West Piedmont PDC

2023 WPPDC Pittsylvania County Universal Broadband Project

Application ID: 95708192022084722

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 Pittsylvania County 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: Pittsylvania County

Total Requested Amount: \$3,548,250.00 **Required Annual Audit Status:** Accepted

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Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
Telecommunications	\$3,548,250.00	\$1,856,750.00	\$5,405,000.00
Administration	\$100,000.00	\$0.00	\$100,000.00
Construction	\$3,198,650.00	\$1,722,350.00	\$4,921,000.00
Construction Related Soft Costs	\$249,600.00	\$134,400.00	\$384,000.00
Total:	\$3,548,250.00	\$1,856,750.00	\$5,405,000.00

Budget Narrative:

The budget includes grant administration, construction, construction related soft costs. Construction includes \$4,921,000 to build out 80 miles of underground fiber and 2,105 passings/drops. Soft costs include \$384,000 for design/engineering, staking, permits, and related costs. Grant administration is \$100,000.

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 project area was selected based on the review of mapping for areas unserved and where funding has not already been awarded. Additionally, in an effort to ensure universal coverage in Pittsylvania County, the RSN engineering group via a combination of research and vetting identified 2,105 unserved locations. The research was conducted using GIS databases, Broadband Surveys, and guidance from VA DHCD and the vetting occurred with the County. 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, there were not any companies in the proposed project areas providing broadband at speed equal to or greater than 100Mbps/20Mbps speeds in Pittsylvania County is shown in the chart below.

Project County

Speed equal to or greater than 100Mbps/20Mbps

Pittsylvania

No

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

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, portions of Pittsylvania were awarded CAF, RDOF, and VAT 2022 funding. 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: Pittsylvania County with RSN's PMTC area as the recipient of \$1,488,964, and RSN's Pittsylvania South area receiving \$10,239,657. Located in Attachment 2-Documentation on Federal Funding Area you can find close up maps of the County showing the funding source blocks.

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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 ensuring there was no funding overlap 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. 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 portions of the County 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, the County did not have access to any KMZ or Shapefiles to show their current wireless deployment areas or service levels being provided. Unfortunately, there are no 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 don't 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 Form 477 form data and current technology limitations to determine unserved locations in Pittsylvania County.

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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 2,105 of locations passed by VATI category; Residential -2,086, Business -17, Community Anchor Institutions -2.
- 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 which is covered by RSN and an estimated 40% take rate is included in this application as part of their match funding. 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. RSN has created the engineered proposed project routes in a manner to eliminate long drop locations historically qualifying as Low to Moderate Income (LMI) residents, in the event there is a location that inadvertently falls into this category, it will be installed at no additional charge to the homeowner. Since there are no locations engineered falling within this classification, RSN decided to not set aside any construction budget from their match but instead made a policy change to cover the cost of LMI long drops either internally or through other grant mechanisms if available in the future.
- 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 the passings in the proposed project area were recipients of VATI 2022 funding so none are lacking 25/3 Mbps.
- 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 is not including any blocks awarded in RDOF as a result there is no Attachment 5-RDOF Awarded Areas in VATI area to submit.

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

Answer:

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 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.

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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 new 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 greatly especially because the median income for households in the project area counties is significantly lower than the State of Virginia median income.

United States Census Bureau

Virginia

Pittsylvania County

Median Household Income

\$76,398

\$49,520

Persons in Poverty

9.2%

14.0%

Further, the importance of affordable broadband is heightened when you examine the poverty levels throughout Pittsylvania County and find at its current 14% that Pittsylvania poverty levels are significantly 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 for the project in Pittsylvania County, this project will build out all the unserved locations identified by the County and FCC with the exception for those unserved areas being built by other ISPs. Additionally, the County has been working with their PDC, 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.

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 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 2,105 locations in this project is \$5,305,000 RSN is bringing in \$1,856,750 in cash and or loan funds to build out the project. Pittsylvania County is not supplying any matching funds against the requested \$3,548,250 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 \$10 million in RDOF and CAFII funding in Pittsylvania County. These federal funds are being used to build out a new FTTH network which is contiguous to the locations being passed by this project. This federally funded network is allowing RSN to reach further out into rural parts of Virginia, passing more homes and businesses with fiber.

- 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 early 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:

Title,
Project Duties

Name.

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

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TBD

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

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

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under Chapter 117 of the North Carolina General Statute and operates an all FTTH broadband network in and around Wilkes County, in Western North Carolina. It obtained a \$25M 70/30 BIP Stimulus grant/loan 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.\$3,548,250

b.Total number of serviceable units- 2,105; Cost per passing - \$1,686 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 2,086 new residential passings, 17 new business passings, and 2 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 as depicted in the letter of support from the Pittsylvania County Schools. Universal access to broadband ensures all students have access to online learning, can research and complete homework, and participate in virtual lessons or lectures.

The economic impact of this project is also significant as shared by the Mayor of the Town of Gretna shared in his letter of support for the project that they are the largest county in Virginia, but the lack of broadband has created a virtual roadblock inhibiting, and in some cases prohibiting, economic development of the area as businesses cannot thrive or sustain themselves without access to broadband. This avenue of thought is also supported in the letter provided by the Office of Commissioner of the Revenue Pittsylvania County.

Another area significantly impacted by access to broadband will be the arena of public safety, specifically the Pittsylvania County Sheriff's Office has deputies without access to reliable and or affordable broadband service. Broadband connectivity is the means the Sheriff's offices uses to distribute critical information and training placing the deputies without access, and the communities in which they reside, at a disadvantage due to lack of availability of critical information.

The project will also connect a significant number of farms, forest product operations, and agricultural

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facilities, which will not only enhance existing operations, but also position the region's producers and growers to implement new technologies and processes. Finally, by providing broadband access to community facilities and churches, it is anticipated that information concerning public sector programs, job opportunities, and access to medical care, not readily available at the present time in many parts of the regional project area, may become available for low-income individuals and those with limited access to transportation who need services. Furthermore, broadband availability in currently unserved areas will enhance services and communications for public safety and emergency services personnel across the region.

RSN will continuously work with county officials to identify any additional businesses, community anchors, or other passings not included in the initial project plan that will have significant impact on the community by providing access to high-speed internet.

b. This project represents a unique public-private partnership between Pittsylvania County in 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 one of Virginia's planning district commissions, West Piedmont. The creation of this project and grant application is 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 Pittsylvania County 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:
- 1. Direct calls to existing customers announcing the expansion of fiber broadband to their community.
- 2. Coordinated communication with the educational community and area schools to raise awareness of the new fiber facilities being constructed, updating progress, sharing information on how parents of school age

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children can submit pre-orders.

- 3. Participation in community events once broadband available, specifically announcing availability with promotions for upgrading and new services in each expansion area community.
- 4. Coordinated communication with hospitals and medical offices to promote telehealth services as a result of the new broadband capable of streaming for virtual visits.

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 several letters of support for the application, those letters are suppled 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

Attachment1ProjectAreaMapPittsylvania824202293739.pdf

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

Attachment2DocumentationofFederalFundingAreaPittsylvania824202293744.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteriaPittsylvania824202293748.pdf

Passings Form (Use template provided)

Attachment4VATIPassingformPittsylvaniaWPPDC824202293752.pdf

Timeline/Project Management Plan

WPPDCPittsylvaniaVATI2023PMP824202293800.docx

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

Attachment8MOUbetweenWPPDCRSN824202293804.pdf

Funding Sources Table (Use template provided)

Attachment9FundingSourcesTablePittsylvania824202293807.pdf

Documentation of Match Funding

Attachment10RSNMatchingFundsPittsylvaniaWPPDC824202293813.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsWPPDCPittsylvaniaVATI2023824202293819.xlsx

Documentation of Supporting Cost Estimates

Attachment13DocumentationofSupportingCostEstimates824202293824.pdf

Letters of Support

Attachment14LettersofSupport824202293835.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment 15 Two most recent Form 477 submitted to the FCC by RSCVA824202293841. pdf and the following the following the following properties of the following properti

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2023 WPPDC Pittsylvania County Universal Broadband Project

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

Attachment16PointandPolygonShapefilesPittsylvania824202293847.zip

Optional

Attachment18RSNCommunicationsPlan824202293853.pdf

Optional

Attachment19RSNMarketingMaterials824202293913.pdf

Optional

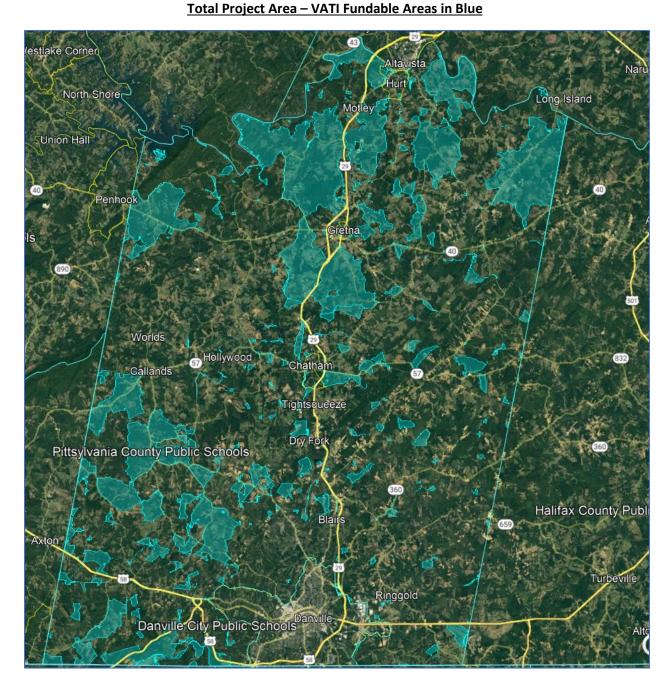
Attachment20CSVAddressFileofPassingsPittsylvaniacsv824202294029.zip

Notes:

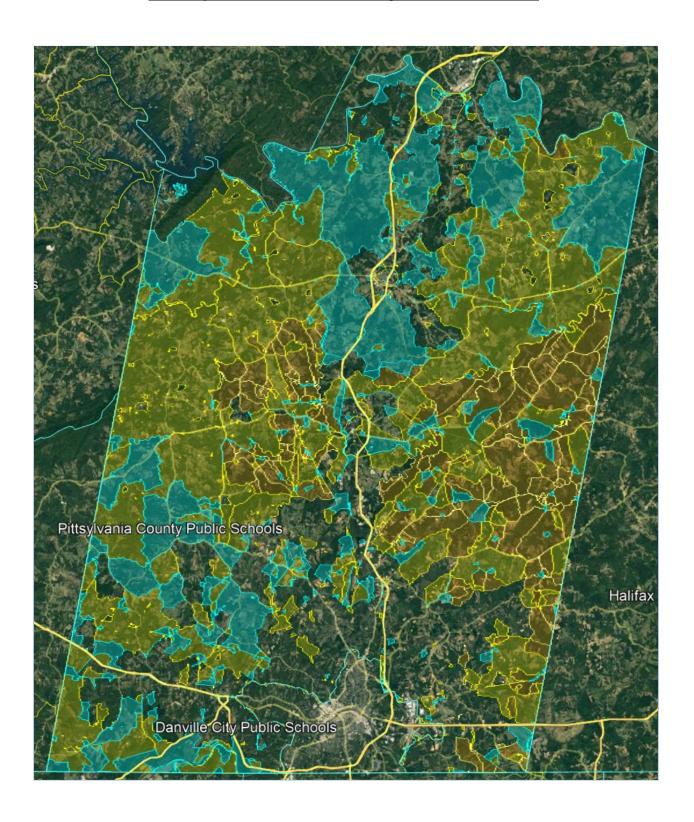
The following attachments are not applicable and were left blank: Documentation of RDOF awarded area in VATI project Area Propagation Map if Wireless Project Prior Expended Match Form For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area

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Attachment 1 – Project Area Map

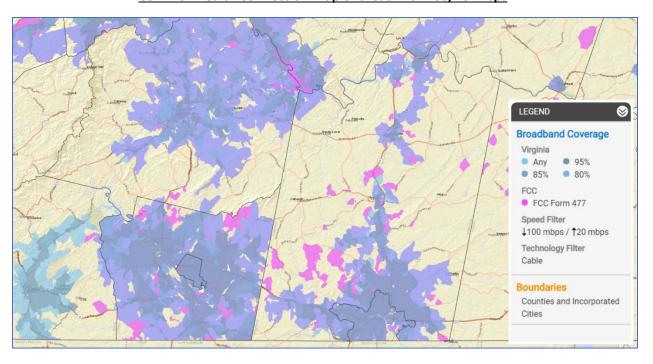


Attachment 2 – Documentation of Federal Funding Area Total Project Area – CAFII areas in Orange, RDOF areas in Yellow



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 ¹	Passings in the Project Area, without Special Construction Costs Required ²	Construction Costs budgeted	Number of Passings with Speeds at 25/3 or below in Project Area ⁴
Residential	2,086	2,086		2,086
Businesses (non-home based)	17	17		17
Businesses (home-based)				
Community Anchors	2	2		2
Non-residential				
Total	2,105	2,105		2,105

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

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

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

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

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

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

Definitions

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

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

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

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

PROJECT MANAGEMENT PLAN 2023 WPPDC - Pittsylvania County Universal Broadband Project

1. PROJECT DESCRIPTION

The WPPDC - Pittsylvania County Universal Broadband Project is a project funded through a \$3,548,250, grant from the Virginia Department of Housing and Community Development's (DHCD) Virginia Telecommunication Initiative (VATI) Program with \$1,856,750 in match funding from RiverStreet Networks. Pittsylvania County is the participating local government. Due to their large investment in VATI 2022, the County did not provide any match for this project. The purpose of this project is to build fiber to the home (FTTH) broadband service to approximately 2,105 unserved locations.

Project activities include engineering, 80 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 Pittsylvania County; 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.

Pittsylvania County Official – Dave Arnold, Assistant 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 2,105 locations by closeout. RSN plans on installing an estimated 40% of the locations passed. This means they would connect 842

subscribers to fiber based broadband Internet services. It is expected that 421 of the 2,105 locations will be connected within 6 months and the remaining 421 locations within 12 months of Closeout.

WPPDC, RSN, and Pittsylvania County 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 TIME	INE / RESPONSIBILITIE	ES .	
Pr	e-Contract		
ACTIVITY	RESPONSIBLE ENTITY	TARGET DATE	STATUS
Project Management Plan	CAO/Grant Administrator 4/15/2023		In Process
Project Pay-for-Performance Budget and Documentation of Leverage	CAO/Grant Administrator	· 4/15/2023 In P	
WPPDC & RSN Agreement	CAO/ISP Project Manager 4/15/2023 In Proc		In Process
Prior Authorization Letter	CAO	4/15/2023	In Process
WPPDC, RSN, Locality Agreements	CAO/ISP Project 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	Implementation		
ACTIVITY	RESPONSIBLE ENTITY	TARGET DATE	STATUS
Pre-Construction Conference	ISP Project Manager	September 1, 2023	Pending
Notice to Proceed (WPPDC to ISP)	CAO	September 15, 2023	Pending
Construction Start Date	Project Engineer	September 15, 2023	Pending
Substantial Completion	Project Engineer	May 31, 2026	Pending
Final Completion	ISP Project August 31, Manager 2026		Pending

Compliance	CAO/Grant Administrator	On-going	Pending
Monthly Progress Reports	Grant Administrator	On-going	Pending
Achievement of Benefits	Grant Administrator	On-going	Pending
Administrative Close-out	CAO / Grant Administrator	September 30, 2026	Pending
Six Month Post-Closeout Reporting	Grant Administrator	April 30, 2026	Pending
Twelve Month Post-Closeout Reporting	Grant Administrator	November 30, 2026	Pending

Project Management Team Signatures

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

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 Pittsylvania County 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 Pittsylvania County 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 Pittsylvania County.

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 Pittsylvania County 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 \$14,914,000. Pittsylvania County plans to provide no match due to the substantial amount of funding they provided in VATI 2022. RiverStreet agrees to provide a minimum match of \$3,728,500 in funding for the Project. The amount of the VATI Grant to be requested for the Project will be at least \$11,185,500, and the total number of homes projected to be passed by the Project shall be at least 4,474.

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 Pittsylvania County.

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.

<u>TERM</u>

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.

<u>AMENDMENT OR CANCELLATION OF THIS MEMORANDUM</u>

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	<u></u> %	Status
REQUESTED VATI	\$ 3,548,250	65.6	Pending
RiverStreet			Approved
Networks	\$ 1,856,750	34.4	
	\$		
	\$		
	\$		
	\$		
	\$		
TOTAL	\$5,405,000	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 Pittsylvania County - West Piedmont Planning District Commission

Dear Dr. Tamarah Holmes:

RiverStreet Networks is excited with the opportunity to submit a proposal working with WPPDC to expand broadband services throughout Pittsylvania 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 \$1,856,750.

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

Sincerely,

Gregory S. Coltrain

VP of Business Development





P.O. Box 426 • 1 Center Street Chatham, Virginia 24531 Phone (434) 432-7710

August 23, 2022

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

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

DHCD Staff:

The Pittsylvania County Board of Supervisors (the "BOS") is unable to provide a direct local match for our West Piedmont PDC (WP PDC) VATI 2023 Application. However, our partner internet service provider (ISP), RiverStreet Networks, has agreed to provide a match of \$1,856,750, or 34% of the project's total cost of \$5,405,000.

We are very pleased to be associated with this application and feel this application along with our commitment of \$16,528,939 to the previously awarded 2022 VATI Grant 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 Pittsylvania County.

Regards,

Clarence C. Monday

Interim County Administrator

Pittsylvania County

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

Product	Total	VATI	County	RSN		Source of Estimate	Date
6-Pittsylvania County Area 2023-2025							
RSN UnservedEng for Design, Field Staking & Permits	\$ 384,000	\$ 249,600		\$	134,400	Mid-South Consulting Eng	8/22/2022
RSN Unserved Dist/Trans Fiber 80 mi.@\$40K	\$ 2,693,200	\$ 1,750,580		\$	942,620	Mid-South Consulting Eng	8/22/2022
RSN ONT's & Drops/Passing 2105 @\$1000	\$ 2,105,000	\$ 1,368,250		\$	736,750	Mid-South Consulting Eng	8/22/2022
RSN Access/Switching Equip w/Eng	\$ 122,800	\$ 79,820		\$	42,980	Mid-South Consulting Eng	8/22/2022
Grant Administration	\$ 100,000	\$ 100,000		\$	-	East WPPDC Group	8/22/2022
2105 Service Locations Passed 40% Served	\$ 5,405,000	\$ 3,548,250	\$ -	\$	1,856,750	\$ 5,405,000	842
	100%	66%	0%		34%		

Derivation of Cost WPPDC RSN Pittsylvania VATI 2023 FTTH Project			
	22 Totals Table		
County Area 2023-2025	Pittsylvania	Total	
Soft Costs	\$	384,000	
Construction Costs	\$	4,921,000	
Contingency	\$	-	
Others-County Admin Charge	\$	100,000	
Totals	\$	5,405,000	
Service Locations Passed	2105		
Service Locations Served@ 40%	842		
Miles of Construction	80.00		

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

Product		Total		VATI	County	RSN		Source of Estimate	Date
Pittsylvania County Area 2023-2025									
Soft Costs	\$	384,000	\$	249,600		\$	134,400	Mid-South Consulting Eng	8/22/2022
Construction Costs	\$	4,921,000	\$	3,198,650		\$	1,722,350	Mid-South Consulting Eng	8/22/2022
Contingency	\$	-	\$	-				Mid-South Consulting Eng	8/22/2022
Others-County Admin Charge	\$	100,000	\$	100,000		\$	-	East WPPDC Group	8/22/2022
Tota	ls \$	5,405,000	\$	3,548,250		\$	1,856,750	\$ 5,405,000	
2,105 Service Locations Passed 40% Served		100%		66%			34%		
								Comb RSN	

 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.	10.09
Date	and the same of
Vendor ID	1514

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W		2		-
	4-		w	1

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	rms Orde				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.	85400
Date	20200
Vendor ID	1510-510

Vendor	

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 Or		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						
	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	or		

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	Payment Terms O		red By	r Hall P	Reference	
Wilkes Item Number	Description		Req. Da	te	U/M	Qty Ordered	Unit Price	Ext. Price
Vendor Item Number	Additiona	Item Notes	FOB					By Later
	000-00372 E Date 6/9/202	27-2 Field Install Pkg (Ship (22)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- 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 0G (Ship Date 6/9/2022)				16	\$780.00	\$12,480.00
	000-00372 E Date 12/9/20	27-2 Field Install Pkg (Ship 1922)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- Date 12/9/2022)				4	\$12,250.67	\$49,002.68
	EXOS ONT 12/9/2022)	100-05589 (Ship Date				50	\$356.68	\$17,834.00
		ON 100-05642 XGS-PON 0G (Ship Date 12/9/2022)				16	\$780.00	\$12,480.00
	000-00372 F Date 6/9/202	27-2 Field Install Pkg (Ship 23)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- 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 0G (Ship Date 6/9/2023)				16	\$780.00	\$12,480.00
	000-00372 I Date 12/9/20	E7-2 Field Install Pkg (Ship				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.	place.
Date	3.What
Vendor ID	E SUCH Y

Vendor			

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			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- Date 12/9/2023)			•	4	\$12,250.67	\$49,002.68
	EXOS ONT 12/9/2023)	100-05589 (Ship Date				50	\$356.68	\$17,834.00
		ON 100-05642 XGS-PON 0G (Ship Date 12/9/2023)				16	\$780.00	\$12,480.00
	000-00372 E Date 6/9/202	27-2 Field Install Pkg (Ship 24)				2	\$627.00	\$1,254.00
		XOS 100-05529 XG801 XGS- 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 0G (Ship Date 6/9/2024)				16	\$780.00	\$12,480.00

pecial	Terms	and	Cond	litions
pecial	lerms	and	Cond	litions

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- D6V	FOSC450-D6-6-R2-1- 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 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 BOND CONNECTOR 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 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:

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

Attn:

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			Es	Delivery	Date:	07/22/2022
600	3 EA		Reship-Factory	8IN ORANGE HIGH VIS CAPS-50 PIECES	255.00	1	765.00
GB Part#:	26410948	Inbound Frt	:: Y				
FOB:	PPD - Bill			Fe	Delivery	Date:	07/22/2022
700	2 EA	CHARLES INDUSTRIES/C	97-PKOR10-A	10IN ORANGE HIGH VIS CAPS - 25 PIECES	212.00	1	424.00
		Ship From: Inbound Frt	Reship-Factory : Y				
FOB:	PPD - Bill			Es	Delivery	Date:	07/22/2022
800	300 EA	ERICO PROD	615880	GRND ROD 5/8INX8FT CU BOND 10MIL	19.56	1	5,868.00
		Ship From:	Stock ZONE-CHAR	LOTTE, NC			
GB Part#: FOB:	94035117 PPD - Bill	UPC#:	78285630609				
				Es	Delivery	Date:	07/22/2022
900	300 EA	HUBBELL PWI	R GC268	CONNECTOR CU GROUND	14.57	1	4,371.00
		•	Reship-Factory				
GB Part#:	26424782	Inbound Frt					
FOB:	PPD - Bill	UPC#:	09635930733	Fe	Delivery	Date:	07/22/2022
1000	200 EA	HUBBELL PWI	R GC5006	VISE TYPE	3.40	1	680.00
		Shin From:	Stock ZONE-CHAR	CONNECTOR			
GB Part#:	94039737	3111p 110111.	Stock Zoive Offait				
FOB:	PPD - Bill	UPC#:	09635930746	Fe	Delivery	Date:	07/22/2022
4400			40474500 ^	L3			
1100	300 EA	CARSONITE	18171FOC-A		44.96	1	13,488.00

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 Inbound F	ı: Reship-Factory 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 FIB OP TP			
GB Part#: FOB:	97103727 PPD - Bill	Ship From	: Stock ZONE-CHARLO				
				Est	Delivery	Date:	07/22/2022
1400	30 EA	3M CO EL	ECTRICAL165OR4A	VINYL ELECT TAPE 165 ORG 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466091 PPD - Bill	UPC#:	07630892573	_		_	
				Est	Delivery	Date:	07/22/2022
1500	30 EA	3M CO EL	ECTRICAL165BL4A	VINYL ELECT TAPE 165 BLU 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466087 PPD - Bill	UPC#:	07630892569				
				Est	Delivery	Date:	07/22/2022
1600	30 EA	3M CO EL	ECTRICAL165GR4A	VINYL ELECT TAPE 165 GRN 3/4IN X 60FT	1.35	1	40.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466090 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 (3/4X60) VINYL TAPE		4.87	1	243.50
			Ship From: S	Stock	ZONE-CHARLOT	TE, NC				
GB F	Part#: 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 FIRE ANT/PEST CONTROL		285.62	1	1,142.48
			Ship From: S	Stock	ZONE-SPRINGFI	ELD,MO				
GB F		5885402 PD - Bill								
							Est	Delivery	Date:	07/22/2022
1900		1,575 EA	WIRE		BARE-CU-SD-6-SOL- 315S	BARE CU		732.00	1000	1,152.90
			Ship From: S	Stock	ZONE-CHARLOT	TE, NC				
GB F FOB:		8283891 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- D6V	- FOSC450-D6-6-R2-1- 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#: FOB:	25567634 PPD - Bill	Inbound Frt: Y					
				Est	Delivery	Date:	07/22/2022
200	200 EA	HUBBELL PWR	EM-2525	#6 SCREW ON 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 BOND CONNECTOR 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 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 INDUSTRIES/C		8IN ORANGE HIGH VIS CAPS-50 PIECES	255.00	1	765.00
0D D 4#	00440040		Reship-Factory				
GB Part#:	26410948	Inbound Fr	: Y				
FOB:	PPD - Bill						. = / /
				Est	Delivery	Date:	07/22/2022
700	2 EA	CHARLES INDUSTRIES/C	97-PKOR10-A	10IN ORANGE HIGH VIS CAPS - 25 PIECES	212.00	1	424.00
		Shin From:	Reship-Factory				
		Inbound Fri	•				
FOB:	PPD - Bill	inbound in					
I OB.	FFD - DIII			Ect	Delivery	Date:	07/22/2022
800	500 EA	ERICO PROD	615880	GRND ROD 5/8INX8FT CU BOND 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	 R GC268	CONNECTOR CU 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 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 Inbound F	n: Reship-Factory 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 FIB OP TP			
GB Part#: FOB:	97103727 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 165 ORG 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466091 PPD - Bill	UPC#:	07630892573	_		_	
				Est	Delivery	Date:	07/22/2022
1500	70 EA	3M CO EL	ECTRICAL165BL4A	VINYL ELECT TAPE 165 BLU 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466087 PPD - Bill	UPC#:	07630892569				
				Est	Delivery	Date:	07/22/2022
1600	70 EA	3M CO EL	ECTRICAL165GR4A	VINYL ELECT TAPE 165 GRN 3/4IN X 60FT	1.35	1	94.50
		Ship From	: Stock ZONE-CHARLO	OTTE, NC			
GB Part#: FOB:	26466090 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 (3/4X60) VINYL 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 FIRE ANT/PEST CONTROL		285.62	1	1,999.34
			Ship From:	Stock	ZONE-SPRINGFI	ELD,MO				
GB F FOB:		25885402 PPD - Bill								
							Est	Delivery	Date:	07/22/2022
1900		3,150 EA	WIRE		BARE-CU-SD-6-SOL- 315S	BARE CU		732.00	1000	2,305.80
			Ship From:	Stock	ZONE-CHARLOT	TE, NC				
GB F		88283891 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	antity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100			2 EA	CLEARFIELD INC	G-GAA-144-C2E-BZ1 0050F	FXMP PNL PTCH ONLY 144 SM SCAPC W 50FT	2,101.11	1	4,202.22
GB Pa		26491401 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 ck ZONE-CHARL	FDSC-GATOR-12F-T OTTE, NC	49.09	1	1,472.70
GB P FOB:		25230601 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 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/Typ	ре	Quantit	y	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100			2,500	EA	SUPERIOR ESSEX	5EBSWF-4P24-R-I CUT REEL	ESS- 04-003-54	393.00	1000	982.50
* * * Ite	em Note:*	* * sto	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-I CUT REEL	ESS- 04-003-54	393.00	1000	982.50
* * * Ite	em Note:*	* * sto	ock in Ch	arlott	e as of today subject	t to prior sale				
					OI: F	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	Item/Type	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
500		1,000 EA	COMMSCOPE	SMOUV-1120-01	FOSC ACC SMOUV 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:

ProposalWe 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 CONNECT	12S6-6-07	1 F 9/125 #M OS2 SINGLE MODE SCAPC - SCAPC 7 METERS 2.0MM /2.0MM RISER 2 CIRCULAR YELLOW PRO SERIES JUMPER / PATCH CORD	\$6.67	1	\$333.50
Item	Note:	Lead time 10	to 14 working day	s aro.				
200		50 EA	ZERO CONNECT	ZS1R26-6M007	1 F 9/125 #M OS2 SINGLE MODE SCAPC - SCAPC 7 METERS 2.0MM /2.0MM A-B INDOOR RISER 2 CIRCULAR YELLOW ZERO SELECT JUMPER / PATCH CORD	\$20.51	1	\$1,025.50
Item	Note:	lead time 4 t	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:

ProposalWe 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 INDUSTRIES/C	CFDP208- ELS/WTC	8 IN FIB PED DBL DOOR WILKES/RIVER LBL	\$241.73	1	\$56,564.82
GB Par	rt #: 26415058	8 UPC #:						
200		234 EA	CHARLES INDUSTRIES/C	CFDP210- ELS/WTC	10 IN FIB PED DBL DOOR WILKES/RIVER LBL	\$272.02	1	\$63,652.68
GB Par	t #: 26415059	9 UPC #:						
300		230 EA	CHARLES INDUSTRIES/C	UMS36-STD	36IN STEEL MOUNTING STAKE & HARDWARE	\$13.64	1	\$3,137.20
-	t #: 25203293 Note:***	3 UPC #: order in mul	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:

ProposalWe Appreciate Your Request and Take Pleasure in Responding As Follows

400	52 EA	CHANNELL COM	BULKU30483600 81011	30X48X36 50/50 SPLIT SHIELD X COVER FIB	\$858.11	1	\$44,621.72
GB Part #: 25871677	UPC #:						
500	300 EA	ERICO PROD	615880	GRND ROD 5/8INX8FT CU 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 OPTICAL	002EB1- 14100A20	2-FIBER SST-DROP CABLE 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	Ξ .	

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:

ProposalWe 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 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	2 72F ACCUROLL DRY CORE 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 INC	R-19848- CAB576-50F	FDH PON CAB 576 SCAPC DIST W 50FT TAIL	\$7,915.56	1	\$7,915.56
GB Pa	ırt #: 26486549) UPC #:						
200		1 EA	CLEARFIELD INC	R-19848- CAB288-50F	FDH PON CAB 288 SCAPC DIST W 50FT TAIL	\$3,955.00	1	\$3,955.00
GB Pa	ırt #: 26486547	7 UPC #:						
300		1 EA	CLEARFIELD INC	R-19848- CAB144-50F	FDH PON CAB 144 SCAPC DIST W 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:

ProposalWe 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- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 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- 3B-BK-OFX-CUT 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- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 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- 3B-BK-OFX-CUT REEL	AT-3CE83SX-144 144 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
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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 DRY CORE 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	

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

Ship To

SHACKLEFORDS RSCVA Attn:

Shipping Method		Payment Terms Ordered 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					
00734KQ	CABLE, BFC # KQ-29	D-144, AT-3CE83SX-144, Reel			Feet	20,480	\$1.31	\$26,912.77
00734KQ	CABLE, BFC # KQ-30	D-144, AT-3CE83SX-144, Reel			Feet	20,476	\$1.31	\$26,907.51
00734KQ	CABLE, BFC # KQ-31	D-144, AT-3CE83SX-144, Reel			Feet	15,048	\$1.31	\$19,774.58
00734KQ	CABLE, BFC # KQ-32	D-144, AT-3CE83SX-144, Reel			Feet	5,000	\$1.31	\$6,570.50
00734KQ	CABLE, BFC # 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	Kep Ship 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
Number	
v. 11	Page 1 of 1
1 1.45.41	
9 11	Due Date
197.	Ship Via UPS Ground
	Currency USD

Line Number	Item Number	Customer item Number		Item Descrip		Quantity 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	中 中啊	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	MELMANTAL
Purchase Order No.	THE REAL PROPERTY AND ADDRESS OF THE PARTY ADDRESS OF THE PARTY AND ADD
Date	35,4788
Vendor ID	

Shipping Method	Payment Terms	Ordered By		Reference	a de la companya de
	C.O.D.				A
Wilkes Item Number Description	where and the property of the Court Manual State Said to Contract Court of the Cour	Reg Date U/M	Qty Ordered	Unit Price	Ext. Price
Vendor item Number Addition	al fem Notes	FOB			
MX480-Pr	emium-DC		1	\$34,057.32	\$34,057.32
JUNOS-64	1		1	\$3,182.93	\$3,182.93
.₹E-S-X6-6	64G-BB		2	\$0.00	\$0.00
SCBE2-M	X-BB		2	\$1,591.47	\$3,182.94
FFANTRA	AY-MX480HCBB		1	\$0.00	\$0.00
PWR-MX	480-2400DCBB		4	\$0.00	\$0.00
MPC3E-31	D-NG-IR-B		2	\$14,370.54	\$28,741.08
MIC3-3D-	10XGE-SFPP		2	\$8,035.72	\$16,071.44
MIC-3D-2	OGE-SFP		2	\$1,607.15	\$3,214.30
JS-LR			1	\$2,559.53	\$2,559.53
SFPP-10G	E-LR		4	\$416.67	\$1,666.68
SVC-ND-	MX480		1	\$3,647.15	\$3,647.15
SVC-ND-	MPC3NG-IR		2	\$2,933.58	\$5,867.16
ACX5K-L	-8X10GW-S		1	\$8,571.43	\$8,571.43
SVC-COR	R-ACX5K8X10		1	\$422.86	\$422.86
ACX5048	-DC-L2-L3		1	\$9,166.67	\$9,166.67
SVC-ND	ACX5048		. 1	\$1,418.34	\$1,418.34

Special Terms and Conditions

\$121,769.83	Subtotal
\$0.00	Freight
\$0.00	Tax
\$121,769.83	Order Total

Signature of Authorized Representative

Accepted by Seller

Quote

No.:

Date:

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

Quote Reference Number: (

Quote Type:

Access

\$22,472.00

Date Created: Date Modified:

Quote Expiration:

Equipment Summary

CLEI: BVL3BACFAA

E7	Price	Qty	Ext. Price
000-00372	\$597.00	1	\$597.00
E7-2 Field Install Package (CO & ODC/RT): Shelf	with Blank Card, FTA, and Field in	stallation l	Cit
E7-2 AXOS	Price	Qty	Ext. Price
100-04665	\$8,446.75	2	\$16,893.50
E7-2 GPON-8 r2 card	110/114/1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1		
CLEI: BVL3BA5FAB			
DIM 10GE Transport	Price	Qty	Ext. Price
100-01512	\$498.75	2	\$997.50
10GE SFP+, Single Mode dual fiber transceiver, 1 CLEI: BVL3AMDFAA	0Km, 1310nm, LC, I-temp		
DIM GPON AXOS	Price	Qty	Ext. Price
100-05121	\$249.00	16	\$3,984.00

	Equipment Total	\$22 472 00

Grand Total

GPON SFP OIM, Class B+, 20Km, 1490/1310nm Single Fiber Transceiver, C-Temp, AXOS

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 GROS SACSED EEAS

Quote Number: Quote Date: Expiry Date:

Note: Quate includes Tanff Tax

Line	Part Number	Manufacturer	Description	Ext. Description	NOM	Qty	Unit Price		Extended Total
	ACKSD48-DC-12-13							5	10,470.01
1	ACX5049-DC-12-13	Juniper Networks	ACX5048 48 SFP+/SFP PORT 6 QSFP POWI AND DC POWER SUPPLY		EA	1	\$ 9,165	67 \$	9,155.57
2	5/'C-ND-ACX5048	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR ACKSO-18-DC-LZ-L3	Service Period: 12 Months	E4	1	\$ 1,303	34 \$	1,303.34
	Additional Items							\$	43,282.96
3	RE-5-X6-54G-S	tuniper Networks	ROUTING ENGINE - 6 CORE 2.0GHZ WITH 64G MEMORY SPARE FOR MX2		EA	1	.5 9,942	85 5	9,942.86
4	SCSE2-MX-5	Juniper Networks	ENHANCED MX SWITCH CONTROL BOARD SPARE		EA	1	5 4,668	72 5	4,650.72
Ę	PWR-MX480-2490-DCS	Juniper Networks	240GW DC POWER SUPPLY SPARE		ξA	2	\$ 1,553	.53 \$	1,553.58
5	MPC3E-3C+NG-IR-B	Juniper Networks	NG MPCSE PORT QUEUE FULL SCALE 16 VPN MX		EA	1	5 14,370	54 5	14,370.54
7	SVC-ND-MPC3NG-IR	Juniper Networks	1 YEAR JUNIPER CARE NEXT DAY SUPPORT FOR MPC35-3D-NG-18-3	Service Penod. 12 Months	ΕA	1	\$ 2,695	72 \$	2,695.72
£	MiC3-3D-10xGE-SFPP	Juniper Networks	MIC WITH 10X10GE SEP+ INTERFACE		<u>£</u> <u>\$</u>	1	\$ 8,835	72 \$	3.035.72
5	MIC-30-20GE-SFP	Juniper Networks	20X10 100 1000 MIC FOR MX REQUIRES OFFICS SOLD SEPARATELY		EA	1	5 1,507.	15 5	1,607.15
10	SFPP-10GE-LR	Juniper Networks	SEP 10GE PLUGGABLE TRANSCEIVER SMF 1310NM FOR 10KM TRANSMISS		EA	1	5 416	67 5	415.67
							Subto	tai: Ş	53,752.97
							Ta	riff: \$	1,251.49
							THE PARTY OF THE P	100	

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 Customer Part Number	Product Description	UoM	Serial Number	Order Qty	Ship Qty	CLÈI	CPR
	003001	003001	AAVERAD DA	ACVERIA DO LINA AND HINOCOC	- A	1112010017ACEA	4		TO LOS CODES	VZODUSE
Sec.	1000001	ひかつひむし	ACX5048-DC	ACX5048 DC HW AND JUNOS OS	EA	W83120170550	- 1	· · · · · · · · · · · · · · · · · · ·	IPM9800DRC	N70DUF

PO #:				0.711.720.121			SO#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	1	F,O.B.	Rt. To
(FACTORY			1,4410
Ordered by:							
Quantity	Catalog # / Desc	cription			Unit Price / U	nit	Amour
56		081011 CHANNELL CO 6 SHIELD SPLT LID T2				37/1	28,580.72
	INBOUND FREI	GHT	*				26.75
				(- :			
	1						
					20		
					-^		
			-				
	JE TIME PAY INV						
\$	Total Inches	customer portal for all vo Registering is easy.	our account needs. Mak	e payments, obtain i	nvoice copies, find	d 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 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#:	
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From		F.O.B.	Rt. To	
				FACTORY			377	
Ordered by:								
Quantity	Catalog # / Des	cription			Unit Price /	Unit		Amoun
1		88-50F CLEARFIELD IN	NC		378	36.70 / 1		3,786.70
	FDH PON CAB	288 SCAPC DIST W 5	OFT TAIL					
	INBOUND FRE	IGHT						26.75
							1	
							1	
								7
							1	
****				1			1	
						-		ii.
	JE TIA PAY IN	IVOICES QUICKLY and	EASILY ONLINE!					
3							10	
\$	S Use ou	ir customer portal for all y Registering is easy. Con	your account needs. Mak	e payments, obtain	invoice copies,	find proof of de	elivenes and	
W.	morei	Registening is easy. Con	tact your local branchit					
2								

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 #:			102			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 576 SCAPC DIST W 5 GHT		28)	7578.72 / 1	7,578.72 26.75
						Ť
\$	T. Par	VOICES QUICKLY and roustomer portal for all y Registering is easy. Con		e pavments, Obtain invoice 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 #:			1				SO#:	
el. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	מי	F.O.B.	Rt. To	
	1	UPS		- Chapped 1101		S/P - F/A	146, 10	
rdered by:			1			101. 111.	-	
uantity	Catalog # / Des	cription			Unit Pric	a / Unit		Amou
20		R HUBBELL POWER	SYSTEMS		2711,77110	3.66 / 1		73.2
			The second section of the second section s					,
S S	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	MONE	rogistoring is outly.		Sub Total Freight				73.2 0.0
•	the sales anteemen	t, a monthly service char	ge of the lesser of	Handling				0.0
/2% or the max	ximum permitted by	law may be added to all	accounts not paid	T			•	77.08
net due date. \	/isa, MasterCard, A	merican Express, and Di	scover credit cards	Tax		=		, _ (4.3
accepted at po	oint of purchase only	y.	1	Total Due				
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			Ş1					M7.08
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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					Unit Price / Unit	Amour
315	BARE-CU-SD-6-SOL-315S GENERIC VENDOR WIRE-WYRPA BARE CU EM8100-24.25GR HUBBELL POWER SYSTEMS				480.00 / 1000	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:							
Quantity	Catalog # / Des				Unit Price		Amou
3	1	I-R2-1-D6V COMMSCO B-R2-1-D6V R2962P-00		LC.	35	58.66 / 1	1,075.9
3		FRAY-RIBN-24 COMMS TRAY-RIBN-24 061064		ES LLC.	33	3.80 / 1	101.4
18		42-0026 REEF INDTERRA TAPE DIV. 3X6000F XTR STR FIB OP TP 165OR4A 3M CO ELECTRICAL MARKETS DIV.					3,576.24
10	165OR4A 3M C			1	.01 / 1	10.10	
10	165BL4A 3M CO ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 BLU 3/4IN X 60FT				1	.01 / 1	10.10
10	165GR4A 3M CO ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 GRN 3/4IN X 60FT				1	.01 / 1	10.10
30	80610938187 CORNING OPTICAL COMMUNICATIONS 88T-0.75X60 (3/4X60) VINYL TAPE				3	.03 / 1	90.90
75	GC268 HUBBE CONNECTOR	LL POWER SYSTEMS CU GROUND			7	7,94 / 1	595,50
70	GC5006 HUBBI	ELL POWER SYSTEMS	3		2	.07 / 1	144.90
65		INTERNATIONAL COF			11	1.72 / 1	761.80
160		CORNING OPTICAL CO			3	.96 / 1	633.60
10	EM-2525 HUBBELL POWER SYSTEMS #6 SCREW ON TERMINAL				2	.30 / 1	23.00
5	GRDEXTKIT VE	ERTIV CORPORATION SLOT MNT			7	.24 / 1	36.20

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

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 Freight Handling Tax	7,457.52 0.00 0.00 395.25
	Total Due	7,852.77

INVOICE

PO #:						IS	O#:
Del. Doc. #:	PRO#	Routing	Date Shipped	Shipped From	F.O.		Rt. To
		Southeastern Freig			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
	FOSC450-D6-6-R2-1-D6V R2962P-000						
5	FOSC-ACC-D-TRAY-RIBN-24 COMMSCOPE TECHNOLOGIES LLC. FOSC-ACC-D-TRAY-RIBN-24 061064-000				33.80 /	1	169.0
40	CVE30720401U	CARSONITE COMPO	SITES LLC		36.00 / 1	t ,	1,440.0
40	18171FOC-A CA	RSONITE COMPOSIT	ES LLC		3.75 / 1		150.0
10	1650R4A 3M CO ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 ORG 3/4IN X 60FT			1.01 / 1		10.1	
10	165BL4A 3M CO ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 BLU 3/4IN X 60FT						10.1
10	165GR4A 3M CO ELECTRICAL MARKETS DIV. VINYL ELECT TAPE 165 GRN 3/4IN X 60FT				1.01 / 1		10.1
30	80610938187 CORNING OPTICAL COMMUNICATIONS 88T-0.75X60 (3/4X60) VINYL TAPE				3.03 / 1		90.9
75	GC268 HUBBELI CONNECTOR C	L POWER SYSTEMS U GROUND			7.94 / 1		595.5
20	GC5006 HUBBEI VISE TYPE CON	LL POWER SYSTEMS INECTOR			2.07 / 1		41.4
200		ORNING OPTICAL CO			3.96 / 1		792.0
10	EM-2525 HUBBELL POWER SYSTEMS #6 SCREW ON TERMINAL				2.30 / 1		23.0
5	GRDEXTKIT VER	RTIV CORPORATION SLOT MNT			7.24 / 1		36.20
		g * =					

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

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 more! Registering is easy. Contact your local branch or visit

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	Sub Total Freight Handling Tax	6,314.62 0.00 0.00 334.67
are accepted at point of purchase only.	Total Due	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 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	4 0.50	P4 047 60
	X-072, REEL# SHC2 2 (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	on first and the 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 \$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	Örder Total

Signature of	Authorizad	Donroos	nhehi o
Siurialule oi	AUUIUIZEU	CEDIASE	r i wat i ve

Purchase Order	
Purchase Order No.	
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Vendor ID	

pping Method	100	Payment Terms	Ordered By		Reference	
		C.O.D.	Annual Control of the	Non-market sales See 2	CARL GOLD OF THE STATE	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 F , 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

Del. Doc. #:							SO#:	
	PRO#	Routing	Date Shipped	Shipped From		F.O.B.	Rt. To	
	1			FACTORY				
Ordered by:		-8.4						
Quantity	Catalog # / Des	cription			Unit Price	/ Unit	1	Amount
18	CFDP210-ELSA	WTC CHARLES INDUS DBL DOOR WILKES/RI				175.32 / 1		3,155.76
	INBOUND FREI	GHT						138.03
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Net 30 Days As a condition of 1-1/2% or the maby net due date.	the sales agreemen ximum permitted by /isa, MasterCard, A	law may be added to all a merican Express, and Dis	ge of the lesser of accounts not paid	Freight				0.00
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Quantity	Catalog # / Desc	cription			Unit Price /	Unit		Amoun
1	R-19848-CAB28	8-50F CLEARFIELD IN 288 SCAPC DIST W 5			378	36.70 / 1		3,786.70 26.75
	or:			<u> </u>	T			
				*	Like		ľ	
				24 5 %				

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	Ι.		F.O.B.	Rt. To
27-2-2			\mathbf{I}°			
Ordered by:						
Quantity	Catalog # / Desc	cription		Unit Price /		Amount
4140 🗸	AT-3GE8YSX-04 ITEM#: P/N: RE	18 OFS FITEL LLC EL# SHCO 1B		446.0	00 / 1000	1,846.44
6968 🗸		14 OFS FITEL LLC .L DRY CORE ALLWAVE I EL# SHCO 2	RIBBON	879.0	00 / 1000	6,124.87
3736		72 OFS FITEL LLC L DRY CORE ALLWAVE R EL# SHCO 3B	BBON	589.0	00 / 1000	2,200.50
5656 ✔		14 OFS FITEL LLC LL DRY CORE ALLWAVE F EL# SHCO 7B	RIBBON	879.0	00 / 1000	4,971.62
5656 V	AT-3GE8YSX-288-E OFS FITEL LLC ITEM#: P/N: REEL# SHCO 1A					9,191.00
5252 √	AT-3GE8YSX-28 ITEM#: P/N: RE	88-E OFS FITEL LLC EL# SHCO 3A		1625.0	00 / 1000	8,534.50
6564 √	AT-3GE8YSX-28 ITEM#: P/N: RE	8-E OFS FITEL LLC EL# SHCO 4A		1625.1	00 / 1000	10,666.50
4444 🗸	AT-3GE8YSX-14 ITEM#; P/N; RE	4-E OFS FITEL LLC EL# SHCO 5A		910.0	00/1000	4,044.04
5748√	AT-3GE8YSX-07 ITEM#: P/N: REI	2-E OFS FITEL LLC EL# SHCO 6A		610.0	00 / 1000	3,506.28
5450	AT-3GE8YSX-07 ITEM#: P/N: REI	'2-E OFS FITEL LLC EL# SHCO 7A		610.0	0 / 1000	3,324.50
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90		IARLES INDUSTRIES/CO DUNTING STAKE & HAR		2	606.60		
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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.		of the lesser of	Sub Total Freight Handling Tax		606.6 0.0 0.0 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

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Del. Doc. #:	PRO#	Routing D	ate Shipped	Shipped From	F.O.B.	Rt. To	
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Quantity	# / Desc	cription			Unit Price / Unit		Amou
13333		24 OFS FITEL LLC			338.00 / 1000	#	4,506.5
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\$ 270	T. Carlo	COICES QUICKLY and EASILY Contact your according is easy. Contact your		a payments, obtain low	nice conies en de Of Of	deliveries and	
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Quantity	Catalog # / Desc	cription			Unit Price	Unit	T	Amou
9	OSE-ST-3-TQ C	ORNING OPTICAL CO IBBON SPLICE TRAY				5.91 / 1		323.1
2		CORNING OPTICAL O	COMMUNICATIONS		96	57.71 / 1		1,935.4
2	15-211-14 CORN KIT RIBBON TE	NING OPTICAL COMM RMINATION	UNICATIONS		7	5.33 / 1		150.6
2		RBN-TERM-KIT-FMS CORNING OPTICAL COMMUNICATIONS FIBER RIBBON BRANCHOUT KIT DSE-CBL-36 CORNING OPTICAL COMMUNICATIONS				2.45 / 1		164.9
1	OSE-CBL-36 CORNING OPTICAL COMMUNICATIONS CABLE ENTRY KIT .625 TO .750IN				25	9.26 / 1		29.2
4	OSE-CBL-37 CO	RNING OPTICAL COM KIT .7587IN	MMUNICATIONS		29	9.26 / 1		117.0
	INBOUND FREIGHT			<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 is a condition o	f the sales agreement	, a monthly service char		Freight Handling				0.0 0.0
y net due date.		law may be added to all nerican Express, and Di /.		Tax				145.3
				Total Due				2,887.9

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uantity	Catalog # / Desc	cription		Unit Price / Unit		Amou
6968	AT-3GE8YSX-28 288F ACCUROL ITEM#: P/N: RE	B OFS FITEL LLC LL DRY CORE ALLWAVE RIBBON		1581.00 / 1000	#	11,016.4
\$ 87	Use out more! E	r customer portal for all your account needs Registering is easy. Contact your local bran # Identifies Non-Exempt Items That Are	ch or visit	voice copies, find proof of de	aliveries and	
erms of Pay	ment		Sub Total			11,016.4
et 30 Days	f the sales agreement	t, a monthly service charge of the lesser of law may be added to all accounts not paid				0.0
net due date.	Visa, MasterCard, Ar	n, MasterCard, American Express, and Discover credit cards of purchase only.				583.8
re accepted at point of purchase only.		Total Due			11,60	

8,631.97

200.24

457.49

9,289.70

0.00

PO #:							SO#: :	-
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		Southeastern Freigh			5	PPD - BIII		
Ordered by:	(e)							
Quantity	Catalog # / Desc	cription			Unit Price	/ Unit		Amoun
36000	5E-SWP-PV4P24 51-240-31	4-GY-P-ESS-100 SUPERI	OR ESSEX INTER	NATIONAL LP	140).00 / 1000	#	5,040.00
25		615880 ERICO INTERNATIONAL CORPORATION GRND ROD 5/8INX8FT CU BOND 10MIL						294.75
100	PF-ONT-NID PRECISION REEL CABLE AND SUPPLY LLC ONT NID OUTSIDE HOUSE BOX				2	25.55 / 1		2,555.00
315	BARE-CU-SD-6- BARE CU	SOL-315S GENERIC VEN	IDOR WIRE-WYRF	PA .	868	3.94 / 1000	#	273.72
25		GC268 HUBBELL POWER SYSTEMS CONNECTOR CU GROUND				9.30 / 1		232.50
100	GC5006 HUBBE VISE TYPE COM	LL POWER SYSTEMS NNECTOR			:	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

SUBJECT TO THE STANDARD TERMS AND CONDITIONS LISTED

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 DIST. PANEL 10/10 VERSA STUD IN/OUT	7875001011	1	\$3,170.00	\$3,170.00
CRKT. BRKR. 60AMP BULLET AUX STRAP	030017760J	4	\$33.00	\$132.00
CRKT. BRKR. 30AMP BULLET 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. 20A, MAX. 1120W, FAN COOLED (BOTTOM TO TOP) -INPUT: RATED VOLTAGE: 100- 240VAC, MAX RATED CURRENT: 12A -OUTPUT: 42-56VDC, MAX. 20A, MAX. 1120W -PEAK EFFICIENCY: >96.3%	V1000A1-HE	8	\$530.00 ,	\$4,240.00

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 - 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" RACKINSULTING PAD KIT	IP8601	2	\$86.00	\$172.00
350 REF GROUND (GREEN)	39910	35	\$12.50	\$437.50
350 LUGS 350 LUG 3/8" HOLE x 2 HOLE x 1" ON CENTER NARROW TONGUE	YA34L2NT38FX		\$17.50	\$35.00
ENERSYS SBS190F 23" Relay Rack 3 Strings SBS 190F, 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 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 4/0 LUG 3/8" HOLE x 2 HOLE x 1" 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. Payment Terms: Net 30 Days			
Freight Prepay & Add; FOB Shipping Point			
Lead-time 10-12 weeks ARO			
Signature			
		forps as property or the contractions.	
Signature	Date		
Printed name			

LABOR

\$2,400.00

\$7,200.00

3

COMMONWEALTH OF VIRGINIA



House of Delegates RICHMOND

COMMITTEE ASSIGNMENTS:

COURTS OF JUSTICE (VICE-CHAIR)
PRIVILEGES AND ELECTIONS
COMMERCE AND ENERGY

August 16, 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 Pittsylvania County

Dear Dr. Holmes:

Please accept this letter of support for Pittsylvania County's application with RiverStreet Networks and the West Piedmont Planning District Commission for building improved internet accessibility for the northernmost rural part of Pittsylvania County.

As the representative for the 16th House District, my office has received persistent and recurring requests from constituents who need internet access. In light of the events surrounding the recent pandemic, the underlying consensus was that reliable, fast internet is a necessity and expectation for all households. Funding for this grant would provide a special opportunity to significantly improve the quality of life for residents in Southside Virginia and advance our future educational and economic prosperity.

Therefore, I respectfully request that Pittsylvania County's application be given every due consideration. If you have any questions of if I can be of additional assistance, please do not hesitate to contact my office.

Sincerely,

Delegate Les R. Adams 16th House District

LRA/sas



FOURTEENTH DISTRICT

COMMONWEALTH OF VIRGINIA HOUSE OF DELEGATES RICHMOND

COMMITTEE ASSIGNMENTS:
AGRICULTURE, CHESAPEAKE AND
NATURAL RESOURCES (VICE-CHAIR)
APPROPRIATIONS
COMMERCE AND ENERGY

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 Pittsylvania County.

Dear Dr. Holmes:

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

The citizens of Pittsylvania 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 result, many students had to rely on an adult to take them to a school's "hot spot," located as far as 15 miles from home, to receive or submit their lessons. Some teachers still need access.

Also, citizens face health challenges when they cannot connect electronically to health care providers. Local fire departments are unable to complete required online training on site.

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 Pittsylvania 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,

Danny Marshall



PITTSYLVANIA COUNTY SCHOOLS

P.O. Box 232 · 39 Bank Street S.E. · Chatham, Virginia 24531

Dr. Mark R. Jones Division Superintendent

August 16, 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 Pittsylvania County

Dear Dr. Holmes:

On behalf of the Pittsylvania County Schools, I am writing in support of the Pittsylvania County VATI application and their joint grant application with RiverStreet Networks and West Piedmont Planning District Commission for building improved internet in rural areas of northern Pittsylvania County, Virginia.

The citizens of Pittsylvania 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 being present in a classroom.

The lack of broadband accessibility in this area affects the continuing opportunities that are available to all students. Our school division strives to help all students, regardless of their residence location, to be successful. Our mission is to educate and nurture students to be successful and productive citizens while also being recognized as having an innovative, challenging and exemplary school system. Greater broadband access is needed to help provide the pertinent tools necessary to increase student educational growth in all areas of our County.

We recognize the importance of broadband to citizens in our County. Such improvements will increase educational opportunities and economic growth in this area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The citizens of Pittsylvania 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,

Mark R. Jones, Ed.D.

Division Superintendent

Mand R. Jones



Pittsylvania County Sheriff's Office

Michael W. Taylor, Sheriff

21 North Main Street • Post Office Box 407 • Chatham, Virginia 24531 Telephone: (434) 432-7800 • (434) 656-6211 • Fax: (434) 432-7823



August 21, 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 Pittsylvania County, Virginia

Dear Dr. Holmes:

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

To further suffer the lack of a reliable to a non-existent internet service in our region, my office has numerous deputies who do not have affordable internet access at their residences. Given today's business environment, with required on-line training, office messaging and community interaction with the community's local law enforcement, a reliable broadband network is not only needed but a necessity.

We recognize the importance of broadband to citizens of our county. Reliable Internet accessibility will increase educational opportunities, expand economic growth and aid in law enforcement proficiency in the area. Their proposed investment in broadband infrastructure utilizing a VATI Grant would bring our community into the 21st century. The Citizens of Pittsylvania 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. With kindest regards I remain,

Very truly yours,

Michael W. Taylor Sheriff 107 South Shelton St. P.O. Box 602 Gretna, Virginia 24557 Tel: 434-656-6572 Fax: 434-656-6941

TOWN OF GRETNA

Email: townhall@townofgretna.org

INCORPORATED 1901



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 Pittsylvania County.

Dear Dr. Holmes:

The Town of Gretna is writing in support of Pittsylvania 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 northern Pittsylvania County, Virginia.

The citizens of Pittsylvania 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.

Broadband service is critical in virtually every aspect of day-to-day life. With instant communication being a necessity in agriculture, education, medicine, economic develop, community development, and in the activities of business large or small, the rural areas of Pittsylvania County have been denied the opportunity to take advantage of Broadband service due their density not being able to support the capital cost for a Broadband network. Pittsylvania County is the largest county in Virginia, but the lack of Broadband service has served as a huge roadblock in the access to information and the development of these areas of the County.

The Town of Gretna recognizes the importance of Broadband to all of the citizens in Pittsylvania County. Such improvements will provide instant access to information and services from the living room of a residential home to the Board Room of a manufacturing business. The proposed investment in broadband infrastructure utilizing a VATI Grant would bring an underserved area our community into the 21st century. The citizens of Pittsylvania County in the proposed project area of the County will finally have access to broadband equal to citizens in larger cities and more populated areas with the successful completion of this proposed.

Please consider their application and know that the Town of Gretna stands in support of their efforts.

Sincerely,

R. Keith Motley, Mayor

Town of Gretna



OFFICE OF COMMISSIONER OF THE REVENUE

PITTSYLVANIA COUNTY P.O. BOX 272 CHATHAM, VIRGINIA 24531

(434) 432-7940 (434) 656-6211 FAX (434) 432-7957 robin.goard@pittgov.org

Robin Coles-Goard Commissioner

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, VA 23219

Letter of Support for 2023 VATI Grant for Pittsylvania County

Dear Dr. Holmes:

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

The citizens of Pittsylvania 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.

Not only were students impacted by the lack of internet access/service, this office and other county offices were also. During the pandemic in 2020, this office was closed three times in less than two months due to employees having COVID. Other employees needed to work from home, but because they lacked internet service in their areas, they were unable to do so.

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 Pittsylvania 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,

Robin C. Goard

Commissioner of the Revenue

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

State	DDV Maille	recimology	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

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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 Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Optical Carrier/Fiber to the End 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 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

Ste	ite	Total	Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
No Ca	rth rolina	0	0	0	0	0	0	0	0	0
Vir	ginia	84	57	27	84	0	84	0	0	0
Tot	al	84	57	27	84	0	84	0	0	0

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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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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 Rows
Fixed Broadband Deployment	RSCVA - Dan - FCC 477 Fixed Wireless FBBD.csv	Aug 20, 2021 05:09 PM	113
Fixed Broadband Deployment	RSCVA - Dan - FCC 477 Fixed Fiber FBBD Sept 2022.csv	Aug 23, 2021 09:58 AM	192
Fixed Broadband Deployment	RSN OF VA FBBD.csv	Aug 24, 2021 09:56 AM	121
Fixed Broadband Subscription	FCC 477 - June 2021 RiverStreet Communications of VA - FBBS Revised.csv	Aug 23, 2021 08:42 AM	137
Fixed Voice Subscription	FCC 477 - June 2021 RiverStreet Communications of VA - Voice - RSCVA FVS.csv	Aug 23, 2021 08:45 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		

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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 Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Optical Carrier/Fiber to the End 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 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	IVIAI	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 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	Ó	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

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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





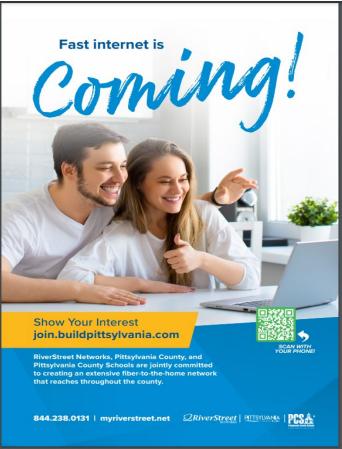




Along with and Pittsylvania County Schools, Pittsylvania County and RiverStreet Netv are jointly committed to create an extensive fiber-to-the-home network that reaches throughout the county.

844.238.0131 | myriverstreet.net

QRiverStreet | PITTSYLVANA | PCSA







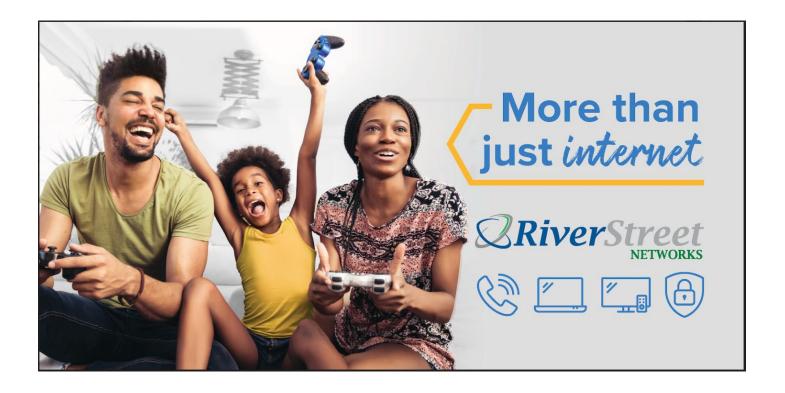








844.238.0131 | myriverstreet.net







Your neighborhood is next in line for

FIBER



Reserve your spot today!



844.238.0131 | myriverstreet.net () (a) (in)



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 🚹 📵 🛅



ZRiverStreet

*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



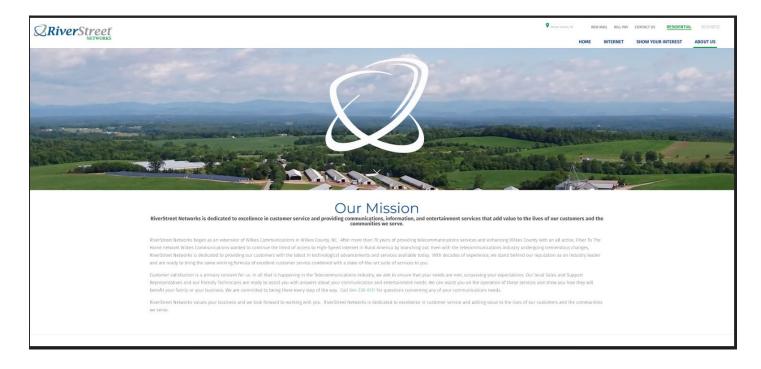
1400 River Street Wilkesboro, NC 28697

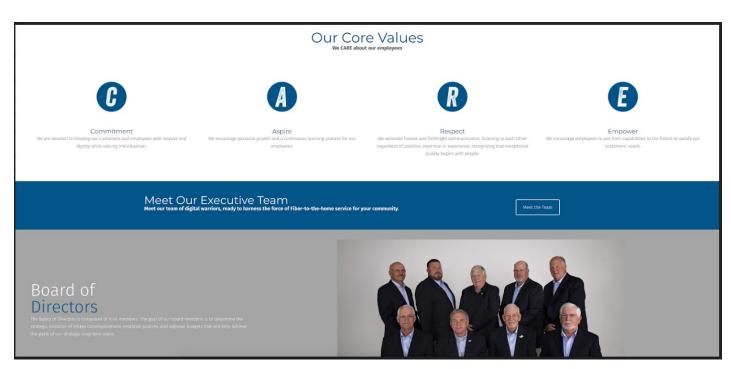


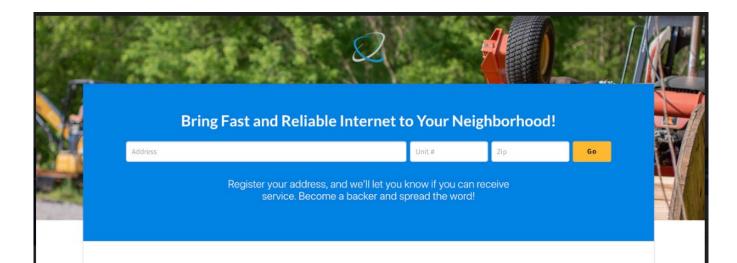




Website







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!

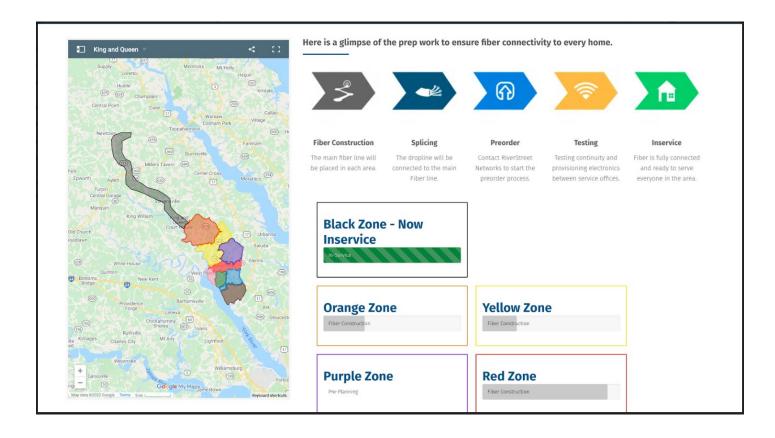
Big News for Fiber Broadband Internet Service Coming to King and Queen County

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 answer. Lorent pount door set area, consectedure adjuscing eld, sed diam nonuminy nith easiened briodure ut allower door for more explanation. Lorent pount door set area, consectedure adjuscing eld, sed diam nonuminy nith easiened briodure ut allower door set consectedure adjuscing eld, sed diam nonuminy nith easiened briodure ut allower door set consectedure adjuscing eld, sed diam nonuminy with magnification and even developed to the procession of the bring deprise of place and even developed to the place of the place of

PRESS RELEASES



RIVERSTREET NETWORKS RESIDENTIAL PRICING



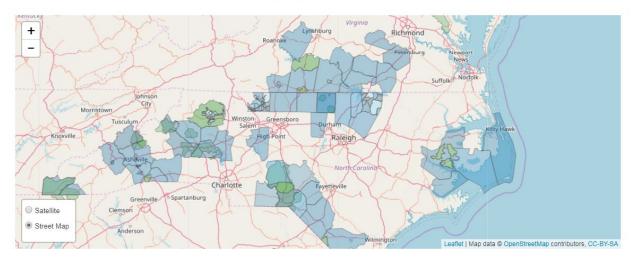


Help extend fiber to your neighborhood!

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

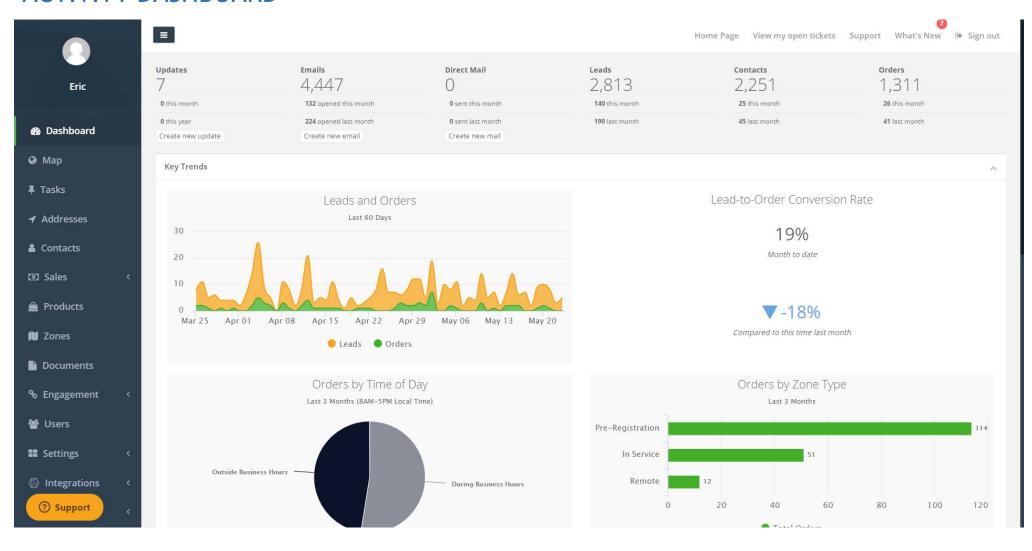
Service Areas



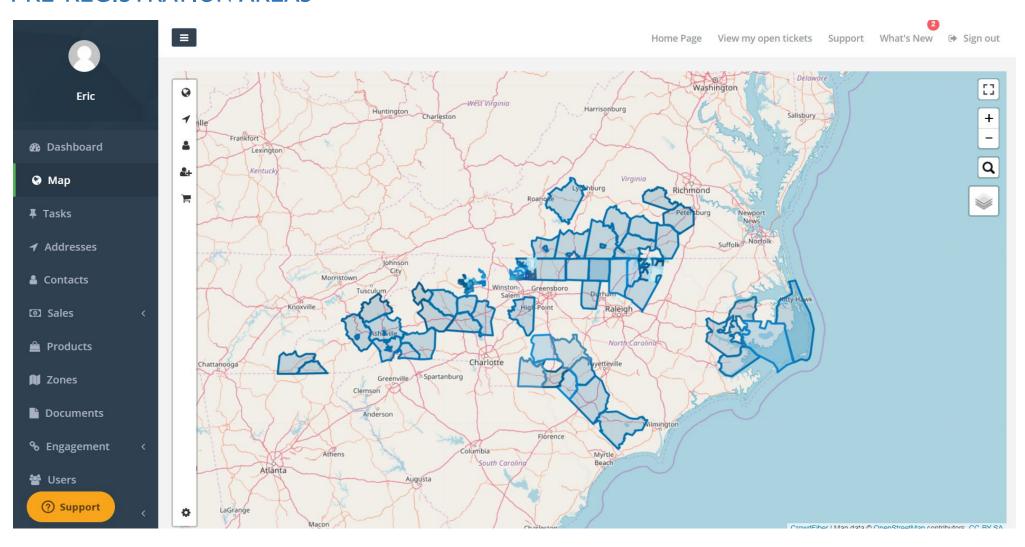
Areas In Service

Areas where service is currently available.

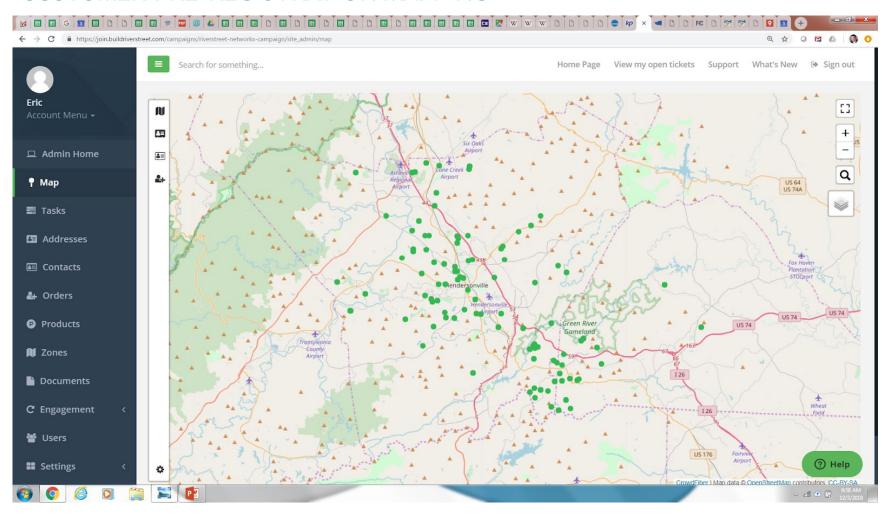
ACTIVITY DASHBOARD



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%