

# **SURRY BROADBAND IMPLEMENTATION GRANT PROJECT MANAGEMENT TEAM MEETING OCTOBER 15, 2013**

## **Agenda**

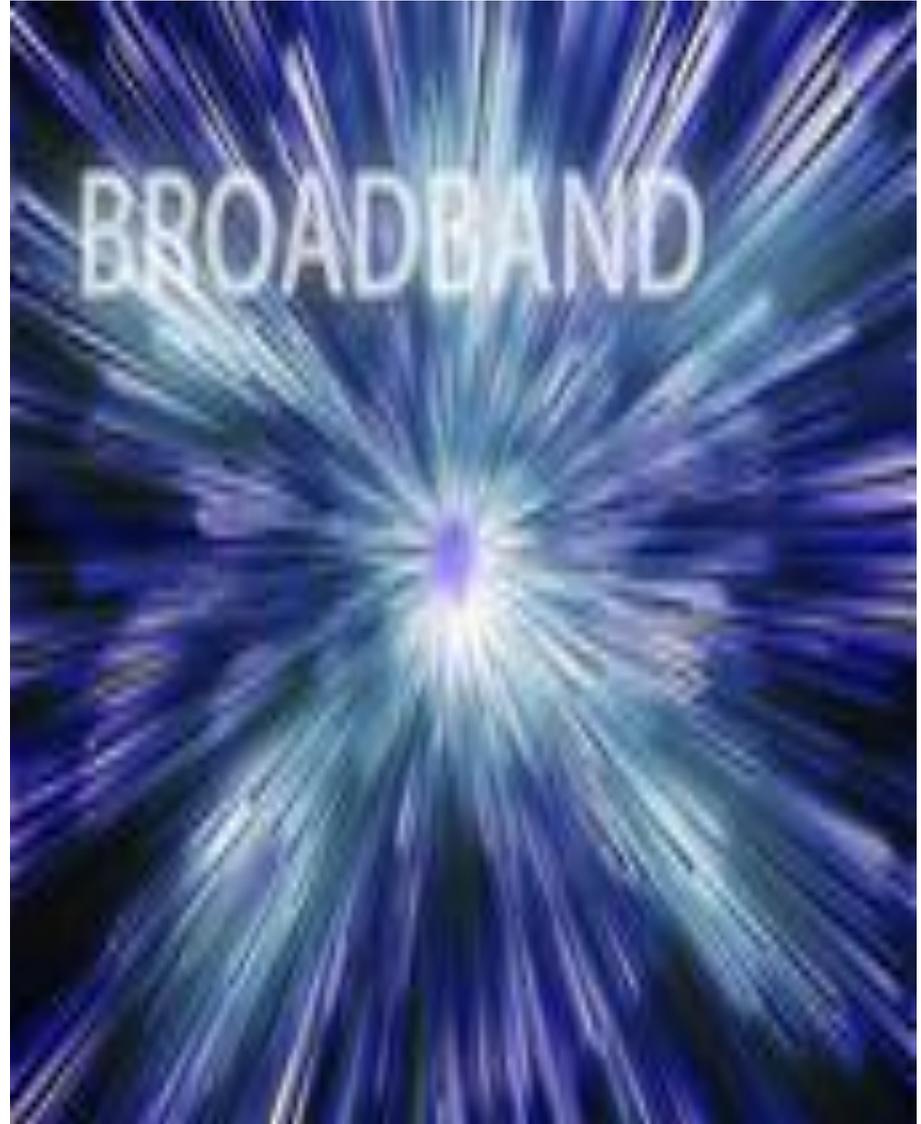
- DHR Response Tower Permitting
- GCR Company Contract Execution & Service Schedule Terms
- Community Service Facilities Update
- Business Partners Update (Windsor One & Edwards Ham)
- Outreach 380 Communications
- Discussion Transport Fee Waiver & Transport Fee other subscribers
- Discussion Firewall Equipment & VOIP Phone Information Needs
- Budget Performance
- Questions
- Next Meeting Date – December 17, 2013

*(There will be limited information to report until a permitting decision is made by FAA and VDHP)*

# Progress Surry County

## Surry County

- Surry County has contracted with GCR Company, South Boston, VA to provide subscriber services via our fiber infrastructure to County owned Community Service facilities.
- Surry County has agreed to waive any transport fees for the first term for our two business partners that participated in our efforts to secure funding from the VDHCD, Windsor One and Edwards Ham. Edwards Ham has entered into an agreement for service with GCR and as of 10/14/13 all technical issues have been resolved and they are up and running.
- Surry County has reached out to 380 Communications to consider subscriber services to expand their current bandwidth at an anticipated significant savings; thereby, increasing their potential to expand their current customer base. If they pursue this advice, wireless subscriber services can be offered to constituents rather quickly. This opportunity will compel a discussion regarding the fiber lateral extension, transport fees and if Surry County provides any inducements what if any savings will 380 communications pass on to constituents.
- Please see attached correspondence (380 Communications, Service Agreement Schedule)

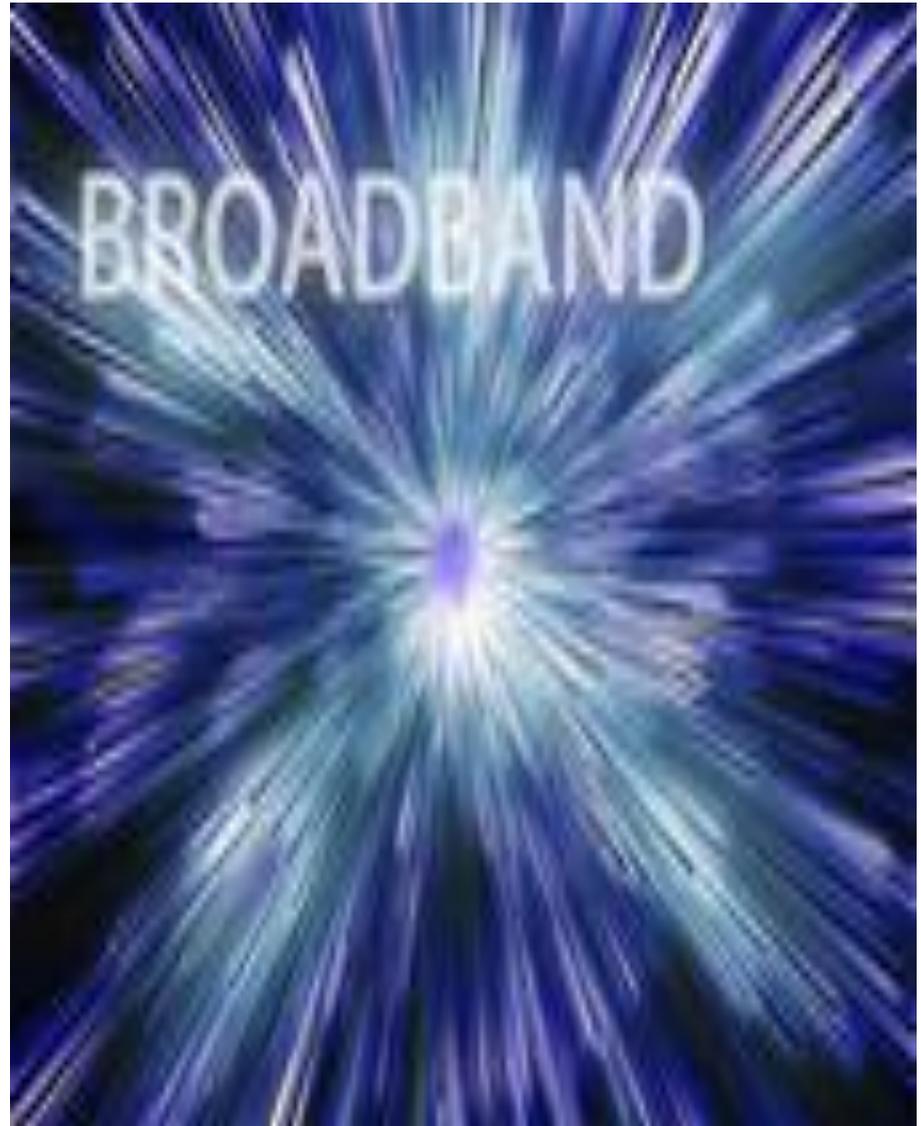


# Progress Surry County

## Surry County

- Discuss Transport Fee Charges for Subscribers. Icon recommended tiered fee schedule based on bandwidth requested by subscriber. Please keep in mind that some charge per customer is reasonable to cover anticipated expenses related to maintaining our network and infrastructure. GCR has committed to collect transport fee and remit to Surry County. Staff anticipates that the very first vendor that will serve as the catalyst for this discussion will be 380 Communications. Additionally, informal staff discussions with Savgge Auto indicate that they will likely also be early subscriber patrons. GCR has also agreed to consider subscriber services to anyone within the fiber infrastructure network on a case by case and cost basis.

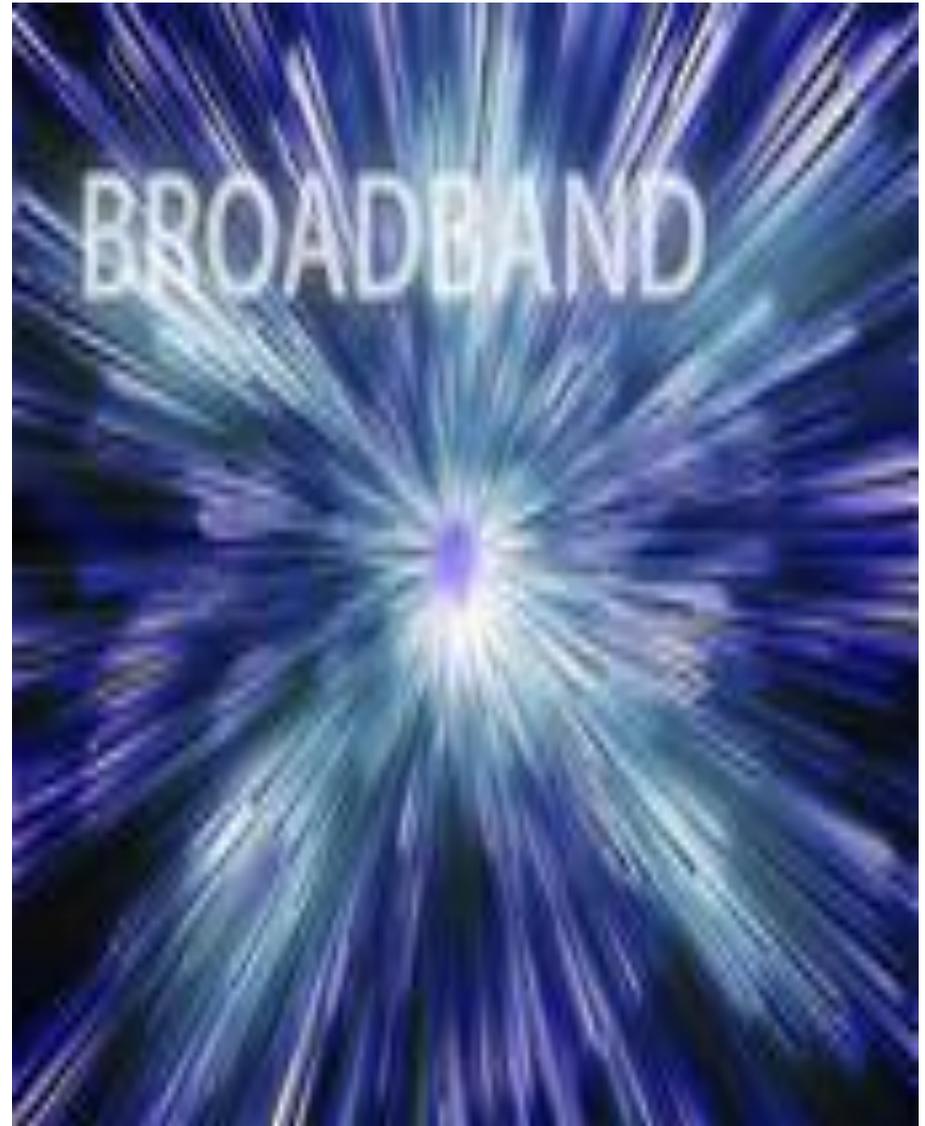
- Surry County has remitted all information with the exception of BZA public hearing minutes for a decision by FAA and DHR regarding permitting for the proposed communication tower off Old Burrough Road. We must secure a decision regarding permitting before we can proceed any further. Therefore, no solicitation for design/build of tower has progressed. During Federal Furlough no decision will be made regarding the project status. BZA minutes will be uploaded approximately 10/17/13 after approval by Board.



# Progress Surry County

## Surry County

- See copy of Surry County Response to DHR request for additional information.
- Staff invited reporters from both the Smithfield Times and Sussex Surry Dispatch to lunch on Friday, October 4<sup>th</sup> to discuss our Broadband project, contractual commitments and progress to date with a request to run a story regarding project status. This effort was an attempt to proactively address inaccuracies that are swirling in the community and reported as editorials in the local paper. Smithfield Times article attached. Let's hope it is effective!!!
- Interim grant audit conducted and concluded. Verbal feedback indicated successful outcome. Awaiting receipt of official written evaluation.



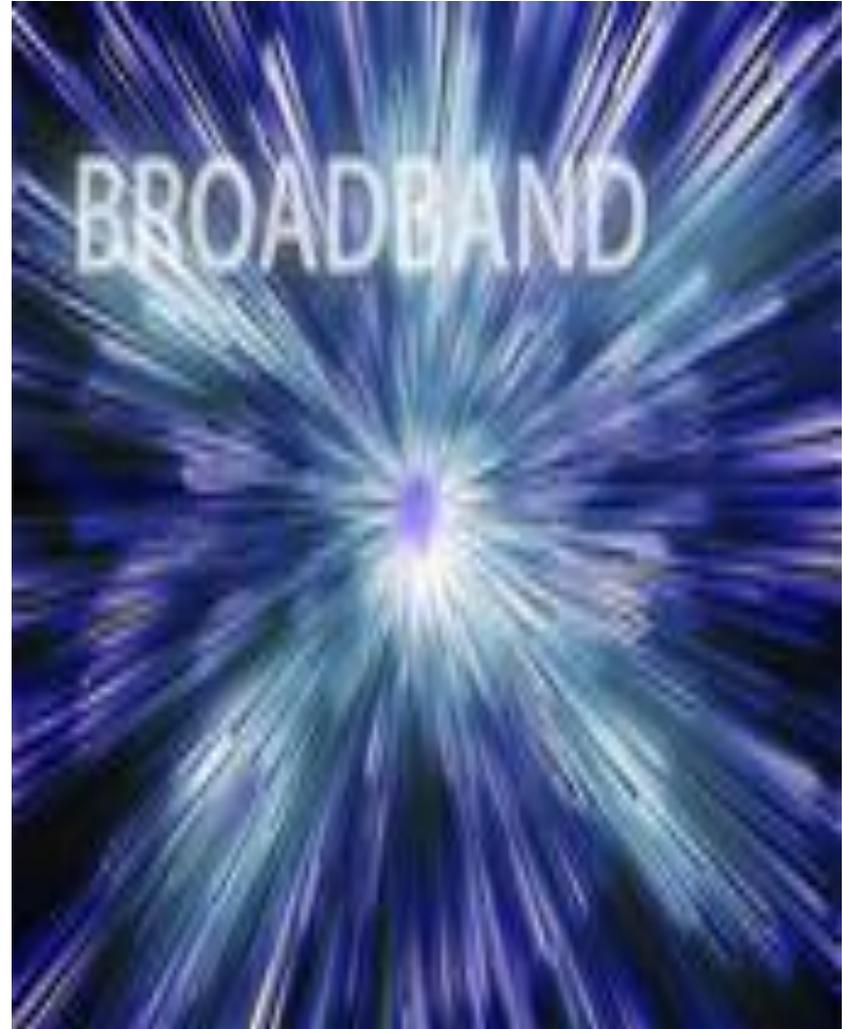
# Progress Surry County

## Surry County

•Surry County has expended just over \$200,000 over the last two fiscal periods for internet and phone service, see attached expenditure report. With our GCR Company relationship we expect to expend approximately \$14,000.00 annually for five years for internet service. We are hopeful that by using VOIP phone service through GCR Company, that we will also accrue a significant savings over our current phone expenses. To begin this dialogue GCR, Company needs information from Surry County about the number of phone lines currently existing/needed by County offices. Planning & Community Development staff would prefer that this information is made available so that a quote, dialogue and discussion can commence and be finalized prior to the start of our next fiscal year. Additionally, we would like to recommend that a portion of the savings gained from the internet provider change this fiscal year be retained in a fund set aside for fiber infrastructure related repairs, maintenance, lateral extensions, etc.

•Fire wall equipment quote/order status also needed.

•MBC proposed a couple of recommendations related to marketing of access to their fiber network. (See email correspondence Doug Herring) Planning & Community Development staff would like to suggest that we reach out to the Chamber of Commerce for an opportunity to have MBC Marketing staff speak to the local business community.



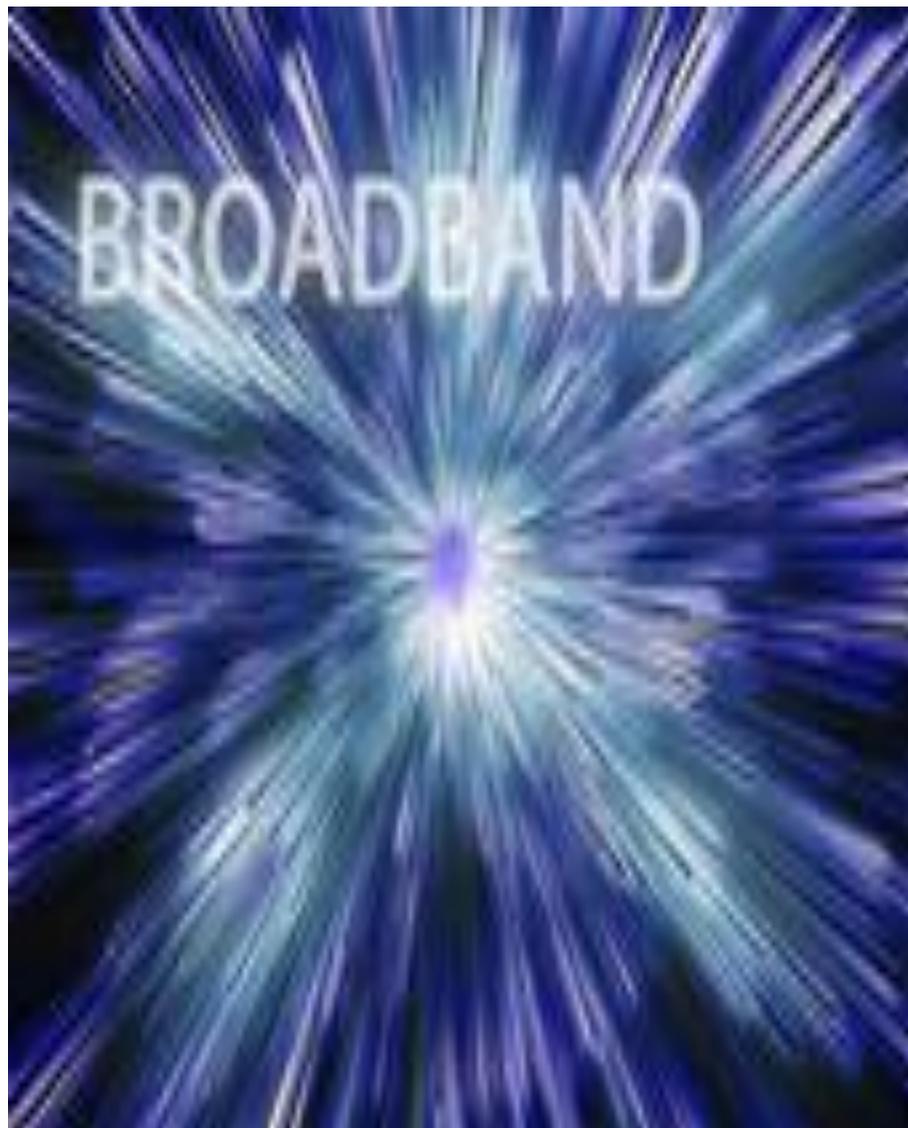
# Coordination Efforts

## Coordination Efforts MBC:

### Mid-Atlantic Broadband Cooperative

MBC grant project is complete, confirmed on 10/7/13 with Doug Herrin. Mr. Herrin advised that the Lebanon Road tower site property owners (Hunter and Pierce) allowed MBC to place their cabinet outside of the tower lease space onto their property with the understanding that if it interfered with any future plans they would move or abandon it. If MBC gets an order for service there, they will have to negotiate with SBA for access inside the fence (whether leased or purchased). MBC didn't want to pay for lease space now since no revenue from the site is currently being generated.

MBC further advised that the NTIA exit interviews went very well and conveyed that they sincerely appreciate the candid responses from the interviewees from Surry County.

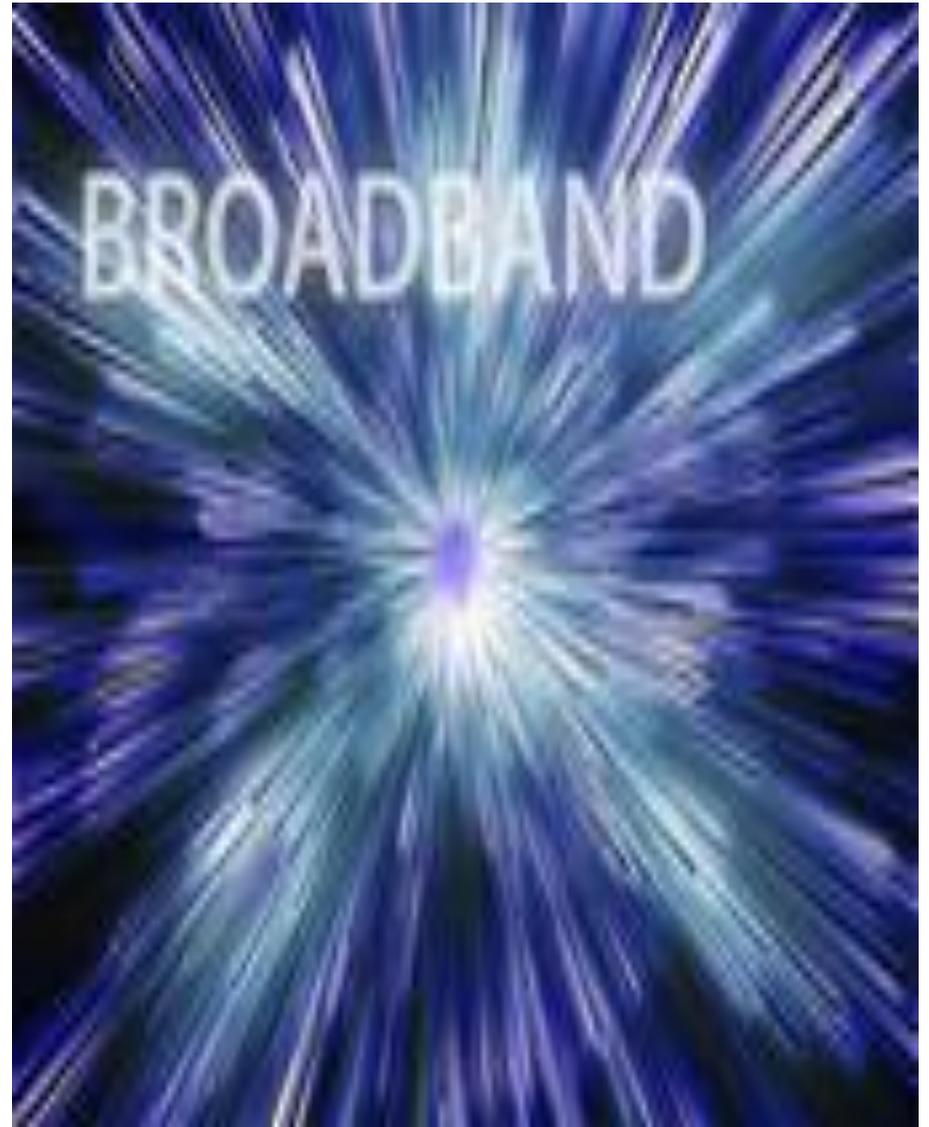


# Coordination Efforts

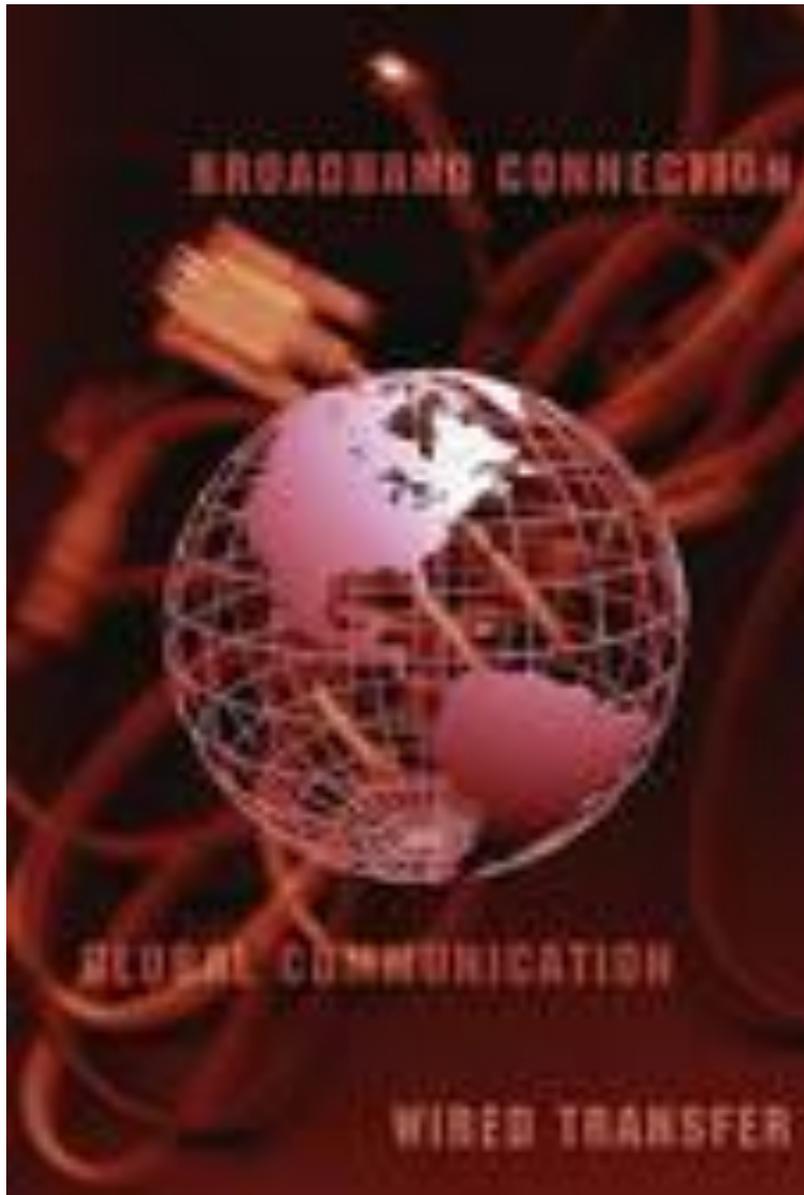
**Coordination Efforts Buggs  
Island:**

**BIT**

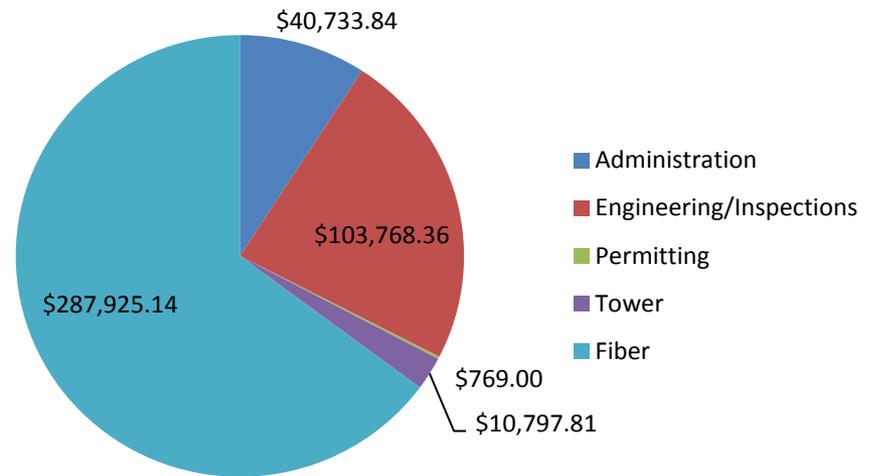
No new information to report.  
Must assume status unchanged.



# Budget Performance 10/13



**Budget Performance:**  
**\$443,994.15 Expended to date**



# Attachments

- GCR Service Schedule & Terms
- Surry County DHR Response Request for Additional Information
- Surry County Outreach 380 Communications
- Ellen Brady Response Next Steps
- Surry County Correspondence Transport Fee Waiver to Windsor One & Edwards Ham

# Questions and Comments



**Next Meeting Date – December 17, 2013**

***There will be limited information to report until a permitting decision is made by FAA and VDHP***