VACo ANNUAL CONFERENCE

TUESDAY, NOVEMBER 10, 2020 | 1PM

Breakout Session: Broadband

Jeff Stoke | Deputy County Administrator | Prince George County

Holly Hartell | Business Relationship Manager | Arlington County

Fiber to the Home in Prince George County, VA

RURALBAND
CONNECTING PEOPLE

An agreement between PGEC Enterprises, Prince George County IDA, and the County of Prince George, VA

June 16, 2017 & May 20, 2020

A tip of the hat….

Thank you, Co-Mo Electric Cooperative, Inc.!
Tipton Headquarters Office
29868 Highway 5
Tipton, Missouri
P.O. Box 220 65081

Co-Mo Electric Cooperative, Inc.
A Touchstone Energy® Cooperative
The power of human connections®

A New Necessity

In the 21st century, a new technology is emerging: broadband Internet. This new technology is transforming lives and bringing economic development to the areas that adopt it.

Co-Mo Comm, a subsidiary of Co-Mo Electric, **began a pilot project in 2010** to determine if it could bring all the cooperative's members a state-of-the-art fiber-to-the-home communications network. In June 2012, the Co-Mo Comm Board of Directors announced it would extend the pilot project to the entire Co-Mo Electric service territory through a four-phase plan over the next four-plus years.

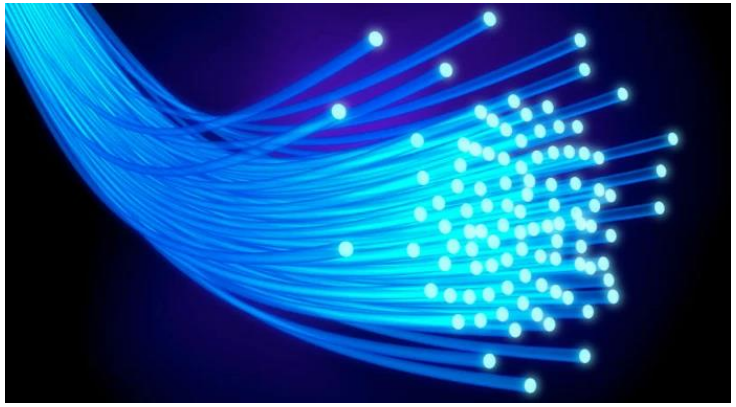
In addition to Internet and telephone service, the communications network, dubbed Co-Mo Connect, would offer television packages over the revolutionary fiber system.

Rural broadband using electric cooperative partner

Parties to the agreement:
COUNTY OF PRINCE GEORGE, VIRGINIA (the “County”) a political subdivision of the Commonwealth of Virginia

PGEC ENTERPRISES, LLC (“PGECE”) a Virginia limited liability company authorized to transact business in the Commonwealth of Virginia

INDUSTRIAL DEVELOPMENT AUTHORITY OF THE COUNTY OF PRINCE GEORGE, VIRGINIA (the “Authority”), a political subdivision of the Commonwealth of Virginia



Packages
$49/month for 25 Mbps
$74/month for 100 Mbps
$99/month for 250 MBPS
$139/month for 1 Gig
Phone add $11/month with any internet package

Virginia SCC and business model

Grant path:

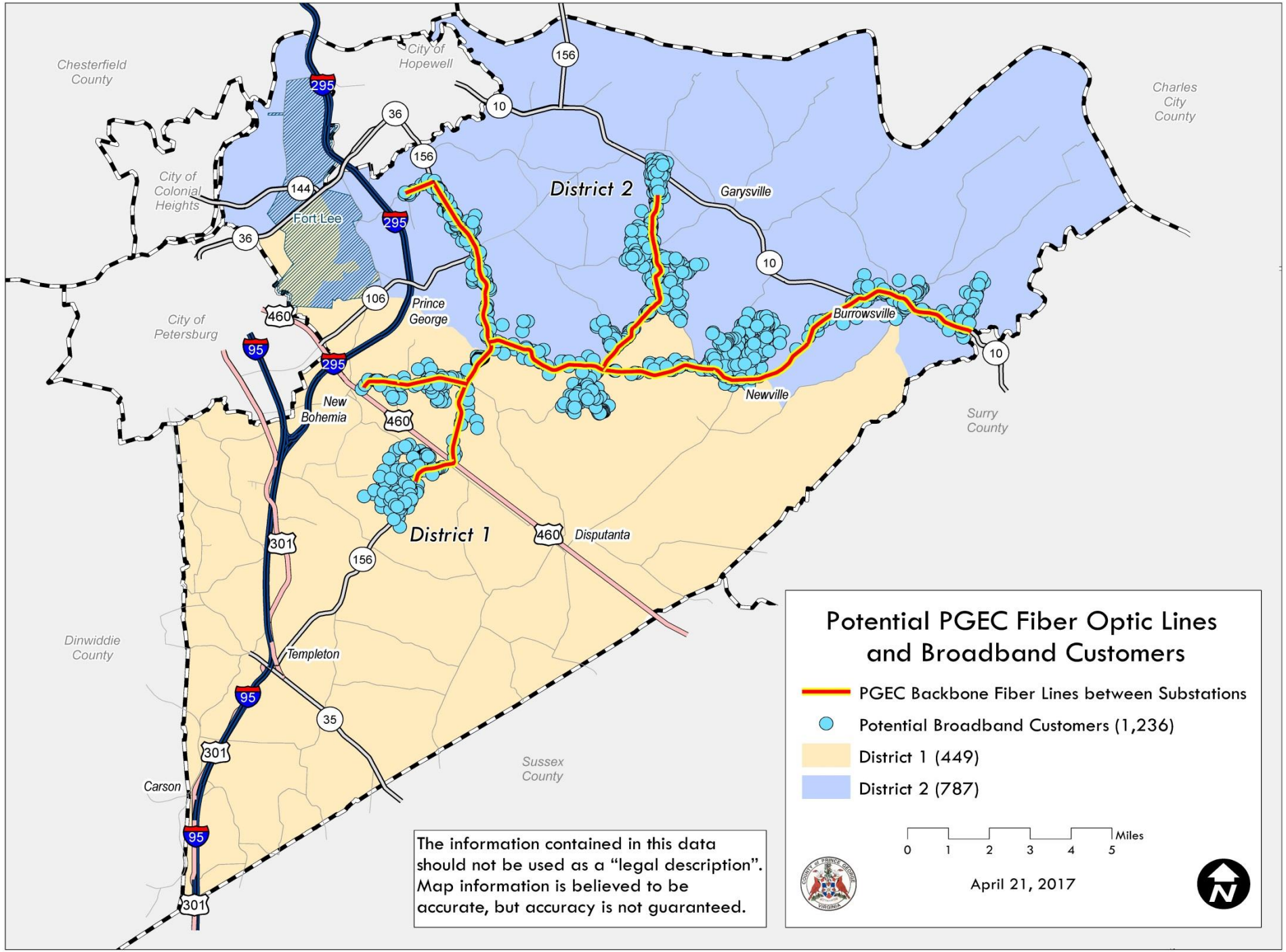
The Prince George County Board of Supervisors would allocate $1,000,000 from taxable bond proceeds to the Prince George County Industrial Development Authority. The Authority would establish a Broadband Expansion Grant in the amount of $1,000,000 and enter into a contract with the County and PGECE to award the funds. The two agreements were signed July 16, 2017 and May 20, 2020.

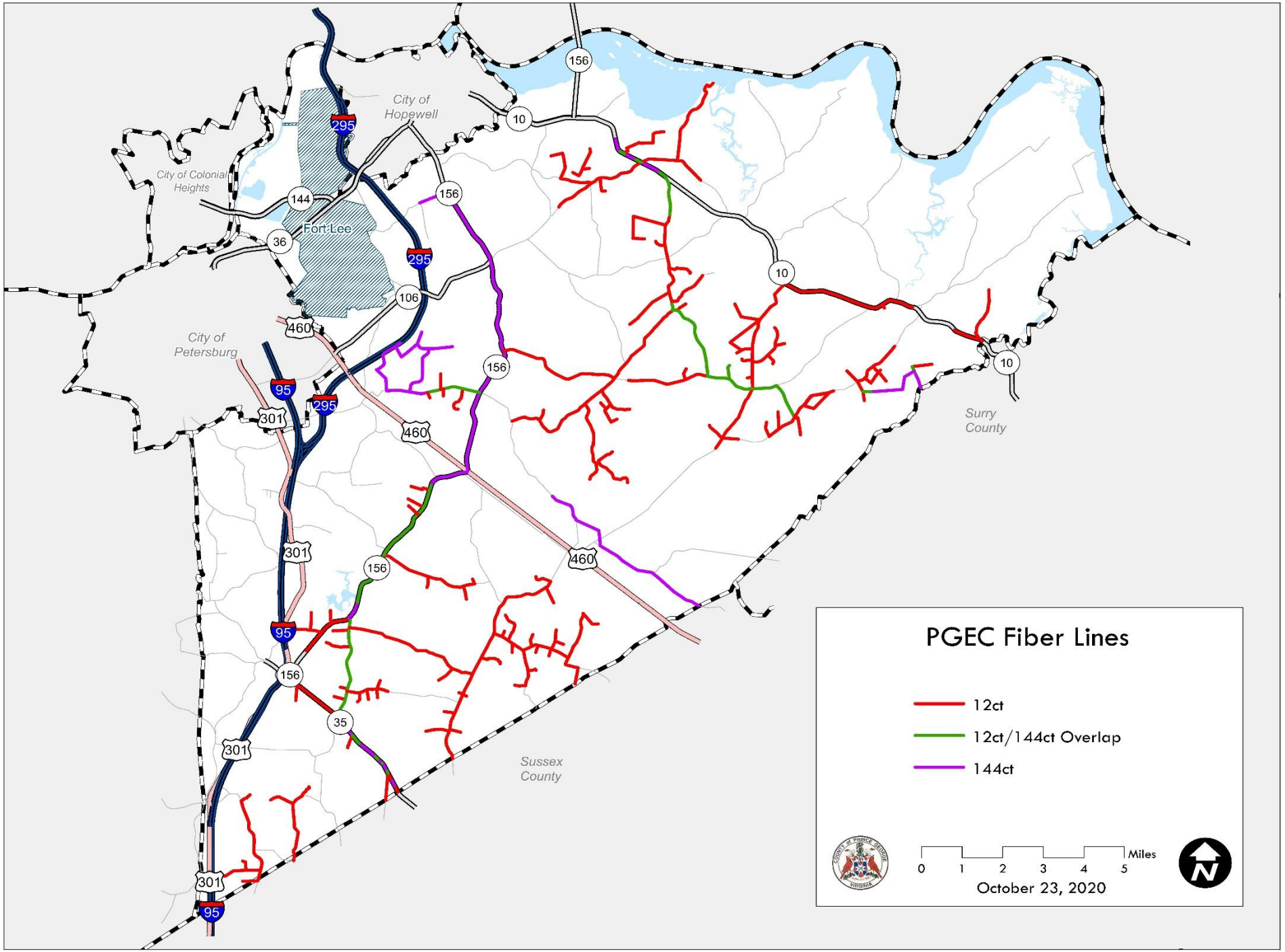
Clawback:

PGECE will return to the Authority $2,000/connection for each connection not completed, under the 500 subscription target, after four years.

Stretching the ROI

RURALBAND
CONNECTING PEOPLE


Chesterfield County
City of Hopewell
Charles City County
City of Colonial Heights
Fort Lee
District 2
Garysville
Prince George
Burrowsville
City of Petersburg
New Bohemia
Newville
Surry County
District 1
Disputanta
Dinwiddie County
Templeton
Sussex County
Carson
295
36
156
10
144
106
460
95
301
35
Potential PGEC Fiber Optic Lines and Broadband Customers
PGEC Backbone Fiber Lines between Substations
Potential Broadband Customers (1,236)
District 1 (449)
District 2 (787)
Miles
0 1 2 3 4 5
April 21, 2017
The information contained in this data should not be used as a "legal description". Map information is believed to be accurate, but accuracy is not guaranteed.


City of Hopewell
City of Colonial Heights
Fort Lee
City of Petersburg
Surry County
Sussex County
295
95
10
156
144
36
106
460
301
35
PGEC Fiber Lines
12ct
12ct/144ct Overlap
144ct
0 1 2 3 4 5
Miles
October 23, 2020

Status and still moving forward:

Unlike electrification long ago, local governments are going to have to pay their fair share to implement fiber construction. What we realized in Prince George County, VA - federal and state financial resources were not going to solve our broadband issue. Not enough money in the federal and state coffers, we didn't qualify due to stipulations (low/mod) or the incorrect maps said we were already covered, and too many bureaucratic hoops made the business model unattainable.

I believe local governments should be able to independently provide internet as a service to the community where corporate interests have failed to expand.

Phase I (June 16, 2017 $1 million) project completed July 22, 2019. Over 500 homes.

Phase II (May 20, 2020 $1 million) project still ongoing. There are 996 total fiber connections in Prince George County. Over 60 connections scheduled next week. Take rate near 50%. The goal we all strive for is full build out in five years.

Ruralband is in Prince George County, Surry County and Sussex County with now over 1,556 fiber connections and growing.

RURALBAND: Connecting People - https://www.ruralband.coop/

DIGITAL EQUITY IN ARLINGTON

ARLINGTON
VIRGINIA

HOLLY HARTELL

ASSISTANT CIO FOR STRATEGIC INITIATIVES

DIGITAL DIVIDE IN ARLINGTON

16 PERCENT of households do not have access to a fixed home broadband internet connection (cable, fiber optic or DSL).

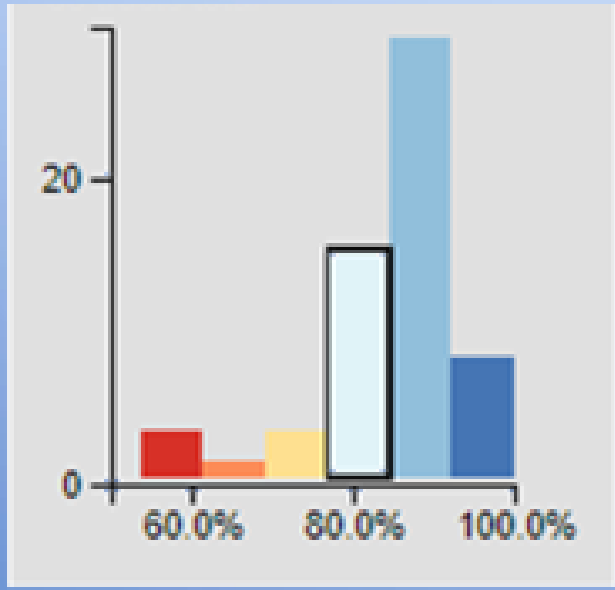
72 PERCENT of households that lack access to broadband internet connection (which includes cable, fiber optic, or DSL; a cellular data plan; satellite; or a fixed wireless subscription) earn $75,000 or less annually.

Source: U.S. Census Bureau's [2013-2017] American Community Survey 5-year estimates

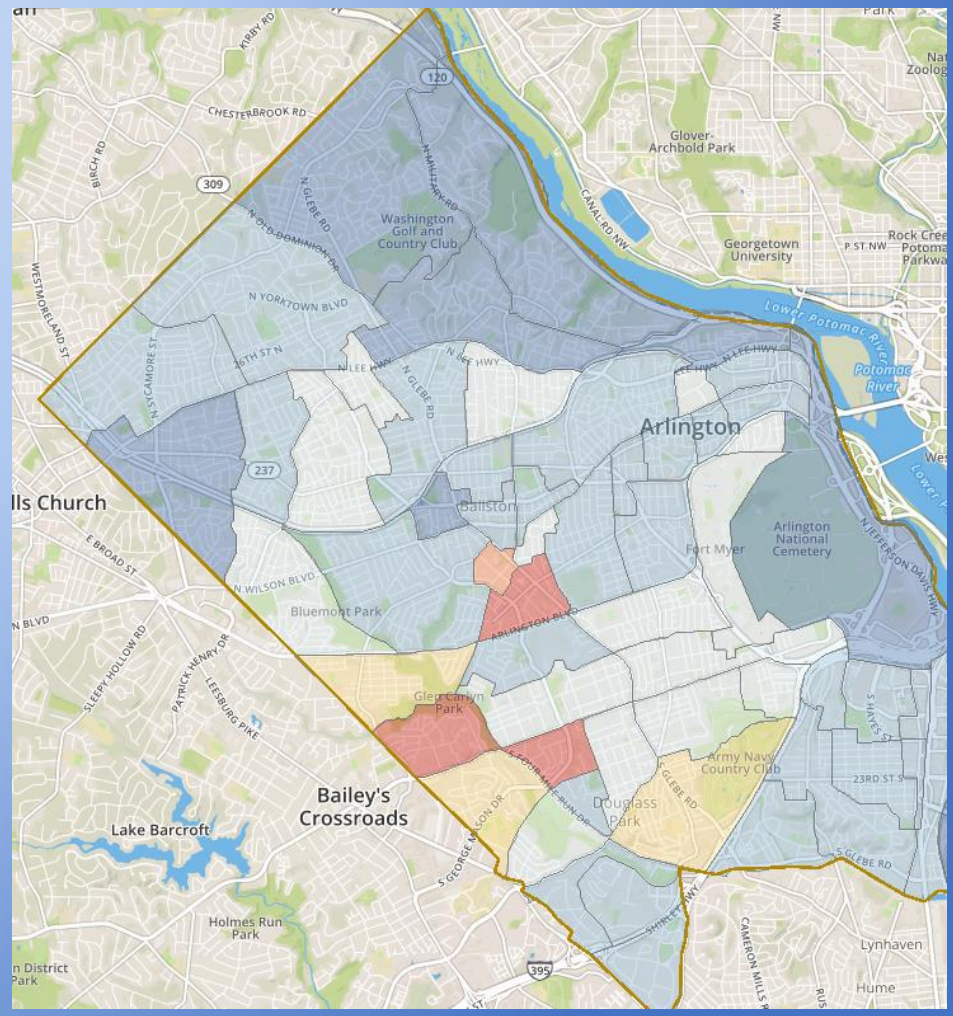
WHERE DOES THE DISPARITY EXIST?

Census tracts with the lowest fixed home broadband adoptions rates correlate to Arlington's low- and moderate- income neighborhoods (Buckingham, Nauck, Columbia Heights West, Douglas Park, Columbia Forest)

59 tracts total



- 53.7% to 61.4%
- 61.4% to 69.1%
- 69.1% to 76.8%
- 76.8% to 84.6%
- 84.6% to 92.3%
- 92.3% to 100.0%



Source: U.S. Census Bureau's [2013-2017] American Community Survey 5-year estimates

WHY IS DIGITAL EQUITY IMPORTANT?

Access to the internet and digital connectivity enables residents to:

- Complete schoolwork online
- Access healthcare resources
- Communicate with friends and family
- Research and apply for jobs
- Work remotely
- Make appointments
- Public safety awareness
- Participate in civic engagement
- Pay bills online

ARLINGTON'S VISION FOR DIGITAL EQUITY

- **All Arlingtonians have the information technology capacity needed to fully participate in the community and economy.**

Strategies will address:

- **CONNECTIVITY:** Arlington residents are able to connect to affordable broadband internet.
- **ACCESS:** All residents can access the internet with a device.
- **USABILITY:** Residents have the appropriate digital skills necessary to be successful on the internet.
- **PROGRAM SUSTAINABILITY & COMMUNITY CAPACITY:** Arlington's strategies to achieve its digital equity goals are sustainable and the community is engaged on the issue.

COMMUNITY SURVEY RESULTS

DIGITAL EQUITY IN ARLINGTON JUNE 2020

87% pay **$50+** for internet

52% use computer or tablet **39%** use cell

74% have **4+** devices

50% w/ students have connection issues

43% better price **32%** better quality

PROGRESS UPDATES SINCE COVID

1,600 Patients

Free Clinic Connection to Hospital

Platform to improve outcomes for individual's w/o Medicaid

Avg 370 Connects per week @ 19 sites

County Wi-Fi Hotspots

Extend Wireless Connectivity

~900 Students

Comcast Internet Essentials

Participate in distance learning and support family needs

14 school sites & 4 intersections

Pop Up Wi-Fi Hotspots

Bring Wi-Fi options closer to residences

PRIORITY FOCUS TO CARRY US THROUGH COVID

Feasibility Study

Provide a framework and cost model of providing broadband connectivity to affordable housing properties

Wi-Fi Blaster Project

Create a private LTE network using CBRS technology to provide APS students along Columbia Pike broadband access in their homes

Digital Equity Action Plan

Provide a policy framework with defined action steps and strategies to align funding and priorities