | \$ | -         | \$<br>-         |               |                 | Mid-South Consulting Eng | 8/22/2022 |
| Others-Grant Administration              | \$ | 50,000    | \$<br>50,000    |               |                 | East WPPDC Group         | 8/22/2022 |
| Totals                                   | \$ | 4,981,000 | \$<br>2,972,600 | \$<br>775,650 | \$<br>1,232,750 | \$ 4,981,000             |           |
| 851 Service Locations Passed 40% Served  |    | 100%      | 60%             | 16%           | 25%             |                          |           |

Application Totals \$ 13,361,000 \$ 8,155,864 \$ 1,914,886 \$ 3,290,250 100% 61% 14% 25%

 Customer
 WILKES TEL MEMBERSHIP
 Quote Number:
 WB-0001326466

 Att:
 Quote Name:
 APC 12X21 SHELTER

 Ph:
 Date:
 2022-05-13

 Email:
 Expires:
 2022-05-18

Prepared By ISE: Ph:

Email:

|      |                   | _                     |                               |  |     |           |     |              |            |
|------|-------------------|-----------------------|-------------------------------|--|-----|-----------|-----|--------------|------------|
| Line | Part Number       | Manufacturer          | Description                   | Ext. Description   | UOM | Available | Qty | Unit Price   | Ext Total  |
|      |                   |                       |                               | easy deployment with either fork-lift or crane. The                            |     |           |     |              |            |
|      |                   |                       |                               | outdoor 144"x252"x109"equipment shelter is constructed of 14 ga                |     |           |     |              |            |
|      |                   |                       |                               | galvanized exterior with an 8 ga galvanized structural base                    |     |           |     |              |            |
|      |                   |                       |                               | which includes built in fork-lift channels. Enclosure is covered with          |     |           |     |              |            |
|      |                   |                       |                               | Engineered Stone Aggregate Panels.   |     |           |     |              |            |
|      |                   |                       |                               | Enclosure includes factory installed items below:                              |     |           |     |              |            |
|      |                   |                       |                               | - ??" thick galvanized steel lifting brackets on each corner- Pitched roof     |     |           |     |              |            |
|      |                   |                       |                               | that includes rubberized radiant barrier coating                               |     |           |     |              |            |
|      |                   |                       |                               | - Industrial grade entry door with door closer and keyed door knob-            |     |           |     |              |            |
|      |                   |                       |                               | Detachable awning- Bright white interior steel ceiling panels- 1/2" PVC        |     |           |     |              |            |
|      |                   |                       |                               | white rigid plastic interior wall panel- (4) 4'LED lights and switch- (6) 115V |     |           |     |              |            |
|      |                   |                       |                               | 20 amp outlets wired to breaker- (1) exterior 115V 20 amp outlet wired to      |     |           |     |              |            |
|      |                   |                       |                               | breaker- Industrial vinyl floor covering- 10lb ABC Dry Chemical Fire           |     |           |     |              |            |
|      |                   |                       |                               | Extinguisher- 200 amp 30 slot load center with main breaker, single phase      |     |           |     |              |            |
|      |                   |                       |                               | - R-13 insulated floor, wall, and ceilings- Aluminum trim on interior- S/S     |     |           |     |              |            |
|      |                   |                       |                               | hardware- (2) Milbank covers for Mini-Split air conditioners (to be            |     |           |     |              |            |
|      |                   |                       |                               | installed by others on site)- floor provisions for 2 future rows of racks-     |     |           |     |              |            |
|      |                   |                       |                               | 100 Amp Gen Plug Flush Mount- (2) 19" Relay Rack - 84" Tall with Vertical      |     |           |     |              |            |
|      |                   |                       |                               | cable Management rails - installed per customer requested locations- (1)       |     |           |     |              |            |
|      |                   |                       |                               | Welded 23" rack w/ (4) 23" Center Mnt Battery Trays for Power System           |     |           |     |              |            |
|      |                   |                       |                               | and Batteries - installed per customer requested                               |     |           |     |              |            |
|      |                   |                       |                               | locations- (2) Floor cable entrances   |     |           |     |              |            |
|      |                   |                       |                               | - 12" ceiling mounted ladder racking to be run per customer layout w/          |     |           |     |              |            |
|      |                   |                       |                               | ladder rack running up from floor cable entrances to                           |     |           |     |              |            |
|      |                   |                       |                               | ceiling mounted ladder rack  |     |           |     |              |            |
|      |                   |                       |                               | - 4"x4" Yellow FiberGuide wiring with down spouts to vertical wire             |     |           |     |              |            |
| 1    | AMCS252144104WILK | American Products Llc | CUSTOM CONFIG                 | management rails   | EA  |           | 1   | 156,942.71   | 156,942.71 |
| 2    | DWGS12X21         | American Products Llc | PE STAMPED DRAWINGS AND CALCS | PE STAMPED DRAWINGS & CALCS  | EA  |           | 1   | 3,518.30     | 3,518.30   |
| 3    | AMCS25144104CERT  | American Products Llc | SHELTER CERTIFICATION FOR NC  | SHELTER CERTIFICATIONS FOR STATE OF NC   | EA  |           | 1   | 13,303.00    | 13,303.00  |
|      |                   |                       |                               |  |     |           |     | Quote Total: | 173,764.01 |

- ALL Parts marked with an asterisk (\*) are NON CANCELABLE and NON RETURNABLE..
- Minimum order size \$250.00.
- Should Walker and Assoc Inc choose to accept an order under the minimum order size of \$250.00, a \$20.00 minimum order fee will be applied to the order.

Surcharges and tariffs. Any surcharges or tariffs imposed on Seller by a supplier or manufacturer will be added to the Buyer's order price at the time of shipment.

- Credit card orders are subject to a 3% processing fee.
- If Fiber Reel Lengths are specified other than current inventoried lengths, which require Walker to cut to length, a \$275 Cut Fee will be applied per cut.
- Subject to credit approval, payment terms are net 30 days.
- Appropriate state sales tax will be added unless Walker is provided a Sales Tax Certificate prior to shipment.
- Shipping Charge is "Prepaid by Shipper Add to Bill".
- All shipments in the state of WA will be billed a Business Occupation fee.
- Items are subject to Vendor expedite fees.
- Availability of products provided by Seller, verbal or written, are approximate and subject to change. Information is based on current inventory and estimations of time periods required to obtain ordered goods from the manufacturer.

\*New Special Notes added to All Quotes\*

5-day quote period. This quote is valid for 5 business days unless extended in writing from Seller upon expiration. This quote/proposal does not reflect any potential adverse impacts to include but not limited to; pricing increases for materials or delivery schedules resulting from the pandem

Full Terms and Conditions are available at www.walkerfirst.com



| Purchase Order     |           |
|--------------------|-----------|
| Purchase Order No. | 10-04     |
| Date               | - Annichy |
| Vendor ID          | 1516      |

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AND THE PERSON NAMED IN

## Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

## Ship To

RiverStreet Communications Of Virginia, Inc. 1400 Riverstreet Wilkesboro, NC 28697

| Shipping Method Payment Terms |             |              | Orde   | red By |     | Reference   |             |             |
|-------------------------------|-------------|--------------|--------|--------|-----|-------------|-------------|-------------|
| Wilkes Item Number            | Description |              | Req. D | ate    | U/M | Qty Ordered | Unit Price  | Ext. Price  |
| Vendor Item Number            | Additiona   | I Item Notes | FOB    |        |     |             |             |             |
|                               | MX480-Pre   | mium3-DC     |        |        |     | 1           | \$35,516.42 | \$35,516.42 |
|                               | SCBE3-MX    | -BB          |        |        |     | 2           | \$3,371.75  | \$6,743.50  |
|                               | Junos-64-BI | 3            |        |        |     | 1           | \$0.00      | \$0.00      |
|                               | RE-S-X6-12  | 28G-S-BB     |        |        |     | 2           | \$0.00      | \$0.00      |
|                               | FFantray-M  | X480HCBB     |        |        |     | 1           | \$0.00      | \$0.00      |
|                               | PWR-MX48    | 80-2400DCBB  |        |        |     | 4           | \$0.00      | \$0.00      |
|                               | MX-SPC3     |              |        |        |     | 1           | \$35,374.40 | \$35,374.40 |
|                               | MPC10E-10   | OC-P-Base    |        |        |     | 2           | \$25,089.29 | \$50,178.58 |
|                               | S-MXSPC3    | -A1-P        |        |        |     | 1           | \$24,154.59 | \$24,154.59 |
|                               | S-MX-1C-A   | 11-P         |        |        |     | 8           | \$7,125.61  | \$57,004.88 |
|                               | SVC-ND-M    | X480         |        |        |     | 1           | \$3,925.22  | \$3,925.22  |
|                               | SVC-ND-M    | IX-SPC3      |        |        |     | 1           | \$14,421.07 | \$14,421.07 |
|                               | SVC-ND-M    | PC10E10C     |        |        |     | 2           | \$7,550.15  | \$15,100.30 |
|                               | SVC-COR-    | MXSPC3-A1P   |        |        |     | 1           | \$2,393.39  | \$2,393.39  |
|                               | SVC-COR-    | MX-1C-A1P    |        |        |     | 8           | \$1,555.08  | \$12,440.64 |
|                               | QFX5110-4   | 8S-D-AFO2    |        |        |     | 2           | \$6,958.96  | \$13,917.92 |
|                               | SVC-ND-Q    | FX5-48S2     |        |        |     | 2           | \$708.72    | \$1,417.44  |

### **Special Terms and Conditions**

| Subtotal    | \$272,588.35 |
|-------------|--------------|
| Freight     | \$0.00       |
| Tax         | \$0.00       |
| Order Total | \$272,588.35 |

| Signature of Authorized Representative |  |
|--|--|
|  |  |
| Accepted by Seller                     |  |



| Purchase Order     |           |
|--------------------|-----------|
| Purchase Order No. | 85-03     |
| Date               | a plagram |
| Vendor ID          | 1510-00   |

| Vendor |  |
|--------|--|
|        |  |
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|        |  |

## Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

## Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose Mount Rd Walkerton, VA 23177

| Shipping Method    |                                  | Payment Terms        |        | Orde | red By |             | Reference  |             |
|--------------------|----------------------------------|----------------------|--------|------|--------|-------------|------------|-------------|
| Wilkes Item Number | Description                      |                      | Req. D | ate  | U/M    | Qty Ordered | Unit Price | Ext. Price  |
| Vendor Item Number | Number Additional Item Notes FOB |                      |        |      |        | Major Brig  |            |             |
|                    | E7-2 Field In                    | nstall Pkg 000-00372 |        |      |        | 2           | \$627.00   | \$1,254.00  |
|                    | E7-2 AXOS                        | 100-04665            |        |      |        | 4           | \$8,869.25 | \$35,477.00 |
|                    | GPON SFP                         | OIM 60KM 100-05071   |        |      |        | 16          | \$388.50   | \$6,216.00  |
|                    | GPON SFP                         | OIM 20KM 100-05148   |        |      |        | 16          | \$298.50   | \$4,776.00  |

**Special Terms and Conditions** 

| Subtotal    | \$47,723.00 |
|-------------|-------------|
| Freight     | \$0.00      |
| Tax         | \$0.00      |
| Order Total | \$47,723.00 |

| Signature of Aut | horized Re   | presentative |
|------------------|--------------|--------------|
|                  |              |              |
|                  |              |              |
| Accep            | ted by Selle | er           |



| Purchase Order     |             |
|--------------------|-------------|
| Purchase Order No. | 12/24/5/6 1 |
| Date               | Less Sink   |
| Vendor ID          | Unit (Arr   |

| Vendo |  |  |  |
|-------|--|--|--|

## Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

## Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose MT Rd Walkerton, VA 23177

| Shipping Method    |                             | Payment Terms                                    | Ordered By |    | red By |             | Reference   |             |
|--------------------|-----------------------------|--|------------|----|--------|-------------|-------------|-------------|
| Wilkes Item Number | Description                 |  | Req. Da    | te | U/M    | Qty Ordered | Unit Price  | Ext. Price  |
| Vendor Item Number | Additiona                   | I Item Notes                                     | FOB        |    |        |             |             | By June     |
|                    | 000-00372 E<br>Date 6/9/202 | 27-2 Field Install Pkg (Ship                     |            |    |        | 2           | \$627.00    | \$1,254.00  |
|                    |                             | XOS 100-05529 XG801 XGS-<br>Date 6/9/2022)       |            |    |        | 4           | \$12,250.67 | \$49,002.68 |
|                    | EXOS ONT 6/9/2022)          | 100-05589 (Ship Date                             |            |    |        | 50          | \$356.68    | \$17,834.00 |
|                    |                             | ON 100-05642 XGS-PON<br>0G (Ship Date 6/9/2022)  |            |    |        | 16          | \$780.00    | \$12,480.00 |
|                    | 000-00372 E<br>Date 12/9/20 | E7-2 Field Install Pkg (Ship<br>D22)             |            |    |        | 2           | \$627.00    | \$1,254.00  |
|                    |                             | XOS 100-05529 XG801 XGS-<br>Date 12/9/2022)      |            |    |        | 4           | \$12,250.67 | \$49,002.68 |
|                    | EXOS ONT<br>12/9/2022)      | 100-05589 (Ship Date                             |            |    |        | 50          | \$356.68    | \$17,834.00 |
|                    |                             | ON 100-05642 XGS-PON<br>0G (Ship Date 12/9/2022) |            |    |        | 16          | \$780.00    | \$12,480.00 |
|                    | 000-00372 F<br>Date 6/9/202 | E7-2 Field Install Pkg (Ship<br>23)              |            |    |        | 2           | \$627.00    | \$1,254.00  |
|                    |                             | XOS 100-05529 XG801 XGS-<br>Date 6/9/2023)       |            |    |        | 4           | \$12,250.67 | \$49,002.68 |
|                    | EXOS ONT 6/9/2023)          | 100-05589 (Ship Date                             |            |    |        | 50          | \$356.68    | \$17,834.00 |
|                    |                             | ON 100-05642 XGS-PON<br>0G (Ship Date 6/9/2023)  |            |    |        | 16          | \$780.00    | \$12,480.00 |
|                    | 000-00372 I<br>Date 12/9/20 | E7-2 Field Install Pkg (Ship 023)                |            |    |        | 2           | \$627.00    | \$1,254.00  |

## **Special Terms and Conditions**

Blanket Order

| Subtotal    | \$402,853.40 |
|-------------|--------------|
| Freight     | \$0.00       |
| Tax         | \$0.00       |
| Order Total | \$402,853.40 |

| Cianatura of | A. Abasisas | Representative |
|--------------|-------------|----------------|
|              |             |                |

Accepted by Seller



| Purchase Order     |            |
|--------------------|------------|
| Purchase Order No. | play £4.   |
| Date               | Bowless:   |
| Vendor ID          | E FUE TO V |

| Vendor |  |  |
|--------|--|--|
|        |  |  |

## Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn: Accounting

## Ship To

RiverStreet Communications Of Virginia, Inc. 3587 Rose MT Rd Walkerton, VA 23177

| Shipping Method    |                             | Payment Terms C                                  |         | Ordered By |     |             | Reference   |             |
|--------------------|-----------------------------|--|---------|------------|-----|-------------|-------------|-------------|
| Wilkes Item Number | Description                 | STATE OF THE STATE OF                            | Req. Da | ate        | U/M | Qty Ordered | Unit Price  | Ext. Price  |
| Vendor Item Number | Additiona                   | I Item Notes                                     | FOB     |            |     |             |             |             |
|                    |                             | XOS 100-05529 XG801 XGS-<br>Date 12/9/2023)      |         |            |     | 4           | \$12,250.67 | \$49,002.68 |
|                    | EXOS ONT<br>12/9/2023)      | 100-05589 (Ship Date                             |         |            |     | 50          | \$356.68    | \$17,834.00 |
|                    |                             | ON 100-05642 XGS-PON<br>0G (Ship Date 12/9/2023) |         |            |     | 16          | \$780.00    | \$12,480.00 |
|                    | 000-00372 E<br>Date 6/9/202 | E7-2 Field Install Pkg (Ship<br>24)              |         |            |     | 2           | \$627.00    | \$1,254.00  |
|                    |                             | XOS 100-05529 XG801 XGS-<br>Date 6/9/2024)       |         |            |     | 4           | \$12,250.67 | \$49,002.68 |
|                    | EXOS ONT 6/9/2024)          | 100-05589 (Ship Date                             |         |            |     | 50          | \$356.68    | \$17,834.00 |
|                    |                             | ON 100-05642 XGS-PON<br>0G (Ship Date 6/9/2024)  |         |            |     | 16          | \$780.00    | \$12,480.00 |

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|---------|-------|-----|-----|---------|
| Special | rerms | and | Con | aitions |

Blanket Order

0 /

Signature of Authorized Representative

Accepted by Seller

| Subtotal    | \$402,853.40 |
|-------------|--------------|
| Freight     | \$0.00       |
| Tax         | \$0.00       |
| Order Total | \$402,853.40 |

Attn:

Ship to: SHACKLEFORDS RSCVA **Project Name:** 

> Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Contact: Email:

Date:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item Item/Ty     | pe Quantity         | Supplier         | Catalog Nbr               | Description                                    | Pric     | e Unit | Ext.Price  |
|------------------|---------------------|------------------|---------------------------|--|----------|--------|------------|
| 100              | 20 EA               | COMMSCOPE        | FOSC450-D6-6-R2-1-<br>D6V | FOSC450-D6-6-R2-1-<br>D6V R2962P-000           | 410.75   | 1      | 8,215.00   |
| * * * Item Note: | *** Lead time 22 we | •                | _                         |  |          |        |            |
|                  |                     | Ship From: Resh  | ip-Factory                |  |          |        |            |
| GB Part#:        | 25567634            | Inbound Frt: Y   |                           |  |          |        |            |
| FOB:             | PPD - Bill          |                  |                           |  |          |        |            |
|                  |                     |                  |                           | Est  | Delivery | Date:  | 07/22/2022 |
| 200              | 200 EA              | HUBBELL PWR      | EM-2525                   | #6 SCREW ON<br>TERMINAL                        | 3.07     | 1      | 614.00     |
|                  |                     | Ship From: Drop  | Ship-Factory              |  |          |        |            |
| GB Part#:        | 94008765            |                  |                           |  |          |        |            |
| FOB:             | PPD - Bill          |                  |                           |  |          |        |            |
|                  |                     |                  |                           | Est  | Delivery | Date:  | 07/22/2022 |
| 300              | 800 EA              | CORNING OPTICAL  | 80610844443               | 4460-D/FO SHIELD<br>BOND CONNECTOR<br>ASSEMBLY | 5.34     | 1      | 4,272.00   |
|                  |                     | Ship From: Stock | ZONE-CHARLOT              | TE, NC   |          |        |            |
| GB Part#:        | 95077180            |                  |                           |  |          |        |            |
| FOB:             | PPD - Bill          |                  |                           |  |          |        |            |
|                  |                     |                  |                           | Est  | Delivery | Date:  | 07/22/2022 |
| 400              | 80 EA               | HUBBELL PWR      | EM8100-24.25GR            |  | 5.46     | 1      | 436.80     |
|                  |                     | Ship From: Drop  | Ship-Factory              |  |          |        |            |
|                  |                     |                  |                           |  |          |        |            |
| FOB:             | PPD - Bill          |                  |                           |  |          |        |            |
|                  |                     |                  |                           | Est  | Delivery | Date:  | 07/22/2022 |
| 500              | 1,000 EA            | U G PRODUCTS     | 100W                      | WHITE CABLE TAG<br>W/UV TIE                    | 0.37     | 1      | 370.00     |
|                  |                     | Ship From: Stock | ZONE-CHARLOT              | TE, NC   |          |        |            |
| GB Part#:        | 90064680            |                  |                           |  |          |        |            |
|                  |                     |                  |                           |  |          |        |            |

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item Item/T | ype Quantity | Supplier                | Catalog Nbr       | Description                                 | Pric     | e Unit | Ext.Price  |
|-------------|--------------|-------------------------|-------------------|---|----------|--------|------------|
| FOB:        | PPD - Bill   |                         |                   |   |          |        |            |
|             |              |                         |                   | Est   | Delivery | Date:  | 07/22/2022 |
| 600         | 3 EA         | CHARLES<br>INDUSTRIES/O |                   | 8IN ORANGE HIGH<br>VIS CAPS-50 PIECES       | 255.00   | 1      | 765.00     |
| OD D4#-     | 00440040     |                         | Reship-Factory    |   |          |        |            |
| GB Part#:   | 26410948     | Inbound Fr              | t: Y              |   |          |        |            |
| FOB:        | PPD - Bill   |                         |                   | Fa4   | Dalbrane | Data   | 07/22/2022 |
|             |              |                         |                   | EST   | Delivery | Date:  | 07/22/2022 |
| 700         | 2 EA         | CHARLES<br>INDUSTRIES/0 | 97-PKOR10-A<br>C  | 10IN ORANGE HIGH<br>VIS CAPS - 25<br>PIECES | 212.00   | 1      | 424.00     |
|             |              | Shin From               | Reship-Factory    |   |          |        |            |
|             |              | Inbound Fr              | •                 |   |          |        |            |
| FOB:        | PPD - Bill   | ilibouria 11            |                   |   |          |        |            |
| . 05.       | 112 2        |                         |                   | Est   | Delivery | Date:  | 07/22/2022 |
| 800         | 300 EA       |                         |                   | GRND ROD                                    | 19.56    |        |            |
| 600         | 300 EA       | ERICO PROD              | 615880            | 5/8INX8FT CU BOND<br>10MIL                  | 19.56    | 1      | 5,868.00   |
|             |              | Ship From:              | Stock ZONE-CHARLO | OTTE, NC                                    |          |        |            |
| GB Part#:   | 94035117     |                         |                   |   |          |        |            |
| FOB:        | PPD - Bill   | UPC#:                   | 78285630609       |   |          |        |            |
|             |              |                         |                   | Est.  | Delivery | Date:  | 07/22/2022 |
| 900         | 300 EA       | HUBBELL PW              | R GC268           | CONNECTOR CU<br>GROUND                      | 14.57    | 1      | 4,371.00   |
|             |              | Ship From:              | Reship-Factory    |   |          |        |            |
| GB Part#:   | 26424782     | Inbound Fr              | t: Y              |   |          |        |            |
| FOB:        | PPD - Bill   | UPC#:                   | 09635930733       |   |          |        |            |
|             |              |                         |                   | Est   | Delivery | Date:  | 07/22/2022 |
| 1000        | 200 EA       | HUBBELL PW              | R GC5006          | VISE TYPE<br>CONNECTOR                      | 3.40     | 1      | 680.00     |
|             |              | Ship From:              | Stock ZONE-CHARLO | OTTE, NC                                    |          |        |            |
| GB Part#:   | 94039737     |                         |                   |   |          |        |            |
| FOB:        | PPD - Bill   | UPC#:                   | 09635930746       |   |          |        |            |
|             |              |                         |                   | Est   | Delivery | Date:  | 07/22/2022 |
| 1100        | 300 EA       | CARSONITE               | <br>18171FOC-A    |   | 44.96    | <br>1  | 13,488.00  |
|             | 300 LA       | 5/ (TOOIVITE            | 1017 11 00 A      |   | -7-T.50  | '      | 10,400.00  |

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item Item/1       | Гуре Quantity          | Supplier               | Catalog Nbr                 | Description                                 | Pric     | e Unit | Ext.Price  |
|-------------------|------------------------|------------------------|-----------------------------|---|----------|--------|------------|
|                   |                        | Ship From<br>Inbound F | ı: Reship-Factory<br>irt: Y |   |          |        |            |
| FOB:              | PPD - Bill             |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1200              |                        | CARSONITE              | : Reship-Factory            |   | 5.09     | 1      | 1,527.00   |
| FOB:              | PPD - Bill             |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1300              | 40 EA                  | REEF IND.              | 42-0026                     | 3X6000F XTR STR<br>FIB OP TP                |          |        |            |
| GB Part#:<br>FOB: | 97103727<br>PPD - Bill | Ship From              | : Stock ZONE-CHARLO         |   |          |        |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1400              | 30 EA                  | 3M CO EL               | ECTRICAL165OR4A             | VINYL ELECT TAPE<br>165 ORG 3/4IN X<br>60FT | 1.35     | 1      | 40.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466091<br>PPD - Bill | UPC#:                  | 07630892573                 | _   |          | _      |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1500              | 30 EA                  | 3M CO EL               | ECTRICAL165BL4A             | VINYL ELECT TAPE<br>165 BLU 3/4IN X<br>60FT | 1.35     | 1      | 40.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466087<br>PPD - Bill | UPC#:                  | 07630892569                 |   |          |        |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1600              | 30 EA                  | 3M CO EL               | ECTRICAL165GR4A             | VINYL ELECT TAPE<br>165 GRN 3/4IN X<br>60FT | 1.35     | 1      | 40.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466090<br>PPD - Bill | UPC#:                  | 07630892571                 |   |          |        |            |
|                   |                        |                        |                             | Est.  | Delivery | Date:  | 07/22/2022 |

Date:

**Project Name:** Ship to: SHACKLEFORDS RSCVA

> Purchase Order Nbr: Release Nbr: Additional Ref#:

Attn:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item         | Item/Type        | Quantity             | Supplier     |       | Catalog Nbr               | Description                                  |     | Pric     | e Unit | Ext.Price  |
|--------------|------------------|----------------------|--------------|-------|---------------------------|--|-----|----------|--------|------------|
| 1700         |                  | 50 EA                | CORNING OPTI | CAL   | 80610938187               | 88T-0.75X60<br>(3/4X60) VINYL<br>TAPE        |     | 4.87     | 1      | 243.50     |
|              |                  |                      | Ship From: S | Stock | ZONE-CHARLOT              | TE, NC                                       |     |          |        |            |
| GB F         | <b>Part#:</b> 98 | 8292998              |              |       |                           |  |     |          |        |            |
| FOB:         | PI               | PD - Bill            | UPC#:        | 4059  | 49651656                  |  |     |          |        |            |
|              |                  |                      |              |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |
| 1800         |                  | 4 EA                 | NATURCHEM IN | NC    | HY-END BIFEN ITP          | HY-END BIFEN ITP<br>FIRE ANT/PEST<br>CONTROL |     | 285.62   | 1      | 1,142.48   |
|              |                  |                      | Ship From: S | Stock | ZONE-SPRINGFI             | ELD,MO                                       |     |          |        |            |
| GB F         |                  | 5885402<br>PD - Bill |              |       |                           |  |     |          |        |            |
|              |                  |                      |              |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |
| 1900         |                  | 1,575 EA             | WIRE         |       | BARE-CU-SD-6-SOL-<br>315S | BARE CU                                      |     | 732.00   | 1000   | 1,152.90   |
|              |                  |                      | Ship From: S | Stock | ZONE-CHARLOT              | TE, NC                                       |     |          |        |            |
| GB F<br>FOB: |                  | 8283891<br>PD - Bill | UPC#:        | 9801  | 0033440                   |  |     |          |        |            |
|              |                  |                      |              |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |

Item Total (Frt not included): 54,469.18

Ship to: SHACKLEFORDS RSCVA

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item Item/Ty      | ype Quantity           | Supplier                    | Catalog Nbr                    | Description                                    | Pric     | e Unit | Ext.Price  |
|-------------------|------------------------|-----------------------------|--------------------------------|--|----------|--------|------------|
| 100               | 23 EA                  | COMMSCOPE                   | FOSC450-D6-6-R2-1-<br>D6V      | - FOSC450-D6-6-R2-1-<br>D6V R2962P-000         | 410.75   | 1      | 9,447.25   |
| * * * Item Note:  | :* * * Lead time 22 w  | eeks plus subject to c      | hange.                         |  |          |        |            |
|                   |                        | Ship From: Resh             | ip-Factory                     |  |          |        |            |
| GB Part#:<br>FOB: | 25567634<br>PPD - Bill | Inbound Frt: Y              |                                |  |          |        |            |
|                   |                        |                             |                                | Est  | Delivery | Date:  | 07/22/2022 |
| 200               | 200 EA                 | HUBBELL PWR                 | EM-2525                        | #6 SCREW ON<br>TERMINAL                        | 3.07     | 1      | 614.00     |
|                   |                        | Ship From: Drop             | Ship-Factory                   |  |          |        |            |
| GB Part#:         | 94008765               |                             |                                |  |          |        |            |
| FOB:              | PPD - Bill             |                             |                                |  |          |        |            |
|                   |                        |                             |                                | Est  | Delivery | Date:  | 07/22/2022 |
| 300               | 1,500 EA               | CORNING OPTICAL             | 80610844443                    | 4460-D/FO SHIELD<br>BOND CONNECTOR<br>ASSEMBLY | 5.34     | 1      | 8,010.00   |
|                   |                        | Ship From: Stock            | k ZONE-CHARLOT                 | TE, NC   |          |        |            |
| GB Part#:         | 95077180               | •                           |                                |  |          |        |            |
| FOB:              | PPD - Bill             |                             |                                |  |          |        |            |
|                   |                        |                             |                                | Est  | Delivery | Date:  | 07/22/2022 |
| 400               | 80 EA                  | HUBBELL PWR Ship From: Drop | EM8100-24.25GR<br>Ship-Factory |  | 5.46     | 1      | 436.80     |
| FOB:              | DDD D:II               |                             |                                |  |          |        |            |
| FUB.              | PPD - Bill             |                             |                                | Est  | Delivery | Date:  | 07/22/2022 |
| 500               | 1,500 EA               | U G PRODUCTS                | 100W                           | WHITE CABLE TAG W/UV TIE                       | 0.37     | 1      | 555.00     |
|                   |                        | Ship From: Stock            | k ZONE-CHARLOT                 | TE, NC   |          |        |            |
| GB Part#:         | 90064680               | -                           |                                |  |          |        |            |

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: . Release Nbr: Additional Ref#: Ref Quote Nbr:

# Order Acknowledgement Thank you for Selecting Graybar, We Appreciate Your Business

|           |            |                         | Catalog Nbr          | ·   | Pric     | e Unit | Ext.Price  |
|-----------|------------|-------------------------|----------------------|---|----------|--------|------------|
| FOB:      | PPD - Bill |                         |                      | _   |          | _      |            |
|           |            |                         |                      | Est   | Delivery | Date:  | 07/22/2022 |
| 600       | 3 EA       | CHARLES<br>INDUSTRIES/C |                      | 8IN ORANGE HIGH<br>VIS CAPS-50 PIECES       | 255.00   | 1      | 765.00     |
| 0D D 4#   | 00440040   |                         | Reship-Factory       |   |          |        |            |
| GB Part#: | 26410948   | Inbound Fr              | : Y                  |   |          |        |            |
| FOB:      | PPD - Bill |                         |                      |   |          |        | . = / /    |
|           |            |                         |                      | <b>Est</b>                                  | Delivery | Date:  | 07/22/2022 |
| 700       | 2 EA       | CHARLES<br>INDUSTRIES/C | 97-PKOR10-A          | 10IN ORANGE HIGH<br>VIS CAPS - 25<br>PIECES | 212.00   | 1      | 424.00     |
|           |            | Shin From:              | Reship-Factory       |   |          |        |            |
|           |            | Inbound Fr              | •                    |   |          |        |            |
| FOB:      | PPD - Bill | inbound in              |                      |   |          |        |            |
| 1 ОВ.     | FFD - DIII |                         |                      | Ect   | Delivery | Date:  | 07/22/2022 |
|           |            |                         |                      |   |          |        |            |
| 800       | 500 EA     | ERICO PROD              | 615880               | GRND ROD<br>5/8INX8FT CU BOND<br>10MIL      | 19.56    | 1      | 9,780.00   |
|           |            | Ship From:              | Stock ZONE-CHARLO    | OTTE, NC                                    |          |        |            |
| GB Part#: | 94035117   |                         |                      |   |          |        |            |
| FOB:      | PPD - Bill | UPC#:                   | 78285630609          |   |          |        |            |
|           |            |                         |                      | Est   | Delivery | Date:  | 07/22/2022 |
| 900       | 500 EA     | HUBBELL PWI             | <br>R GC268          | CONNECTOR CU<br>GROUND                      | 14.57    | 1      | 7,285.00   |
|           |            | Ship From:              | Reship-Factory       |   |          |        |            |
| GB Part#: | 26424782   | Inbound Fr              | : Y                  |   |          |        |            |
| FOB:      | PPD - Bill | UPC#:                   | 09635930733          |   |          |        |            |
|           |            |                         |                      | Est   | Delivery | Date:  | 07/22/2022 |
| 1000      | 400 EA     | HUBBELL PWI             | R GC5006             | VISE TYPE<br>CONNECTOR                      | 3.40     | 1      | 1,360.00   |
|           |            | Shin From:              | Stock ZONE-CHARLO    |   |          |        |            |
| GB Part#: | 94039737   | 3p                      | CISCI, LOITE OF MILE | J <u>L</u> ,                                |          |        |            |
| FOB:      | PPD - Bill | UPC#:                   | 09635930746          |   |          |        |            |
| . 55.     |            | J. O                    | 3333333770           | Fet   | Delivery | Date:  | 07/22/2022 |
|           |            |                         |                      |   |          |        |            |
| 1100      | 500 EA     | CARSONITE               | 18171FOC-A           |   | 44.96    | 1      | 22,480.00  |

Date:

Ship to: SHACKLEFORDS RSCVA

**Project Name:** 

Attn:

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item Item/T       | ype Quantity           | Supplier               | Catalog Nbr                 | Description                                 | Prio     | e Unit | Ext.Price  |
|-------------------|------------------------|------------------------|-----------------------------|---|----------|--------|------------|
|                   |                        | Ship From<br>Inbound F | n: Reship-Factory<br>irt: Y |   |          |        |            |
| FOB:              | PPD - Bill             |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1200              |                        | CARSONITE              | : Reship-Factory            |   | 5.09     |        |            |
| FOB:              | PPD - Bill             |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1300              | 70 EA                  | REEF IND.              | 42-0026                     | 3X6000F XTR STR<br>FIB OP TP                |          |        |            |
| GB Part#:<br>FOB: | 97103727<br>PPD - Bill | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1400              | 70 EA                  | 3M CO EL               | ECTRICAL165OR4A             | VINYL ELECT TAPE<br>165 ORG 3/4IN X<br>60FT | 1.35     | 1      | 94.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466091<br>PPD - Bill | UPC#:                  | 07630892573                 | _   |          | _      |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1500              | 70 EA                  | 3M CO EL               | ECTRICAL165BL4A             | VINYL ELECT TAPE<br>165 BLU 3/4IN X<br>60FT | 1.35     | 1      | 94.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466087<br>PPD - Bill | UPC#:                  | 07630892569                 |   |          |        |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |
| 1600              | 70 EA                  | 3M CO EL               | ECTRICAL165GR4A             | VINYL ELECT TAPE<br>165 GRN 3/4IN X<br>60FT | 1.35     | 1      | 94.50      |
|                   |                        | Ship From              | : Stock ZONE-CHARLO         | OTTE, NC                                    |          |        |            |
| GB Part#:<br>FOB: | 26466090<br>PPD - Bill | UPC#:                  | 07630892571                 |   |          |        |            |
|                   |                        |                        |                             | Est   | Delivery | Date:  | 07/22/2022 |

Date:

**Project Name:** Ship to: SHACKLEFORDS RSCVA

> Purchase Order Nbr: Release Nbr: Additional Ref#:

Attn:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item         | Item/Typ | e Quantity             | Supplier   |       | Catalog Nbr               | Description                                  |     | Pric     | e Unit | Ext.Price  |
|--------------|----------|------------------------|------------|-------|---------------------------|--|-----|----------|--------|------------|
| 1700         |          | 150 EA                 | CORNING OP | TICAL | 80610938187               | 88T-0.75X60<br>(3/4X60) VINYL<br>TAPE        |     | 4.87     | 1      | 730.50     |
|              |          |                        | Ship From: | Stock | ZONE-CHARLOT              | TE, NC                                       |     |          |        |            |
| GB F         | Part#:   | 98292998               |            |       |                           |  |     |          |        |            |
| FOB:         |          | PPD - Bill             | UPC#:      | 4059  | 949651656                 |  |     |          |        |            |
|              |          |                        |            |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |
| 1800         |          | 7 EA                   | NATURCHEM  | INC   | HY-END BIFEN ITP          | HY-END BIFEN ITP<br>FIRE ANT/PEST<br>CONTROL |     | 285.62   | 1      | 1,999.34   |
|              |          |                        | Ship From: | Stock | ZONE-SPRINGFI             | ELD,MO                                       |     |          |        |            |
| GB F<br>FOB: |          | 25885402<br>PPD - Bill |            |       |                           |  |     |          |        |            |
|              |          |                        |            |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |
| 1900         |          | 3,150 EA               | WIRE       |       | BARE-CU-SD-6-SOL-<br>315S | BARE CU                                      |     | 732.00   | 1000   | 2,305.80   |
|              |          |                        | Ship From: | Stock | <b>ZONE-CHARLOT</b>       | TE, NC                                       |     |          |        |            |
| GB F         |          | 88283891<br>PPD - Bill | UPC#:      | 980   | 10033440                  |  |     |          |        |            |
|              |          |                        |            |       |                           |  | Est | Delivery | Date:  | 07/22/2022 |

Item Total (Frt not included): 87,882.69 Sold to: Wilkes Communications Ship to: Wilkes Telecomm.-TAXABLE 1400 River Street WILKESBORO NC 28697-2108 Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item | Item/Type | Quantity | Supplier    | Catalog Nbr   | Description  | Price | Unit | Ext.Price |
|------|-----------|----------|-------------|---------------|--|-------|------|-----------|
| 100  |           | 480 EA   | FIBERSOURCE | FSPEDCHBKTKIT | PEDESTAL BRACKET KIT WITH MOUNTING HARDWARE FOR 12 PEDESTAL MOUNTING OF CHARLES TERMINALS. | 16.35 | 1    | 7,848.00  |

\*\*\* Item Note:\*\*\* Lead time 4 to 6 weeks subject to change.

Ship From: Drop Ship-Factory

FOB: PPD - Bill

|     |     |    |             | Est   | Delivery | Date: | 06/22/2022 |
|-----|-----|----|-------------|---|----------|-------|------------|
| 200 | 480 | EA | FIBERSOURCE | FSPL12124141-1066-PEDESTAL MEDIUM RS 12"X12"X41" HOOPLESS VENTLESS WITH GROUND MOUNT STAKE BRACKETS AND SLAM LOCK UNVENTED GREEN 24 UNITS PER PALLETT | 116.25   | 1     | 55,800.00  |

\*\*\* Item Note:\*\*\* Lead time 15 weeks subject to change.

Ship From: Drop Ship-Factory

FOB: PPD - Bill

Est Delivery Date: 06/22/2022 BKPLN210ELS/WTC 10IN FIB ORG DBL 300 486 EA CHARLES 172.34 83,757.24 INR DR SPLC TRAY INDUSTRIES/C

\*\*\* Item Note: \*\*\* Lead time 10 weeks subject to change. Order in multiples of 9.

Ship From: Drop Ship-Factory

Ship to: SHACKLEFORDS RSCVA

Attn:

Date:

**Project Name:** 

Purchase Order Nbr:

Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item  | Item/Typ | e Qua                  | ntity | Supplier        | Catalog Nbr                | Description                                  | Price          | Unit | Ext.Price  |
|-------|----------|------------------------|-------|-----------------|----------------------------|--|----------------|------|------------|
| 100   |          |                        | 2 EA  | CLEARFIELD INC  | G-GAA-144-C2E-BZ1<br>0050F | FXMP PNL PTCH<br>ONLY 144 SM<br>SCAPC W 50FT | 2,101.11       | 1    | 4,202.22   |
| GB Pa |          | 26491401<br>PPD - Bill |       | Ship From: Drop | Ship-Factory               |  |                |      |            |
|       |          |                        |       |                 |                            |  | Est Delivery D | ate: | 06/13/2022 |

Item Total (Frt not included): 4,202.22

Sold to: Wilkes Communications Ship to:RSCVA 3587 ROSEMOUNT RD WALKERTON VA 23177 Attn:

Date: **Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item         | Item/Ty | pe Quanti             | ty | Supplier                 | Catalog Nbr                 | Description                  | Price        | Unit | Ext.Price  |
|--------------|---------|-----------------------|----|--------------------------|-----------------------------|------------------------------|--------------|------|------------|
| 100          |         | 30                    | EA | COMMSCOPE Ship From: Sto | MR3919-000<br>ck ZONE-CHARL | FDSC-GATOR-12F-T<br>OTTE, NC | 49.09        | 1    | 1,472.70   |
| GB P<br>FOB: |         | 25230601<br>S/P - F/A |    |                          |                             | Es                           | t Delivery D | ate: | 06/07/2022 |

Item Total (Frt not included): 1,472.70

Ship to:

3587 Rosemount Road WALKERTON VA 23177

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact:

Email:

# Order Acknowledgement Thank you for Selecting Graybar, We Appreciate Your Business

| Item | Item/Ty | oe Quantity | Supplier        | Catalog Nbr  | Description                 | Price      | Unit | Ext.Price  |
|------|---------|-------------|-----------------|--------------|-----------------------------|------------|------|------------|
| 100  |         | 12 EA       | CLEARFIELD INC  | KC4-CAA      | 1X16 SPLITTER MOD<br>SC/APC | 468.54     | 1    | 5,622.48   |
| GB P | art#:   | 25962685    | Ship From: Drop | Ship-Factory |                             |            |      |            |
| FOB: |         | PPD - Bill  |                 |              | Est                         | Delivery D | ate: | 06/03/2022 |

Item Total (Frt not included): 5,622.48

Ship to: RSCVA

3587 Rosemount Road WALKERTON VA 23177

Attn:

Date:

**Project Name:** 

Purchase Order Nbr: Release Nbr: Additional Ref#: Ref Quote Nbr: Graybar Contact: Email:

Order Acknowledgement

Thank you for Selecting Graybar, We Appreciate Your Business

| Item      | Item/Ty   | ре      | Quantit   | y      | Supplier              | Catalog Nbr      | Description    | Price          | Unit  | Ext.Price  |
|-----------|-----------|---------|-----------|--------|-----------------------|------------------|----------------|----------------|-------|------------|
| 100       |           |         | 2,500     | EA     | SUPERIOR ESSEX        | 5EBSWF-4P24-R-F  | ESS- 04-003-54 | 393.00         | 1000  | 982.50     |
| * * * Ite | em Note:* | * * ste | ock in Ch | arlott | e as of today subject | t to prior sale. |                |                |       |            |
|           |           |         |           |        | Ship From: Stoo       | k ZONE-CHARL     | OTTE, NC       |                |       |            |
| GB F      | Part#:    | 2207    | 9405      |        | -                     |                  |                |                |       |            |
| FOB:      |           | S/P -   | F/A       |        |                       |                  |                |                |       |            |
|           |           |         |           |        |                       |                  |                | Est Delivery [ | Date: | 05/05/2022 |
| 200       |           |         | 2,500     | EA     | SUPERIOR ESSEX        | 5EBSWF-4P24-R-E  | ESS- 04-003-54 | 393.00         | 1000  | 982.50     |
| * * * Ite | em Note:* | * * st  | ock in Ch | arlott | e as of today subject | t to prior sale  |                |                |       |            |
|           |           |         |           |        | OL: Ot                | I ZONE OLIVE     | OTTE NO        |                |       |            |

Ship From: Stock ZONE-CHARLOTTE, NC

22079405 GB Part#: FOB: S/P - F/A

**Est Delivery Date:** 05/05/2022 300 24,000 EA SUPERIOR ESSEX 5E-SWP-PV4P24-GY- 51-240-31 178.00 1000 4,272.00

P-ESS-100

\*\*\* Item Note:\*\*\* stock in Charlotte today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 22001748 FOB: S/P - F/A

**Est Delivery Date:** 3,000 EA SUPERIOR ESSEX GW-1C6-.5K-R-ESS 12-001-04 943.85 1000 2,831.55

05/05/2022

\* \* \* Item Note: \* \* Lead time 6 to 8 weeks are subject to change.

Ship From: Drop Ship-Factory

90076961 GB Part#: FOB: S/P - F/A

Est Delivery Date: 06/24/2022

Ship to: RSCVA

Attn:

3587 Rosemount Road WALKERTON

VA 23177

Attn: Rodney Blake

Date:

**Project Name:** 

Purchase Order Nbr:

Release Nbr: Additional Ref#:

Ref Quote Nbr:

Order Acknowledgement
Thank you for Selecting Graybar, We Appreciate Your Business

| Item | em Item/Type Quant |          | Supplier  | Catalog Nbr Description |                                      | Price | Unit | Ext.Price |
|------|--------------------|----------|-----------|-------------------------|--------------------------------------|-------|------|-----------|
| 500  |                    | 1,000 EA | COMMSCOPE | SMOUV-1120-01           | FOSC ACC SMOUV<br>1120-01 369305-000 | 0.21  | 1    | 210.00    |

\* \* \* Item Note: \* \* \* stock in Charlotte as of today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 25308758 FOB: S/P - F/A

**Est Delivery Date:** 05/05/2022 600 100 EA ERICO PROD 615880 GRND ROD 15.91 1,591.00

5/8INX8FT CU BOND

10MIL

\*\*\* Item Note:\*\*\* Lead time 18 to 20 weeks.

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 94035117

FOB: S/P - F/A UPC#: 78285630609

**Est Delivery Date:** 09/16/2022 500 EA HUBBELL PWR GC5006 VISE TYPE 2.96 1,480.00

CONNECTOR

\*\*\* Item Note:\*\*\* stock in Charlotte as of today subject to prior sale

Ship From: Stock ZONE-CHARLOTTE, NC

GB Part#: 94039737

FOB: S/P - F/A UPC#: 09635930746

05/05/2022 **Est Delivery Date:** 

800 100 EA HUBBELL PWR GC268 CONNECTOR CU 11.86 1.186.00 **GROUND** 

\* \* \* Item Note: \* \* Lead time 4 to 6 weeks aro.

Ship From: Reship-Factory

GB Part#: 26424782 Inbound Frt: N

UPC#: FOB: S/P - F/A 09635930733

**Est Delivery Date:** 06/17/2022

> Item Total (Frt not included): 13,535.55

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

| Item    | Item/Type | Quantity       | Supplier           | Catalog Nbr  | Description  | Price   | Unit | Ext.Price  |
|---------|-----------|----------------|--------------------|--------------|--|---------|------|------------|
| 100     |           | 50 EA          | ZERO<br>CONNECT    | 12S6-6-07    | 1 F 9/125 #M OS2<br>SINGLE MODE<br>SCAPC - SCAPC 7<br>METERS 2.0MM<br>/2.0MM RISER 2<br>CIRCULAR<br>YELLOW<br>PRO SERIES<br>JUMPER / PATCH<br>CORD             | \$6.67  | 1    | \$333.50   |
| ***Item | Note:***  | Lead time 10   | to 14 working day  | s aro.       |  |         |      |            |
| 200     |           | 50 EA          | ZERO<br>CONNECT    | ZS1R26-6M007 | 1 F 9/125 #M OS2<br>SINGLE MODE<br>SCAPC - SCAPC 7<br>METERS 2.0MM<br>/2.0MM A-B<br>INDOOR RISER 2<br>CIRCULAR<br>YELLOW ZERO<br>SELECT JUMPER /<br>PATCH CORD | \$20.51 | 1    | \$1,025.50 |
| ***Item | Note:***  | lead time 4 to | o 7 working days a | ro.          |  |         |      |            |

Total in USD (Tax not included): \$1,359.00

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To learn more about

24-Hour Emergency

Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes:

| Item  | Item/Type                  | Quantity                  | Supplier                | Catalog Nbr         | Description                                   | Price    | Unit | Ext.Price   |
|-------|----------------------------|---------------------------|-------------------------|---------------------|---|----------|------|-------------|
| 100   |                            | 234 EA                    | CHARLES<br>INDUSTRIES/C | CFDP208-<br>ELS/WTC | 8 IN FIB PED DBL<br>DOOR<br>WILKES/RIVER LBL  | \$241.73 | 1    | \$56,564.82 |
| GB Pa | rt #: 26415058             | B UPC #:                  |                         |                     |   |          |      |             |
| 200   |                            | 234 EA                    | CHARLES<br>INDUSTRIES/C | CFDP210-<br>ELS/WTC | 10 IN FIB PED DBL<br>DOOR<br>WILKES/RIVER LBL | \$272.02 | 1    | \$63,652.68 |
| GB Pa | rt #: 26415059             | 9 UPC #:                  |                         |                     |   |          |      |             |
| 300   |                            | 230 EA                    | CHARLES<br>INDUSTRIES/C | UMS36-STD           | 36IN STEEL<br>MOUNTING STAKE<br>& HARDWARE    | \$13.64  | 1    | \$3,137.20  |
| -     | rt #: 25203293<br>Note:*** | B UPC #:<br>order in mult | tiples of 10            |                     |   |          |      |             |

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street

WILKESBORO NC 28697-2108

Attn:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

| 400                 | 52 EA     | CHANNELL<br>COM | BULKU30483600<br>81011 | 30X48X36 50/50<br>SPLIT SHIELD X<br>COVER FIB | \$858.11 | 1 | \$44,621.72 |
|---------------------|-----------|-----------------|------------------------|---|----------|---|-------------|
| GB Part #: 25871677 | UPC #:    |                 |                        |   |          |   |             |
| 500                 | 300 EA    | ERICO PROD      | 615880                 | GRND ROD<br>5/8INX8FT CU<br>BOND 10MIL        | \$19.56  | 1 | \$5,868.00  |
| GB Part #: 94035117 | UPC #: 78 | 285630609       |                        |   |          |   |             |

Total in USD (Tax not included): \$173,844.42

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications
1400 River Street

**WILKESBORO NC 28697-2108** 

Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

### **Proposal**

We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes:

| Item    | Item/Type     | Quantity    | Supplier           | Catalog Nbr         | Description                           | Price        | Unit       | Ext.Price  |
|---------|---------------|-------------|--------------------|---------------------|---------------------------------------|--------------|------------|------------|
| 100     |               | 50,000 EA   | CORNING<br>OPTICAL | 002EB1-<br>14100A20 | 2-FIBER<br>SST-DROP CABLE<br>TONEABLE | \$137.10     | 1000       | \$6,855.00 |
| GB Pa   | rt #: 2651056 | 4 UPC #:    |                    |                     |                                       |              |            |            |
| ***Item | Note:***      | 5000 FT REE | LS. LEAD TIME 1    | 16 TO 20 WEEKS ARO  | LEAD TIMES ARE SUBJE                  | CT TO CHANGE | <b>Ξ</b> . |            |

Total in USD (Tax not included): \$6,855.00

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street **WILKESBORO NC 28697-2108** Attn:

Date:

**Proj Name:** 

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: Fiber quoted would be at the lengths quoted. No cuts and would be as is.

| Item    | Item/Type     | Quantity      | Supplier                               | Catalog Nbr    | Description   | Price    | Unit | Ext.Price  |
|---------|---------------|---------------|--|----------------|---|----------|------|------------|
| 100     |               | 8,669 EA      | OFS FITEL LLC                          | AT-3GE8YSX-01  | 2   | \$395.07 | 1000 | \$3,424.86 |
| ***Iten | Note:***      | AT-3GE8YSX    | · · · -                                |                |   |          |      |            |
|         |               | 12F per ribbe | on AccuRoll Dry Core                   |                |   |          |      |            |
|         |               |               | 0.4/0.3/0.3 db/km@131<br>e Attenuation | 0/1385/1550 nm |   |          |      |            |
|         |               | 0.35/0.3/0.22 | db/km@1310/1385/15                     | 50 nm          |   |          |      |            |
|         |               |               |  |                |   |          |      |            |
| 200     |               | 10,437 EA     | OFS FITEL LLC                          | AT-3GE8YSX-07  | <b>2</b> 72F ACCUROLL<br>DRY CORE<br>ALLWAVE RIBBON | \$805.82 | 1000 | \$8,410.34 |
| GB Pa   | rt #: 2650767 | 8 UPC #:      |  |                |   |          |      |            |
| 300     |               | 22,160 EA     | OFS FITEL LLC                          | S-OP-12-RA-A-  | AT-3CE83SX-012                                      | \$427.98 | 1000 | \$9,484.04 |
|         |               |               |  | 3B-BK-OFX      | 12F RIBBON SJSA                                     |          |      |            |
| 00.0-   | rt #: 2588206 | 6 UPC #:      |  |                |   |          |      |            |

Total in USD (Tax not included): \$21,319.24

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

> Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications

1400 River Street

**WILKESBORO NC 28697-2108** 

Attn:

Date:

Proj Name:

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

## **Proposal**

We Appreciate Your Request and Take Pleasure in Responding As Follows

| Item  | Item/Type       | Quantity | Supplier          | Catalog Nbr            | Description                                  | Price      | Unit | Ext.Price  |
|-------|-----------------|----------|-------------------|------------------------|--|------------|------|------------|
| 100   |                 | 1 EA     | CLEARFIELD<br>INC | R-19848-<br>CAB576-50F | FDH PON CAB 576<br>SCAPC DIST W<br>50FT TAIL | \$7,915.56 | 1    | \$7,915.56 |
| GB Pa | ırt #: 26486549 | ) UPC #: |                   |                        |  |            |      |            |
| 200   |                 | 1 EA     | CLEARFIELD<br>INC | R-19848-<br>CAB288-50F | FDH PON CAB 288<br>SCAPC DIST W<br>50FT TAIL | \$3,955.00 | 1    | \$3,955.00 |
| GB Pa | ırt #: 26486547 | 7 UPC #: |                   |                        |  |            |      |            |
| 300   |                 | 1 EA     | CLEARFIELD<br>INC | R-19848-<br>CAB144-50F | FDH PON CAB 144<br>SCAPC DIST W<br>50FT TAIL | \$2,672.61 | 1    | \$2,672.61 |
| GB Pa | ırt #: 26486546 | S UPC #: |                   |                        |  |            |      |            |

Total in USD (Tax not included): \$14,543.17

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street **WILKESBORO NC 28697-2108** Attn:

Date:

**Proj Name:** 

Release Nbr:

Purchase Order Nbr: Additional Ref# Valid

From: Valid To: Contact: Email:

**Proposal**We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: PRICING INCLUDES ONE CUT PER REEL.

| Item   | Item/Type     | Quantity  | Supplier      | Catalog Nbr                             | Description                       | Price    | Unit | Ext.Price   |
|--------|---------------|-----------|---------------|---|-----------------------------------|----------|------|-------------|
| 500    |               | 20,480 EA | OFS FITEL LLC | S-OP-144-RA-A-<br>3B-BK-OFX-CUT<br>REEL | AT-3CE83SX-144<br>144 RIBBON SJSA | \$131.41 | 100  | \$26,912.77 |
| GB Pai | rt #: 2588207 | 1 UPC #:  |               |   |                                   |          |      |             |
| 600    |               | 20,476 EA | OFS FITEL LLC | S-OP-144-RA-A-<br>3B-BK-OFX-CUT<br>REEL |                                   | \$131.41 | 100  | \$26,907.51 |
| GB Pai | rt #: 2588207 | 1 UPC #:  |               |   |                                   |          |      |             |
| 700    |               | 20,048 EA | OFS FITEL LLC | S-OP-144-RA-A-<br>3B-BK-OFX-CUT<br>REEL | AT-3CE83SX-144<br>144 RIBBON SJSA | \$131.41 | 100  | \$26,345.08 |
| GB Pai | rt #: 2588207 | 1 UPC #:  |               |   |                                   |          |      |             |
| 800    |               | 5,522 EA  | OFS FITEL LLC | S-OP-144-RA-A-<br>3B-BK-OFX-CUT<br>REEL | AT-3CE83SX-144<br>144 RIBBON SJSA | \$131.41 | 100  | \$7,256.46  |
| GB Pai | rt #: 2588207 | 1 UPC #:  |               |   |                                   |          |      |             |

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

> Subject to the standard terms and conditions set forth in this document. Unless otherwise noted, freight terms are F.O.B. shipping point prepaid and bill. Unless noted the estimated ship date will be determined at the time of order placement.

To: Wilkes Communications 1400 River Street WILKESBORO NC 28697-2108 Date: **Proj Name:** 

Attn:

| Prop | osal |
|------|------|
|------|------|

We Appreciate Your Request and Take Pleasure in Responding As Follows

Total in USD (Tax not included): \$87,421.82

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: Wilkes Communications 1400 River Street WILKESBORO NC 28697-2108 Attn: Date:

**Proj Name:** Release Nbr:

Purchase Order Nbr:

Additional Ref# Valid From: Valid To: Contact:

Email:

**Proposal** 

We Appreciate Your Request and Take Pleasure in Responding As Follows

Notes: Non Cutable SKU direct shipment plus freight

| Item    | Item/Type  | Quantity  | Supplier      | Catalog Nbr | Description                                    | Price   | Unit | Ext.Price  |
|---------|------------|-----------|---------------|-------------|--|---------|------|------------|
| 200     |            | 10,325 EA | OFS FITEL LLC | AT-3GE8YSX  | -04848F ACCUROLL<br>DRY CORE<br>ALLWAVE RIBBON | \$59.70 | 100  | \$6,164.03 |
| GB Part | #: 2653095 | 6 UPC #:  |               |             |  |         |      |            |

Total in USD (Tax not included): \$6,164.03

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.



| Requisition        |  |
|--------------------|--|
| Purchase Order No. |  |
| Date               |  |
| Vendor ID          |  |

| ν | end  | or |  |  |  |
|---|------|----|--|--|--|
| • | CIIG | v. |  |  |  |

Bill To

RiverStreet Communications of Virginia, Inc. 1400 Rivert St Wilkesboro, NC 28697 Attn:

| Shi | p | To |
|-----|---|----|
|     |   |    |

SHACKLEFORDS RSCVA Attn:

| Shipping Method    |                       | Payment Terms               |         | Order | ed By |             | Reference  |             |
|--------------------|-----------------------|-----------------------------|---------|-------|-------|-------------|------------|-------------|
| Flatbed            |                       | Net 30                      |         | R     | ODNEY | N BLAKE     | Zacl       | c Fiber     |
| Wilkes Item Number | Description           |                             | Req. Da | ate   | U/M   | Qty Ordered | Unit Price | Ext. Price  |
| Vendor Item Number | Additional            | Item Notes                  | FOB     |       |       | <u>.</u>    |            |             |
| 00734KQ            | CABLE, BFO<br># KQ-29 | D-144, AT-3CE83SX-144, Reel |         |       | Feet  | 20,480      | \$1.31     | \$26,912.77 |
| 00734KQ            | CABLE, BFO<br># KQ-30 | D-144, AT-3CE83SX-144, Reel |         |       | Feet  | 20,476      | \$1.31     | \$26,907.51 |
| 00734KQ            | CABLE, BFC<br># KQ-31 | D-144, AT-3CE83SX-144, Reel |         |       | Feet  | 15,048      | \$1.31     | \$19,774.58 |
| 00734KQ            | CABLE, BFC<br># KQ-32 | D-144, AT-3CE83SX-144, Reel |         |       | Feet  | 5,000       | \$1.31     | \$6,570.50  |
| 00734KQ            | CABLE, BFC<br># KQ-35 | D-144, AT-3CE83SX-144, Reel |         |       | Feet  | 10,600      | \$1.31     | \$13,929.46 |

Special Terms and Conditions

Mark Williams 704-579-4633

Appointment required for delivery. No dock. Flatbed or tailgate delivery required.

| Subtotal    | \$94,094.82 |
|-------------|-------------|
| Freight     | \$0.00      |
| Tax         | \$4,987.04  |
| Order Total | \$99,081.86 |

| Signature | of | Authorized | Representative |
|-----------|----|------------|----------------|
|           |    |            |                |

## Invoice

Invoice #

Date

RiverStreet Communications of VA 1400 River St. Wilksboro, NC 28697

RiverStreet Comm. of VA. Inc.
Alth K&Q
3587 Rosemount Rd
Walkerton, VA 23177

| THE REAL PROPERTY OF THE PARTY |                        |                 |
|---|------------------------|-----------------|
| P.O. Number   | Total State of Table 1 | Rep Ship Date   |
|   | reims                  | rtep Silip Date |

7/6/2022 1366 **Net 30** Amount Price Each Quantity Item Code 100 TITAN - T-1500 ESP -TITAN Your Next Generation UPS 123.24 12.324 00 100 Battery 1 Pack 12V 8Ah GT12080-HG Battery 1 Pack (Included for UPS units) 0.00 0.00 0.00 0.00 ODFL Collect 27701460126 Freight

We appreciate your business and look forward to serving you.

Subtotal \$12,324.00

Sales Tax (0.0%) \$0.00

Total \$12,324.00

Due

Bill To: Altn: Accounts Payable WILKES TELEPHONE (NC) 1400 RIVER STREET WILKESBORO, NC 28697 Ship To: WILKES TELEPHONE (NC) 1400 RIVER STREET WILKESBORO, NC 28697

| Invoice             |
|---------------------|
|                     |
| Page<br>1 of 1      |
|                     |
|                     |
|                     |
|                     |
| Due Date            |
| Ship Via UPS Ground |
| Currency<br>USD     |
|                     |

| Line<br>Number  | Item<br>Number | Customer item<br>Number |              | Item Descrip   |             | Quantity<br>Shipped | Unit Price | Extended Amount |
|-----------------|----------------|-------------------------|--------------|----------------|-------------|---------------------|------------|-----------------|
| 1               | 100-05159      |                         | 711GE ONT, 2 | POTS, 2 GE -CE | F 514       | 19                  | 225.00     | 4,275.00        |
| 3               | 100-05161      |                         | 716GE ONT, 2 | POTS, 4 GE -CE | <b>并</b> 中侧 | 20                  | 245.00     | 4,900.00        |
| Special Instruc | tions          |                         |              | Sub Total      | Tax         | Shipping & Hai      | ndling     | Total           |
|                 |                |                         |              | 9,175.00       | 0.00        |                     | 86.82      | \$9,261.82      |

| Purchase Order     | MANGRAN |
|--------------------|---------|
| Purchase Order No. |         |
| Date               | 154786  |
| Vendor ID          |         |

| Shipping Method    |                | Payment Terms                         |                  | Ordered B | y ·             | Reference   |  |
|--------------------|----------------|---------------------------------------|------------------|-----------|-----------------|-------------|--|
|                    | and the second | C                                     | .O.D.            |           |                 |             | 4 4.20 4 7 7 7 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 |
| Wilkes Item Number | Description    | itell sylvics                         | R                | g Date U  | /M /Qty:Ordered | UnitPrice   | Ext Price                                    |
| Vendoritem Number  | Additional     | THE REAL PROPERTY INVESTOR ASSESSMENT | Topical services | FOB       |                 | ·克勒斯·       |  |
|                    | MX480-Prem     | ium-DC                                |                  |           | 1               | \$34,057.32 | \$34,057.32                                  |
|                    | JUNOS-64       |                                       |                  |           | 1               | \$3,182.93  | \$3,182.93                                   |
|                    | .RE-S-X6-640   | 3-BB                                  |                  |           | 2               | \$0.00      | \$0.00                                       |
|                    | 3CBE2-MX-      | BB                                    |                  |           | 2               | \$1,591.47  | \$3,182.94                                   |
| 1                  | FFANTRAY       | -МХ480НСВВ                            |                  |           | 1               | \$0.00      | \$0.00                                       |
|                    | PWR-MX480      | )-2400DCBB                            |                  |           | 4               | \$0.00      | \$0.00                                       |
|                    | MPC3E-3D-1     | NG-IR-B                               |                  |           | 2               | \$14,370.54 | \$28,741.08                                  |
| . • ·              | MIC3-3D-10     | XGE-SFPP                              |                  |           | 2               | \$8,035.72  | \$16,071.44                                  |
|                    | MIC-3D-200     | E-SFP                                 |                  |           | 2               | \$1,607.15  | \$3,214.30                                   |
|                    | JS-LR          |                                       |                  |           | 1               | \$2,559.53  | \$2,559.53                                   |
|                    | SFPP-10GE-     | LR                                    |                  |           | 4               | \$416.67    | \$1,666.68                                   |
|                    | SVC-ND-M       | ζ480                                  |                  |           | 1               | \$3,647.15  | \$3,647.15                                   |
|                    | SVC-ND-MI      | C3NG-IR                               |                  |           | 2               | \$2,933.58  | \$5,867.16                                   |
|                    | ACX5K-L-8      | X10GW-S                               |                  |           | 1               | \$8,571.43  | \$8,571.43                                   |
|                    | SVC-COR-A      | CX5K8X10                              |                  |           | 1               | \$422.86    | \$422.86                                     |
|                    | ACX5048-D      | C-L2-L3                               |                  |           | 1               | \$9,166.67  | \$9,166.67                                   |
|                    | SVC-ND-AC      | X5048                                 |                  |           | . 1             | \$1,418.34  | \$1,418.34                                   |

#### **Special Terms and Conditions**

| \$121,769.83 | Subtotal    |
|--------------|-------------|
| \$0.00       | Freight     |
| \$0.00       | Тах         |
| \$121,769.83 | Order Total |

Signature of Authorized Representative

Accepted by Seller

Quote

No.:

Date:

|           |                          | *  | the contract of the contract o |                   |            |
|-----------|--------------------------|--|--|-------------------|------------|
| Qty.      | Item ID                  | Description  | UON  | 4 Sel             | Total      |
| 4         | 1078904701-01            | FSP 150CC-GE112Pro, I-Temp, with integrated AC PSU, F150/ADV/GE112/PRO/AC, HW Rel 1.01                 | E  | A \$463.47        | \$1,853.88 |
| 4         | 1091904885-02            | GE11xPRO, PRE-INSTALLED SW,<br>R11.1.2   | E  | A \$0.00          | \$0.00     |
| 4         | 1091904796-01            | FSP 150CC-GE112, GE114, GE112Pro,<br>GE114Pro, and GE104, Software Base<br>Key, F150/GE11X/SW/BASE/KEY | E  | A \$117.66        | \$470.64   |
| 4         | 1013904010<br>4036381001 | Mounting Kit, 19 in. Rack Single-Unit Mount, CC-GE11x/CC-T, OSA 5410, and ALM Monitor                  | E  | A \$13.25         | \$53.00    |
| 4         | 1013904011               | Mounting Kit, 19 in. Rack Dual-Unit<br>Mount, CC-GE11x/CC-T, XG116Pro,<br>OSA 5410, and ALM Monitor    | E  | A \$18.30         | \$73.20    |
| 4         | 1036000631               | AC Power Cable, US Plug, 2.5m,<br>Right-Angled Equipment End   | E.   | A \$10.35         | \$41.40    |
|           |                          |  |  | Your Price:       | \$2,492.12 |
|           |                          |  |  | Total:            | \$2,492.12 |
| Prices ar | re firm until 4/16/2021  | Terms: Net 30  |  |                   |            |
|           |                          |  |  | <b>Date:</b> 3/17 | 7/2021     |
| Accep     | oted by:                 |  |  | Date:             |            |

Quote Reference Number: (

**Grand Total** 

\$22,472.00

Quote Type:

Access

Date Created: Date Modified:

Quote Expiration:

| <b>Equipment Summ</b> | ary |
|-----------------------|-----|
|-----------------------|-----|

**CLEI: BVL3BACFAA** 

| <b>E7</b>    |  | Price                                  | Qty          | Ext. Price                              |
|--------------|--|--|--------------|---|
|              | 000-00372  | \$597.00                               | 1            | \$597.00                                |
|              | E7-2 Field Install Package (CO & ODC/RT): She                  | elf with Blank Card, FTA, and Field in | stallation I | <b>Cit</b>                              |
| E <b>7</b> - | -2 AXOS  | Price                                  | Qty          | Ext. Price                              |
|              | 100-04665  | \$8,446.75                             | 2            | \$16,893.50                             |
|              | E7-2 GPON-8 r2 card  | · · · · · · · · · · · · · · · · · · ·  |              | *************************************** |
|              | CLEI: BVL3BA5FAB   |  |              |   |
| NIC          | M 10GE Transport   | Price                                  | Qty          | Ext. Price                              |
|              | 100-01512  | \$498.75                               | 2            | \$997.50                                |
|              | 10GE SFP+, Single Mode dual fiber transceiver CLEI: BVL3AMDFAA | r, 10Km, 1310nm, LC, I-temp            |              |   |
| Oll          | M GPON AXOS  | Price                                  | Qty          | Ext. Price                              |
|              | 100-05121  | \$249.00                               | 16           | \$3,984.00                              |
|              | GPON SFP OIM, Class B+, 20Km, 1490/1310n                       | m Single Fiber Transceiver, C-Temp,    | AXC          | S                                       |

Package Details:

000-00372 package consists of the following:

100-01449 E7-2 Shelf, 1RU, 2 Slots, with 1 Blank Card
100-01830 E7-2 Field Install Kit for CO & RT (19" and 23" mounting brackets, power and ground cables, etc)
100-03590 E7-2 Fan Tray Assembly 2 - FTA2

DAF GOOD TRESED CEND

. . .

Quote Number: Quote Date: Expiry Date:

Note: Quate includes Tanif Tax

| Line | Part Number        | Manufacturer     | Description  | Ext. Description          | NOM       | Qty | Unit Price  | Erter | nded Total |
|------|--------------------|------------------|--|---------------------------|-----------|-----|-------------|-------|------------|
|      | ACISD48-DC-12-13   |                  |  |                           |           |     |             | \$    | 10,470.01  |
| 1    | ADIS049-0C-12-13   | Juniper Networks | ACX5048 46 SFP+/SFP PORT 6 QSFP POW AND DC POWER SUPPLY      |                           | EA        | 1   | \$ 9,165.6  | 7 5   | 9,155.57   |
| 2    | SVC-ND-ACXSO48     | Juniper Networks | 1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR ACKSO 48-DC-LZ-L3   | Service Period: 12 Months | Eá        | 1   | \$ 1,303.3  | 4 5   | 1,393.34   |
|      | Additional Items   |                  |  |                           |           |     |             | \$    | 43,282.96  |
| 3    | RE-5-X6-64G-S      | Juniper Networks | ROUTING ENGINE - 6 CORE 2.05HZ WITH 64G MEMORY SPARE FOR MX2 |                           | EA        | 1   | -5 9,942.8  | 5 5   | 9.942.86   |
| 4    | SCSE2-MX-5         | Juniper Networks | ENHANCED MX SWITCH CONTROL BOARD SPARE                       |                           | EA        | 1   | 5 4,660.7   | 2 5   | 4,650.72   |
| ξ    | PWR-MX480-2490-DCS | Juniper Networks | 2400/V DC POWER SUPPLY SPARE                                 |                           | EΑ        | 1   | \$ 1,5\$3.5 | 3 \$  | 1,553.58   |
| 5    | MPC3E-3G-NG-IR-B   | Jumper Networks  | NG MPC 3E PORT QUEUE FULL SCALE 16 VPN MX                    |                           | EA        | 1   | 5 14,370.5  | 4 5   | 14,370.54  |
| 7    | SVC-ND-MPC3NG-IR   | Juniper Networks | 1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR MPGSE-3D-NG-18-3    | Service Penod. 12 Months  | EΑ        | 1   | \$ 2,695.7  | 2 5   | 2,695.72   |
| £    | MiC3-3D-10xGE-SFP? | Juniper Networks | MIC WITH 10X10GE SFP+ INTERFACE                              |                           | <u>£4</u> | 1   | \$ 8,035.7  | 2 5   | 3.035.72   |
| 9    | MIC-30-20GE-SFP    | Juniper Networks | 20X10 100 1000 MIC FOR MX REQUIRES OFFICS SOLD SEPARATELY    |                           | EA        | 1   | 5 1,507.1   | 5 5   | 1,607.15   |
| 10   | SFPP-10GE-LR       | Juniper Networks | SEP 10GE PLUGGABLE TRANSCEIVER SMF 1110NM FOR 10KM TRANSMISS |                           | EA        | 1   | 5 416.6     | 7 5   | 415.67     |
|      |                    |                  |  |                           |           |     | Subtota     | á: Ş  | 53,752.97  |
|      |                    |                  |  |                           |           |     | Tari        | 1: 5  | 1,251.49   |
|      |                    |                  |  |                           |           |     | Quote Total | k S   | 55,014.46  |

# Packing List Detail

14.97/33

Total Weight (kg/lb): 14 Total Net Weight (kg/lb): Total Number of Pieces: 1 Total Number of Cartons: 1

|   | Qt Ln  | Ln     | Product Number<br>Customer Part Number | Product Description        | UoM | Serial Number | Order Qty | Ship Qty | CLĒI       | CPR    |
|---|--------|--------|--|----------------------------|-----|---------------|-----------|----------|------------|--------|
| 4 | 003001 | 003001 | ACX5048-DC                             | ACX5048 DC HW AND JUNOS OS | EA  | WB3120170550  | 1         | 1        | IPM9600DRC | N70DUF |

| PO #:        |                  |   |              |              |                |        | SO#:      |
|--------------|------------------|---|--------------|--------------|----------------|--------|-----------|
| Del. Doc. #: | PRO#             | Routing                                 | Date Shipped | Shipped From | n I            | F.O.B. | Rt. To    |
| (            |                  |   |              | FACTORY      |                | 17.    |           |
| Ordered by:  |                  |   | 70           |              |                |        |           |
| Quantity     | Catalog # / Desc |   |              |              | Unit Price / U | nit    | Amour     |
| 56           | BULK 30X48X36    | 81011 CHANNELL CO<br>SHIELD SPLT LID T2 |              |              | 510.           | 37/1   | 28,580.72 |
|              | INBOUND FREIG    | SHT                                     | *            | 150          |                |        | 26.75     |
|              |                  |   |              |              |                |        |           |
|              |                  |   |              |              |                |        |           |
|              |                  |   |              |              |                |        |           |
|              |                  |   |              |              |                |        |           |
|              |                  |   |              |              |                |        |           |
|              |                  |   |              |              |                |        |           |
|              |                  |   | •            |              |                |        |           |
|              |                  |   | W JES        |              |                |        |           |

Sub Total

Freight

Tax

Handling

Total Due

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid

by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

**Terms of Payment** 

Net 30 Days

28,607.47

1516.20

30,123.67

0.00

0.00

| PO #:                  |   |  |                           |                    |                 |                  | SO#:          | 8.9      |  |
|------------------------|---|--|---------------------------|--------------------|-----------------|------------------|---------------|----------|--|
| Del. Doc. #:           | PRO#                                    | Routing  | Date Shipped              | Shipped From       |                 | F.O.B.           | Rt. To        |          |  |
|                        |   |  |                           | FACTORY            |                 |                  |               |          |  |
| Ordered by:            |   |  |                           |                    |                 |                  |               |          |  |
| Quantity               | Catalog # / Des                         | scription  |                           |                    | Unit Price      | Unit             |               | Amoun    |  |
| 1                      | R-19848-CAB2                            | 88-50F CLEARFIELD II                                     | NC                        |                    | 378             | 36.70 / 1        |               | 3,786.70 |  |
|                        | FDH PON CAB                             | 3 288 SCAPC DIST W 5                                     | OFT TAIL                  |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        | INBOUND FRE                             | IGHT   |                           |                    |                 |                  |               | 26.75    |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        | 1                                       |  |                           |                    |                 |                  |               |          |  |
|                        | 1                                       |  |                           |                    |                 |                  | 1             |          |  |
|                        | 1                                       |  |                           |                    |                 |                  | 1             |          |  |
|                        | 1                                       |  |                           |                    |                 |                  |               |          |  |
|                        | 1                                       |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    | -               |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 |                  |               |          |  |
|                        |   |  |                           |                    | 1               |                  | i             |          |  |
| reaction of the second |   |  |                           | 36                 |                 |                  |               |          |  |
|                        |   |  |                           |                    |                 | _                |               | n:       |  |
|                        | PAY INVOICES QUICKLY and EASILY ONLINE! |  |                           |                    |                 |                  |               |          |  |
| 9                      |   |  |                           |                    |                 |                  |               |          |  |
| \$                     | S Use of                                | ur customer portal for all g<br>Registering is easy. Con | your account needs. Mak   | e payments, obtain | invoice coples, | find proof of de | eliveries and |          |  |
| W.                     | morei                                   | Registering is easy. Con                                 | itact your local branch t |                    |                 |                  |               |          |  |
| a a                    | 10                                      |  |                           |                    |                 |                  |               |          |  |

Sub Total

Freight

Tax

Handling

**Total Due** 

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

**Terms of Payment** 

Net 30 Days

3,813.45

0.00

0.00

202.11

4,015.56

7,605.47

0.00

0.00

403.09

8,008.56

| PO #:        |                 |  | 100          |                                     |                          | SO#:              |
|--------------|-----------------|--|--------------|-------------------------------------|--------------------------|-------------------|
| Del. Doc. #: | PRO#            | Routing  | Date Shipped | Shipped From                        | F.O.B.                   | Rt. To            |
| C            |                 |  |              | FACTORY                             |                          |                   |
| Ordered by:  |                 |  |              |                                     |                          |                   |
| Quantity     | Catalog # / Des | cription   |              | Uni                                 | Price / Unit             | Amoun             |
| 1            |                 | 6-50F CLEARFIELD IN<br>576 SCAPC DIST W 5<br>GHT                       |              | 28)                                 | 7578.72 / 1              | 7,578.72<br>26.75 |
|              |                 |  |              |                                     |                          | Ť                 |
| \$           | T. Par          | VOICES QUICKLY and roustomer portal for all y Registering is easy. Con |              | e pavments, Obtain invoice<br>visit | coples, find proof of de | eliveries and     |

Sub Total

Freight

Tax

Handling

Total Due

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards

**Terms of Payment** 

are accepted at point of purchase only.

Net 30 Days

| O#:             |                       |   | !  |                      |                  |                       | SO#:       |             |
|-----------------|-----------------------|---|--|----------------------|------------------|-----------------------|------------|-------------|
| el. Doc. #:     | PRO#                  | Routing   | Date Shipped   | Shipped From         | מי               | F.O.B.                | Rt. To     |             |
|                 | 1                     | UPS   |  | G. II P D G T T G    |                  | S/P - F/A             | 140.10     |             |
| rdered by:      |                       |   |  |                      |                  | 101. 111.             | -          |             |
| uantity         | Catalog # / Des       | cription  | 1  |                      | Unit Pric        | a / Unit              |            | Amou        |
| 20              |                       | R HUBBELL POWER   | SYSTEMS  |                      | 2711,77110       | 3.66 / 1              |            | 73.2        |
|                 |                       |   | The second secon |                      |                  |                       |            |             |
| \$              | I To                  | VOICES QUICKLY and r customer portel for all y Registering is easy. Con |  | ake payments, obtai  | in invoice cople | s, find proof of deli | veries and |             |
| erms of Paym    | MONET                 | registering is easy, con  | act your local brailer   | Sub Total<br>Freight |                  |                       |            | 73.2        |
| t 30 Days       |                       |   |  | Handling             |                  |                       |            | 0.0         |
|                 |                       | t, a monthly service char<br>law may be added to all                    |  |                      |                  |                       | *          |             |
| net due date. \ | /isa, MasterCard. A   | merican Express, and Di   | scover credit cards  | Tax                  |                  | 522                   |            | 77.08       |
| accepted at po  | oint of purchase only | y   |  | T-4-1 D-             |                  |                       | 1          | 7775        |
|                 |                       |   |  | Total Due            |                  |                       |            | <del></del> |
|                 |                       |   | 5  |                      |                  |                       |            | MM AR       |
|                 |                       | 1.6   |  |                      |                  |                       |            | 11.00       |
|                 |                       |   |  |                      |                  |                       |            |             |

| PO#:         |                          |                   |                  |                   |           | SO#:   |
|--------------|--------------------------|-------------------|------------------|-------------------|-----------|--------|
| Del. Doc. #: | PRO#                     | Routing           | Date Shipped     | Shipped From      | F.O.B.    | Rt. To |
| Į.           |                          | UPS               |                  | 14:               | S/P - F/A |        |
| Ordered by:  |                          |                   |                  |                   |           |        |
| Quantity     | Catalog # / Des          | cription          |                  | Unit Price / Unit | Amour     |        |
| 315          | BARE-CU-SD-6-<br>BARE CU | -SOL-315S GENERIC | VENDOR WIRE-WYRF | PA                | 151.20    |        |
| . 10         | EM8100-24.25G            | R HUBBELL POWER   | SYSTEMS          |                   | 4.56 / 1  | 45.60  |
|              |                          |                   | *                |                   |           |        |
|              |                          |                   |                  |                   |           |        |
|              |                          |                   | , .              |                   |           |        |

Use our customer portal for all your account needs. Make payments, obtain invoice copies, find proof of deliveries and morel. Registering is easy. Contact your local branch or vis

Sub Total

Freight

Tax

Handling

Total Due

**Terms of Payment** 

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid

by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.

Net 30 Days

196.80

0.00

0.00

## INVOICE

| PO #:        |  |  |                         |              |            |           | SO#:     |
|--------------|--|--|-------------------------|--------------|------------|-----------|----------|
| Del. Doc. #: | PRO#   | Routing                                    | Date Shipped            | Shipped From |            | F.O.B.    | Rt. To   |
|              |  |  |                         | -1,          |            | S/P - F/A |          |
| Ordered by:  |  |  |                         |              | 7          |           |          |
| Quantity     | Catalog # / Des  |  |                         |              | Unit Price |           | Amou     |
| 3            |  | I-R2-1-D6V COMMSCO<br>B-R2-1-D6V R2962P-00 |                         | LC.          | 35         | 8.66 / 1  | 1,075.9  |
| 3            |  | FRAY-RIBN-24 COMMS<br>TRAY-RIBN-24 061064  |                         | ES LLC.      | 33         | 3.80 / 1  | 101.4    |
| 18           |  | INDTERRA TAPE DIV<br>STR FIB OP TP         | <b>/.</b> <sub>38</sub> |              | 19         | 8.68 / 1  | 3,576.24 |
| 10           |  | CO ELECTRICAL MAR<br>TAPE 165 ORG 3/4IN X  |                         |              | 1          | .01 / 1   | 10.10    |
| 10           |  | O ELECTRICAL MAR<br>TAPE 165 BLU 3/4IN X   |                         |              | 1          | .01 / 1   | 10.10    |
| 10           | 165GR4A 3M CO ELECTRICAL MARKETS DIV.<br>VINYL ELECT TAPE 165 GRN 3/4IN X 60FT |  |                         |              | 1          | .01 / 1   | 10.10    |
| 30           | 80610938187 CORNING OPTICAL COMMUNICATIONS<br>88T-0.75X60 (3/4X60) VINYL TAPE  |  |                         |              | 3          | .03 / 1   | 90.90    |
| 75           | GC268 HUBBE<br>CONNECTOR   | LL POWER SYSTEMS<br>CU GROUND              |                         |              | 7          | .94 / 1   | 595,50   |
| 70           | GC5006 HUBBI   | ELL POWER SYSTEMS                          | 8                       |              | 2          | .07 / 1   | 144.90   |
| 65           |  | INTERNATIONAL COF<br>BINX8FT CU BOND 101   |                         |              | 11         | 1.72 / 1  | 761.80   |
| 160          |  | CORNING OPTICAL CO                         |                         |              | 3          | .96 / 1   | 633.60   |
| 10           | EM-2525 HUBB<br>#6 SCREW ON  | ELL POWER SYSTEM<br>TERMINAL               | S                       |              | 2.         | .30 / 1   | 23.00    |
| 5            | GRDEXTKIT VE   | ERTIV CORPORATION<br>SLOT MNT              |                         |              | 7.         | .24 / 1   | 36.20    |
|              |  |  |                         |              |            |           |          |

| PO #:    |   | SO#:              | SO#:   |  |  |  |
|----------|---|-------------------|--------|--|--|--|
| Quantity | Catalog # / Description   | Unit Price / Unit | Amount |  |  |  |
| 315      | BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA<br>BARE CU          | 480.00 / 1000     | 151.20 |  |  |  |
| 300      | 100W U G PRODUCTS CO., INC.<br>WHITE CABLE TAG W/UV TIE             | 0.33 / 1          | 99.00  |  |  |  |
| 1        | 97-500502-A CHARLES INDUSTRIES/COIL<br>INSULATED GROUND BRAID 18 IN | 137.50 / 1        | 137.50 |  |  |  |
|          | DAY INVOICES OFFICKLY and EASH V ONLINE                             |                   | 9      |  |  |  |

### PAY INVOICES QUICKLY and EASILY ONLINE!

Use our customer portal for all your account needs. Make payments, obtain invoice copies, find proof of deliveries and morel Registering is easy. Contact your local branch or visit

| Ferms of Payment  Vet 30 Days  As a condition of the sales agreement, a monthly service charge of the lesser of I-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only. | Sub Total<br>Freight<br>Handling<br>Tax | 7,457.52<br>0.00<br>0.00<br>395.25 |
|---|---|------------------------------------|
|   | Total Due                               | 7,852.77                           |

## **INVOICE**

| PO #:        |  |  |                   |              |                   | IS        | O#:                |  |
|--------------|--|--|-------------------|--------------|-------------------|-----------|--------------------|--|
| Del. Doc. #: | PRO#   | Routing                                    | Date Shipped      | Shipped From | F.O               |           | Rt. To             |  |
|              | •  | Southeastern Freig                         | h                 |              | S/P               | S/P - F/A |                    |  |
| Ordered by:  |  |  |                   |              |                   |           |                    |  |
| Quantity     | Catalog # / Desc   | ription                                    |                   |              | Unit Price / Unit |           | Amou               |  |
| 1            |  | R2-1-D6V COMMSCO                           | PE TECHNOLOGIES I | LLC.         | 358.66 /          | 1         | 358.6              |  |
|              |  | R2-1-D6V R2962P-00                         |                   | -            |                   |           |                    |  |
| 5            |  | RAY-RIBN-24 COMMS<br>RAY-RIBN-24 061064    |                   | ES LLC.      | 33.80 /           | 1         | 169.0              |  |
| 40           | CVE30720401U   | CARSONITE COMPO                            | SITES LLC         |              | 36.00/            | 1         | 1,440.0            |  |
| 40           | 18171FOC-A CA  | RSONITE COMPOSIT                           | ES LLC            |              | 3.75 / 1          |           | 150.0              |  |
| 10           |  | ) ELECTRICAL MAR<br>APE 165 ORG 3/4IN X    |                   |              | 1.01 / 1          |           | 10.1               |  |
| 10           |  | . ~ ELECTRICAL MARI<br>APE 165 BLU 3/4IN X |                   | 1.01 / 1     |                   | 10.1      |                    |  |
| 10           | 165GR4A 3M CO ELECTRICAL MARKETS DIV.<br>VINYL ELECT TAPE 165 GRN 3/4IN X 60FT |  |                   |              | 1.01 / 1          |           | 10.1               |  |
| 30           | 80610938187 CORNING OPTICAL COMMUNICATIONS<br>88T-0.75X60 (3/4X60) VINYL TAPE  |  |                   |              | 3.03 / 1          |           | 90.9               |  |
| 75           | GC268 HUBBELI<br>CONNECTOR C   | L POWER SYSTEMS<br>U GROUND                |                   |              | 7.94 / 1          |           | 595.5              |  |
| 20           | GC5006 HUBBEI<br>VISE TYPE CON   | LL POWER SYSTEMS<br>INECTOR                |                   |              | 2.07 / 1          |           | 41.4               |  |
| 200          |  | ORNING OPTICAL CO                          |                   |              | 3.96 / 1          |           | 7 <del>9</del> 2.0 |  |
| 10           | EM-2525 HUBBE<br>#6 SCREW ON T   | ELL POWER SYSTEMS<br>FERMINAL              | 3                 |              | 2.30 / 1          |           | 23.0               |  |
| 5            | GRDEXTKIT VER  | RTIV CORPORATION<br>SLOT MNT               |                   |              | 7.24 / 1          |           | 36.2               |  |
|              |  | g * =                                      |                   |              |                   |           |                    |  |

| PO #:  |                                   |   |                                      |                            |                                 | SO#:   |          |
|--|-----------------------------------|---|--------------------------------------|----------------------------|---------------------------------|--------|----------|
| Quantity                                     | Catalog # / Desc                  |   |                                      |                            | Unit Price / Unit               |        | Amou     |
| 200  | 100W U G PROD<br>WHITE CABLE T    |   |                                      |                            | 0.33 / 1                        |        | 66.0     |
| 1  |                                   | ARLES INDUSTRIES/CO<br>OUND BRAID 18 IN | OIL                                  |                            | 137,50 / 1                      |        | 137,56   |
| Del. Doc. #:<br>8036553597<br>Signed For By: | PRO #<br>662950534                | <b>Date Shipped</b> 03/22/2021          | Routing<br>Southeastern Freigh Lines | <b>F.O.B.</b><br>S/P - F/A | Shipped From<br>ZONE-AUSTELL,GA | Rt. To |          |
| 12   | 42-0026 REEF IN<br>3X6000F XTR ST | DTERRA TAPE DIV.<br>FR FIB OP TP        | . 1                                  |                            | 198.68 / 1                      |        | 2,384.16 |

#### PAY INVOICES QUICKLY and EASILY ONLINE!

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| Terms of Payment  Net 30 Days  As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only.  Sub Total Freight  Handling  Tax  Total Due | 6,314.62<br>0.00<br>0.00<br>334.67<br>6,649.29 |
|--|--|
|--|--|

| Purchase Order     |  |
|--------------------|--|
| Purchase Order No. |  |
| Date               |  |
| Vendor ID          |  |

Ship To

|                               |   | -              |  |               |              |
|-------------------------------|---|----------------|--|---------------|--------------|
| Shipping Method               | Payment Terms   | Orde           | red By   | eference      |              |
|                               | C.O.D.  | Carlo da Trons |  |               |              |
| 2Scription                    |   | Req. Date      | U/M   Oty Ordersa   L  | nit Price     | Ext. Price   |
| Vendor Item Number Additional | কৰি বাংলালৈ নিৰ্বাচনৰ প্ৰচালেন্দ্ৰ কৈ বিভাগৰ কৰিব আছিলেন্দ্ৰ কৰিব কৰা কৰিব কৰে। তাৰ্ক্ত কৰিব কৰিব নিৰ্বাচনৰ চু<br>বাংলালৈ | FOB            | and the second s |               |              |
|                               | X-072, REEL# SHC2 1   |                | 7,600  | \$0.59        | \$4,476.40   |
|                               | /SX-072, REEL# SHC2 1   |                | 0.400  | <b>4</b> 0.50 | P4 047 60    |
|                               | X-072, REEL# SHC2 2<br>(SX-072, REEL# SHC2 2  |                | 8,400  | \$0.59        | \$4,947.60   |
|                               | X-072, REEL# SHC2 3   |                | 8,500  | \$0.59        | \$5,006.50   |
|                               | YSX-072, REEL# SHC2 3   |                | 0,500  | Ψ0.57         | \$2,000.30   |
|                               | X-144-E, REEL# SHC2 4A  |                | 8,000  | \$0.88        | \$7,032.00   |
|                               | X-048, REEL# SHC2 4B  |                | 4,800  | \$0.45        | \$2,140.80   |
|                               | X-144-E, REEL# SHC2 5A  |                | 9,000  | \$0.88        | \$7,911.00   |
|                               | X-048, REEL# SHC2 5B  |                | 9,100  | \$0.45        | \$4,058.60   |
|                               | X-144-E, REEL# SHC2 6A  |                | 11,000   | \$0.88        | \$9,669.00   |
|                               | K-024, REEL# SHC2 6B  |                | 7,200  | \$0.34        | \$2,433.60   |
|                               | K-288-E, REEL# SHC2 7A  |                | 6,200  | \$1.58        | \$9,802.20   |
|                               | K-144, REBL# SHC2 7B  |                | 6,300  | \$0.88        | \$5,537.70   |
|                               | •   |                | 6,400  | \$1.58        | \$10,118.40  |
|                               | K-288-E, REEL# SHC2 8A  |                | 6,500  | \$0.59        |              |
|                               | K-072, REEL# SHC2 8B  |                | •  | ,             | \$3,828.50   |
|                               | K-288-E, REEL# SHC2 9A  |                | 7,100  | \$1.58        | \$11,225.10  |
|                               | K-024. REEL# SHC2 9B  |                | 4,600  | \$0.34        | \$1,554.80   |
|                               | K-048, REEL# SHC2 10  |                | 8,000  | \$0.45        | \$3,568.00   |
| AT-3GE8YS                     | K-048, REEL# SHC2 11  |                | 7,300  | \$0.45        | \$3,255.80   |
| AT-3GE8YS                     | K-288-E, REEL# SHC2 12A   |                | 8,200  | \$1.58        | \$12,964.20  |
| Special Terms and Conditions  |   |                | Subtotal   |               | \$169,330.65 |
|                               |   |                | Freight  |               | \$0.00       |
|                               |   |                | Tax  |               | \$8,974,56   |
|                               |   |                | Order Total  |               | \$178,305.21 |

Signature of Authorized Representative

Accepted by Seller

| Purchase Order     |   |
|--------------------|---|
| Purchase Order No. |   |
| Date               |   |
| Vendor ID          | ÷ |

Ship To

| Shipping Method             | Payment Terms               | Ordered By                | Reference  | la esta esta esta de la companya de |
|-----------------------------|-----------------------------|---------------------------|------------|---|
|                             | C.O.D.                      | ON                        |            |   |
| Descripti                   | oh film and a second second | Req. Date U/M Qty Ordered | Unit Price | Ext. Price  |
| Vendor Item Number Addition | nal Item Notes              | FOR                       |            |   |
| 1700C T.                    | APE GREEN                   | 10                        | \$1.61     | \$16.10   |
| 42-0026<br>\$172.67         | REEF INDTERRA TAPE 3" X     | · 22                      | \$172.67   | \$3,798.74  |
| CVE0720                     | 0401U VALMONT COMP. POST    | 140                       | \$32.35    | \$4,529.00  |
| 18171FO                     | C-A VALMONT                 | 140                       | \$3.75     | \$525.00  |
| #6 SOLII                    | D BARE COPPER               | 315                       | \$0.43     | \$135.45  |
| GC268 (2                    | 25 PER BOX)                 | 80                        | \$7.10     | \$568.00  |
| GC5006                      | (5 PER BAG)                 | 50                        | \$1.70     | \$85.00   |
| 5/8 X 8' (                  | COPPER CLAD GRD ROD         | 80                        | \$11.72    | \$937.60  |
| CHARLE                      | ES 97-500502-A              | 50                        | \$2.75     | \$137.50  |

### **Special Terms and Conditions**

| \$169,330.65 | Subtotal    |
|--------------|-------------|
| \$0.00       | Freight     |
| \$8,974.56   | Tax         |
| \$178,305.21 | Order Total |

| Signature or | f Authori | zed Rep | resen <b>te</b> tive |
|--------------|-----------|---------|----------------------|
|--------------|-----------|---------|----------------------|

| Purchase Order     |  |
|--------------------|--|
| Purchase Order No. |  |
| Date               |  |
| Vendor ID          |  |

| pping Method   | 100        | Payment Terms   | Ordered By   |                          | Reference             |                         |
|--|------------|---|--|--------------------------|-----------------------|-------------------------|
|  |            | C.O.D.  | Annual Control of the | Non-market to the Second | CARL GOLD OF THE SAME | enessel al. e. a. e. e. |
| the control of the co | çription   |   | the state of the s | Qty Ordered              | Unit Price            | Ext Pr                  |
| endor Item Number  |            | 12 (2. S. C. ) 1. (1. C. ) 2. (1. ) 2. (1. ) 2. (1. ) 3. | FOB  |                          |                       |                         |
|  |            | X-072, REEL# SHC2 12B   |  | 5,600                    | \$0.59                | \$3,298.4               |
| AT-  | -3GE8YSX   | C-048, REEL# SHC2 13  |  | 8,100                    | \$0.45                | \$3,612.6               |
| AT-  | -3GE8YSX   | -024, REEL# SHC2 14   |  | 5,200                    | \$0.34                | \$1,757.6               |
| AT-  | 3GE8YSX    | X-024, REEL# SHC2 15  |  | 8,600                    | \$0.34                | \$2,906.8               |
| AT-  | -3GE8YSX   | I-024, REEL# SHC2 16  |  | 6,500                    | \$0.34                | \$2,197.0               |
| CHA  | ARLES CF   | DP-208ELS/WTC   |  | 108                      | \$151.99              | \$16,414.9              |
| CHA  | ARLES U    | MS36-STD  |  | 110                      | \$6.74                | \$741.4                 |
| CHA  | ANNELL I   | BULKU304836J081011  |  | 12                       | \$510.37              | \$6,124.4               |
| CHA  | ANNELL I   | BULKU3048360081236  |  | 1                        | \$691.50              | \$691.5                 |
| CON  | MMSCOP!    | E R2962P-000  |  | 13                       | \$358.66              | \$4,662.5               |
| CON  | MMSCOP     | E 709972-000  |  | 108                      | \$20.84               | \$2,250.7               |
| EM-  | -2525      |   |  | 10                       | \$2.30                | \$23.0                  |
| 4460   | 0-D/FO     |   |  | 50                       | \$3.96                | \$198.0                 |
| GNI  | DEXTKIT    |   |  | 15                       | \$7.24                | \$108.6                 |
| EMS  | 8100-24.25 | iGR.  |  | 30                       | \$3.66                | \$109.8                 |
| UG1  | 100W       |   |  | 200                      | \$0.33                | \$66.00                 |
| R-19   | 9848-CAB   | 288-50 <b>F</b> , 288 PON CAB   |  | 1                        | \$3,786.70            | \$3,786.7               |
| 88Т  | 3/4 X 60'  |   |  | 30                       | \$2,86                | \$85.80                 |
| 1700   | OC TAPE (  | DRANGE  |  | 10                       | \$1.61                | \$16.10                 |
| 1700   | OC TAPE I  | BLUE  |  | 10                       | \$1.61                | \$16.10                 |

**Special Terms and Conditions** 

| \$169,330.65 | Subtotal    |
|--------------|-------------|
| \$0.00       | Freight     |
| \$8,974.56   | Tax         |
| \$178,305.21 | Order Total |

Signature of Authorized Representative

Accepted by Seller

| PO #:   |  |   |                             |                                  |   |             | SO#:         |                          |
|---|--|---|-----------------------------|----------------------------------|---|-------------|--------------|--------------------------|
| Del. Doc. #:  | PRO#   | PRO# Routing Date Shipped   |                             | Shipped From                     |   | O.B.        | Rt. To       |                          |
|   | 1  |   |                             | FACTORY                          |   |             |              |                          |
| Ordered by:   |  |   |                             |                                  |   |             |              |                          |
| Quantity  | Catalog # / Des  |   |                             |                                  | Unit Price / Uni  | it          |              | Amount                   |
| 18  | CFDP210-ELS/WTC CHARLES INDUSTRIES/COIL<br>10 IN FIB PED DBL DOOR WILKES/RIVER LBL |   |                             |                                  | 175.32  | 2/1         | ,            | 3,155.76                 |
|   | INBOUND FREI   | INBOUND FREIGHT   |                             |                                  |   |             |              | 138.03                   |
|   |  |   |                             |                                  |   |             |              |                          |
|   |  | ¥   |                             |                                  |   |             |              |                          |
|   |  |   |                             |                                  |   |             |              |                          |
|   |  |   |                             |                                  |   |             |              |                          |
| \$ S. P.  | T. Page  | IVOICES QUICKLY and EASILY<br>or customer portal for all your acc<br>Registering is easy. Contact you |                             | e payments, obtain<br>visit ""   | invoice copies, find  | proof of de | liveries and |                          |
| 1   |  |   |                             |                                  | T   |             |              |                          |
| Terms of Payr<br>Net 30 Days<br>As a condition of   | the sales agreemen   | nt, a monthly service charge of th  | e lesser of                 | Sub Total<br>Freight<br>Handling |   |             | 3            | 3,293.79<br>0.00<br>0.00 |
| 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only. |  |   | ts not paid<br>credit cards | Tax                              |   |             |              | 174.57                   |
|   |  |   |                             | Total Due                        | Green Control of the |             | 3            | 3,468.36                 |
| SUBJE   | ECT TO THE   | STANDARD TERMS  | AND CON                     | DITIONS LIS                      | TE <sup>r</sup>   |             |              | - 1                      |

3,813.45

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4,015.56

| Del. Doc. #: | PRO#             | Routing                                   | Date Shipped  | Shipped From | F.O.B.            | Rt. To | -                 |
|--------------|------------------|---|---------------|--------------|-------------------|--------|-------------------|
| -            | 1                | - Industry                                | 1/            | FACTORY      | 1.1012            | 1      |                   |
| Ordered by:  | -                |   |               | 17.010.11    |                   |        |                   |
| Quantity     | Catalog # / Desc | cription                                  |               | 3            | Jnit Price / Unit |        | Amaun             |
| 1            | R-19848-CAB28    | 8-50F CLEARFIELD IN<br>288 SCAPC DIST W 5 |               |              | 3786.70 / 1       |        | 3,786.70<br>26.75 |
|              |                  |   |               |              |                   |        |                   |
|              |                  |   |               | Į.           |                   | !      |                   |
|              | 619              |   |               | - T          |                   |        |                   |
|              |                  |   |               |              |                   |        |                   |
|              |                  |   | EASILY ONLINE | 4            | right             |        |                   |

Sub Total

Freight

Tax

Handling

**Total Due** 

As a condition of the sales agreement, a monthly service charge of the lesser of f-1/2% or the maximum permitted by law may be added to all accounts not paid

by net due date. Visa, MasterCard, American Express, and Discover credit cards

**Terms of Payment** 

are accepted at point of purchase only.

Vet 30 Days

# INVOICE

| PO #:        |                                  |   |        |              |           | SO#:      |
|--------------|----------------------------------|---|--------|--------------|-----------|-----------|
| Del. Doc. #: | PRO#                             | Routing   |        |              | F.O.B.    | Rt. To    |
|              |                                  |   |        |              |           |           |
| Ordered by:  |                                  |   |        |              |           |           |
| Quantity     | Catalog # / Desc                 | cription  |        | Unit Price / |           | Amount    |
| 4140 🗸       | AT-3GE8YSX-04<br>ITEM#: P/N: RE  | 18 OFS FITEL LLC<br>EL# SHCO 1B                         |        | 446.         | 00 / 1000 | 1,846.44  |
| 6968 🗸       |                                  | 14 OFS FITEL LLC<br>.L DRY CORE ALLWAVE<br>EL# SHCO 2   | RIBBON | 879.0        | 00 / 1000 | 6,124.87  |
| 3736         |                                  | 72 OFS FITEL LLC<br>L DRY CORE ALLWAVE R<br>EL# SHCO 3B | BBON   | 589.0        | 00 / 1000 | 2,200.50  |
| 5656 ✔       |                                  | 14 OFS FITEL LLC<br>LL DRY CORE ALLWAVE<br>EL# SHCO 7B  | RIBBON | 879.0        | 4,971.62  |           |
| 5656 V       | AT-3GE8YSX-28<br>ITEM#: P/N: RE  | 88-E OFS FITEL LLC<br>EL# SHCO 1A                       |        | 1625.        | 00 / 1000 | 9,191.00  |
| 5252 √       | AT-3GE8YSX-28<br>ITEM#: P/N: RE  | 88-E OFS FITEL LLC<br>EL# SHCO 3A                       |        | 1625.        | 00 / 1000 | 8,534.50  |
| 6564 √       | AT-3GE8YSX-28<br>ITEM#: P/N: RE  | 88-E OFS FITEL LLC<br>EL# SHCO 4A                       |        | 1625.        | 00 / 1000 | 10,666.50 |
| 4444 🗸       | AT-3GE8YSX-14<br>ITEM#; P/N; RE  | 4-E OFS FITEL LLC<br>EL# SHCO 5A                        |        | 910.0        | 00 / 1000 | 4,044.04  |
| 5748√        | AT-3GE8YSX-07<br>ITEM#: P/N: REI | 2-E OFS FITEL LLC<br>EL# SHCO 6A                        |        | 610.0        | 00 / 1000 | 3,506.28  |
| 5450         | AT-3GE8YSX-07<br>ITEM#: P/N: REI | '2-E OFS FITEL LLC<br>EL# SHCO 7A                       |        | 610.0        | 00 / 1000 | 3,324.50  |
|              |                                  |   |        |              |           |           |
|              |                                  |   | -      |              |           |           |
|              |                                  | L   |        |              |           |           |

|   |                 |   |  |                                 |                               | SO#:         |  |
|---|-----------------|---|--|---------------------------------|-------------------------------|--------------|--|
| el. Doc. #:   | PRO#            | Routing   | Date Shipped   | Shipped From                    | F.O.B.                        | Rt. To       |  |
|   |                 |   |  | _                               |                               |              |  |
| rdered by:  |                 |   |  |                                 |                               |              |  |
| uantity   | Catalog # / Des |   |  |                                 | Unit Price / Unit             | Amou<br>606. |  |
| 90  |                 | IARLES INDUSTRIES/O   |  | 2                               | 6.74 / 1                      |              |  |
|   |                 |   |  |                                 | * * **                        |              |  |
| \$ 3712   | Use out         | VOICES QUICKLY and Execution of the control of the | ur account needs. Ma)                                | ie permente ohtain inv<br>visit | nice copies, find proof of de | liveries and |  |
| Terms of Payment  Net 30 Days  As a condition of the sales agreement, a monthly service charge of the lesser 1-1/2% or the maximum permitted by law may be added to all accounts not pay net due date. Visa, MasterCard, American Express, and Discover credit ca are accepted at point of purchase only. |                 | ccounts not paid  | Sub Total<br>Freight<br>Handling<br>Tax<br>Total Due |                                 | 606.6<br>0.0<br>0.0<br>32.1   |              |  |

PO #: SO#: Del. Doc. #: PRO# Routing F.O.B. Ve. Rt. To Ordered by: Quantity Catalog # / Description Unit Price / Unit Amount AT-3GE8YSX-288 OFS FITEL LLC 1581,00 / 1000 5856 9,258.34 288F ACCUROLL DRY CORE ALLWAVE RIBBON ITEM#: P/N: REEL# SHCO 6B PAY INVOICES QUICKLY and EASILY ONLINE! Use our customer portal for all your account needs. Make payments, obtain invoice conies, find proof of deliveries and more! Registering is easy. Contact your local branch or visit # Identifies Non-Exempt Items That Are Taxed 9,258.34 Sub Total **Terms of Payment** 0.00 Freight Net 30 Days 0.00 Handling As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid 490.69 Tax by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only. 9,749.03 Total Due

|              |                | 1- 40   |                | 1                             |                 |          | SO#:         |      |
|--------------|----------------|---|----------------|-------------------------------|-----------------|----------|--------------|------|
| Del. Doc. #: | PRO#           | Routing Da  | ate Ship Ded   | Shipped From                  |                 | F.O.B,   | Rt. To       |      |
| Smd d l      |                |   |                | FACTORY                       |                 |          |              |      |
| Ordered by:  | 7.15           | 1.4   |                |                               |                 |          | 7            |      |
| luantity     | # / Desc       | CRIPTION<br>24 OFS FITEL LLC  | -              |                               | Unit Price / I  |          | _            | Amou |
| 13333        | ITEM#: P/N: RE |   | 338.00 / 1000  |                               | #               | 4,506.5  |              |      |
|              |                | × ×   |                |                               |                 |          |              |      |
|              |                |   | ١,             | : F                           |                 |          |              |      |
|              |                |   | *              |                               |                 |          |              |      |
| S            |                | VOICES QUIEKLY and EASILY Or customer portal for all your according is easy. Contact your |                | e payments, obtain In<br>VIs. | unica conice. A | of of de | liveries and |      |
| SAL          |                |   |                |                               |                 |          |              | -    |
| O.A.L.       |                | # Identifies Non-Exempt Items   | That Are Taxed |                               |                 |          |              | -1:  |

| Del. Doc. #:                    | PRO#   | Davidina   | Data Oblased          | Ohio and France     |                   | Tron             | In -          |            |
|---------------------------------|--|--|-----------------------|---------------------|-------------------|------------------|---------------|------------|
| Dei. Doc. #:                    | PRU#   | Routing  | Date Shipped          | Shipped From        | 1                 | F.O.B.           | Rt. To        |            |
| Ordered by: "                   |  |  |                       | PACTOR              |                   | 1                |               |            |
| Quantity                        | Catalog # / Desc   | cription   |                       |                     | Unit Price        | Unit             | T             | Amou       |
| 9                               | OSE-ST-3-TQ C  | ORNING OPTICAL CO<br>IBBON SPLICE TRAY                                     |                       |                     |                   | 5.91 / 1         |               | 323.1      |
| 2                               | OSE-HD0-W0-1 CORNING OPTICAL COMMUNICATIONS<br>OSE SPLICE TRAY UNIVERSAL |  |                       |                     | 96                | 57.71 / 1        |               | 1,935.4    |
| 2                               | 15-211-14 CORN<br>KIT RIBBON TE  | 7  | 5.33 / 1              |                     | 150.6             |                  |               |            |
| 2                               |  | RBN-TERM-KIT-FMS CORNING OPTICAL COMMUNICATIONS FIBER RIBBON BRANCHOUT KIT |                       |                     |                   |                  |               | 164.9      |
| 1                               |  | OSE-CBL-36 CORNING OPTICAL COMMUNICATIONS CABLE ENTRY KIT .625 TO .750IN   |                       |                     |                   |                  |               | 29.2       |
| 4                               | OSE-CBL-37 CO  |  | 29.26 / 1             |                     |                   | 117.0            |               |            |
|                                 | INBOUND FREIO  | <u>ب</u>   | Ī                     |                     |                   | 22.1             |               |            |
|                                 |  |  |                       | -                   | 1                 |                  |               |            |
| \$ 500                          | Use our  | VOICES QUICKLY and customer portal for all y Registering is easy, Cont     | our account needs. Ma | ke payments, obtair | n invoice copies, | find proof of de | aliveries and |            |
| erms of Pay                     | ment   |  |                       | Sub Total           |                   |                  |               | 2,742.6    |
| let 30 Days<br>is a condition o | f the sales agreement  | , a monthly service char   |                       | Freight<br>Handling |                   |                  |               | 0.0<br>0.0 |
| y net due date.                 |  | law may be added to all<br>nerican Express, and Di<br>/.                   |                       | Tax                 |                   |                  |               | 145.3      |
|                                 |  |  |                       | Total Due           |                   |                  |               | 2,887.9    |

|            | PRO#  | Routing   | -         | F.O.B.                         | SO#<br>Rt. To |          |
|------------|---|---|-----------|--------------------------------|---------------|----------|
| Del_Doc.#: | FRO#  | (VOCUING  | _         | F.U.D.                         | INL 10        |          |
| rdered by: |   |   |           |                                |               | -        |
| uantity    | Catalog # / Desc  | ription   |           | Unit Price / Unit              |               | Amou     |
| 8968       | AT-3GE8YSX-28<br>288F ACCUROL<br>ITEM#: P/N: REE  | 8 OFS FITEL LLC<br>L DRY CORE ALLWAVE RIBBON  |           | 1581,00 / 1000                 | #             | 11,016.4 |
| \$ 67      | Use our   | customer portal for all your account needs. M<br>Registering is easy. Contact your local branch | or visit  | voice copies, find proof of de | aliveries and |          |
|            |   | # Identifies Non-Exempt Items That Are Tax  | Sub Total |                                |               | 11,016.4 |
|            | Terms of Payment Net 30 Days As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid by net due date. Visa, MasterCard, American Express, and Discover credit cards are accepted at point of purchase only. |   |           |                                |               | 0.0      |

8,631.97

200.24

457.49

9,289.70

0.00

| PO #:        |   |                     |              |              |               |             | SO#: : | -        |
|--------------|---|---------------------|--------------|--------------|---------------|-------------|--------|----------|
| Del. Doc. #: | PRO#  | Routing             | Date Shipped | Shipped From |               | F.O.B.      | Rt. To |          |
|              |   | Southeastern Freigh |              |              | 3             | PPD - BIII  |        |          |
| Ordered by:  | æ   |                     |              |              |               |             |        |          |
| Quantity     | Catalog # / Description   |                     |              |              |               | / Unit      |        | Amoun    |
| 36000        | 5E-SWP-PV4P24-GY-P-ESS-100 SUPERIOR ESSEX INTERNATIONAL LP 51-240-31        |                     |              |              | 140           | 0.00 / 1000 | #      | 5,040.00 |
| 25           | 615880 ERICO INTERNATIONAL CORPORATION<br>GRND ROD 5/8INX8FT CU BOND 10MIL  |                     |              |              | 11.79 / 1     |             |        | 294.75   |
| 100          | PF-ONT-NID PRECISION REEL CABLE AND SUPPLY LLC<br>ONT NID OUTSIDE HOUSE BOX |                     |              |              | 25.55 / 1     |             |        | 2,555.00 |
| 315          | BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA<br>BARE CU                  |                     |              |              | 868.94 / 1000 |             | #      | 273.72   |
| 25           | GC268 HUBBELL POWER SYSTEMS<br>CONNECTOR CU GROUND                          |                     |              |              | 9.30 / 1      |             |        | 232.50   |
| 100          | GC5006 HUBBELL POWER SYSTEMS VISE TYPE CONNECTOR                            |                     |              |              |               | 2.36 / 1    |        | 236.00   |
|              |   |                     |              |              |               |             |        |          |

Use our customer portal for all your account needs. Make payments, obtain Invoice copies, find proof of deliveries and morel Registering is easy. Contact your local branch or visit

Sub Total

Freight

Tax

Handling

**Total Due** 

As a condition of the sales agreement, a monthly service charge of the lesser of 1-1/2% or the maximum permitted by law may be added to all accounts not paid

by net due date. Visa, MasterCard, American Express, and Discover credit cards

# Identifies Non-Exempt Items That Are Taxed

Terms of Payment

are accepted at point of purchase only.

Net 30 Days

### **Products & Services**

| Item & Description   | SKU        | Quantity | Unit Price | Total      |
|--|------------|----------|------------|------------|
| SB50 Gray Kit  | SY-6319G1  | 6        | \$10.00    | \$60.00    |
| TRIMM PANEL 787 SERIES<br>DIST. PANEL 10/10 VERSA STUD<br>IN/OUT | 7875001011 | 1        | \$3,170.00 | \$3,170.00 |
| CRKT. BRKR. 60AMP BULLET<br>AUX STRAP                            | 030017760J | 4        | \$33.00    | \$132.00   |
| CRKT. BRKR. 30AMP BULLET<br>AUX STRAP                            | 030017760G | 2        | \$33.00    | \$66.00    |

#### **Products & Services**

-OPERATING TEMPERATURE -40 TO +70°C; WEIGHT 7LBS

| Item & Description   | SKU        | Quantity | Unit Price    | Total      |
|--|------------|----------|---------------|------------|
| RECTIFIER, 42-56VDC, MAX.<br>20A, MAX. 1120W, FAN                    | V1000A1-HE | 8        | \$530.00<br>, | \$4,240.00 |
| COOLED (BOTTOM TO TOP) -INPUT: RATED VOLTAGE: 100- 240VAC, MAX RATED |            |          |               |            |
| CURRENT: 12A -OUTPUT: 42-56VDC, MAX. 20A,                            |            |          |               |            |
| MAX. 1120W<br>-PEAK EFFICIENCY: >96.3%                               |            |          |               |            |

#### Subtotals

#### **Products & Services**

| Item & Description   | SKU                | Quantity | Unit Price | Total      |
|--|--------------------|----------|------------|------------|
| CE&T INVERTER 12KVA Max;   | S33A33E0008F21SB70 | 1        | \$9,326.00 | \$9,326.00 |
| 1.5KVA Min; 10RU AC Input: Single Phase 120 VAC- Single Feed Termination: Terminal Blocks; Protection: 2 x 70A | 01                 |          |            |            |
| Supplementary Breaker built in by  |                    |          |            |            |

default

& Surge Arrestors built-in by

default (Class II type)

AC Output: 120VAC Single Phase

Termination: Bulk Output on

Terminal Blocks;

Protection: 100A Supplementary

Breaker

DC Input 40-60V, 33A Max per

module

Termination: Terminal Blocks; Upstream Protection: 150A; 1 Breaker for #4 Modules (dual

feed)

| TSI-EPC -48Vdc - 120Vac -<br>Module MEDIA   | T331330201      | 5 | \$1,214.00 | \$6,070.00 |
|---|-----------------|---|------------|------------|
| Blank   | T321030002      | 3 | \$12.00    | \$36.00    |
| ELTEK INTEGRATED SYSTEM/ REAR WIRE 500AMP MAX 48V NEGATIVE POLARITY OUTPUT  | 264849          | 1 | \$3,385.00 | \$3,385.00 |
| VOLTAGE 23" / 12RU / MID MOUNT DUAL AC INPUT PER RECTIFIER (ILL AC CORD) OTY 10 RECTIFIER POSITIONS OTY 48 DISTRIBUTION CIRCUIT BREAKER POSITIONS (CBB STYLE) 1/4"-20 STUD 5/8" CENTER  |                 |   |            |            |
| REAR BATTERY SHUNT BUS BAR 40TY POSITIONS 1/4"-20 STUD 5/8" CENTER OR 40TY 3/8" - 1" CENTER BC CONTROLLER CARD NOT INCLUDED   |                 |   |            |            |
| 48V, SYSTEM CONTROLLER  | BC2000-A01-10VC | 1 | \$492.00   | \$492.00   |
| RECTIFIER, 42-56VDC, MAX.50A, MAX. 2800W, FANCOOLED (BOTTOM TO TOP) -INPUT: RATED VOLTAGE: 200- 240VAC, MAX RATED CURRENT: 15A, -OUTPUT: 42-56VDC, MAX. 40A, MAX. 2800W -PEAK EFFICIENCY: >96.3% -OPERATING TEMPERATURE -40 TO:+65°C; WEIGHT 7LBS | V2500A1-HE      | 5 | \$962.00   | \$4,810.00 |
| BLANK V SERIES HERECTIFIER BLANK V SERIES RECTIFIER CHASSIS, W/BLACK FACEPLATE FOR USE WITH (HE) RECTIFIERS   | VBLANK-HE       | 5 | \$46.00    | \$230.00   |
| ALARM CABLE 50'   | 3672495500      | 1 | \$88.00    | \$88.00    |
| CIRCUIT BREAKER, 150 AMP  | CBB150E         | 2 | \$90.00    | #400 CC    |

| 23" RELAY RACK   | RG0625DG      | 2. | \$280.00 | \$560.00   |
|--|---------------|----|----------|------------|
| ISO-PAD 23"<br>RACKINSULTING PAD KIT   | IP8601        | 2  | \$86.00  | \$172.00   |
| 350 REF GROUND (GREEN)   | 39910         | 35 | \$12.50  | \$437.50   |
| 350 LUGS<br>350 LUG 3/8" HOLE x 2 HOLE x 1"<br>ON CENTER NARROW TONGUE         | YA34L2NT38FX  |    | \$17.50  | \$35.00    |
| ENERSYS SBS190F<br>23" Relay Rack 3 Strings SBS 190F,<br>72.6 amps for 8 hours | SBS190F       | 12 | \$489.00 | \$5,868.00 |
| 23" VF BATTERY SHELVES   | SVF23         | .3 | \$208.00 | \$624.00   |
| CABLE KIT w/ Anderson<br>Disconnect  | VF1CK         | 3  | \$131.00 | \$393.00   |
| 23" Bus Bar  | BB23          | 1  | \$186.00 | \$186.00   |
| BATTERY TEMP PROBE   | TEMP PADDLE   | 3  | \$105.00 | \$315.00   |
| 4/0 CABLE (RED)  4/0 CABLE TO FEED INVERTER,  AND RACK MOUNTED BATTERY BUS     | 407399542     | 75 | \$7.00   | \$525.00   |
| 4/0 CABLE (BLACK) 4/0 CABLE TO FEED INVERTER, AND RACK MOUNTED BATTERY BUS     | 407399526     | 75 | \$7.00   | \$525.00   |
| 4/0 LUGS<br>4/0 LUG 3/8" HOLE x 2 HOLE x 1"<br>ON CENTER NARROW TONGUE         | YAV28L2NT38FX | 12 | \$7.50   | \$90.00    |
| HARDWARE & MATERIALS(CABLE BRACKETS, LACINGCORD,                               |               | 1  | \$100.00 | \$100.00   |

| Subtotals  |  |                                   |             |
|--|--|-----------------------------------|-------------|
| One-time subtotal  |  |                                   | \$41,647.50 |
|  |  |                                   |             |
|  |  | Total                             | \$41,647.50 |
| Purchase Terms   |  |                                   |             |
| Prices do not include Sales Tax.<br>Payment Terms: Net 30 Days |  |                                   |             |
| Freight Prepay & Add; FOB Shipping Point                       |  |                                   |             |
| Lead-time 10-12 weeks ARO                                      |  |                                   |             |
|  |  |                                   |             |
|  |  |                                   |             |
| Signature  |  |                                   |             |
|  |  |                                   |             |
|  | Selection or an extension of the contract of t | option of proportion and the same |             |
| Signature  | Date   |                                   |             |
|  |  |                                   |             |
| Printed name   |  |                                   |             |
|  |  |                                   |             |

LABOR

\$2,400.00

\$7,200.00

3



#### Office of the Superintendent

684 Village Highway, P.Q. Box 99, Rustburg, VA 24588 • www.campbell.k12.va.us

August 18, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Campbell County.

Dear Dr. Holmes:

We are writing in support of Campbell County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved internet.

The citizens of Campbell County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Many of our students were unable to complete work and to stay on pace due to a lack of internet.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Campbell County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Robert L. Johnson Superintendent

Empowering Students Today for Endless Opportunities Tomorrow

Economic Development

Economic Development
Nina Rezai
Manager, Economic Development
PH: (434) 332-9676
Fax: (434) 332-9693
nrrezai@co.campbell.va.us

August 17, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Campbell County.

Dear Dr. Holmes:

We are writing in support of Campbell County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved internet.

The citizens of Campbell County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Our rural areas are home to many remote working professionals and business owners who lack reliable internet service to conduct business. Expanding broadband throughout Campbell County will aid in our economic development efforts and support the existing workforce.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Campbell County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Nina R. Rezai

Director of Economic Development



**Department of Social Services** 

Lisa C. Linthicum, Director P.O Box 860, 69 Kabler Lane Rustburg, VA 24588

Fax: 434-332-9699

Phone: 434-332-9585; 592-9585; 283-9585

August 17, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Letter of Support for 2023 VATI Grant for Campbell County

Dear Dr. Holmes

We are writing in support of Campbell County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved internet.

The citizens of Campbell County continue to suffer with little to no internet service in many of our rural areas. This is especially evident during this COVID-19 pandemic; citizens are trying to apply for much needed medical and food assistance rather than come into the office building.

Campbell County Social Services has long been an advocate and support of universal broadband coverage. Daily, we see missed opportunities, citizens shut out or marginalized because they are in an underserved or unserved area for broadband coverage. This opportunity for expanded broadband will bring crucial, pivotal services and resources along with an improved quality of life to those who are most vulnerable.

In the current *Information Age*, the need for broadband service to function in society is critical. The following are areas in which our clientele and staff as well in rural/unserved areas have been left behind: schools children's participation in virtual classes; ability of the homebound, disabled persons to conduct telemedicine doctor's visits; job search and job application for those seeking self-sufficiency; ability of citizens to apply for benefits and provide documentation online, which can expedite the process for basic life needs such as medicine, food and shelter; ability of citizens to access community resources and services online. The capacity to upload documents related to various applications, to research updated public policy and manuals and to telework; opportunities for isolated citizens, especially the elderly and infirm, to stay in contact and have virtual visits with their family and loved ones; access to increased security for victims of domestic violence and adult or child abuse who are not able to use security cameras and live feed platforms for personal protection is necessary. These examples are just a few of the unmet needs that expanded broadband coverage could address.

Dr. Tamarah Holmes Page 2

Thank you for considering the lives of all our citizens in this vital pursuit of VATI grant funds. Our Commonwealth, our county, will become stronger and more vigorous in ensuring the highest quality of life when every person has access to broadband service. Our administrative board, the staff and I appreciate the opportunity to speak on behalf of our Campbell County community.

With kind regards,

I am Very Truly Yours,

Lisa C. Linthicum

Director

Town Manager Jay Scudder

**Police Chief** Phil Morgan

**Town Attorney** Eric A. Gregory



125 East Carolina Ave. Crewe, VA 23930 (434) 645-9453 Office (434) 645-1240 Fax

Website: townofcrewe.com

E-mail: info@townofcrewe.com

Wendy Bowen Sean Davis Jess Faas Aaron Reed Anne Stinson Sue Yeatts

August 19, 2022

Dr. Tamarah Holmes Director, Office of Broadband Virginia Department of Housing & Community Development **VATI** Program 600 East Main Street, Suite 300 Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Jay Scudder Town Manager WILLIAM D. COLEBURN Mayor

**COUNCIL MEMBERS** 

ERIC NASH
President of Council

CAROLYN WILLIAMS LONNIE MORGAN NATHANIEL MILLER SHELIA JONES JAKE ALLMAN ANNIE SCOTT TOWN OF BLACKSTONE

100 WEST ELM STREET BLACKSTONE, VIRGINIA 23824 PHONE (434) 292-7251 FAX (434) 292-6560 PHILIP VANNOORBEECK Town Manager

> BRITTANY HARRIS Treasurer

JENNIFER HARDY Finance Director

JENNIFER S. DANIEL Town Clerk

NICHOLAS C. KUZMIAK Chief of Police

TESSIE BARNES BACON Town Attorney

8/19/2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

The town of Blackstone has been impacted by the lack of broadband in a big way. As the largest populated town in Nottoway County, Blackstone has had difficulty with broadband as it pertains to community and economic development. Some of these factors are:

**EMPLOYMENT-** The new lodging businesses located in Blackstone, VA require online applications and they will be affected by the lack of potential employees if access to the internet is unobtainable due to the online application processes. Although the unemployment rate has decreased in the last five years, without broadband the economic growth that has happened in the area may become stagnant or may cause a decrease as it pertains to economic development and an increase in unemployment if individuals are unable to apply online.

**EDUCATION**- Nottoway County schools have replaced textbooks with tablets, but a lack of in-home broadband forces kids to do homework at libraries or other places with access to broadband connections. In Blackstone, access to libraries may not be obtainable due to distance, a person's age, personal health, or schedule. High-speed connectivity also increases educational accessibility for disabled students and adults pursuing continuing ed. The Town of Blackstone has an ongoing MOU with Virginia State

University in regards to an online Hospitality Training Program at the Harris Memorial Armory. The program will require 100% access to a broadband connection. Without broadband, students will be unable to complete courses which may cause a decrease in student enrollment for the program.

**HEALTHCARE**-. Although there is a facility in Blackstone, the closest hospital is located 45 minutes from Blackstone. With a broadband connection, such information and tools can be accessed in real-time, allowing providers to deliver the best possible care. As a result, healthcare quality and patient outcomes improve, while the potential for poor outcomes, caused by missed diagnoses and human error, decreases.

**SENIORS**- Many seniors in Blackstone, are not familiar with today's technology. This in turn has caused a strain on their every-day-lifestyle. Many seniors get frustrated due to a lack of knowledge and without proper broadband and instructional support, learning can seem tedious. With broadband increased in rural areas, many seniors can be taught correctly how to check in and access their healthcare providers and medical information from a distance and much more.

As Nottoway County continues to thrive, the hope that broadband is extended to this rural sector will bring the positive changes needed for growth and development here in Blackstone, VA.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Chastiddy Bryant

Community Development Specialist

Mayor Phil Miskovic

Town Manager
Jay Scudder

Police Chief
James "Phil" Morgan

Town Attorney
Eric A. Gregory



Council

William "Billy" Abel

Wendy Bowen

Sean Davis Jessica Faas

Aaron Reed

Anne Stinson Susan "Sue" Yeatts

125 East Carolina Ave. Crewe, VA 23930 (434) 645-9453 Office (434) 645-1240 Fax E-mail: <a href="mailto:info@townofcrewe.com">info@townofcrewe.com</a>

Website: townofcrewe.com

August 19, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County

Dear Dr. Holmes:

I am writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

The Town of Crewe recognizes the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. The proposed investment in broadband infrastructure utilizing a VATI Grant would bring Nottoway into the 21st century. The citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Phil Miskovic Mayor



### Office of the Superintendent

#### Nottoway County Public Schools "Excellence in Education"

August 18, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 NTIA Grant for Nottoway County, VA

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This was highlighted during the recent COVID-19 pandemic when students were trying to connect to classrooms and complete their classwork virtually rather than in a physical classroom and our school system had to be highly creative to foster provision of daily classes.

The pandemic has emphasized and added a sense of urgency for our rural community to have broadband service and access to high-speed internet throughout the entire county, not only for students and teachers but also to our households and businesses. When businesses required its employees to work from home and when school was virtual, the inequities in access to what has become a basic need were laid bare: families and the community struggled due to not having the ability to work from home because of not having broadband service. Today's global economy relies on people being able to work, shop, and socialize with people all over the world regardless of where they are located physically; not having access to broadband service and high-speed internet threatens the ability of our rural community to grow in the manner needed to support economic development. Awarding this funding to our community will help us address this need.

We recognize the importance of broadband to citizens in our County and believe that such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century, giving the citizens of Nottoway County in the covered region access to broadband equal to residents in larger cities and more populated areas.

Please consider the County's application and know we will stand in support of their efforts.

Sincerely,

Tameshia V. Grimes

ameshia De Chimes



288 WEST COURTHOUSE ROAD P.O. BOX 26 • NOTTOWAY, VA 23955 434-645-8494 434-645-7643 (FAX) Shannon Reed, MS
DIRECTOR

August 9, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Nottoway County Department of Social Services has been negatively impacted by the lack of proper Broadband with regards to our phone system, computer functioning, and overall services that we provide to our customers. Our current service is very slow, we don't have efficient technical support and we are not providing the best service due to this inadequacy. We have families with children who can't access the internet which presents a hindrance that reflects poorly on their education. There are a multitude of issues that are impacted by our lack of broadband service, hence, our request to you is of the utmost importance to help our community.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Shannon Reed, MS

ShannonReed

Director of Nottoway County Department of Social Services

# OFFICE OF EMERGENCY SERVICES

Emergency Services
Coordinator
Aubrey W. "Buddy" Hyde, Jr.

bhyde@nottoway.org

E911 Technician
Susan Tucker
stucker@nottoway.org

OF NOTTO

Nottoway County P.O. Box 92 344 W. Courthouse Rd. Nottoway, VA 23955 Telephone: 434-645-8696 Fax: 434-645-8667 www.nottoway.org

August 15, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

The expansion of broadband in this area will significantly improve our communications capabilities in our county emergency operations center (EOC). This permanently established, central facility must provide complete technological service to staff working in this resource coordination center and tactical hub for incident response and recovery. The speed and reliability of incoming and outgoing data is always critical to our situational awareness during an emergency event. Broadband should perform at an optimum level and flawlessly in this setting, where EOC staff are collecting, analyzing, and sharing information in real time. The current internet service to this facility, located in the county government complex, does not provide the speed and reliability to efficiently accomplish these vital tasks.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Aubrev W. Hvde, Jr.

**Emergency Services Coordinator** 

#### **COUNTY OF NOTTOWAY**

PO BOX 5

Nottoway, VA 23955 chudson@nottoway.org

434-645-9317



August 17, 2022

Christy Hudson, Master Commissioner

April Logue, Master Deputy

Nikki Hartman, Deputy

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

My daughter was a senior in High School when the pandemic started. Some days our internet was so slow, we live in a rural area. She would have to leave our house and go to a friend's house in the Town to be able to connect for the zoom classes. This was also the same when she started Community College. I support this all the way.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Christy A. Hudson, MCR

Nottoway County Master Commissioner of the Revenue

roter A. Hullon

Jasper Chaffin Shelia Harper, Vice Chair Carolyn Leslie, Secretary Susan Nash, Chair Verna Rhoades Becky Sones



Administrative Office Crewe Library 414 Tyler Street Crewe, VA 23930 434-538-0495 www.nottlib.org

August 8, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia. At the public library, we see the lack of broadband service reflected in our visitors' needs every day. The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas, and this was highlighted during the recent COVID-19 pandemic.

During the pandemic, the waiting list for our hot spots quickly grew as both parents and students began to work from home. Those who were unable to borrow a device came to the library to connect to our WiFi or to use our public computers in order to complete their work, file for unemployment, or check on the status of their claims for benefits.

We recognize the importance of broadband to citizens in our County and believe that such improvements will increase educational opportunities and economic growth in the area. This proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century, giving the citizens of Nottoway County in the covered region access to broadband equal to residents in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Jacqueline Zataweski, Director

Jarquela Zatanesk.

Nottoway County Public Library System

HON. PAUL W. CELLA CHIEF CIRCUIT JUDGE 3880-C Old Buckingham Road Powhatan, VA 23139

Circuit Court Clerk's Office

JANE L. BROWN, CLERK Kimberly Daum, Deputy Clerk Kanitra J. Hartwill, Deputy Clerk

Terms of Court:

First Tuesday in January, March

May, July, September, and

November

Nottoway County 328 W. Courthouse Road P.O. Box 25 Nottoway, VA 23955

August 4, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Re: Letter of Support for 2023 VATI Grant for Nottoway County

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

The Clerk's Office relies heavily on the use of internet services to exchange timesensitive information related to criminal and civil cases, estates, deeds, and other vital records. During the pandemic, we encouraged our citizens, businesses, and other government offices to use electronic communication whenever possible as a means of exchanging crucial information to expedite the process and to promote public safety.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Jane L. Brown, Clerk

/JLB

Phone: 434-645-9043 \* Fax: 434-645-2201

Email: jlbrown@vacourts.gov \* kdaum@vacourts.gov \* khartwill@vacourts.gov

August 10, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia.

The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

I am a business owner in the very rural edges of the County with only phone and hotspot availability. A broadband cable was buried on the border of my property many years ago but has been and still is unavailable to myself and the rest of the county because no one will take the last mile. This grant would help make it possible to bring my company and myself into the technology required way of life in this 21st Century.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

E. Woodson Irby

THE OFFICE OF THE SHERIFF



(434) 645-9044

P.O. Box 6 266 W. Courthouse Rd., Nottoway, VA 23955

FAX (434) 645-1915

August 18, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Nottoway County.

Dear Dr. Holmes:

We are writing in support of Nottoway County's VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of Nottoway County, Virginia. The citizens of Nottoway County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Deputies and law enforcement agencies in the county are also now using mobile computers in their vehicles. The improved infrastructure and connectivity for the internet would enhance the service and should lessen the disconnects and slow responses that are a regular occurrence with the system, especially in areas of the county with poor to no internet service.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Nottoway County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely

Robert L. Jones

Sheriff



# County of Charlotte Board of Supervisors

Phone 434-542-5117 Fax 434-542-5248 Post Office Box 608 250 LeGrande Avenue, Suite A Charlotte Court House, VA 23923-0608

Daniel N. Witt County Administrator www.charlottecountyva.gov

August 9, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

RE: Letter of Support for Charlotte County's Joint VATI Grant Application

Dear Dr. Holmes:

The Charlotte County Board of Supervisors is excited to have the opportunity to participate in a joint VATI application for expanded broadband access in the county. We understand that broadband access can greatly improve citizens' access to education, healthcare, employment opportunities, and public services, thereby improving citizens' quality of life and their ability to compete and prosper.

The COVID-19 pandemic has increased our reliance on broadband while emphasizing how the lack of broadband access can mean citizens' loss of access to basic services. While Charlotte County's topography and low population density make universal broadband access a challenge, it does not diminish our citizens' need for that access.

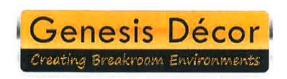
Broadband access is the top priority identified in our current strategic plan. We recognize the importance of providing broadband access to citizens in Charlotte County and are committed to helping address the broadband needs of our community. The proposed broadband expansion will increase educational opportunities and economic growth locally and regionally. Please consider our joint application for funding and help ensure our citizens, our businesses, and our communities grow and prosper.

Sincerely,

Gary D. Walker, Chairman

Charlotte County Board of Supervisor

Gary D. Walker



August 22, 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2023 VATI Grant for Amelia County.

Dear Dr. Holmes:

We are writing in support of Amelia County VATI application and their joint grant application with RiverStreet Networks and Western Piedmont District Council for building improved internet in rural areas of northern Amelia County, Virginia.

Our business depends on internet service to communicate with our customers all over North America. Because of the unreliable and sometimes extremely slow connections that we have, we are paying for two different internet providers, which give us some redundancy. We currently use bonded DSL and LTE-X wireless services. Unfortunately, the LTE-X service has been unreliable lately, and we have ordered a Starlink system, yes a third internet provider, to protect our ability to reliably conduct business. We would benefit greatly from a service with the reliability, speed and bandwidth of fiber.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Sam Arrington

President

Phone: 804-561-4844 Fax: 804-561-4442

#### COVERLY COMPANY, INC.

Office (804) 561 4510

A. Taylor Harvie, III Real Estate Appraisal 12901 Coverly Road Amelia, VA 23002 office@coverlycompany.com

August 22 2022

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Department Of Housin

Letter of Support for 2023 VATI Grant for Amelia County.

Dear Dr. Holmes:

I am writing in support of Amelia County and their joint 2023 VATI grant application with RiverStreet Networks and the Western Piedmont District Council for building improved internet in rural areas of northern Amelia County, Virginia.

Coverly Company has been in the Real Estate Appraisal and Brokerage business in Amelia County since 1983. We struggle every day to keep up with business demands that so heavily rely on electronic communication and delivery. With post-pandemic stresses on the business world and the inflation rates that we are currently experiencing, Amelia County businesses can use every advantage that we can find.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21<sup>st</sup> century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas. Please consider their application and know we will stand in support of their efforts.

Sincerely,

A. Taylor Harvie, III

Certified General Appraiser

Company 1 – Amelia 8950 Otterburn Road (804) 561-3332

Company 2 – Mannboro 8641 Namozine Road (804) 561-3932

Company 3 – Jetersville 21575 Jetersville Road (804) 561-3933

Company 4 – Mattoax 12201 Genito Road (804) 561-3335

Company 5 – Paineville 12151 Fowlkes Bridge Road (804) 561-5509



Volunteer Fire Department

Post Office Box 307 Amelia, Virginia 23002

Non-Emergency Telephone (804) 561-3039

Facsimile (804) 561-6039

September 3, 2021

Dr. Tamarah Holmes Director, Office of Broadband Virginia Department of Housing & Community Development VATI Program 600 East Main Street, Suite 300 Richmond, Virginia 23219

Letter of Support for 2021 NTIA Grant for Amelia County, VA

Dear Dr. Holmes:

We are writing in support of Amelia VATI application and their joint grant application with RiverStreet Networks and Commonwealth Regional Council for building improved internet in rural areas of northern Amelia County, Virginia.

The citizens of Amelia County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Kenneth Llewellyh, Jr.

**ACVFD** 



# The Amelia Emergency Squad, Inc.

Volunteers Serving
Amelia County
Since 1958

September 2, 2021

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2021 NTIA Grant for Richmond County, NC

Dear Dr. Holmes:

We are writing in support of Amelia County, Virginia's VATI application and their joint grant application with RiverStreet Networks for building improved internet in rural areas of Amelia County, Virginia.

The citizens of Amelia County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Personally, the Amelia Emergency Squad, Incorporated, struggles daily with security measures, as the internet that we currently have cannot meet the minimum requirements that our security cameras rely on for optimal use. Therefore, our security footage that ensures that our property and medications are not tampered with, captures only some of the recorded coverage that we need, leaving us vulnerable. No internet providers within the county have been able to give us the coverage required to film constantly without lags or complete failure throughout the day, when many devices are pulling from our internet at the same time.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

The Amelia Emergency Squad, Inc.

Help Us Help Others!

Office: (804) 561-3336

Fax: (804) 561-5897

P.O. Box 888

Amelia, Virginia 23002

September 7, 2021

Dr. Tamarah Holmes Director, Office of Broadband Virginia Department of Housing & Community Development VATI Program 600 East Main Street, Suite 300 Richmond, Virginia 23219

Letter of Support for 2021 NTIA Grant for Amelia County, Virginia

Dear Dr. Holmes:

We are writing in support of the Amelia County Virginia VATI application and their joint grant application with RiverStreet Networks and the West Piedmont PDC for building improved internet in rural areas of Amelia County, Virginia.

The citizens of Amelia County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

Also, during the pandemic our company had to transition to a predominantly remote staff. Needless to say, broadband within the county would have benefited some of our employees, including myself. With better internet service in the rural areas of Amelia, the impact on residences and businesses would be vast.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Healther Desheller

Heather DeShetler Controller



19931 Patrick Henry Highway | Jetersville, VA 23083 Tel: 804.561.2166 | Fax: 804.561.2178 | benesyst.com













September 8, 2021

Dr. Tamarah Holmes
Director, Office of Broadband
Virginia Department of Housing & Community Development
VATI Program
600 East Main Street, Suite 300
Richmond, Virginia 23219

Letter of Support for 2021 NTIA Grant for Amelia County, Virginia

Dear Dr. Holmes:

We are writing in support of the Amelia County Virginia VATI application and their joint grant application with Riverstreet Networks and the West Piedmont PDC for building improved internet in rural areas of Amelia County, Virginia.

The citizens of Amelia County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

As a local business owner, I will say my business is constantly suffering with very slow download and upload speeds. We transfer large documents to our vendors and customers on a regular basis, and it is an impediment to our ability to provide great customer service.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Roger A. Scott President



September 8, 2021

Dr. Tamarah Holmes Director, Office of Broadband Virginia Department of Housing & Community Development VATI Program 600 East Main Street, Suite 300 Richmond, Virginia 23219

Letter of Support for 2021 NTIA Grant for Amelia County, Virginia

Dear Dr. Holmes:

We are writing in support of the Amelia County Virginia VATI application and their joint grant application with RiverStreet Networks and the West Piedmont PDC for building improved internet in rural areas of Amelia County, Virginia.

The citizens of Amelia County have long suffered with little to no internet service in many of our rural areas. This especially came to light during the recent COVID-19 pandemic when students were trying to continue their classwork virtually rather than be in a classroom.

RJ Smith Construction is currently developing properties within the Amelia Industrial Park. The expanded broadband services will make Amelia a destination for future businesses. Several of our own employees are also Amelia residents and expanded broadband services will provide resilient infrastructure services to all for the foreseeable future.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Amelia County in the covered region will have access to broadband equal to citizens in larger cities and more populated areas.

Please consider their application and know we will stand in support of their efforts.

Sincerely,

Richard Smith

President

### Form 477 Filing Summary

FRN: 0025165903

Data as of: Dec 31, 2021 Operations: Non-ILEC

**Submission Status:**Original - Submitted

**Last Updated:** Mar 1, 2022 10:49 PM

#### Filer Identification

| Section                                  | Field                             | Response                                     |
|--|-----------------------------------|--|
| Filer Information                        | Company Name                      | RiverStreet Communications of Virginia, Inc. |
|  | Holding Company Name              | Wilkes Telephone Membership Corporation      |
|  | Filing Type                       | Non-ILEC                                     |
|  | SAC ID                            | 199024                                       |
|  | 499 ID                            | 831268                                       |
| Data Contact Information                 | Data Contact Name                 | Tim Tribble                                  |
|  | Data Contact Phone Number         | (336) 973-6164                               |
|  | Data Contact E-mail               | timtribble@myriverstreet.net                 |
| Emergency Operations Contact Information | Emergency Operations Name         | Heather Berrier                              |
|  | Emergency Operations Phone Number | (336) 973-3103                               |
|  | Emergency Operations E-mail       | heatherberrier@myriverstreet.net             |
| Certifying Official Contact Information  | Certifying Official Name          | Eric S Cramer                                |
|  | Certifying Official Phone Number  | (336) 973-6112                               |
|  | Certifying Official E-mail        | ericcramer@myriverstreet.net                 |
|  |                                   |  |

#### **Data Submitted**

| Form Section                 | File Name                                 | Date & Time           | Number of Rows |
|------------------------------|---|-----------------------|----------------|
| Fixed Broadband Deployment   | RSN OF VA FBBD.csv                        | Feb 23, 2022 03:41 PM | 79             |
| Fixed Broadband Deployment   | Danville FBBD Fiber Dec 2021 v3.csv       | Mar 1, 2022 09:39 PM  | 38             |
| Fixed Broadband Subscription | RS Comm of VA FBBS Dec 2021 - revised.csv | Mar 1, 2022 11:41 AM  | 148            |
| Fixed Voice Subscription     | RS Comm of VA FVS Dec 2021.csv            | Feb 28, 2022 02:33 PM | 15             |

### Fixed Broadband Deployment

Census Block Counts by State, DBA Name and Technology

| Jace     | DDV Marine           | recumorogy                            | DIOCKS |
|----------|----------------------|---------------------------------------|--------|
| Virginia | RIVERSTREET NETWORKS | Optical Carrier/Fiber to the End User | 79     |
|          | RiverStreet Networks | Optical Carrier/Fiber to the End User | 38     |
| Total    |                      |                                       | 117    |

### Fixed Broadband Subscription

#### Fixed Broadband Subscriptions by State, Technology and End User Type

|          |                                       |               |          | Subscriptions  |       |
|----------|---------------------------------------|---------------|----------|----------------|-------|
| State    | Technology                            | Census Tracts | Consumer | Business/Govt. | Total |
| Virginia | Optical Carrier/Fiber to the End User | 148           | 494      | 290            | 784   |
| Total    |                                       | 148           | 494      | 290            | 784   |

### Fixed Broadband Subscriptions by Bandwidths and End User Type

| med Broddbarid Subscription    | is by barrawiacris and tha oser | туре     |                |       |
|--------------------------------|---------------------------------|----------|----------------|-------|
| Downstream Bandwidth (in Mbps) | Upstream Bandwidth (in Mbps)    | Consumer | Business/Govt. | Total |
| 1.500                          | 0.512                           | 1        | 0              | 1     |
| 1.500                          | 0.768                           | 1        | 1              | 2     |
| 2.000                          | 2.000                           | 0        | 5              | 5     |
| 3.000                          | 1.500                           | 4        | 1              | 5     |
| 3.000                          | 3.000                           | 1        | 1              | 2     |
| 4.000                          | 4.000                           | 0        | 2              | 2     |
| 6.000                          | 4.000                           | 9        | 2              | 11    |
| 6.000                          | 6.000                           | 0        | 10             | 10    |
| 10.000                         | 5.000                           | 0        | 2              | 2     |
| 10.000                         | 10.000                          | 0        | 5              | 5     |
| 15.000                         | 5.000                           | 0        | 1              | 1     |
| 15.000                         | 15.000                          | 0        | 1              | 1     |
| 16.000                         | 8.000                           | 0        | 1              | 1     |
| 20.000                         | 4.000                           | 0        | 1              | 1     |
| 20.000                         | 10.000                          | 0        | 2              | 2     |
| 25.000                         | 10.000                          | 0        | 1              | 1     |
| 25.000                         | 12.000                          | 5        | 0              | 5     |
| 25.000                         | 25.000                          | 20       | 6              | 26    |
| 30.000                         | 15.000                          | 0        | 1              | 1     |
| 50.000                         | 25.000                          | 3        | 3              | 6     |
|                                |                                 |          |                |       |

| טטשווזיו בפווו טפווטשוטטו (ווו שוטף) | Obstream panawidan (iii wibbs) | Consumer | pusiliess/ GOV. | iviai |
|--------------------------------------|--------------------------------|----------|-----------------|-------|
| 50.000                               | 50.000                         | 67       | 47              | 114   |
| 75.000                               | 25.000                         | 1        | 1               | 2     |
| 75.000                               | 75.000                         | 5        | 0               | 5     |
| 100.000                              | 10.000                         | 0        | 1               | 1     |
| 100.000                              | 25.000                         | 6        | 2               | 8     |
| 100.000                              | 100.000                        | 318      | 114             | 432   |
| 125.000                              | 125.000                        | 1        | 0               | 1     |
| 150.000                              | 150.000                        | 4        | 3               | 7     |
| 200.000                              | 200.000                        | 0        | 1               | 1     |
| 250.000                              | 250.000                        | 18       | 41              | 59    |
| 300.000                              | 300.000                        | 0        | 7               | 7     |
| 500.000                              | 500.000                        | 8        | 11              | 19    |
| 1,000.000                            | 1,000.000                      | 22       | 16              | 38    |
| Total                                |                                | 494      | 290             | 784   |

# Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

|  | . , , , , , , , , , , , , , , , , , , , |                                 |          |                |       |
|--|---|---------------------------------|----------|----------------|-------|
| Technology                               | Downstream Bandwidth (in<br>Mbps)       | Upstream Bandwidth (in<br>Mbps) | Consumer | Business/Govt. | Total |
| Optical Carrier/Fiber to the End<br>User | 1.500                                   | 0.512                           | 1        | 0              | 1     |
|  | 1.500                                   | 0.768                           | 1        | 1              | 2     |
|  | 2.000                                   | 2.000                           | 0        | 5              | 5     |
|  | 3.000                                   | 1.500                           | 4        | 1              | 5     |
|  | 3.000                                   | 3.000                           | 1        | 1              | 2     |
|  | 4.000                                   | 4.000                           | 0        | 2              | 2     |
|  | 6.000                                   | 4.000                           | 9        | 2              | 11    |
|  | 6.000                                   | 6.000                           | 0        | 10             | 10    |
|  | 10.000                                  | 5.000                           | 0        | 2              | 2     |
|  | 10.000                                  | 10.000                          | 0        | 5              | 5     |
|  | 15.000                                  | 5.000                           | 0        | 1              | 1     |
|  | 15.000                                  | 15.000                          | 0        | 1              | 1     |
|  | 16.000                                  | 8.000                           | 0        | 1              | 1     |
|  | 20.000                                  | 4.000                           | 0        | 1              | 1     |
|  | 20.000                                  | 10.000                          | 0        | 2              | 2     |
|  | 25.000                                  | 10.000                          | 0        | 1              | 1     |
|  | 25.000                                  | 12.000                          | 5        | 0              | 5     |
|  |   |                                 |          |                |       |

| Technology | Mbps)     | Opsicani pandwiddi (iii<br>Mbps) | Consumer | Business/Govt. | Total |
|------------|-----------|----------------------------------|----------|----------------|-------|
|            | 25.000    | 25.000                           | 20       | 6              | 26    |
|            | 30.000    | 15.000                           | 0        | 1              | 1     |
|            | 50.000    | 25.000                           | 3        | 3              | 6     |
|            | 50.000    | 50.000                           | 67       | 47             | 114   |
|            | 75.000    | 25.000                           | 1        | 1              | 2     |
|            | 75.000    | 75.000                           | 5        | 0              | 5     |
|            | 100.000   | 10.000                           | 0        | 1              | 1     |
|            | 100.000   | 25.000                           | 6        | 2              | 8     |
|            | 100.000   | 100.000                          | 318      | 114            | 432   |
|            | 125.000   | 125.000                          | 1        | 0              | 1     |
|            | 150.000   | 150.000                          | 4        | 3              | 7     |
|            | 200.000   | 200.000                          | 0        | 1              | 1     |
|            | 250.000   | 250.000                          | 18       | 41             | 59    |
|            | 300.000   | 300.000                          | 0        | 7              | 7     |
|            | 500.000   | 500.000                          | 8        | 11             | 19    |
|            | 1,000.000 | 1,000.000                        | 22       | 16             | 38    |
| Total      |           |                                  | 494      | 290            | 784   |

#### **Fixed Voice Subscription**

### VGE Lines and VoIP Subscriptions by State and End User Type

| State          | Total VGE Lines | Consumer VGE Lines | Total VoIP Subscriptions | Consumer VoIP Subscriptions |
|----------------|-----------------|--------------------|--------------------------|-----------------------------|
| North Carolina | 0               | 0                  | 1                        | 0                           |
| Virginia       | 0               | 0                  | 140                      | 59                          |
| Total          | 0               | 0                  | 141                      | 59                          |

### Fixed Voice Subscription (iVoIP)

### Over-the-Top VoIP Subscriptions by State and End User Type

| State          | Total | Consumer | Business/Govt. |
|----------------|-------|----------|----------------|
| North Carolina | 1     | 0        | 1              |
| Virginia       | 56    | 2        | 54             |
| Total          | 57    | 2        | 55             |

All Other VolP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

| State             | Total  | Consumer | Business/Govt. | Sold w/<br>Internet | Sold w/o<br>Internet | FTTP | Coax | Fixed<br>Wireless | Copper |
|-------------------|--------|----------|----------------|---------------------|----------------------|------|------|-------------------|--------|
| North<br>Carolina | 0<br>a | 0        | 0              | 0                   | 0                    | 0    | 0    | 0                 | 0      |
| Virginia          | 84     | 57       | 27             | 84                  | 0                    | 84   | 0    | 0                 | 0      |
| Total             | 84     | 57       | 27             | 84                  | 0                    | 84   | 0    | 0                 | 0      |

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nà Fast-Mille Medialli

ny Ella eset Type

Reminder: Use 2010 Census geographies for data as of June 30, 2021 and before. Use 2020 Census geographies for data as of December 31, 2021 and after.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an online e-support ticket.

Federal Communications Commission 45 L St NE, Washington, DC 20002

Phone: 1-888-225-5322

TTY: 1-888-835-5322

Videophone: 1-844-432-2275

Fax: 1-866-418-0232

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FCC Digital Strategy

**Open Government Directive** 

**Plain Writing Act** 

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Reports & Research

**News & Events** 

**For Consumers** 

**BUREAUS & OFFICES** 

Consumer

**Enforcement** 

**Inspector General** 

**International** 

Media

# Form 477 Filing Summary

FRN: 0025165903 Data as of: Jun 30, 2021 Operations: Non-ILEC

**Submission Status:** Original - Submitted

**Last Updated:** Sep 3, 2021 09:06

AM

#### Filer Identification

| Section                                  | Field                             | Response                                     |
|--|-----------------------------------|--|
| Filer Information                        | Company Name                      | RiverStreet Communications of Virginia, Inc. |
|  | Holding Company Name              | Wilkes Telephone Membership Corporation      |
|  | Filing Type                       | Non-ILEC                                     |
|  | SAC ID                            | 199024                                       |
|  | 499 ID                            | 831268                                       |
| Data Contact Information                 | Data Contact Name                 | Tim Tribble                                  |
|  | Data Contact Phone Number         | (336) 973-6164                               |
|  | Data Contact E-mail               | timtribble@myriverstreet.net                 |
| Emergency Operations Contact Information | Emergency Operations Name         | Jody R Call                                  |
|  | Emergency Operations Phone Number | (336) 973-6186                               |
|  | Emergency Operations E-mail       | jodycall@myriverstreet.net                   |
| Certifying Official Contact Information  | Certifying Official Name          | Eric S Cramer                                |
|  | Certifying Official Phone Number  | (336) 973-6112                               |
|  | Certifying Official E-mail        | ericcramer@myriverstreet.net                 |

#### **Data Submitted**

| Form Section                    | File Name  | Date & Time              | Number of<br>Rows |
|---------------------------------|--|--------------------------|-------------------|
| Fixed Broadband<br>Deployment   | RSCVA - Dan - FCC 477 Fixed Wireless FBBD.csv                                | Aug 20, 2021 05:09<br>PM | 113               |
| Fixed Broadband<br>Deployment   | RSCVA - Dan - FCC 477 Fixed Fiber FBBD Sept 2022.csv                         | Aug 23, 2021 09:58<br>AM | 192               |
| Fixed Broadband<br>Deployment   | RSN OF VA FBBD.csv   | Aug 24, 2021 09:56<br>AM | 121               |
| Fixed Broadband<br>Subscription | FCC 477 - June 2021 RiverStreet Communications of VA - FBBS<br>Revised.csv   | Aug 23, 2021 08:42<br>AM | 137               |
| Fixed Voice Subscription        | FCC 477 - June 2021 RiverStreet Communications of VA - Voice - RSCVA FVS.csv | Aug 23, 2021 08:45<br>AM | 12                |

### Census Block Counts by State, DBA Name and Technology

| State    | DBA Name             | Technology                            | Blocks |
|----------|----------------------|---------------------------------------|--------|
| Virginia | RIVERSTREET NETWORKS | Optical Carrier/Fiber to the End User | 121    |
|          | RS Comm VA           | Optical Carrier/Fiber to the End User | 192    |
|          | RiverStreet Networks | Terrestrial Fixed Wireless            | 113    |
| Total    |                      |                                       | 426    |

### Fixed Broadband Subscription

### Fixed Broadband Subscriptions by State, Technology and End User Type

|          |                                       |               |          | Subscriptions  |       |
|----------|---------------------------------------|---------------|----------|----------------|-------|
| State    | Technology                            | Census Tracts | Consumer | Business/Govt. | Total |
| Virginia | Optical Carrier/Fiber to the End User | 137           | 215      | 212            | 427   |
| Total    |                                       | 137           | 215      | 212            | 427   |

### Fixed Broadband Subscriptions by Bandwidths and End User Type

| The same of the sa |                              |          |                |       |
|--|------------------------------|----------|----------------|-------|
| Downstream Bandwidth (in Mbps)   | Upstream Bandwidth (in Mbps) | Consumer | Business/Govt. | Total |
| 1.500  | 0.512                        | 1        | 0              | 1     |
| 1.500  | 0.768                        | 1        | 1              | 2     |
| 2.000  | 2.000                        | 0        | 5              | 5     |
| 2.500  | 2.500                        | 0        | 1              | 1     |
| 3.000  | 0.768                        | 1        | 0              | 1     |
| 3.000  | 1.500                        | 5        | 1              | 6     |
| 3.000  | 3.000                        | 1        | 0              | 1     |
| 4.000  | 4.000                        | 0        | 2              | 2     |
| 6.000  | 4.000                        | 10       | 3              | 13    |
| 6.000  | 6.000                        | 0        | 10             | 10    |
| 10.000   | 5.000                        | 0        | 3              | 3     |
| 10.000   | 10.000                       | 0        | 3              | 3     |
| 12.000   | 4.000                        | 0        | 1              | 1     |
| 12.000   | 6.000                        | 0        | 1              | 1     |
| 16.000   | 8.000                        | 0        | 1              | 1     |
| 18.000   | 9.000                        | 0        | 1              | 1     |
| 20.000   | 4.000                        | 0        | 1              | 1     |
| 20.000   | 10.000                       | 0        | 2              | 2     |
| 25.000   | 12.000                       | 8        | 0              | 8     |

| יסאווזיו במווו שמוועשוענוו (ווו ומושף) | opsu cam banawidan (in wipps) | Consumer | DUSHIESS/ GOVE. | ıvtaı |
|--|-------------------------------|----------|-----------------|-------|
| 25.000                                 | 25.000                        | 21       | 4               | 25    |
| 30.000                                 | 15.000                        | 0        | 1               | 1     |
| 30.000                                 | 30.000                        | 0        | 1               | 1     |
| 50.000                                 | 10.000                        | 0        | 2               | 2     |
| 50.000                                 | 25.000                        | 5        | 7               | 12    |
| 50.000                                 | 50.000                        | 56       | 38              | 94    |
| 75.000                                 | 15.000                        | 1        | 0               | 1     |
| 75.000                                 | 25.000                        | 2        | 3               | 5     |
| 75.000                                 | 75.000                        | 8        | 0               | 8     |
| 100.000                                | 25.000                        | 12       | 3               | 15    |
| 100.000                                | 100.000                       | 61       | 64              | 125   |
| 125.000                                | 125.000                       | 1        | 0               | 1     |
| 150.000                                | 150.000                       | 3        | 1               | 4     |
| 200.000                                | 200.000                       | 0        | 1               | 1     |
| 250.000                                | 250.000                       | 18       | 37              | 55    |
| 500.000                                | 500.000                       | 0        | 10              | 10    |
| 1,000.000                              | 1,000.000                     | 0        | 4               | 4     |
| Total                                  |                               | 215      | 212             | 427   |

### Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

| Technology                               | Downstream Bandwidth (in<br>Mbps) | Upstream Bandwidth (in<br>Mbps) | Consumer | Business/Govt. | Tota |
|--|-----------------------------------|---------------------------------|----------|----------------|------|
| Optical Carrier/Fiber to the End<br>User | 1.500                             | 0.512                           | 1        | 0              | 1    |
|  | 1.500                             | 0.768                           | 1        | 1              | 2    |
|  | 2.000                             | 2.000                           | 0        | 5              | 5    |
|  | 2.500                             | 2.500                           | 0        | 1              | 1    |
|  | 3.000                             | 0.768                           | 1        | 0              | 1    |
|  | 3.000                             | 1.500                           | 5        | 1              | 6    |
|  | 3.000                             | 3.000                           | 1        | 0              | 1    |
|  | 4.000                             | 4.000                           | 0        | 2              | 2    |
|  | 6.000                             | 4.000                           | 10       | 3              | 13   |
|  | 6.000                             | 6.000                           | 0        | 10             | 10   |
|  | 10.000                            | 5.000                           | 0        | 3              | 3    |
|  | 10.000                            | 10.000                          | 0        | 3              | 3    |
|  | 12.000                            | 4.000                           | 0        | 1              | 1    |
|  | 12.000                            | 6.000                           | 0        | 1              | 1    |

| Technology | Mbps)     | орза сант ранаміаст (ті<br>Mbps) | Consumer | Business/Govt. | Total |
|------------|-----------|----------------------------------|----------|----------------|-------|
|            | 16.000    | 8.000                            | 0        | 1              | 1     |
|            | 18.000    | 9.000                            | 0        | 1              | 1     |
|            | 20.000    | 4.000                            | 0        | 1              | 1     |
|            | 20.000    | 10.000                           | 0        | 2              | 2     |
|            | 25.000    | 12.000                           | 8        | 0              | 8     |
|            | 25.000    | 25.000                           | 21       | 4              | 25    |
|            | 30.000    | 15.000                           | 0        | 1              | 1     |
|            | 30.000    | 30.000                           | 0        | 1              | 1     |
|            | 50.000    | 10.000                           | 0        | 2              | 2     |
|            | 50.000    | 25.000                           | 5        | 7              | 12    |
|            | 50.000    | 50.000                           | 56       | 38             | 94    |
|            | 75.000    | 15.000                           | 1        | 0              | 1     |
|            | 75.000    | 25.000                           | 2        | 3              | 5     |
|            | 75.000    | 75.000                           | 8        | 0              | 8     |
|            | 100.000   | 25.000                           | 12       | 3              | 15    |
|            | 100.000   | 100.000                          | 61       | 64             | 125   |
|            | 125.000   | 125.000                          | 1        | 0              | 1     |
|            | 150.000   | 150.000                          | 3        | 1              | 4     |
|            | 200.000   | 200.000                          | 0        | 1              | 1     |
|            | 250.000   | 250.000                          | 18       | 37             | 55    |
|            | 500.000   | 500.000                          | 0        | 10             | 10    |
|            | 1,000.000 | 1,000.000                        | 0        | 4              | 4     |
| Total      |           |                                  | 215      | 212            | 427   |

### Fixed Voice Subscription

### VGE Lines and VoIP Subscriptions by State and End User Type

| State    | Total VGE Lines | Consumer VGE Lines | Total VoIP Subscriptions | Consumer VoIP Subscriptions |
|----------|-----------------|--------------------|--------------------------|-----------------------------|
| Virginia | 0               | 0                  | 137                      | 76                          |
| Total    | 0               | 0                  | 137                      | 76                          |

### Fixed Voice Subscription (iVoIP)

### Over-the-Top VolP Subscriptions by State and End User Type

| State | Total | Consumer | Business/Govt. |
|-------|-------|----------|----------------|
|       |       |          |                |

| State    | IVLAI | Consumer | Dualificaa/QUVL. |    |
|----------|-------|----------|------------------|----|
| Virginia | 137   | 76       |                  | 61 |
| Total    | 137   | 76       |                  | 61 |

### All Other VoIP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

|          |       | by End User Type by Bundle |                | by End User Type by Bundle by Last-Mile Medium |                   |      |      |                |        |
|----------|-------|----------------------------|----------------|--|-------------------|------|------|----------------|--------|
| State    | Total | Consumer                   | Business/Govt. | Sold w/ Internet                               | Sold w/o Internet | FTTP | Coax | Fixed Wireless | Copper |
| Virginia | 0     | 0                          | 0              | 0  | Ö                 | 0    | 0    | 0              | 0      |
| Total    | 0     | 0                          | 0              | 0  | 0                 | 0    | 0    | 0              | 0      |

Reminder: You must continue to use Census 2010 geographic codes in FCC Form 477.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an online e-support ticket.

Federal Communications Commission 445 12th Street SW, Washington, DC 20554

Phone: 1-888-225-5322

TTY: 1-888-835-5322

Videophone: 1-844-432-2275

Fax: 1-866-418-0232

Contact Us

**Website Policies & Notices** 

**FOIA** 

No Fear Act Data

**FCC Digital Strategy** 

**Open Government Directive** 

**Plain Writing Act** 

**RSS Feeds & Email Updates** 

**Disability Rights** 

**CATEGORIES** 

**About the FCC** 

**Proceedings & Actions** 

**Licensing & Databases** 

Reports & Research

**News & Events** 

**For Consumers** 

**BUREAUS & OFFICES** 

Consumer

**Enforcement** 

### **RSN VATI 2023 Communications Plans**

RSN has three different phases of marketing when constructing past new FTTH locations. Below is a listing of the activities that happen in each phase as well as a "trigger point" for the phase to begin. Additionally, there is an example of existing RSN marketing materials that are updated on a routine basis to adjust for changes in the markets and marketplace.

### Brand Awareness - Post VATI Grant and just prior to Construction beginning in the area

Billboards

Newspaper Ads

Radio ads

Chamber membership

Local representation at town meetings (Business Development Team)

### Coming Soon - After Construction starts and fiber begins to be installed in the area

Crowd Fiber registration - show your interest

Website landing page announcements

Website landing page project status updates

Facebook target ads

### Ready for Service - After fiber construction is complete, electronics installed, service is available to locations being passed

Door hangers

Yard signs

Emails

**Postcards** 

Letters

Social media posts

### **Marketing Examples**

### Banners/Posters/Flyers





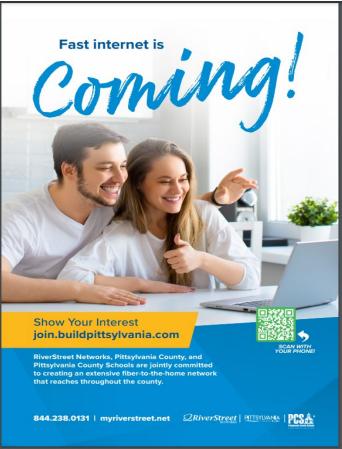




Along with and Pittsylvania County Schools, Pittsylvania County and RiverStreet Netv are jointly committed to create an extensive fiber-to-the-home network that reaches throughout the county.

844.238.0131 | myriverstreet.net

QRiverStreet | PITTSYLVANA | PCSA







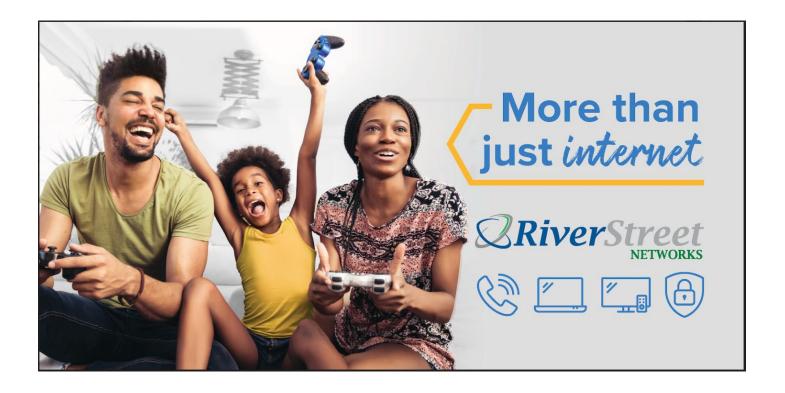








844.238.0131 | myriverstreet.net







# Your neighborhood is next in line for

# **FIBER**



Reserve your spot today!



844.238.0131 | myriverstreet.net 🕧 🎯 🗊



LIFE IN YOUR AREA IS ABOUT TO

### CHANGE

RiverStreet Networks is building a fiber network in your area. Experience amazing, reliable technology that will change your life.

### **BENEFITS OF FIBER:**

- · Reliable, faster, and high quality connection
- · Improves productivity
- Unlimited Internet usage (no data limits!)
- · Little to no maintenance
- · Less vulnerable to glitches or interference
- Clearer phone conversations
- Secure voice and data transmissions
- Increases property values

### SORRY WE MISSED YOU

To schedule your fiber-optic connection, please call 844.238.0131

# Your neighborhood is next in line for FAST INTERNET



Regerve your spot today!

**RiverStreet** 

844.238.0131 | myriverstreet.net f @ in

# Hello Neighbors!

The wait is almost over. Get ready to experience fast, reliable fiber-optic technology that will change the way you connect to the internet. You'll spend less time waiting and more time streaming your favorites.

Our internet service offers unmatched speeds that allow you to do anything. Stream your favorite movies, download music, and even upload your own content at lightning fast speeds!



844.238.0131 | myriverstreet.net f 🕲 🕼

# We are bringing fiber internet to your neighborhood!



# Hello Neighbor!

We are excited to share our amazing fiber-optic internet with you. RiverStreet Networks is now offering fast, reliable internet for your home or business! With *lightning-fast* speeds, our network has what it takes to keep you surfing, streaming, and playing as much as you want.

Our local Sales & Support Representatives and our friendly Technicians are ready to assist you with any questions. Our primary focus is on customer satisfaction. We want to ensure that your needs are met and we surpass your expectations.











### Experience fast, reliable internet with the latest fiber optic technology.

Greetings neighbor,

It can feel like a lifetime when you're waiting for something you really want, and we promise that Fiber-optic internet is worth the wait. We are happy to announce that our technicians are now ready to install fiber-optic internet to your home or business! You have waited long enough for faster internet and now you can enjoy free installation, no data limits, no contracts and free WiFi.

RiverStreet Networks can assure you that our services are one of the best on the market. Give us a call today to start enjoying fast, reliable internet service! For more information about this special offer, contact a Sales Representative at 844.238.0131, Monday through Friday from 8:00am to 6:00pm.

Sincerely, RiverStreet Networks

### What does this mean for you? Faster internet, of course!

Our network can handle whatever you throw at it. So, get your devices ready. We are going to connect you to the fast, reliable internet you have been waiting for. Please visit myriverstreet.net for future updates.











# Hello Neighbor!

We are excited to share our amazing high-speed internet with you. RiverStreet Networks is now offering fast, reliable internet for your home or business! With lightning-fast speeds, our network has what it takes to keep you surfing, streaming, and playing as much as you want.

Our local Sales & Support Representatives and our friendly Technicians are ready to assist you with any questions. Our primary focus is on customer satisfaction. We want to ensure that your needs are met and we surpass your expectations.



What does this mean for you? Faster internet, of course!

Check Availability

844.238.0131 | myriverstreet.net 🚹 📵 🛅



**ZRiver**Street

\*Certain restrictions apply. Service or speeds may not be available at all locations.



Refer another eligible business to RiverStreet Networks and you'll receive a \$50 bill credit when they sign up as a business account.

Here's how to get started:

- 1. Send an email to bizleads@myriverstreet.net with the contact information of the business you are referring.
- 2. Once the referree has active service, an email will be sent letting you know they signed up.
- 3. Your business will receive a \$50 bill credit for each referral you provide RiverStreet Networks, PLUS the other business will receive one too. It's a win-win!

Now available for business customers!





844.238.0131 | myriverstreet.net 1 0







Business Referral program is limited to active RiverStreet Networks business customers, excluding any in Non-Pay status. To receive the credit, the Referrer (existing business customer) must send an email to the Commercial Sales Team with the referral information including new company referral name and contact information. The \$50 bill credit(s) will appear on both customer's invoice within 60 days of successful service activation. One referrer credit per referred business. This program has no cash value and may be credited only against the purchase of future services. This offer may expire at any time without further notice. The Referee is still eligible for any other current promotions.





1400 River St, Wilkesboro, NC 28697

### THE WAY YOU CONNECT IS ABOUT TO CHANGE

RiverStreet technicians are ready to install the fiber connection to your home or business!

Fiber service has a long list of benefits for you and your home.

With RiverStreet Networks, you and your home will experience:

- · Reliable, high-quality connection and faster connection speeds
- · A future proofed home for technology with little to no maintenance
- · Less vulnerability to glitches or interference-even from weather!
- · Improved productivity
- · No data limits

FIBER IS HERE! Call today 844.238.0131

rsinfo@rsnet.org | myriverstreet.net



### Faster internet is around the corner

**RiverStreet Networks construction** crews are in the area now! With fiber, you'll enjoy:

- Reliable, high-speed connection-stream
- Enough bandwidth for multiple devices
- · Prepare your home or business for the future of technology

Vicit myriverstreet.net for the latest project updates



1400 River Street Wilkesboro, NC 28697

844.238.0131 | myriverstreet.net 6 6 6









### Faster internet is at your doorstep

**RiverStreet Networks has** installed the main fiber line in your neighborhood.

#### With fiber, you will enjoy:

- Reliable, high-speed connection-stream
- · Enough bandwidth for multiple devices
- · Prepare your home or business for the future

Vigit myriverstreet.net for the latest project updates



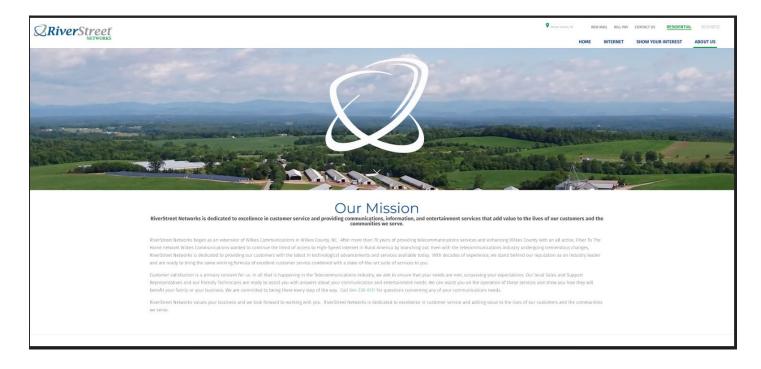
1400 River Street Wilkesboro, NC 28697

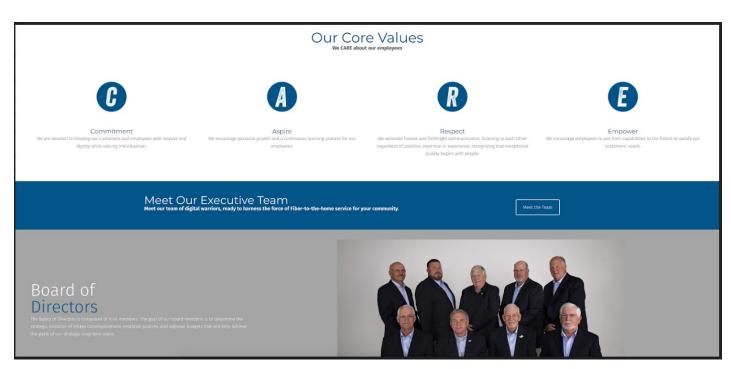


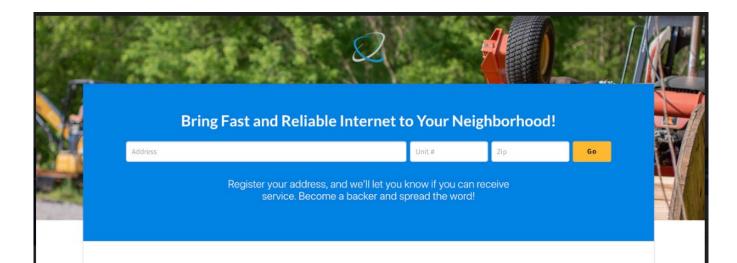




### **Website**







### Join the crowd and make it happen!

#### How it works

Our mission is to ensure rural communities have the internet service they need. We are strategically searching for unserved and underserved broadband communities. Data collected will aid us in determining where these places may be. By registering your address, you are expressing your interest in having a better internet solution. It's really that simple! Once enough interest has been expressed in a specific area, we will consider expanding our service network there. There are a large amount of resources and labor required to provide broadband service. The more supporters in your area, the more likely we are to bring internet to your door.

If you would like to be among the first in your neighborhood to have access to the fastest and most reliable Internet service available, here is what you can do:

- · Join the crowd. Sign up to be a backer!
- · Spread the word to your neighbors and community





The wait is over

### **Fiber is Coming!**

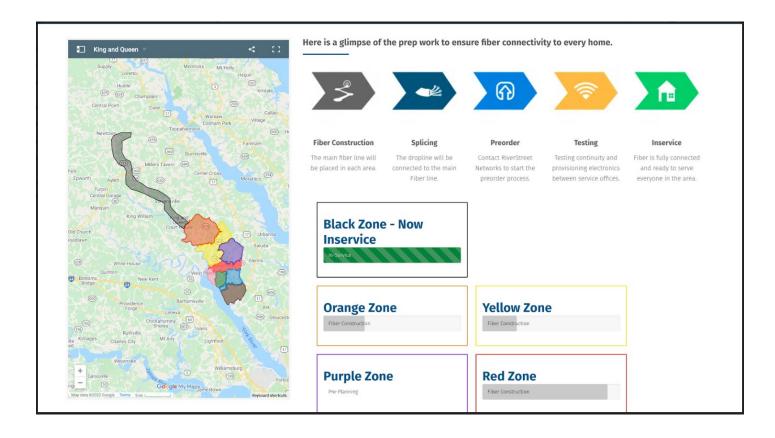
### Big News for Fiber Broadband Internet Service Coming to King and Queen County

Are you ready for lightning-fast internet speeds? RiverStreet Networks and the County filed a successful joint application with the Virginia Department of Housing and Community Development (DHCD) for Virginia Telecommunication initiative (VATI) funding in 2019. Using capital funds as well as grant funds from King and Queen County, VATI, and the FCC CAF II program, RiverStreet Networks has initiated construction in the county to build a Fiber-optic network. There are multiple phases to the project, with an estimated time frame of three to five years for completion. This fiber network will make faster speeds possible, meaning you will be able to enjoy up to 500 Megabits per second internet speeds in your home or business.

### What does this mean for you?

Faster internet, of course!

Our Fiber network can handle whatever you throw at it. So, get your devices ready. We are going to connect you to the best the internet has to offer and we have the experience you can count on.





# FAST INTERNET IS HERE!

844.238.0131 | myriverstreet.net





# MARKETING FOR SUCCESS

PUBLIC PRIVATE PARTNERSHIPS - MARKETING

**DIRECT MAIL - POSTCARD** 







### **DOOR HANGERS**





PUBLIC PRIVATE PARTNERSHIP- MARKETING

### POST CARD MAILING



Your electric co-op, in partnership with RiverStreet Networks, wants to bring life-changing fiber internet to your neighborhood if there's demand for it. RiverStreet has decades of experience serving communities with fiber just like ours.

Fiber will deliver a faster, more reliable connection to stream, work from home, game and whatever else you use the internet for. So, join the crowd to bring fiber here. Tell your neighbors too!

Are you ready for fiber?





### **VERTICAL BANNER**



### **DOOR HANGERS**



# RIVERSTREET NETWORKS PUBLIC PRIVATE PARTNERSHIPS - MARKETING

### **BILLBOARDS**



### **RADIO**

Make memories with RiverStreet Networks and enjoy a free month with new internet or upgrade!

Because t'is the season to stream holiday favorites with family and friends! And you'll just have a better experience with RiverStreet Networks.

A free month of internet from RiverStreet Networks. With fiber optic technology everyone gets up to 1 gig.

Offer ends 12/31/2018. Call RiverStreet Networks now at 844-238-0131 or visit online at myriverstreet.net.

### PUBLIC PRIVATE PARTNERSHIPS - MARKETING

**FAQs** 

# FREQUENTLY ASKED QUESTIONS About OPTI-FIF Fiber 3. This is this are five your procession. A This is the area five your procession. A This is the area five your arrown. Committee or explanation to the procession of the proce

### PRESS RELEASES



# RIVERSTREET NETWORKS RESIDENTIAL PRICING



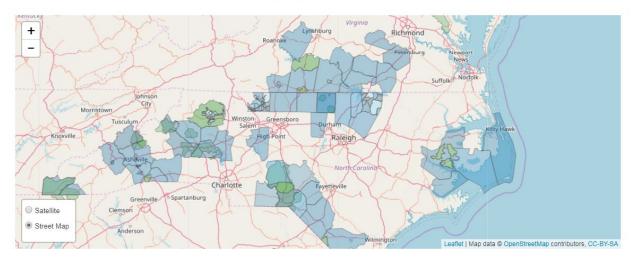


# Help extend fiber to your neighborhood!

Register your address, and we'll let you know if you can receive service. Become a supporter and spread the word!

Address Go Unit # Zip

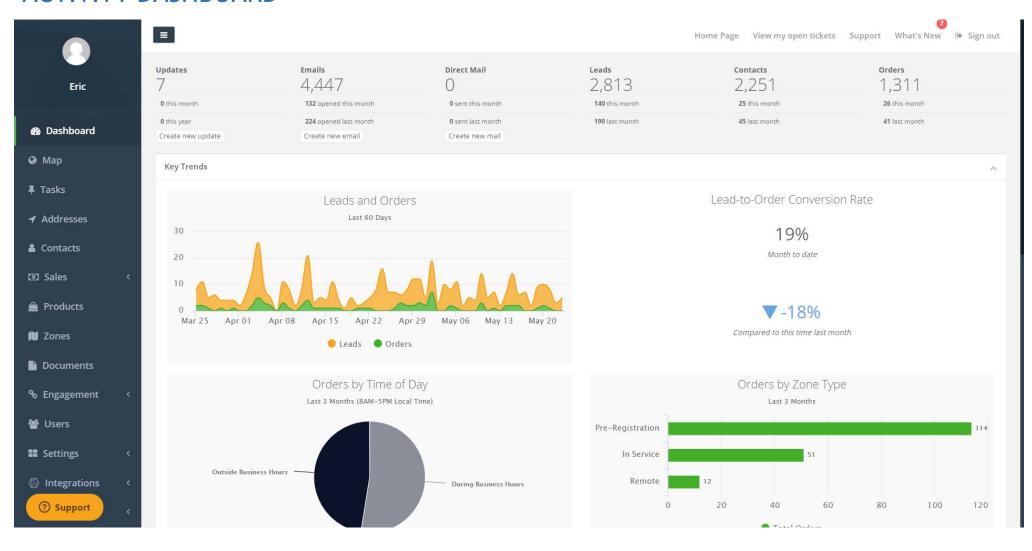
### Service Areas



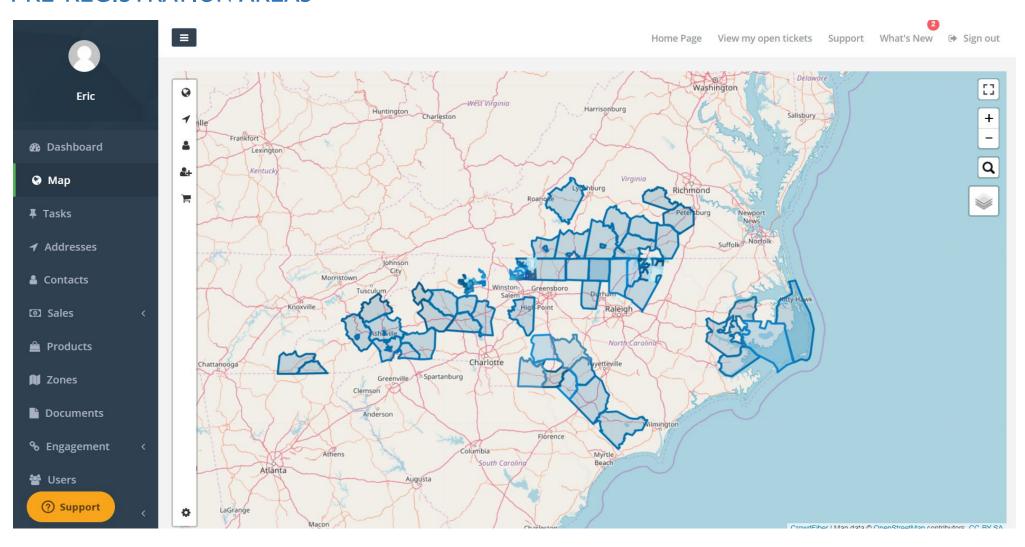
### Areas In Service

Areas where service is currently available.

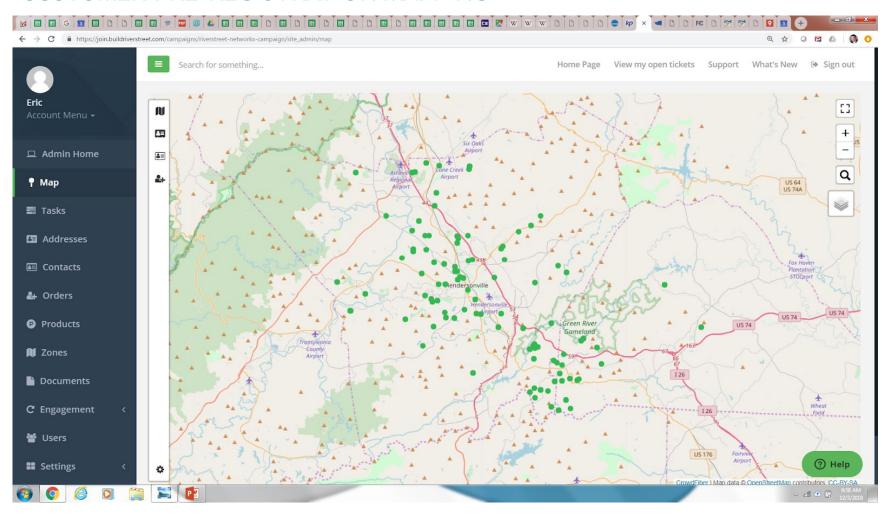
### **ACTIVITY DASHBOARD**



### **PRE-REGISTRATION AREAS**



### **CUSTOMER PRE-REGISTRATION MAPPING**



## **CUSTOMER SERVICE AND SUPPORT**

### PUBLIC PRIVATE PARTNERSHIPS - CUSTOMER SUPPORT

### **CUSTOMER SERVICE**

- Average time to answer a call34 seconds
- Average call duration 3.30 minutes

### **TECHNICAL SUPPORT**

- Average After Hours Tech Support call 10.10 mins
- Average RiverStreet Network
   Support call time is 3.9 mins
- 76% first call trouble resolution
- 24% escalated to our Tier II or truck Roll
- Outages and duration > .40%
- 99.6% up-time

PUBLIC PRIVATE PARTNERSHIPS - DISPATCH SUPPORT CALLS

### RESIDENTIAL TROUBLE TICKETS

- Overall average duration from call to completion 22 hours
- Time to clear a trouble of ticket 1.25 hours
- Repeat troubles on Copper 9.3%
- Repeat troubles on Fiber 3.7%

PUBLIC PRIVATE PARTNERSHIPS - NET PROMOTER SCORE

### % RATED EXCELLENT LIKELIHOOD TO RECOMMEND

- Customer Service 97%
- Customer Service 88%
- Install & Repair 100%
- Install & Repair 90%

• Tech Support - 96%

• Tech Support - 88%