

Government and other Key Partnerships:

Attached documents of support from public, non-profit and private sectors, reflect a broad level of partnering with unaffiliated organizations in the project area. Partners show a wide range of community anchor institutions, including 14 public schools, the hospital and free clinic, 4 library branches, the community college and 3 universities. Also included are public safety entities: 11 fire departments, 8 rescue squads, 2 police departments, the sheriff's department, and the E911 PSAP Center.

The project strategy is simply to provide high performance broadband access to each of these entities in the expansive service area to enhance greatly the quality of their essential community services at less cost as well as to improve their ability to coordinate information and services among themselves. The project, through partnering with community entities, will enable more effective and efficient delivery of services to citizens and institutions, support data and emergency communications, and improve the quality of life for its citizens. The uploaded documents contain letters of support for the RANA and a summary here itemizes these support commitments: (additional letters as supplemental information for file size limits)

US Senator Jim Webb
US Senator Mark Warner
US Congressman Bob Goodlatte
VA Congressman Ben Cline
VA Senator Creigh Deeds
VA Senator Emmett Hanger
Alleghany County Support
Rockbridge County Administration
Buena Vista City
Buena Vista City Economic Development
Buena Vista City Police
Buena Vista Fire Department
Buena Vista Public Schools
Central Shenandoah Planning District Commission
Dabney S. Lancaster Community College(Rockbridge Regional Center)
Lexington City Manager
Lexington City Schools
Lexington City Fire and Rescue
Lexington City Police
Munters Inc.
Natural Bridge Volunteer Fire Department
Preferred Call and Response Call Center
nTelos Service Provider Letter of Intent

Steeplechase Network Service Provider Letter of Intent
Virginia Global Communication Systems Service Provider Letter of Intent
Rockbridge Area Free Clinic
Rockbridge County Administration
Rockbridge County Emergency Management
Rockbridge County Public Schools
Rockbridge Regional Libraries
Rockbridge County Sherriff
Rockbridge Regional Public Safety E911Center
Sayre Enterprises Inc.
Shenandoah Valley Partnership
Southern Virginia University
Thompson Litton Construction Letter of Intent
United Way of Lexington-Rockbridge
Washington and Lee University
VA Department of Transportation
Virginia Global Communication Systems
Virginia Horse Center
Virginia Military Institute

March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

I am pleased to hear of your application for funding a fiber network in the Rockbridge area, and support not only the benefits it will provide to you directly, but also the potential it offers for a much wider, more regional broadband network.

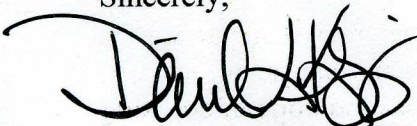
One of the requirements of what is undoubtedly an increasing number of fiber-dependent companies is redundancy; having access to multiple fiber providers. It's not just a case of having competitive bidders in order to drive down rates but more importantly, assurance of having guaranteed 365 days, 24 hour non-interruptible service.

I see cooperation between Rockbridge and Alleghany occurring in this way; running fiber through the primary gateway (Interstate 64) between our two communities. For Rockbridge, it also opens up a redundant pathway for nTelos to fiber-serve the Rockbridge area.

Running a fiber trunk line between your proposed network and ours would open up an avenue for a redundant provider. Once your network is in place, we look forward to working with you to add this redundancy to both of our networks. It is a rare and valuable opportunity we have when projects like ours can be leveraged to benefit all of the communities in our region. This is how truly effective high-speed networks are developed.

I wish you well with your proposal and look forward to our working together in the near future. Please do not hesitate to contact me if there is anything we can do to further support this budding collaboration.

Sincerely,



David L. Kleppinger
Executive Director

WASHINGTON AND LEE
UNIVERSITY

Lexington, Virginia 24450-0303

March 19, 2010

To Whom It May Concern:

Washington and Lee University is pleased to partner with RANA in a submission for broadband stimulus funds to support the proposal that is outlined to RUS. Washington and Lee University is committed to providing \$2,500,000 toward the project.

Washington and Lee University's commitment is subject to the development of a collocation facility for RANA which will also house Washington and Lee's Data Center. For purposes of this commitment, the Colocation Facility will be subject to the memorandum of understanding (or some similar form of it) which is included elsewhere in the application.

Washington and Lee University supports this initiative as it will help to bring broadband access to a far wider population group within the area. This is seen as a positive by the University as it will assist us in the recruitment and retention of faculty and staff who demand such services for their own work, spousal/partner employment or their children's education. This initiative will also provide greater opportunity for the University to provide more flexible work arrangements for faculty and staff as it will allow many of the technology access hurdles that currently exist in the area to be overcome.

Beyond these reasons, the University believes that the expansion of access will provide more opportunities for "clean" industries to locate in the greater Rockbridge County area. These industries are often compatible with the University's mission and provide broad economic support within the community.

Washington and Lee University is excited by the prospects of a successful grant application and the positive impact that it can have on both the University's community and the broader local community. Should you have any questions or need additional information about the University's support of this initiative, please feel free to contact me at (540)-458-8942 or by email at smcallister@wlu.edu.

Sincerely,



Steven G. McAllister
Treasurer and Vice President
for Finance

CITY OF BUENA VISTA

2039 Sycamore Avenue
Buena Vista, Virginia 24416
Telephone: 540 - 261 - 8601

Office of the Mayor

July 23, 2009

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main Street
Lexington, VA 24450

Dear Mr. Grim:

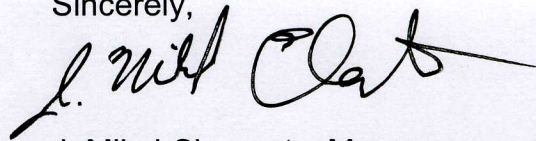
The City Council for the City of Buena Vista is pleased to initiate a relationship with The Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that the City of Buena Vista is making to bring a high-speed world class network to our City.

The City of Buena Vista believes that the open access high-speed fiber network will comprehensively reform the day to day operations and provide local businesses with unlimited bandwidth at affordable prices and provide residences with a world of information and opportunities at their finger tips.

The City of Buena Vista will commit to Rockbridge area fiber build-out project by the involvement of our personnel financial resources, and facilities. It is clearly a priority for us, and our community will be well served.

In closing, I would like to say that I am proud that the City of Buena Vista, the City of Lexington, and the Rockbridge area have embraced this project.

Sincerely,



J. Mikel Clements, Mayor
City of Buena Vista

Buena Vista City Public Schools



REBECCA G. GATES, ED.D.
Division Superintendent

MARY S. HOLM, PH.D.
Director of Instruction

JAMES W. HUDSON
School Board Chairman

CLAUDETTE WORLEY
Clerk of the School Board

March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The Buena Vista City School system is pleased to express support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase the educational opportunities available to our students.

As a school division, we rely heavily on reliable access to the internet for students and teachers. Currently, students are taking online advanced placement and credit recovery and remediation courses. Teachers are taking online classes and participating in virtual learning opportunities. In addition, grade reporting and attendance record keeping are largely conducted online.

We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our instructional capabilities for years to come. It is clearly a priority for this school division, and an important tool in providing our students the best educational opportunities.

Sincerely,

A handwritten signature in blue ink that reads "Mary S. Holm".

Mary S. Holm
Director of Instruction
Buena Vista City Schools

2329 Chestnut Avenue • Suite A
Buena Vista, Virginia 24416
Phone: (540) 261-2129
FAX: (540) 261-2967
Website: www.bvcps.org



February 18, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

On behalf of the City of Buena Vista, I would like to express our full support for the proposed Rockbridge area fiber build-out project.

We believe this project will help supplement existing efforts to stimulate economic growth and community development by meeting vital needs not already met through existing infrastructure. Moreover, it is believed that the absence of these activities will put both the business and residential communities of the Rockbridge area at a substantial disadvantage.

The City of Buena Vista is pleased to join with the City of Lexington and Rockbridge County in continuing collaborative efforts for the improvement of our communities.

Sincerely,

A handwritten signature in blue ink, appearing to read "T. Reamer", with a stylized flourish at the end.

Tim Reamer
Director of Economic Development
City of Buena Vista



City of Buena Vista
**Department of
Emergency Management**
2039 Sycamore, Avenue
Buena Vista, VA 24416
540-261-6174

February 26, 2010

Ms. Claire A. Collins
County Administrator
County of Rockbridge
150 S. Main St.
Lexington, VA 24450

Dear Ms. Collins:

The Department of Emergency Management for the City of Buena Vista is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that Emergency Services in the region are attempting achieve. Said efforts focus around a marked increase in communication to enable a decrease in response times.

As you are aware we are working together with emergency management across the region. Joint EOC's and EOP's are among the most recent collaborations. While studying the region and the capabilities of each jurisdiction the primary problems seem to be the ability to communicate. Not only between agencies but in some instances agencies are not getting the initial call. There has to be a resolution to this issue.

A broadband network could be the fix. It will provide the ability to connect multiple agencies with the central dispatch center and in turn provide a much needed resolution to this ongoing problem. Further, it will allow for an increased opportunity to train our emergency services. Online training is available but access is limited especially in the rural areas of the county.

We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

Please let us know how we can help with the project. To the degree that we can, our volunteer squads will help through the involvement of our personnel and facilities. It is clearly a priority for us, and our community will be well served.

Sincerely,

A handwritten signature in blue ink, appearing to be the initials "AP" followed by a flourish.

F.W. KLING ELEMENTARY SCHOOL

3400 Lombardy Avenue - Buena Vista - VA 24416

540-261-6717

FAX 540-261-1389

Richard B. Roberts
Principal

Carol Koch
Secretary

March 4, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The F.W. Kling Elementary School is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase the educational opportunities available to our students.

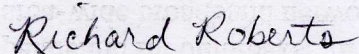
In the past year we have been concerned about the continuity of our students' education due to weather related closings and long gaps in the instructional time available for improving students' skills. We already see that broadband options can give us alternatives for instructional make-up work and help insure continuity in the instructional program. And as concerns rise regarding pandemic flu outbreaks, virtual classrooms and other instructional alternatives afforded by an area-wide broadband network will allow us to continue to ensure that our students master the skills they will need.

Further than this, we will be better able to take advantage of online training and consultation to improve the skills and upgrade the certifications of our many dedicated teachers.

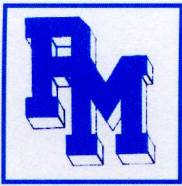
Our primary concern with respect to communications available for our students is that without the availability of broadband capabilities that can handle the next generation of educational opportunities, our students will miss the critical experiences they will need to prepare for success in the next 20 years.

We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our instructional capabilities for years to come. It is clearly a priority for us, and our community will be well served.

Sincerely,



Richard B. Roberts
Principal



Parry McCluer High School

Haywood M. Hand, Jr., Principal
Anna R. Graham, Asst. Principal

Office of the Principal
100 Bradford Drive
Buena Vista, Va. 24416
(540) 261-2127
Fax (540) 261-1828

March 3, 2010

Mr. Daniel Grim, Secretary

Rockbridge Area Network Authority

150 S. Main St.

Lexington, Va. 24450

Dear Mr. Grim:

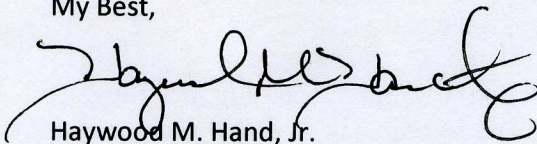
On behalf of the Parry McCluer High School administration, faculty, students, and community at-large, we wish to communicate our unequivocal support for the proposed grant project authored by the Rockbridge Area Network Authority. The educational value placed upon this grant has become even more impressive as we continue to incorporate and launch twenty-first century technology within our schools.

Over the past several months PMHS has deliberately focused on continuity of instruction. This has sparked some interesting dilemmas and afforded the faculty with a realistic opportunity to evaluate instructional practices at a time when achievement gaps and stakes in accountability continue to be at the forefront of public scrutiny. When schools close due to inclement weather or other threats such as pandemic flu, students are separated from school and lose valuable learning time. Our faculty and staff are constantly looking for plausible solutions to address student needs during these inopportune times. Furthermore, as PMHS introduces web-based instructional opportunities such as virtual on-line classes, area-wide broadband network capabilities must operate efficiently.

PMHS has an exceptional faculty and staff that deserve the advantages of area-wide broadband network capabilities. These noble teachers have volunteered many exhausting hours training, collaborating, consulting, and learning about on-line learning resources. Therefore, it is so important to have adequate broadband capabilities to support our school's instructional mission, vision, values, goals, and objectives.

We are delighted that you are promoting an open access high-speed fiber network. This will undoubtedly improve our instructional assets and provide our community with the vastly changing instructional means to best serve our students. We consider this grant an enormous priority and hope that you find this responsive message encouraging.

My Best,



Haywood M. Hand, Jr.

Principal

Parry McCluer High School



Buena Vista Rescue Squad, Inc.

P.O. Box 668
BUENA VISTA, VIRGINIA 24416

March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The Buena Vista Rescue Squad is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase communication and decrease response times in our service areas.

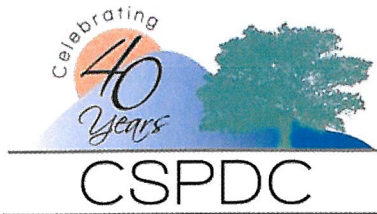
As you are aware, we have been concerned about the communications capabilities available to us for some years now. We have had too many frustrating experiences in which calls have nearly gone unanswered due to communications problems. A broadband network that would connect all of our Rockbridge area stations and central dispatch agencies will be invaluable in resolving those problems. And further that that, we will be better able to take advantage of online training and consultation to improve the skills and upgrade the certifications of our many committed volunteers.

We look forward to the day when tele-medical consultations will be available to help us directly on our emergency calls. With the broadband network we will be able to make use of such services as they are made available. We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

Please let us know how we can help with the project. To the degree that we can, our volunteer squads will help through the involvement of our personnel and facilities. It is clearly a priority for us, and our community will be well served.

Sincerely,

Ronald L. Slough
President



Central Shenandoah Planning District Commission

March 10, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

On behalf of the Central Shenandoah Planning District Commission, I am writing to express support of the Rockbridge Area Network Authority's fiber build-out project. The project you propose to establish will provide broadband services to the vital components of the area, including, but not limited to: public safety services and infrastructure, public schools, libraries, and other buildings, medical facilities and services, local colleges and universities, and economic development initiatives. The Central Shenandoah Planning District Commission represents all three of the localities listed in the proposal, and provides planning assistance, technical assistance, and facilitation services that address local, regional, and state needs. This proposal adheres to my agency's goals that address innovative approaches to regional efforts and cost savings at all levels of government.

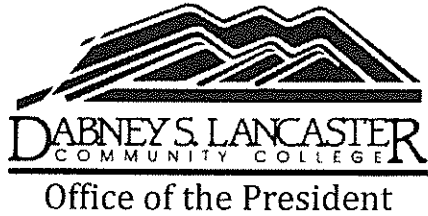
Rockbridge County is unique in that it has interstate highways running north-south and east-west within its political jurisdiction, has vast amounts of recreational and tourism opportunities due to its geographic and historical richness, and has been experiencing steady growth over the last two decades. Due to the rising competition for businesses and new jobs needed for economic stability and growth, this project will give the Rockbridge area the infrastructure needed to remain competitive in these changing times.

The Central Shenandoah Planning District Commission is excited about this project and is confident that your project team, along with the developing coalition of community partners, has the resources and expertise to undertake this valuable and beneficial project. Therefore, I am pleased to lend my agency's support to your efforts.

Sincerely,

A handwritten signature in purple ink that reads "Bonnie S. Riedesel". The signature is written in a cursive, flowing style.

Bonnie S. Riedesel
Executive Director



P O Box 1000
Clifton Forge, VA 24422-1000
540-863-2827
www.dslcc.edu

March 3, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 South Main Street
Lexington, VA 24450

Dear Mr. Grim:

I write to express our strong support for the Rockbridge Area Network Authority project.

DSLCC is in its second year of operating a Center in Buena Vista. We have greatly expanded our programs and services to the citizens of the Rockbridge area.

In order for us to expand the educational opportunities, we need to have broadband options. This project will enable us to reach more students and expand educational opportunities, so vital to the area.

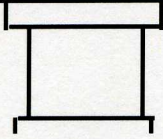
Cordially yours,

Richard R. Teaff, Ph.D.
President

ks

DSLCC... It's All About Where You're Going!

Lexington
Virginia



Fire & Rescue Services

March 1, 2010

Ms. Claire A. Collins
County Administrator
County of Rockbridge
150 S. Main St.
Lexington, VA 24450

Dear Ms. Collins:

The Lexington Fire & Rescue Departments are pleased to express their support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that our departments are making to increase communication and decrease response times in our service areas.

As you are aware, Lexington Fire Department and Lexington Rescue Squad have been concerned about the communications capabilities available to us for some years now. We have had too many frustrating experiences in which calls have nearly gone unanswered due to communications problems. A broadband network that would connect all of our stations and central dispatch agencies will be invaluable in resolving those problems. And further that with true broadband interconnectivity we will be better able to take advantage of online training and consultation to improve the skills and upgrade the certifications of our many committed volunteers.

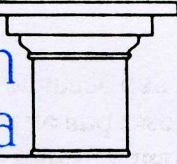
We look forward to the day when telemedicine consultations will be available to help us directly on our emergency calls. With the broadband network we will be able to make use of such services as they are made available. We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

Please let us know how we can help with the project. To the degree that we can, our departments will help through the involvement of our personnel and facilities. It is clearly a priority for us, and our community will be well served.

Sincerely,

Ty Dickerson
Fire & Rescue Chief
City of Lexington

cc: T. Jon Ellestad, City Manager



March 16, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 South Main Street
Lexington, VA 24450

Dear Mr. Grim:

In acknowledgment of the technological advancements available that enable greater efficiency in the workplace as well as in the home, the City of Lexington is pleased to support and partner with The Rockbridge Area Network Authority for the area fiber build-out project. Grant funding is an extremely valuable resource to the continuing efforts we have to:

- build community capacity and further create a sense of place;
- retain and create jobs for economic sustainability and growth;
- improve access to and quality of health care;
- enhance primary, secondary and higher education, emphasizing workforce development, growth in entrepreneurs, and distance learning;
- reform emergency communications and response for public safety, particularly fire and rescue services; and
- manage day to day operations.

The City of Lexington is committed to this project and will continue to provide resources of staffing and services to assist with project management and build-out. The project would not be financially possible without grant funding and will greatly assist in providing better services for area citizens.

Sincerely,

A handwritten signature in blue ink that reads "T. Jon Ellestad".

T. Jon Ellestad
City Manager

TJE/sle



City of Lexington

Department of Police
540-462-3705



Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 South Main Street
Lexington, Virginia 24450

Dear Mr. Grim:

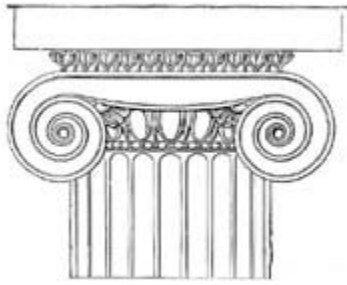
Mr Grim, I have ben keeping up with the "fiber build-out project" in the news and was unpleasantly surprised that Rockbridge County did not fare any better than we did. It is my understanding that the grants are very competitive, but are to help small community like Rockbridge County to compete across the board with large areas. The City of Lexington's Police Department understands the importance of initiating a partnership with the Rockbridge Area Network Authority to help with the Rockbridge area "fiber build-out project." This grant holds great possibilities, not only for increased communication and lower response times for our department, but also the community as a whole. The Lexington Police Department foresees high-speed fiber network as the next step in the Rockbridge County area for emergency response systems for years to come. The police department has installed computers in our patrol vehicles, and, if Rockbridge County can get this grant, the possibilities for the police department are endless.

The Lexington Police Department is willing to commit to the Rockbridge area "fiber build-out project" by the involvement of our personnel, financial resources, and facility. Mr Grim, it is clear that for Lexington and Rockbridge County to move into the future, we must, as a community, come together and make this a priority. We will not be competitive to draw new business and young entrepreneurs into our area and this will affect all of us.

In closing , I would like to thank you and everyone who has a vision for Rockbridge County. I am proud to be able to help with this project. If you require any further assistance, please feel free to contact me.

Sincerely,

A. M. Miller
Acting Chief Of Police



Lexington City Schools

A SACS DESIGNATED SUPER DISTRICT FOR QUALITY SCHOOLS

Daniel E. Lyons
Division Superintendent

Shelby T. Cash
Clerk of the Board

Patricia H. Knick
Deputy Clerk

Debi Woody-Maschal
Special Education Director

Julie R. Nicely
Title I Coordinator

March 2, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

Lexington City Schools is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase the educational opportunities available to our students.

In the past year we have been concerned about the continuity of our students' education due to weather related closings and long gaps in the instructional time available for improving students' skills. We already see that broadband options can give us alternatives for instructional make-up work and help insure continuity in the instructional program. And as concerns rise regarding pandemic flu outbreaks, virtual classrooms and other instructional alternatives afforded by an area-wide broadband network will allow us to continue to ensure that our students master the skills they will need.

Further that this, we will be better able to take advantage of online training and consultation to improve the skills and upgrade the certifications of our many dedicated teachers.

Our primary concern with respect to communications available for our students is that without the availability of broadband capabilities that can handle the next generation of educational opportunities, our students will miss the critical experiences they will need to prepare for success in the next 20 years.

We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our instructional capabilities for years to come. It is clearly a priority for us, and our community will be well served.

Sincerely,

Daniel E. Lyons Ed.D.
Division Superintendent



March 4, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

Munters Corporation – Des Champs Products is pleased to initiate a relationship with The Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. The grant is very valuable to the continuing efforts that Munters is making to enhance our competitive position. Open access to the internet via a high-speed fiber network is truly critical to our company's long-term objectives.

Munters will commit to the Rockbridge area fiber build-out project by the involvement of our personnel, financial resources, and facilities. We believe that through this project, not only will our own organization's needs be served, but those of the greater community as well.

Thank you very much,

A handwritten signature in black ink, appearing to read 'D. Driscoll'.

Don Driscoll
Director of Virginia Operations
Munters Corporation – DH Division
(540) 291 – 1111
Email: don.driscoll@munters.com

**Munters Corporation—Dehumidification Division
Des Champs Products**

225 South Magnolia Ave, Buena Vista, VA 24416
Phone: 540.291.1111 Fax: 540.291.2222



Natural Bridge Volunteer Fire Department

5705 South Lee Highway
Natural Bridge, Virginia 24578

March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The Natural Bridge Volunteer Fire Department is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing effort to improve communication and decrease response times in our service areas.

As you are aware, we have been concerned about the lack of communications capability for some years. There have been too many frustrating experiences in which calls have gone unanswered due to communications problems. A broadband network that connects all of our Rockbridge area stations and central dispatch agencies will be helpful in resolving those problems. Further, we will be better able to take advantage of online training and consultation to improve the skills and upgrade the certifications of our committed volunteers.

With the broadband network we will be able to make use of such services as tele-medical consultations for emergency calls as they are made available. We support the proposal for an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

It is clearly a project which will well serve our community.

Sincerely,

Gomez Lee

Chief

Preferred Call & Response, LLC
399 East 29th Street
PO Box 152
Buena Vista, VA 24416-0152



March 5, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

PCR, LLC is pleased to support the Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that PCR is making to increase communication and response times in our service areas, and to provide meaningful jobs to the residents in this area.

PCR believes that the open access high-speed fiber network will make our offerings and potential assignments more competitive and stable to potential and current customers. Our day to day operations are highly dependent on stable high-speed internet service, which has been a struggle to date in this area.

PCR will commit to Rockbridge area fiber build-out project by the involvement of our personnel, financial resources, and facilities. It is a priority for us, and our community will be well served.

PCR is pleased to embrace this project with those in the Rockbridge area as it will benefit the competitive position of our area currently and for generations to come.

In appreciation of your kind attention, I remain...

Very truly yours,

A handwritten signature in blue ink, appearing to read 'Russell S. Tompkins', is written over the typed name.

Russell S. Tompkins, CEO

Cc: Mr. Tim Reamer, City of Buena Vista

Rockbridge Area Network Authority (RANA)

Intent to Offer Services on the RANA Network

The communities of Rockbridge County and the cities of Lexington and Buena Vista have formed the Rockbridge Area Network Authority with the intention of building a regional high speed communications network. The Authority is not selling any services to residents or businesses. Full operations on the initial portions of the fiber and wireless network is expected to begin in the second half of 2010 and will include more than 90 miles of backbone fiber, more than 500 homes and businesses connected with fiber, and a \$4 million state of the art regional data center and peering point. The Authority is seeking service providers interested in selling a variety of services on the network.

If your firm is interested in offering services on the RANA network, please check the services you might offer, and sign below.

- "Lifeline" Internet access (e.g. 128 kilobit service)
- Residential Internet access packages 1 megabit 5 megabit 10 megabit > than 10 megabit
- Business/commercial Internet access 1 megabit 10 megabit 25 megabit 100 megabit
- Television programming packages (i.e. equivalent to typical cable and satellite offerings)
- Computer/data backup services Residential Business
- IP-based security monitoring services Residential Commercial/business
- Video/movies on demand Residential Commercial/business
- Gaming packages (high performance Internet access)
- Voice over IP telephone services Residential Commercial/business
- Other IP-based services (specify) _____

- Please put my company on the Service Provider mailing list for more information about the project.

Email address Spilmanj@ntelos.com

John L. Spilman
Printed Name

[Signature]
Signature

NTELOS
Organization

3/12/10
Date

Address	<u>1154 Shenandoah</u>	City	<u>Waynesboro</u>	Zip	<u>22980</u>
Phone	<u>Village Dr.</u>		<u>540 946-1808</u>		

8/7/09 v1

For more information, visit contact Dan Grim of Rockbridge County
Email: dan_grim@co.rockbridge.va.us

Rockbridge Area Network Authority (RANA)

Intent to Offer Services on the RANA Network

The communities of Rockbridge County and the cities of Lexington and Buena Vista have formed the Rockbridge Area Network Authority with the intention of building a regional high speed communications network. The Authority is not selling any services to residents or businesses. Full operations on the initial portions of the fiber and wireless network is expected to begin in the second half of 2010 and will include more than 90 miles of backbone fiber, more than 500 homes and businesses connected with fiber, and a \$4 million state of the art regional data center and peering point with direct connections to Equinix in Ashburn, Virginia. The Authority is seeking service providers interested in selling a variety of services on the network.

If your firm is interested in offering services on the RANA network, please check the services you might offer, and sign below.

- "Lifeline" Internet access (e.g. 128 kilobit service)
- Residential Internet access packages 1 megabit 5 megabit 10 megabit > than 10 megabit
- Business/commercial Internet access 1 megabit 10 megabit 25 megabit 100 megabit
- Television programming packages (i.e. equivalent to typical cable and satellite offerings)
- Computer/data backup services Residential Business
- IP-based security monitoring services Residential Commercial/business
- Video/movies on demand Residential Commercial/business
- Gaming packages (high performance Internet access)
- Voice over IP telephone services Residential Commercial/business
- Other IP-based services (specify) Hosted Applications

Please put my company on the Service Provider mailing list for more information about the project.

Email address _____

Dusan Jantic

Printed Name

RGV

Organization

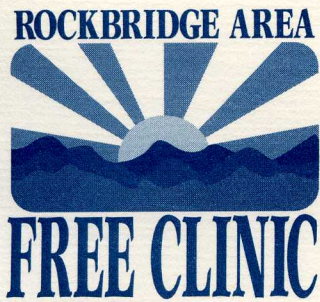
D. Jantic

Signature

3/12/2010

Date

Address	<u>30 Crossing Ln</u>	City	<u>Lexington</u>	Zip	<u>24450</u>
Phone	<u>(540) 463-4451</u>				



25 Northridge Lane
P.O. Box 1573
Lexington, VA 24450
(540) 464-8700

March 16, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main Street
Lexington, VA 24450

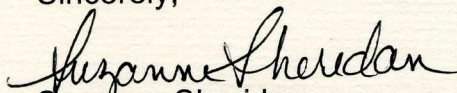
Dear Mr. Grim:

The Rockbridge Area Free Clinic welcomes the opportunity to join with the Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. The positive impact of reliable and effective broadband communications in the area of public health and safety cannot be overstated. Specifically, we expect improved emergency response times and access to more health care services through telemedicine and other Internet based human services.

The mission of the Rockbridge Area Free Clinic is to improve access to health care for all area people. We believe that access to a high-speed fiber network is key to improved health access and outcomes in our area. Therefore, the Rockbridge Area Free Clinic will commit to the Rockbridge area fiber build-out project by the involvement of our personnel and facility. This project and the intended outcomes are key to our mission.

In closing, I am pleased to be a part of this effort and that the leadership, schools and businesses of the Rockbridge area have embraced this project.

Sincerely,


Suzanne Sheridan
Executive Director



Proposed Last Mile Service Offerings

Name of Service Tier	Advertised Speeds		Estimated Average Speeds		Average Latency	Pricing Plan (\$ per month)
	Downstream Mbps	Upstream Mbps	Downstream Mbps	Upstream Mbps	@ End User CPE milliseconds	
Internet: 3 Mbps	3	3	3	1.5	<35	\$30.00
Internet: 5 Mbps	5	5	5	2.5	<35	\$60.00
IP Telephony (Voice)	128	128	128	128	<35	\$25.00
IPTV		0		0	<35	\$55.00
Movies on Demand		0		0	<35	\$20.00
Bundle 1 Voice, Data	3	3	3	1.5	<35	\$45.00
Bundle 2 Voice, Data, IPTV	5	5	5	2.5	<35	\$115.00
Other Bundled Services					<35	\$75.00
Other Service					<35	\$12.00

Explanation of Average Speed Calculations:

The Rockbridge Area Network is an Open-Access Open-Services network. The network will not connect or provide a shared infrastructure for private service providers to provide services. The Service Providers will own, The Rockbridge Area Network Authority (RANA), a revenue share of each service offered based upon to per service. More detail can be found in the Pro-forma and Key Assumptions Worksheet attached to this average revenue share percentage that the Service Providers will pay the owner will be around 30% of gross service).

Service Providers will create the services and set prices in a competitive market. The Service Providers will be managing oversubscription ratios of their backhaul connections. The network owner, RANA, will create the network in the OSS Provisioning System (PacketFront BECS) according to the service as defined by the Service Provider. The Rockbridge Area Network is based upon an Active-Ethernet architecture with 100MBps capability at the provider.

3rd Party Services will include, but not be limited to:

Residential - Internet (3 & 5 MBps), IP Telephony (Voice), IPTV, Movies on Demand, Residential Bundles

The services and prices in the table are examples of services that can be delivered by private Service Provider network infrastructure. These example services are available on other Open-Access Open-Services networks.



Other Comments/Description/Features or Limitations
see notes below

customers, but will pay the network on a formula agreed upon a formula agreed upon application but the gross revenue (per

will be responsible for the service definitions provided. The premise.

providers over the RANA network.



Proposed Middle Mile Service Offerings			
Name of Service Offering	Distance Band or Point to Point	Minimum Peak Load Network Bandwidth Capacity (Mbps)	Monthly/Yearly Pricing (\$)
VPN: 5 Mbps	Point to Point	5	\$200
VPN: 10 Mbps	Point to Point	10	\$300
VPN: 25 Mbps	Point to Point	25	\$600
Internet: 2 Mbps	Point to Point	2	\$65
Internet: 5 Mbps	Point to Point	5	\$125
Internet: 10 Mbps	Point to Point	10	\$225
Telephone-VoIP-3 lines	Point to Point	0.384	\$100
Bundle: Internet/Telephone	Point to Point	10	\$200
Computer Backup	Point to Point	2	\$40
VPN: 2Mbps	Point to Point	2	\$300
VPN: 10 Mbps	Point to Point	10	\$400
VPN: 25Mbps	Point to Point	25	\$1,250
VPN: 100Mbps	Point to Point	100	\$2,500
VPN: 1Gbps	Point to Point	1000	\$4,500
Internet-VoIP Bundle - 3 lines	Point to Point	10	\$125
Gov't Internet 10 Mbps	Point to Point	10	\$750
Gov't Other	Point to Point		\$50

Explanation of Average Speed Calculations:

The Rockbridge Area Network is an Open-Access Open-Services network. The network will not provide a shared infrastructure for private service providers to provide services. The Service Provider will create the services and set prices in a competitive market. The Service Provider will be responsible for managing oversubscription ratios of their backhaul connections. The network owner, RANA, will manage the OSS Provisioning System (PacketFront BECS) according to the service as defined by the Service Provider. The Rockbridge Area Network Authority (RANA), a revenue share of each service offered based on the service. More detail can be found in the Pro-forma and Key Assumptions Worksheet attached to this document. The revenue share percentage that the Service Providers will pay the owner will be around 30% of gross revenue.

Service Providers will create the services and set prices in a competitive market. The Service Provider will be responsible for managing oversubscription ratios of their backhaul connections. The network owner, RANA, will manage the OSS Provisioning System (PacketFront BECS) according to the service as defined by the Service Provider. The Rockbridge Area Network Authority (RANA), a revenue share of each service offered based on the service. More detail can be found in the Pro-forma and Key Assumptions Worksheet attached to this document. The revenue share percentage that the Service Providers will pay the owner will be around 30% of gross revenue.

and CAIs).

3rd Party Middle Mile Services will include, but not be limited to:

Business - VPN (5, 10, 25 MBps), Business Class Internet (2, 5, 10 MBps), Multi-line VoIP, Business Class Internet, Community Anchor and Government - VPN (2, 10, 25, 100, 1000 MBps), Business Class Internet

The services and prices in the table are examples of services that can be delivered by private Service Provider Network infrastructure. These example services are available on other Open-Access Open-Service Provider Network services may vary based upon specific customer requirements and Service Providers can offer USF SPIN (Service Providers will be responsible for any USF SPIN requests for reimbursement).

Business Bundles

(5, 10, 25 Mbps), Multi-line VoIP

Service Providers over the RANA
Access network. Prices for similar
SF eRate funded services

Competitor Data

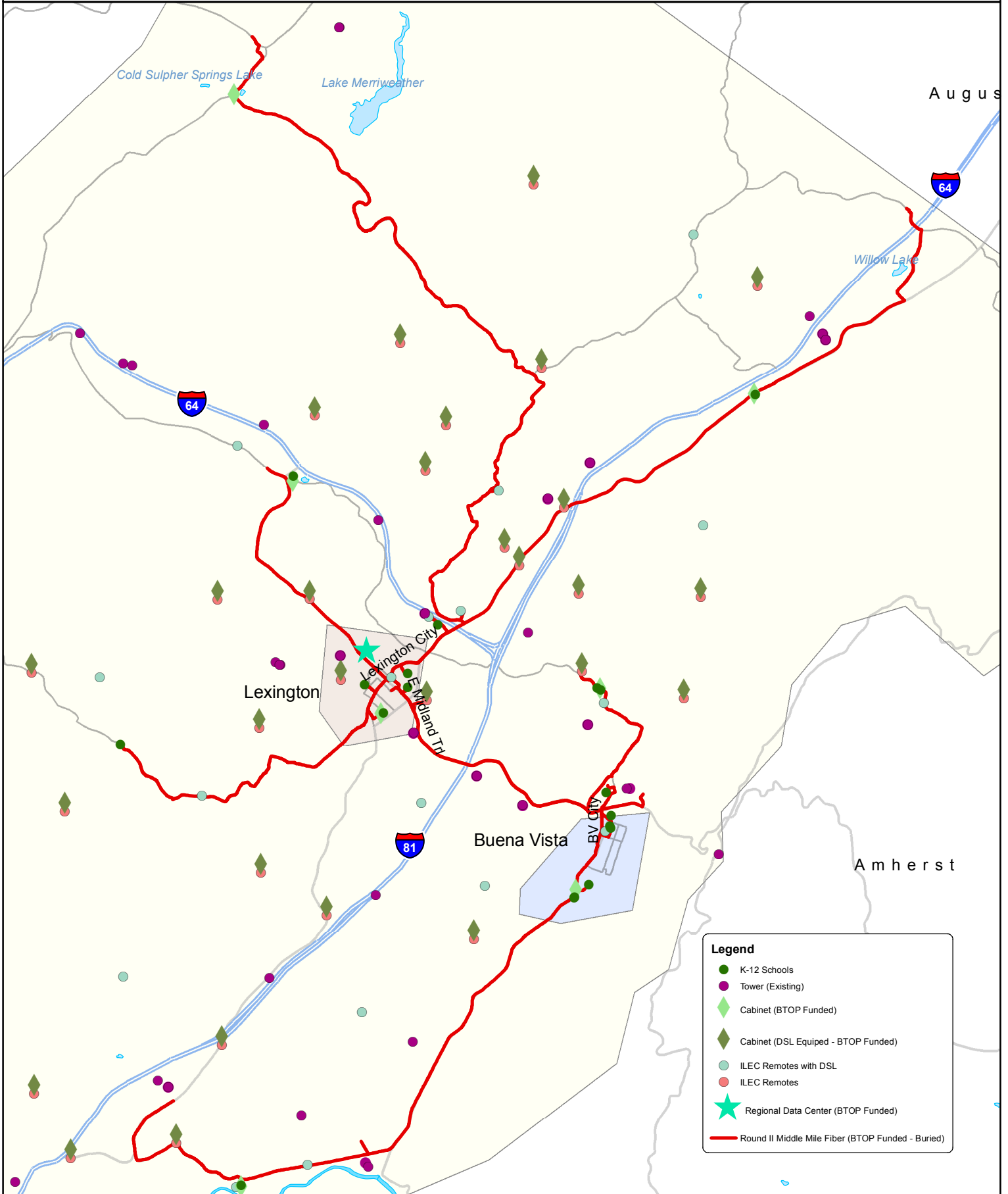
Competitor Data - Last Mile Service Providers

Service Provider	Service Areas Where Service Available	Technology Platform	Service Tiers	Downstream Speed	Monthly Pricing	Other Comments/Description/Features or Limitations
RGV	Lexington, Buena Vista	DSL	1.5Mbps	512Kbps	29/39	Special pricing in BV is due to a contract we had with them.
			3Mbps	768Kbps	49	
			5Mbps	1.5Mbps	59	
Century Link	Lexington, Buena Vista	DSL	768Kbps	256Kbps	29.95	
			1.5 Mbps	512Kbps	34.95	
			5Mbps	768Kbps	49.95	
Comcast	Lexington, Buena Vista	Cable				
nTelos	Lexington	DSL	not offered			

Competitor Data - Middle Mile Service Providers

Service Provider	Service Areas Where Service Available	Technology Platform	Service Tiers	Distance Band or Point-to-Point	Minimum Peak Load Network Bandwidth Capacity	Pricing
nTelos		Ethernet	Internet bandwidth		10 MB	1000
Century Link		Ethernet	point to point	100 Mi	10 MB	3860

Rockbridge Broadband Initiative: Connecting the Dots



Legend

- K-12 Schools
- Tower (Existing)
- ◆ Cabinet (BTOP Funded)
- ◆ Cabinet (DSL Equipped - BTOP Funded)
- ILEC Remotes with DSL
- ILEC Remotes
- ★ Regional Data Center (BTOP Funded)
- Round II Middle Mile Fiber (BTOP Funded - Buried)

ROCKBRIDGE BATHS VOLUNTEER FIRE DEPARTMENT
Rockbridge Baths, Virginia 24473
Established 1953

4 March, 2010

Daniel Grim
Rockbridge Area Network Authority
150 S. Main Street
Lexington, VA 24450

Dear Mr. Grim,

The Rockbridge Baths Volunteer Fire Department is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. The successful outcome of this project will be extremely valuable to the continuing efforts that we are making to augment communication and optimize response times in our service area.

As you are aware, we have been concerned about the communications capabilities available to us and our sister agencies for many years now. There have been numerous times in recent years when those capabilities have not served us or the public to the level that they should. A broadband network that would connect all Rockbridge Emergency Services providers and the central dispatch agencies will be invaluable in resolving these issues. In addition to aiding us in our response to emergency calls, the network will also allow us to take advantage of numerous on-line training opportunities in both the Emergency Medical Services area and the Fire Service area.

We certainly look forward to the time when tele-medical consultations will be available to help us directly as we are on location at an emergency call. With the broadband network we will be able to make use of such services as they become available. We are very pleased that you are promoting an open access high-speed fiber network, and believe it will provide a significant benefit to everyone that we serve.

Please let us know how we can assist with this project. It's certainly a priority to us and to the people that we serve.

Sincerely,



Neil D. Whitmore
Secretary
RBVFD, Co.6



County of Rockbridge

Office of County Administrator

150 South Main Street

Lexington, Virginia 24450

CLAIRE A. COLLINS

County Administrator

Office: (540) 463-4361

Fax: (540) 463-4346

claire_collins@co.rockbridge.va.us

Website: www.co.rockbridge.va.us

MACK R. SMITH

Buffalo

Magisterial District

RUSSELL S. FORD

Kerrs Creek

Magisterial District

R. HUNT RIEGEL

Natural Bridge

Magisterial District

CARROLL R. COMSTOCK

South River

Magisterial District

ALBERT W. LEWIS, JR.

Walkers Creek

Magisterial District

March 22, 2010

R. Hunt Riegel, Chairman
Rockbridge Area Network Authority
150 South Main Street
Lexington, Virginia 24445

RE: Fiber Connecting Community to Sustain and Grow

Dear Chairman Riegel:

On behalf of County of Rockbridge local government, I am pleased to provide this letter of support for connecting the community with open ditch fiber. As a partner to the efforts of the Rockbridge Area Network Authority to provide broadband to the greater community through a middle mile build out, the County commits to be connected and will work with the public school system, libraries, volunteer fire and rescue and emergency services and communications to insure that fiber is connected and broadband service used to provide for the public health, safety and welfare of residents. Managing our day to day operations without broadband capability has been archaic and time consuming in a time when we should more than ever be responsive and transparent. The opportunities afforded with broadband will improve communications, access to health care, provide distance learning and new workforce development training, retain and create jobs and build community capacity.

In fact, as part of the Goshen water improvement project, fiber is being laid while the ditch is open that when live will provide new and enhanced levels of connectivity and communication in an isolated area of the County that will have potential for future economic growth from the infrastructure being put in the ground. The County is committed to this project and is providing staffing and services to assist with project management and project construction. We also are committed to changing internal services for broadband provided from this project.

Grant funding provided to the County for this project will allow for the private sector partners to offer the services necessary for connecting the community and for the higher education partnerships to contribute to the project as the hub for the data resulting in creation of jobs and new entrepreneurial ventures to occur. The worldwide web is our link to the future with live fiber being the key to business and residential sustainability and growth. We look forward to continuing our work with you to make this project a reality for the good of community here and beyond.

Sincerely,

Claire A. Collins

County Administrator



County of Rockbridge
Emergency Management
150 South Main Street
Lexington, Virginia 24450

CLAIRE COLLINS
County Administrator
Office: (540) 463-4361
Fax (540) 463-4346

ROBERT H. FORESMAN
Coordinator
Office (540) 463-4361
Fax (540) 464-8090

MACK R. SMITH
Buffalo
Magisterial District

RUSSELL L. FORD
Kerrs Creek
Magisterial District

R. HUNT RIEGEL
Natural Bridge
Magisterial District

CARROLL R. COMSTOCK
South River
Magisterial District

ALBERT W. LEWIS JR.
Walkers Creek
Magisterial District

March 22, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The Rockbridge County Emergency Management office is pleased to initiate a relationship with The Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that Rockbridge County Emergency Management is making to increase communication and response times in our service areas.

Rockbridge County Emergency Management believes that the open access high-speed fiber network will comprehensively reform the day to day operations and interaction with all Rockbridge area emergency response systems for years to come. This project will provide the needed enhancements to provide our first responders with the necessary communication to provide for their safety and the safety of the community during emergencies that occur within the region. This project will enhance the delivery of services to the citizens of the region through reliable communications.

Rockbridge County Emergency Management will commit to Rockbridge area fiber build-out project by the involvement of our personnel, financial resources, and facilities. It is clearly a priority for us, and our community will be well served.

In closing, I would like to say that I'm proud that Rockbridge County Emergency Management and the Rockbridge area have embraced this project.

Sincerely,

Robert H. Foresman
Emergency Management Coordinator



ROCKBRIDGE COUNTY PUBLIC SCHOOLS

John T. Reynolds
Superintendent

March 4, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main Street
Lexington, VA 24450

Dear Mr. Grim:

The Rockbridge County Public Schools is pleased to initiate a relationship with The Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that Rockbridge County Public Schools is making to increase communication and response ties in our service areas.

Rockbridge County Public Schools believes that the open access high-speed fiber network will comprehensively reform the day to day operations and interaction with all Rockbridge area emergency response systems for years to come.

Rockbridge County Public Schools will commit to Rockbridge area fiber build-out project by the involvement of our personnel and facilities. It is clearly a priority for us, and our community will be well served.

In closing, I would like to say that I'm proud that Rockbridge County Public Schools and the Rockbridge area have embraced this project.

Sincerely,

John T. Reynolds
Superintendent

JTR/rh

ROCKBRIDGE COUNTY SHERIFF'S OFFICE
SHERIFF ROBERT W. DAY

258 GREENHOUSE ROAD
LEXINGTON, VIRGINIA 24450

Phone 540-463-7328
Fax 540-463-5693

March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

As Sheriff of Rockbridge County I am pleased to express my support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase communication and decrease response times in our service areas.

As you are aware, we have been concerned about the communications capabilities available to us for some years now. We have had too many frustrating experiences in which calls have nearly gone unanswered due to communications problems. A broadband network that would connect all of our Rockbridge area stations and central dispatch agencies will be invaluable in resolving those problems. In addition, we will be better able to take advantage of online training and consultation to improve the skills and upgrade our certifications.

We look forward to the day when tele-medical consultations will be available to help us directly on our emergency calls. With the broadband network we will be able to make use of such services as they are made available. We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

Please let us know how we can help with the project. To the degree that we can, our volunteer squads will help through the involvement of our personnel and facilities. It is clearly a priority for us, and our community will be well served.

Sincerely,

RW Day SRC



Rockbridge Regional Library 138 South Main Street Lexington, Virginia 24450

Phone:(540) 463-4324 Fax: (540) 464-4824 www.rrlib.net

March 16, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunication Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

The Rockbridge Regional Library has been closely following the development of plans for the area's fiber build out and we are very happy to hear of the progress that has been made. The fiber build out is vital to the Library's ability to continue to bring information and library services to the residents of this area and our effort to enhance those services.

As the public computer center for the residents of this area, the Library depends on high-speed telecommunications to serve the many people who come into their branch library to apply for jobs, obtain information from the Internet, and keep in touch with friends and family. For many in our communities the Library is their only way to participate in the world of online information and communication,. In some branches as much as one third of all visits to the library are for the purpose of using the computers and the Internet. There can be no doubt that the fiber build out will be of tremendous benefit to the residents of the Rockbridge area.

The Library will commit to the Rockbridge area fiber build out project by the involvement of our personnel, financial resources, and facilities. It is a major priority for the Library.

Sincerely yours,

Alan Bobowski
Library Director

Rockbridge Regional Public Safety Communications Center

306 Park Avenue, Suite A • Buena Vista, Virginia 24416 • 540-261-9300 • FAX: 540-261-9303

E-MAIL rock911@embarqmail.com

March 19, 2010

Ms. Claire A. Collins
County Administrator
County of Rockbridge
150 South Main Street
Lexington, Virginia 24450

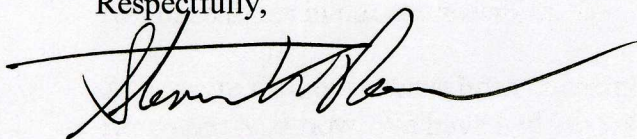
Dear Ms. Collins:

The Rockbridge Regional Public Safety Communications Center is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be very valuable to the continuing efforts that we are making to increase communication and decrease response times in our service areas.

As you are aware, we have been concerned about the communications capabilities available to us for some years now. We have had too many frustrating experiences in which calls have nearly gone unanswered due to communications problems. A broadband network that would connect all of our Rockbridge area stations and Fire and EMS agencies will be invaluable in resolving some of those problems. We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve our emergency response capabilities for years to come.

Please let us know how we can help with this project. We will be glad to assist through the involvement of our personnel and facilities. It is clearly a priority for us, and our communities will be well served.

Respectfully,



Steven W. Reese,
Director



March 9, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main Street
Lexington, VA 24450

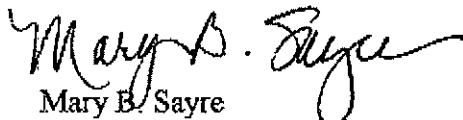
Dear Mr. Grim:

Sayre Enterprises, Inc. is pleased to support the Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that Sayre Enterprises, Inc. is making to increase communications and response times in our service areas as a business that services customers world wide.

Sayre Enterprises, Inc. believes that the open access high-speed fiber network will comprehensively reform the day to day operations of our company.

Sayre Enterprises, Inc. will commit to Rockbridge area fiber build-out project by the involvement of our personnel, financial resources, and facilities. It is important to Sayre Enterprises, Inc., and our community for growth and sustainability.

Sincerely,


Mary B. Sayre
CEO

Shenandoah Valley Partnership
PO Box 2241
Harrisonburg, VA 22801

(540)568-3100
(540)568-3170
svp@jmu.edu
www.shenandoah-valley.biz



March 10, 2010

Dr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington VA 24450

Dear Mr. Grim:

I am writing to express support of The Rockbridge Area Network Authority's fiber build-out project. The project you propose to establish will place all of the jurisdictions in the Rockbridge region in a more competitive position for economic development opportunities. The Shenandoah Valley Partnership represents all three of the localities involved in this proposal. Our organization is responsible for marketing the region for economic development projects, and broadband infrastructure is a critical component in virtually every business sector.

The Rockbridge area is strategically located along the I-81 corridor but has been difficult to market in the past due to a lack of sites and buildings that include all required features. The inclusion of broadband will be a tremendous asset to our database and undoubtedly bring new exposure to the region.

Our organization is pleased to continue a relationship that is beneficial to the entire Shenandoah Valley and in this case, specifically to the Rockbridge Area.

Sincerely,

A handwritten signature in black ink that reads "Robin Sullenberger". The signature is written in a cursive, flowing style.

Robin Sullenberger
CEO
Shenandoah Valley Partnership



March 5, 2010

Mr. Daniel Grim
Chairman
Rockbridge Area Telecommunications
Management Team
150 S. Main Street
Lexington, VA 24450

Dear Mr. Grim:

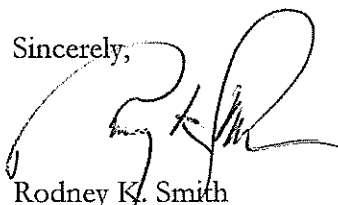
On behalf of Southern Virginia University, I am writing to express our continued support for plans to bring a high-speed fiber optic network to the Rockbridge area. As noted in my 30 July 2009 letter to you, I believe the formation of the Rockbridge Area Network Authority (RANA) to spearhead a joint public-private effort in this regard is the right approach and will garner the most benefit for all involved and for the community at large.

Southern Virginia University continues to support the application for grant funding for this project as we believe the open access high-speed fiber network will significantly enhance the day to day operations and interaction for all Rockbridge area emergency response systems in a very positive way for years to come. It will also significantly improve communications and systems for other organizational as well as residential users.

While plans for future technological growth in such communication systems at Southern Virginia University are still under consideration, we would gladly welcome the opportunity to further explore the open access high-speed fiber network currently under development. We will also give strong consideration to providing whatever assistance we can in this fiber build-out project as it further unfolds as we expect there to be both direct as well as indirect benefits to all for these services.

Again, we are excited to know that this project has progressed to the next level of consideration and funding and we look forward to being a part of its successful implementation.

Sincerely,



Rodney K. Smith
President

Rockbridge Area Network Authority (RANA)

Intent to Offer Services on the RANA Network

The communities of Rockbridge County and the cities of Lexington and Buena Vista have formed the Rockbridge Area Network Authority with the intention of building a regional high speed communications network. The Authority is not selling any services to residents or businesses. Full operations on the initial portions of the fiber and wireless network is expected to begin in the second half of 2010 and will include more than 90 miles of backbone fiber, more than 500 homes and businesses connected with fiber, and a \$4 million state of the art regional data center and peering point. The Authority is seeking service providers interested in selling a variety of services on the network.

If your firm is interested in offering services on the RANA network, please check the services you might offer, and sign below.

- "Lifeline" Internet access (e.g. 128 kilobit service)
- Residential Internet access packages 1 megabit 5 megabit 10 megabit > than 10 megabit
- Business/commercial Internet access 1 megabit 10 megabit 25 megabit 100 megabit
- Television programming packages (i.e. equivalent to typical cable and satellite offerings)
- Computer/data backup services Residential Business
- IP-based security monitoring services Residential Commercial/business
- Video/movies on demand Residential Commercial/business
- Gaming packages (high performance Internet access)
- Voice over IP telephone services Residential Commercial/business
- Other IP-based services (specify) Healthcare, Agriculture, Energy, Smart

Please put my company on the Service Provider mailing list for more information about the project.

Email address _____

Neil Okhansky
Printed Name

Neil Okhansky
Signature

Staplechase Networks
Organization

3/10/10
Date

Address	<u>PO Box 222</u>	City	<u>Southfield</u>	Zip	<u>01257</u>
Phone	<u>413 232 3508</u>				

March 25, 2010

Ms. Claire Collins
County Administrator, Rockbridge County
150 South Main Street
Lexington, Virginia 24450

Dear Ms. Collins:

We are responding to your request for an expression of interest in providing assistance to Rockbridge County. Our team represents a unique combination of expertise in the planning, design, construction, and financing of broadband networks. I would like to take this opportunity to introduce you to our broadband team, which includes the following firms:

- English Construction Company, Lynchburg, Virginia
- Thompson & Litton, Wise, Virginia
- RACO, Inc., Gretna, Virginia
- Design Nine, Inc., Blacksburg, Virginia
- Public-Private Infrastructure, Inc., Midlothian, Virginia

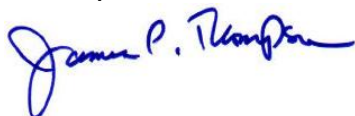
We would like to offer, for your consideration, a design-build approach to future Rockbridge Area Network Authority (RANA) projects. There are substantial advantages to working with a single team with both the depth and breadth of experience needed to efficiently and effectively get your network projects built and ready to use on time and on budget.

- With a design-build project, you have a single point of contact for all phases of development, starting with the conceptual network design, through detailed engineering design, and finishing with construction.
- We have assembled broadband planning and operations expertise, financing expertise, network engineering expertise, and network construction expertise. Each member firm, as part of the team, has a clear understanding of the work to be done, works from the same set of milestones and deliverables, and meets regularly with other team members and RANA staff and board members to keep the project on track and within budget.
- The design-build approach also tends to shorten the length of time needed to get the work started and the time needed to complete the project, because all team members work together toward a common set of well-understood project objectives.
- We have a unique set of complementary team members with a comprehensive portfolio of skill sets needed to successfully plan, design, and build the network expansion, and to help the Authority plan to operate its network.

<i>Partner</i>	<i>Expertise</i>
Thompson & Litton	Thompson & Litton offers a broad array of telecom engineering, surveying, planning, and construction services. The firm has extensive experience engineering solutions in the mountainous areas of southwest Virginia. Thompson & Litton can provide fully engineered network designs, quality assurance, construction inspection, and construction management services.
English Construction	Experts in public/private partnership ventures, with a solid, sixty year history of construction of public infrastructure.
RACO, Inc.	RACO Inc. has been in business for 34 years and is licensed in eight southeastern states, and the company performs telecommunications and utilities construction for major telecommunications companies including Alltel, Verizon, Comcast, and has extensive experience providing services to towns, cities, and public authorities. RACO specializes in telecommunications and broadband network construction, and can provide any appropriate crews and equipment for any need, including aerial construction, underground cable placement, directional boring, splicing, and fiber jetting (blown fiber).
Design Nine, Inc.	Design Nine offers broadband planning and network design services, and has specialized in the development of community-owned broadband infrastructure. Design Nine can provide conceptual network design, financial planning and analysis, vendor and equipment evaluation and selection, network software evaluation and selection, broadband business process design, network public awareness and marketing services, and network operations planning and design
Public-Private Infrastructure, Inc.	Public Private Infrastructure, Inc. sole focus is public infrastructure development, and the firm combines decades of public and private background experience to develop innovative solutions tailored to respond to the public needs for infrastructure.

We would welcome the opportunity to provide assistance to the Authority, and we have the capacity to plan, design, and construct broadband networks in short timeframes. We can commit unequivocally to being able to plan and design network build outs for the Authority in sixty days or less and we can start construction in ninety days or less with customer approval of our planning and engineering documents.

Sincerely,



James C. Thompson
Chairman, Thompson & Litton



March 10, 2010

Mr. Daniel Grim, Secretary
Rockbridge Area Network Authority
150 S. Main St.
Lexington, VA 24450

**United Way of
Lexington-
Rockbridge County**

218 S. Main Street
P. O. Box 1094
Lexington, VA 24450
(540) 463-4482 (Phone)
(540) 463-4414 (Fax)
info@unitedwaylexva.org
www.unitedwaylexva.org

Dear Mr. Grim:

The United Way of Lexington-Rockbridge County is pleased to express its support for the project that the Rockbridge Area Network Authority is proposing. This grant will be most valuable to the continuing efforts that have been underway to increase communication and decrease response times throughout the Rockbridge area.

The United Way supports a number of agencies that serve the area's most vulnerable populations. A broadband network that would have the capacity to connect all the emergency, educational, medical, transportation, and special service providers in the Rockbridge area will be invaluable in resolving the problems of people most at risk. It is hoped that such broadband capacity will also facilitate access to online training and consultation to improve the skills of the many committed staff and volunteers of these service providers.

We are pleased that you are promoting an open access high-speed fiber network, and believe it will significantly improve the ability of our service providers to help those in greatest need for years to come.

Please let us know how we can help with the project. It is clearly a priority for us and for those agencies we support, and our community will be well served.

Sincerely,

David E. Dax
Executive Director

**BOARD OF
DIRECTORS**

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President

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Secretary

Milton Reid,
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Lt. Bucky Miller

Thomas E. Moore

David Natkin

Caroline Osborne

Ronald Patrick

Sue Whitsitt

David E. Dax,
Executive Director
ddax@unitedwaylexva.org

BOB GOODLATTE
6TH DISTRICT, VIRGINIA

2240 RAYBURN HOUSE OFFICE BUILDING
WASHINGTON, DC 20515 4606
(202) 225-5431
FAX (202) 225-9681
www.house.gov/goodlatte

DEPUTY REPUBLICAN WHIP

CHAIRMAN, HOUSE REPUBLICAN
HIGH TECHNOLOGY WORKING GROUP

CO-CHAIR,
CONGRESSIONAL INTERNET CAUCUS

CO-CHAIR,
CONGRESSIONAL INTERNATIONAL
ANTI-PIRACY CAUCUS



Congress of the United States House of Representatives

March 23, 2010

COMMITTEE ON THE JUDICIARY
VICE RANKING MEMBER

SUBCOMMITTEE ON
COURTS AND COMPETITION POLICY

SUBCOMMITTEE ON
CRIME, TERRORISM, AND HOMELAND
SECURITY

COMMITTEE ON AGRICULTURE

RANKING MEMBER, SUBCOMMITTEE ON
CONSERVATION, CREDIT, ENERGY,
AND RESEARCH

SUBCOMMITTEE ON
LIVESTOCK, DAIRY, AND POULTRY

Ms. Claire Collins
County Administrator
County of Rockbridge
150 South Main Street
Lexington, Virginia 24450

Dear Claire:

I am pleased to write in support of a grant application submitted by the Rockbridge Area Network Authority (RANA) for Round II funding related to broadband. The application seeks funding to support the overall project, which has a total cost of \$11,955,106. RANA proposes a match of \$3,000,000, consisting of \$2,500,000 in cash from entirely local funds and \$500,000 of in-kind services to be provided by Rockbridge County.

RANA will be a community-owned, open access regional broadband network allowing for broadband in more than 80% of its service area, which is currently not served and underserved by broadband. RANA will be a public/private partnership, with 100% private service providers and local governments and will not compete with private sector providers. The two dominant incumbent service providers have signed commitments for use of the network to deliver services.

With unemployment in the region at 11%, I note that RANA and local government representatives envision the broadband project as a major economic development effort. RANA anticipates that more than 50 new jobs may be created over the next three years and approximately 120 construction-related jobs will be connected to installation.

RANA's broadband plan stands to offer a major boost to the Rockbridge County region. I urge that fair and favorable consideration be given to RANA's grant application.

Very truly yours,

Bob Goodlatte
Member of Congress

RWG:dg

2 SOUTH MAIN STREET
SUITE A, FIRST FLOOR
HARRISONBURG, VA 22801-3707
(540) 432-2391
FAX (540) 432-6593

916 MAIN STREET
SUITE 300
LYNCHBURG, VA 24504 1608
(434) 846-8306
FAX (434) 845-8245

10 FRANKLIN ROAD, S.E.
SUITE 540
ROANOKE, VA 24011-2121
(540) 857-2672
FAX (540) 857-2675

7 COURT SQUARE
STAUNTON, VA 24401-3307
(540) 885-3861
FAX (540) 885-3930

United States Senate

WASHINGTON, DC 20510-4606

August 7, 2009

Lawrence E. Strickling, Assistant Secretary for Communications and Information
Broadband Technology Opportunities Program
National Telecommunications and Information Administration
U.S. Department of Commerce
HCHB, Room 4812
1401 Constitution Avenue, NW
Washington, DC 20230

Dear Secretary Strickling:

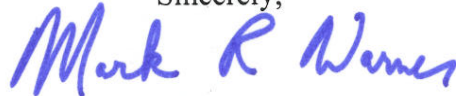
As the former Governor of the Commonwealth of Virginia and now as one of its U.S. Senators, I am very committed to bringing affordable broadband to businesses and citizens throughout the Commonwealth. That is why I am so encouraged by the American Recovery and Reinvestment Act's commitment to provide funding for broadband infrastructure deployment, for enhancing broadband capacity at public computer centers, and for encouraging sustainable adoption of broadband service.

I know how communities benefit when they have access to affordable broadband. When I was Governor, I worked to get grants so that homes and businesses in the small southwest Virginia town of Lebanon could get access to broadband. Lebanon created a job training center so residents could develop new job skills. Lebanon's broadband technology, plus its job training program, made it a community much more attractive to outside investment. As a result, Northrop Grumman and the information technology firm CGI opened facilities there, providing high-paying, mid-level IT jobs for about 700 people.

The stimulus broadband initiatives from the National Telecommunications Information Agency will provide similar benefits to other Virginia communities. That's why I am so glad so many Virginians are applying to the Broadband Technology Opportunities Program, and urge you to give their proposals strong consideration.

Thank you very much.

Sincerely,



Mark R. Warner
United States Senator

JIM WEBB

VIRGINIA

WASHINGTON OFFICE:

WASHINGTON, DC 20510
(202) 224-4024

COMMITTEE ON
ARMED SERVICES
COMMITTEE ON
FOREIGN RELATIONS
COMMITTEE ON
VETERANS' AFFAIRS

United States Senate

WASHINGTON, DC 20510-4605

JOINT ECONOMIC COMMITTEE

March 23, 2010

Mr. Jim Wasilewski
Director for Congressional Affairs
National Telecommunications and Information Administration
U.S. Department of Commerce
Herbert Hoover Building, Room 4898
Fourteenth Street and Constitution Avenue, NW
Washington, DC 20230

Dear Mr. Wasilewski:

I am writing in support of an application submitted by the Rockbridge Area Network Authority (RANA) to the National Telecommunications and Information Administration's (NTIA) Broadband Technology Opportunities Program (BTOP).

It is my understanding that Rockbridge County, the cities of Lexington and Buena Vista, and Washington and Lee University (W&L) are working collaboratively to build an open access publicly owned communications network that will provide advanced fiber optic infrastructure to all government entities, schools, libraries, and public safety agencies in the region through a collocation data center at W&L. Funds provided through BTOP would allow RANA to provide critical enabling infrastructure that would help promote a dynamic, small business, and entrepreneurial based economy.

I have been informed that current broadband usage in the Rockbridge region is only at forty-one percent. RANA hopes to bring one hundred megabit symmetric fiber connectivity to an additional 738 homes in the unserved towns of Goshen and Glasgow, digital subscriber line services to more than 2,700 households, and 160 businesses in the Lexington/Buena Vista business corridor. Moreover, this project would connect fifty health, public safety, education, and government facilities.

It appears that the Rockbridge Area Network Authority is well-positioned to meet the goals of the Broadband Technology Opportunities Program and the goals of the U.S. Department of Commerce. I ask that you give their application every fair and favorable consideration in keeping with the merits of the application and the guidelines of your program. I further ask that you keep me informed of the status of this proposal by contacting Martin Mash in my Roanoke office at 3140 Chaparral Drive, Building C, Suite 101, Roanoke, Virginia 24018. Mr. Mash can also be reached via telephone at (540) 772-4236.

With warm regards, I remain

Sincerely,



Jim Webb
United States Senator

JW: mm



COMMONWEALTH OF VIRGINIA
HOUSE OF DELEGATES
RICHMOND

BEN CLINE

POST OFFICE BOX 1405
AMHERST, VIRGINIA 24521

DELBCLINE@HOUSE.VIRGINIA.GOV

COMMITTEE ASSIGNMENTS:

COURTS OF JUSTICE
FINANCE
COMMERCE AND LABOR
MILITIA, POLICE AND PUBLIC SAFETY

August 14, 2009

Mr. Daniel Grim, Chairman
Rockbridge Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

I am writing to give my support for the Rockbridge Area Network Authority's fiber build-out project for the Rockbridge area. This grant is quite valuable to the continuing efforts that Virginia General Assembly is making in helping to increase communication and response times across the Commonwealth of Virginia.

As the Delegate for the 24th House District, I realize that the open access high-speed fiber network will comprehensively reform the day to day operations and interaction with all Rockbridge area emergency response systems for years to come.

On behalf of the citizens of Rockbridge County, I appreciate the benefits the fiber build-out project will bring to our businesses, residents, and school students. Please do not hesitate to contact me if I can be of assistance.

Sincerely,

A handwritten signature in black ink that reads "Ben Cline".

Ben Cline
Member, Virginia House of Delegates

BLC/swb

SENATE OF VIRGINIA

R. CREIGH DEEDS

25TH SENATORIAL DISTRICT
ALL OF ALLEGHANY, BATH, AND NELSON COUNTIES;
ALL OF THE CITIES OF BUENA VISTA, CHARLOTTESVILLE,
AND COVINGTON; AND PART OF ALBEMARLE,
BUCKINGHAM, AND ROCKBRIDGE COUNTIES
POST OFFICE BOX 5462
CHARLOTTESVILLE, VIRGINIA 22905



COMMITTEE ASSIGNMENTS:
AGRICULTURE, CONSERVATION AND
NATURAL RESOURCES
PRIVILEGES AND ELECTIONS
REHABILITATION AND SOCIAL SERVICES
TRANSPORTATION

July 29, 2009

Ms. Claire A. Collins
County Administrator
County of Rockbridge
150 S. Main St.
Lexington, VA 24450



To Whom It May Concern:

I am pleased to support The Rockbridge Area Network Authority in creating the Rockbridge area fiber build-out project. This grant is invaluable to increasing communication and response times in these vital service areas and will no doubt become an indispensable asset to many other services in Rockbridge.

The new open access high-speed fiber network will greatly improve the day to day operations of Rockbridge area emergency response systems for years to come. The project proposed by the Authority will not only tangibly improve the interactions, communication, and service of Rockbridge municipal service areas, but will also bring many other operations in the county to a new technological level.

This project is a priority for me as well as my constituents, and community operations will be visibly enhanced by this innovative development.

I am happy to be able to lend my support to the Rockbridge Area Network Authority and the people of Rockbridge in initiating this important project.

Sincerely,

R. Creigh Deeds

SENATE OF VIRGINIA



EMMETT W. HANGER, JR.

24TH SENATORIAL DISTRICT
ALL OF AUGUSTA, GREENE, AND HIGHLAND
COUNTIES; ALL OF THE CITIES OF LEXINGTON,
STAUNTON, AND WAYNESBORO, AND PART OF
ALBEMARLE, ROCKBRIDGE, AND ROCKINGHAM COUNTIES
POST OFFICE BOX 2
MT. SOLON, VIRGINIA 22843

COMMITTEE ASSIGNMENTS:
AGRICULTURE, CONSERVATION AND
NATURAL RESOURCES
FINANCE
LOCAL GOVERNMENT
REHABILITATION AND SOCIAL SERVICES

July 20, 2009

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim,

Please add my name to the growing list of supporters of the Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. As Virginia State Senator for the 24th District that encompasses a portion of this area, I am pleased with the local efforts to increase communication and response times in the emergency service areas.

Being a rural area, I am confident the open access high-speed fiber network will greatly enhance the day-to-day operations and interaction with all Rockbridge area emergency response systems. The citizens I represent will benefit exponentially with the awarding of this grant and the access such a network will provide.

I look forward to assisting County representatives working on this project and hope you will give their grant application serious consideration. Thank you, in advance, for your review of their application and my endorsement of their plans.

Sincerely,

Emmett W. Hanger, Jr.

EWH/hwh

Virginia Global Communication Systems

Lexington, VA 24450

March 21, 2010

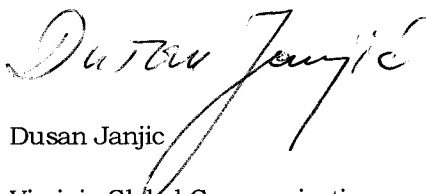
To Whom It May Concern:

Virginia Global Communications Systems is pleased to partner with RANA in a submission for broadband stimulus funds to support the proposal that is outlined to NTIA. VGCS is committed to providing material and human resources toward the project.

VGCS supports this initiative as it will help to bring broadband access to a far wider population group within the area. Beyond these reasons, the VGCS believes that the expansion of access will provide more opportunities for "clean" industries to locate in the greater Rockbridge County area. in the community.

VGCS is excited by the prospects of a successful grant application and the positive impact that it can have on both the VGCS and the broader local community. Should you have any questions or need additional information about the VGCS's support of this initiative, please feel free to contact me at (540)-458-0157 or email to djanjic@rockbridge.net

Sincerely,



Dusan Janjic

Virginia Global Communications

30 Crossing Lane

Suite 206

Lexington, VA 24450



COMMONWEALTH of VIRGINIA

DEPARTMENT OF TRANSPORTATION

811 Commerce Road
Staunton, VA 24401-9029
www.VirginiaDOT.org

Gregory A. Whirley
Acting Commissioner

March 9, 2010

Claire Collins
County Administrator
Rockbridge County
150 S. Main Street
Lexington, VA 24450

Dear Ms. Collins,

The Virginia Department of Transportation (VDOT) is aware of the joint effort between Rockbridge County and the Cities of Lexington and Buena Vista for the broadband project.

As with previous permitted projects, VDOT will make every effort to expedite the issuance of Land Use Permits as to prevent delays or loss of funding to the project.

Please notify our office as early as possible once an engineering firm is selected so that our staff may begin working with them on field and installation related requirements. If you have questions or concerns, I can be reached at 540-463-3108.

Sincerely,

A handwritten signature in blue ink that reads "Susan Hammond".

Susan Hammond
Residency Administrator



February 17, 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications
Management Team
150 S. Main Street
Lexington, VA 24450

Dear Mr. Grim,

The Virginia Horse Center supports the Rockbridge Area Network Authority for the fiber optic build-out project. We believe this grant is extremely valuable to continue efforts to increase communication and response times in our service areas.

The Virginia Horse Center believes that the open access high-speed fiber network will comprehensively reform the day-to-day operations and interaction with all Rockbridge area emergency response systems for years to come.

We will commit to the fiber optic build-out project however we can, by the involvement of our personnel, financial resources, and facilities. It is clearly a priority for us, and we know that our community will greatly benefit.

We are excited about the project and proud that Washington & Lee and the Rockbridge area have embraced this project.

Yours sincerely,

A handwritten signature in black ink that reads "Katherine R. Truitt". The signature is written in a cursive style.

Katherine R. Truitt
Executive Director



VIRGINIA MILITARY INSTITUTE

LEXINGTON, VIRGINIA 24450-0304

INFORMATION TECHNOLOGY

Phone 540-464-7341

Fax 540-464-7222

3 March 2010

Mr. Daniel Grim, Chairman
Rockbridge Area Telecommunications Management Team
150 S. Main St.
Lexington, VA 24450

Dear Mr. Grim:

VMI is pleased to initiate a relationship with The Rockbridge Area Network Authority for the Rockbridge area fiber build-out project. This grant is very valuable to the continuing efforts that VMI is making to improve communications and service availability.

VMI believes that the open access high-speed fiber network will comprehensively reform the day to day operations and interaction with all Rockbridge area emergency response systems for years to come.

VMI will commit to Rockbridge area fiber build-out project in that it is interested in renting rack space at the network operation center located on the Washington & Lee campus.

Sincerely,



Thomas F. Hopkins
COL, Director of IT



Income Statement

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Revenues								
Broadband Offerings								
Residential	\$ 3,240	\$ 12,960	\$ 21,168	\$ 25,943	\$ 51,448	\$ 73,924	\$ 77,161	\$ 74,563
Business	\$ 50,251	\$ 103,403	\$ 129,659	\$ 162,017	\$ 219,880	\$ 278,270	\$ 324,648	\$ 359,432
Government	\$ 281,432	\$ 608,248	\$ 599,778	\$ 599,607	\$ 625,735	\$ 628,068	\$ 628,068	\$ 628,068
Dark Fiber	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collocation	\$ -	\$ -	\$ 198,000	\$ 198,000	\$ 198,000	\$ 198,000	\$ 198,000	\$ 198,000
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Network Driven Revenues								
DSL Services	\$ 17,820	\$ 31,644	\$ 28,287	\$ 25,065	\$ 19,446	\$ 3,850	\$ 4,255	\$ 4,660
Voice/video/data bundles	\$ 83,657	\$ 192,686	\$ 252,749	\$ 294,122	\$ 391,145	\$ 570,074	\$ 669,247	\$ 767,513
Other (list specific services)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other bundled Services	\$ 540	\$ 1,296	\$ 3,024	\$ 4,864	\$ 5,512	\$ 6,160	\$ 6,808	\$ 7,456
Computer Backup	\$ -	\$ 6,863	\$ 9,983	\$ 11,647	\$ 15,806	\$ 19,966	\$ 23,293	\$ 25,789
Other Government Services	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Universal Service Fund	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Installation Revenues	\$ 42,744	\$ 7,985	\$ 1,443	\$ 12,489	\$ 12,211	\$ 8,268	\$ 8,175	\$ 4,453
Other Revenues	\$ 21,703	\$ 47,855	\$ 52,232	\$ 56,163	\$ 66,449	\$ 79,016	\$ 86,674	\$ 93,374
Total Revenues	\$ 501,387	\$ 1,012,941	\$ 1,296,324	\$ 1,389,917	\$ 1,605,632	\$ 1,865,595	\$ 2,026,328	\$ 2,163,308
Expenses								
Backhaul	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Network Maintenance/Monitoring	\$ 18,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000	\$ 36,000
Utilities	\$ 500	\$ 1,200	\$ 122,400	\$ 182,400	\$ 182,400	\$ 182,400	\$ 182,400	\$ 182,400
Leasing	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Sales/Marketing	\$ 6,000	\$ 5,000	\$ 3,000	\$ 2,000	\$ 1,000	\$ -	\$ -	\$ -
Customer Care	\$ -	\$ 9,844	\$ 10,336	\$ 10,853	\$ 11,395	\$ 11,965	\$ 12,563	\$ 13,192
Billing	\$ 12,500	\$ 13,125	\$ 13,781	\$ 14,470	\$ 15,194	\$ 15,954	\$ 16,751	\$ 17,589
Corporate G&A	\$ 39,025	\$ 105,156	\$ 149,063	\$ 155,453	\$ 162,688	\$ 170,285	\$ 178,262	\$ 186,638
Other Operating Expense	\$ 67,625	\$ 96,125	\$ 107,550	\$ 117,550	\$ 121,550	\$ 125,050	\$ 125,050	\$ 125,050
Total	\$ 148,650	\$ 271,450	\$ 447,130	\$ 523,726	\$ 535,227	\$ 546,654	\$ 556,027	\$ 565,868
EBITDA	\$ 352,737	\$ 741,491	\$ 849,194	\$ 866,191	\$ 1,070,404	\$ 1,318,941	\$ 1,470,302	\$ 1,597,440
Depreciation	\$ 133,313	\$ 250,557	\$ 266,626	\$ 285,520	\$ 308,318	\$ 325,917	\$ 343,516	\$ 355,915
Amortization	\$ 122,548	\$ 200,070	\$ 233,294	\$ 236,984	\$ 241,437	\$ 244,874	\$ 265,910	\$ 280,731
Earnings Before Interest and Taxes	\$ 96,877	\$ 290,864	\$ 349,275	\$ 343,687	\$ 520,649	\$ 748,150	\$ 860,876	\$ 960,794
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Before Taxes	\$ 96,877	\$ 290,864	\$ 349,275	\$ 343,687	\$ 520,649	\$ 748,150	\$ 860,876	\$ 960,794
Property Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Income Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Income	\$ 96,877	\$ 290,864	\$ 349,275	\$ 343,687	\$ 520,649	\$ 748,150	\$ 860,876	\$ 960,794

Balance Sheet

Assets	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Current Assets								
Cash	\$ 229,505	\$ 2,067,304	\$ 1,846,835	\$ 2,251,345	\$ 2,765,397	\$ 3,660,001	\$ 4,708,867	\$ 6,016,157
Marketable Securities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Accounts Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Receivable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Inventory	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Prepayments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Current Assets	\$ 229,505	\$ 2,067,304	\$ 1,846,835	\$ 2,251,345	\$ 2,765,397	\$ 3,660,001	\$ 4,708,867	\$ 6,016,157
Non-Current Assets								
Long-Term Investments	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amortizable Asset (Net of Amortization)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Plant in Service	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Less: Accumulated Depreciation	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Plant	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Non-Current Assets	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Assets	\$ 229,505	\$ 2,067,304	\$ 1,846,835	\$ 2,251,345	\$ 2,765,397	\$ 3,660,001	\$ 4,708,867	\$ 6,016,157
Liabilities and Owners' Equity								
Liabilities								
Current Liabilities								
Accounts Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Current Liabilities	\$ 12,346	\$ 22,521	\$ 27,061	\$ 28,444	\$ 29,402	\$ 30,354	\$ 31,136	\$ 31,956
Total Current Liabilities	\$ 12,346	\$ 22,521	\$ 27,061	\$ 28,444	\$ 29,402	\$ 30,354	\$ 31,136	\$ 31,956
Long-Term Liabilities								
Long Term Notes Payable	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Other Long Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Long-Term Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Liabilities	\$ 12,346	\$ 22,521	\$ 27,061	\$ 28,444	\$ 29,402	\$ 30,354	\$ 31,136	\$ 31,956
Owner's Equity								
Capital Stock	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Additional Paid-In Capital	\$ 4,999,193	\$ 4,999,193	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Retained Earnings	\$ 79,316	\$ 5,351,636	\$ 10,611,753	\$ 10,944,078	\$ 11,452,432	\$ 12,196,012	\$ 13,055,391	\$ 14,021,637
Total Equity	\$ 5,078,509	\$ 10,350,828	\$ 10,611,753	\$ 10,944,078	\$ 11,452,432	\$ 12,196,012	\$ 13,055,391	\$ 14,021,637
Total Liabilities and Owner's Equity	\$ 5,090,854	\$ 10,373,349	\$ 10,638,814	\$ 10,972,522	\$ 11,481,834	\$ 12,226,367	\$ 13,086,527	\$ 14,053,593

Statement of Cash Flows

	Forecast Period							
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Beginning Cash	\$ -	\$ 229,505	\$ 2,067,304	\$ 1,846,835	\$ 2,251,345	\$ 2,765,397	\$ 3,660,001	\$ 4,708,867
CASH FLOWS FROM OPERATING ACTIVITIES:								
Net Income	91,662	283,302	265,465	325,858	499,457	727,294	839,732	941,570
<i>Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities</i>								
Add: Depreciation	133,313	250,557	266,626	285,520	308,318	325,917	343,516	355,915
Add: Amortization	122,548	200,070	233,294	236,984	241,437	244,874	265,910	280,731
<i>Changes in Current Assets and Liabilities:</i>								
Marketable Securities	-	-	-	-	-	-	-	-
Accounts Receivable	-	-	-	-	-	-	-	-
Inventory	-	-	-	-	-	-	-	-
Prepayments	-	-	-	-	-	-	-	-
Other Current Assets	-	-	-	7,849	9,855	17,238	20,427	25,496
Accounts Payable	-	-	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-	-	-
Net Cash Provided (Used) by Operations	\$ 347,522	\$ 733,929	\$ 765,384	\$ 856,212	\$ 1,059,068	\$ 1,315,324	\$ 1,469,586	\$ 1,603,712
CASH FLOWS FROM INVESTING ACTIVITIES:								
Capital Expenditures	(5,117,210)	(3,895,323)	(985,853)	(451,702)	(545,017)	(420,719)	(420,719)	(296,422)
Amortizable Asset (Net of Amortization)	-	-	-	-	-	-	-	-
Long-Term Investments	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ (5,117,210)	\$ (3,895,323)	\$ (985,853)	\$ (451,702)	\$ (545,017)	\$ (420,719)	\$ (420,719)	\$ (296,422)
CASH FLOWS FROM FINANCING ACTIVITIES:								
Notes Receivable	-	-	-	-	-	-	-	-
Notes Payable	-	-	-	-	-	-	-	-
Principal Payments	-	-	-	-	-	-	-	-
New Borrowing	-	-	-	-	-	-	-	-
Additional Paid-in Capital	4,999,193	4,999,193	-	-	-	-	-	-
Additions to Patronage Capital Credits	-	-	-	-	-	-	-	-
Payment of Dividends	-	-	-	-	-	-	-	-
Net Cash Used by Investing Activities	\$ 4,999,193	\$ 4,999,193	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Increase (Decrease) in Cash	\$ 229,505	\$ 1,837,799	\$ (220,468)	\$ 404,510	\$ 514,051	\$ 894,604	\$ 1,048,866	\$ 1,307,290
Ending Cash	\$ 229,505	\$ 2,067,304	\$ 1,846,835	\$ 2,251,345	\$ 2,765,397	\$ 3,660,001	\$ 4,708,867	\$ 6,016,157

NPV/IRR Table

	Net Present Value	Internal Rate of Return
Without BTOP Funding	\$545,377	5%
With BTOP Funding	\$5,422,638	24%

Revenue Assumptions	
Factor	Specific Metric Used in Analysis
Customers Passed	
Anchor Institutions - Segment A	Direct count
Businesses	Direct count
Households	Direct count
Last Mile Providers	Direct count
Other	Direct count
Take Rate (should likely vary across 8-Year Forecast)	
CAIs- Segment A	Data from other open access projects is used to provide starting take rates.
Businesses	Data from other open access projects is used to provide starting take rates.

Households	Data from other open access and local service provider take rate data is used to provide starting take rates.
Last Mile Providers	Aggregate projections from individual market studies.
Direct Customer Connections	
Customer Segment - Business/CAIs	Direct count
Customer Segment- Last Mile residential	Direct count
Other	Indirect count
Average Revenue per User (may vary across 8-year forecast)	
Anchor Institutions	ARPU can be calculated on this network by dividing the total expected revenue payments from providers by the number of expected customers. In year one, this yields a value of \$895/month. This is skewed to the high side because K12 schools will have large GigE connections.

Businesses	ARPU can be calculated on this network by dividing the total expected revenue payments from providers by the number of expected customers. In year one, this yields a value of \$117/month.
Households	ARPU for residential customers is more predictable than for businesses and CAIs. In the first three years, ARPU is expected to be about \$49/month, with the two services of most interest being telephone (VoIP) and Internet access. TV services are not expected until at least year three because the total number of homes passed is too low until then. When TV services become available, residential ARPU is expected to be about \$103/month.
Last Mile Providers	Aggregate projections from individual market studies.
Other	No "other" category for ARPU is included.

Expense Assumptions	
Factor	Specific Metric Used in Analysis
Network Expenses	
Backhaul	No backhaul is required.
Maintenance	Actual expenses from similar operational projects.
Utilities	Actual expenses from similar operational projects.

Leasing	Quoted costs, estimated local lease costs based on other projects.
Depreciation	20 year straight line depreciation
Other	Network operations costs based on costs from comparable projects.
Sales & Marketing	
Advertising	A modest budget allocation for marketing is included for the first four years of operation.
Commissions	No commissions will be paid.
Salaries	Part time salary for sales and marketing.
Other	Direct budget allocation.
Customer Care & Billing	
Systems	BOSS included as part of stimulus request.
Personnel	Budgeted by providers.
Other	Billing budgeted by RANA.
General & Administrative	
Professional Services	Cost of services already incurred, quotes and estimates.
Insurance	Estimate based on consultant recommendation.
Non-Network Utilities	Market cost of propane.
Travel	\$1,500/year per full time employee.
Supplies	Direct budget allocation.
Miscellaneous	2% of of SG&A
Interest Expenses	

Debt Instrument A	No loans projected.
Taxes	
Other Tax Rates	RANA will be owned by a Federally registered tax exempt non profit, and does not incur tax liability.
Other Tax Rates	Service providers will pay their own taxes directly.

Rationale (Cite Basis)

All anchor institutions have been identified and catalogued by street address and GIS coordinates. No estimates have been used.

The Rockbridge County GIS department has provided RANA with maps and data on the location of businesses in the RANA area.

Rockbridge County GIS Department has used local tax data to provide RANA with maps and data on the location of homes in the RANA area.

RANA has three service providers who have signed intent to offer services commitments. We have also identified a minimum of two more local and regional providers who have expressed an interest in offering a wide variety of services on the network.

Other points of interest are available as needed from the Rockbridge County GIS Department.

There is just one middle mile segment. We start with a 65% take rate in the first year for CAIs, and increase this by over the next four years to 90%. RANA has broad support from all three local governments, who are heavily involved in supporting the effort. County administrators and county supervisors have made it clear to all CAIs receiving county or city funds that they should use RANA for services.

We believe take rates, especially in the early years, will be driven by the opportunity to reduce costs for voice telephony. In other projects, when competitive VoIP-based telephone services are introduced in competition with the copper-based voice services offered by the incumbent, the competitive services have been priced 40% to 60% lower; this is a substantial savings and a strong incentive for a business to change providers. Internet access costs, in other markets where public/private fiber is available, has produced price drops of 10% to 50% in the first year. Even more significant, however, is that the amount of bandwidth offered for the same or a lower price usually doubles or triples. This is also a major incentive for a CAI to switch to a provider on the open access network.

In our detailed take rate projection worksheets, churn rate is calculated as a portion of the overall take rate for each year, with the churn percentage reducing the total number of expected new customers each year. Churn rate in the telecommunications industry generally ranges between 1% and 3% annually, but these figures are misleading when applied to an open access network, because

This project is focused primarily on connecting CAIs. However, some businesses are located adjacent or very near CAIs, and the opportunity exists to add those businesses at very low cost while connecting nearby CAIs. The combination of being able to offer fiber connections to businesses on the middle mile route and DSL to businesses throughout the county is very powerful--any business, even one in an unserved area now, will have access to broadband via fiber or up to a 7 meg DSL connection. We have projected relatively modest numbers of businesses getting connected in the first three years--about 325. We believe this is modest and achievable because many businesses in the county currently have no access to broadband and have no competitive pricing for telecom services. We project modest annual growth of just 15% in the first four years, and over eight years, expect to expand service to about 867 businesses, or an average of about 70 businesses per year.

In a unique partnership that includes both the local incumbent telephone company (ILEC) and a competitive local provider (CLEC), DSL will become available to more than 95% of the county, including wide areas that are currently unserved. Our take rates for DSL are based on take rates from the existing CLEC, who has provided us with his take rates for new areas where he offers DSL.

In our detailed take rate projection worksheets, churn rate is calculated as a portion of the overall take rate for each year, with the churn percentage reducing the total number of expected new customers each year. Churn rate in the telecommunications industry generally ranges between 1% and 3% annually, but these figures are misleading when applied to an open access network, because a customer leaving one provider on an open access network is most likely to move to another provider on the same network. In practice, this means very little change in revenue for the open access network owner/operator. We assume a churn rate of 1% per year, and believe this is conservative. In our survey of five open access networks, although we found limited quantitative data on churn rates, network operators told us customers leaving the open access network to return to an incumbent was extremely rare.

Because RANA is an open access network with multiple providers, our take rates are based on market segments (CAIs, business, residential) rather than individual providers. At the end of year three, we expect to have 5+ providers on the network offering 20+ services, and take rates for individual services will vary widely. For example, a home-based telehealth service may only have a long term take rate of about 10%, as it will only be of interest to residents dealing with long term chronic health issues. Telephone service will have relatively high take rates because most people use the phone, and VoIP-based phone services have wide appeal because of increased functionality and much lower prices.

The RANA stimulus funds request has been calculated based on detailed cost estimates of connecting specific and identified CAIs and nearby businesses. Starting market size and take rates are based on these directly counted institutions. A limited amount of growth after year two is projected based on the use of program income to fund additional drops to other locations along the Middle Mile route.

The RANA stimulus funds includes DSL, but since the DSL last mile connections are not part of project costs, the DSL expenses are small and are included as part of the middle mile effort. Cabinets along the middle mile will house both fiber and DSL switches, and the residential last mile connections will be made using existing incumbent copper cable. The incumbent has an agreement in place with the ILEC that will actually provide the service. But the DSL backhaul will be over the RANA network.

We are not requesting any funds for the "Other" category and have not included an "Other" market segment in our take rate analysis. But for other kinds of connections that do not fit in the CAI/business/residential category, program income can be used to make a limited number additional middle mile connections. Our financial projections do not assume any income from this category.

In an open access network with multiple providers, there is no single suite of services. Multiple providers will each offer their own suite of services and will set their own pricing.

ARPU is easier to calculate in a traditional copper-based network with a single provider offering all services. When there are multiple providers offering multiple services that vary widely in price, kind, and type, ARPU has less meaning. For example, CAIs on the RANA network could vary widely, with one CAI buying a single VoIP/Internet package for \$75/month, while a larger CAI could have a 1Gig connection and be would be paying something on the order of \$3,000/month. For those two customers, $ARPU = \frac{\$3,335}{2} = \1667.50 , but the ARPU figure provides little useful information about individual customer service use.

RANA, as the network owner and operator, will receive a revenue share portion of all services offered by private sector providers connected to the network. This revenue share is a typical rate of 15% to 32%, depending on the type of service. Projected service prices range from \$40/month for a computer data backup service to \$3,000/month for a one Gig VPN connection.

In an open access network with multiple providers, there is no single suite of services. Multiple providers will each offer their own suite of services and will set their own pricing.

ARPU is easier to calculate in a traditional copper-based network with a single provider offering all services. When there are multiple providers offering multiple services that vary widely in price, kind, and type, ARPU has less meaning. For example, businesses on the RANA network could vary widely, with one business buying a three line VoIP/Internet package for \$100/month, while a larger business could have a 25 megabit VPN service and be would be paying something on the order of \$600/month. For those two customers, $ARPU = \frac{\$700}{2} = \$350/\text{month}$, but the ARPU figure provides little useful information about individual customer service use.

RANA, as the network owner and operator, will receive a revenue share portion of all services offered by private sector providers connected to the network. This revenue share is a typical rate of 15% to 32%, depending on the type of service. Projected service prices range from \$40/month for a computer data backup service to \$3,000/month for a one Gig VPN connection.

In an open access network with multiple providers, there is no single suite of services. Multiple providers will each offer their own suite of services and will set their own pricing. Residential ARPU is relatively low because in the early years, most residential customers will be buying low cost DSL services.

In the residential market, “advanced services” like video on demand will drive ARPU up sharply over time as more customers “rent” movies directly over the network rather than driving to the video store. The open access model also encourages the growth of many specialized services with high profit margins like gaming, home security services, telehealth services, computer backup services, and many other narrowly targeted offerings.

RANA, as the network owner and operator, will receive a revenue share portion of all services offered by private sector providers connected to the network. This revenue share is a typical rate of 15% to 32%, depending on the type of service. Projected service prices range from \$40/month for a computer data backup service to \$3,000/month for a one Gig VPN connection.

Because RANA is an open access network with multiple providers, our ARPU projections are based on market segments (CAIs, business, residential) rather than individual providers. At the end of year three, we expect to have 5+ providers on the network offering 20+ services, and ARPU will vary widely based on the kinds of services available.

The three market segments (CAIs, business, residential) account for more than 99% of expected revenue.

Rationale (Cite Basis)

In an open access network, each service provider provisions their own backhaul. RANA owns and operates the network, but does not sell any services. Therefore, no backhaul is required as part of basic network operation expenses. Each service provider is responsible for their own backhaul.

Maintenance costs are based on actual expenses incurred by other open access projects using a similar network design and similar equipment. Outside plant (OSP) maintenance is handled by an annual contract with a fiber construction and maintenance firm.

The only utility cost incurred is for electric power in the colocation facility and electronics cabinets in the field. Utility costs from similar projects with similar equipment and colocation facilities have been used to estimate expected costs. Electric power costs at the colocation facility account for more than 90% of utility costs. Washing and Lee University plans to occupy 80% of the floor space of the data center, and will pay a proportional share of the power costs.

RANA will have several cabinet locations on private land, and those leases average between \$500 and \$1000/year. Real estate leasing is minimized by using local government property wherever possible.

A 20 year straight line depreciation of capital expenses (equipment, duct, fiber) is used.

RANA will contract with a qualified private sector firm to provide 24/7 network operations monitoring and support. Costs budgeted for this work is based on costs paid by similar size open access networks.

In the RANA open access business model, each service provider markets directly to potential customers. RANA will let residents, businesses and CAIs know about the availability of the open access network and of the services and service providers on the network. This will be done using the community Web site, email newsletters, door hangers, and personal contact. The marketing budget includes funds for printing brochures, door hangers, and related marketing materials.

The small size of the project and the open access model does not require RANA to pay commissions. RANA is not selling services on the network, so RANA marketing staff will only be doing public awareness marketing, not sales of services.

RANA has allocated a part time (10 hours/week) marketing position beginning in year two to do public awareness and general marketing. This person will work closely with service providers to ensure that CAIs, businesses, and residents are aware of the providers offering services on the RANA network and the kind, type, and price of those services. RANA is not selling any services directly.

RANA has budgeted for several other specific SG&A cost categories that affect marketing, including office space, office supplies, computer equipment, and legal services (for service provider contracts).

In an open access system, each service provider bills their own customers directly. Therefore, RANA will bill only the service providers. This means there will be only a projected 10-12 bills per month, one per provider. The budgeted BOSS (Billing and Operations Support System) does include, for auditing purposes, the ability to track all services sold by all providers. This will enable RANA to ensure that the revenue share paid by providers is accurate on a monthly basis.

In an open access network, each service provider handles customer care, technical support, and troubleshooting directly. RANA staff will not provide any direct customer care.

RANA has budgeted for a part time (10 hours per week) bookkeeper that will handle the small number of customer bills (RANA customers are the service providers). As an open access network, RANA will only bill providers. Providers will bill their own customers directly.

Projected costs for professional services (e.g. technical consulting, legal, business planning) are based on recent costs paid for these services or for cost estimates provided by firms interested in offering these services. Legal services are budgeted to support service provider contract modifications.

Our network consultant has recommended the allocated cost of insurance based on the budgeted size and scope of this project.

The back up electric generator at the colocation facility and some cabinets will use propane and diesel oil as the fuels. This cost is based on the market price of propane and diesel fuel.

RANA has budgeted for a modest amount of travel based on \$1,000 per full time equivalent employee.

RANA has budgeted \$1,000/year for office supplies and other incidental materials (copy paper, pencils, markers, printer ink and toner, etc.) that is adequate for this effort based on costs incurred by similar size organizations.

RANA has budgeted for unanticipated expenses based on approximately 2% of the total SG&A budget in each year.

RANA financial projections are based on an extensive (approximately 55 page) ten year financial analysis that considers take rates, service prices, capital expenditures, operating costs, and cost of
RANA will be owned by a Federally registered tax exempt non profit, and does not incur tax liability. Private sector providers offering services on the network will incur Federal, state, and local taxes and will be responsible for paying any and all taxes for which they are obligated.