



**BOARD OF SUPERVISORS
WORK SESSION
Tuesday, May 19, 2020 – 4:30 PM**

**Gallery Room - Chatham Community Center
115 South Main Street,
Chatham, Virginia 24531**

AGENDA

- 1. CALL TO ORDER (4:30 PM)**
- 2. ROLL CALL**
- 3. AGENDA ITEMS TO BE ADDED**
- 4. APPROVAL OF AGENDA**

For the citizens' convenience, all Work Session and Committee Meetings are now being recorded and can be viewed on the same YouTube location as the Board of Supervisor's Business Meetings. Please remember that the Board's Work Session is designed for internal Board and County Staff communication, discussion, and work. It is not a question and answer session with the audience. Accordingly, during the Work Session, no questions or comments from the audience will be entertained. Respectfully, any outbursts or disorderly conduct from the audience will not be tolerated and may result in the offending person's removal from the Work Session. As a reminder, all County citizens, and other appropriate parties as designated by the Board's Bylaws, are permitted to make comments under the Hearing of the Citizens' Section of tonight's Business Meeting.

- 5. PRESENTATIONS**
 - a. Broadband Survey Update (Staff Contact: Scott Budd); (Presenter: Jean Plymale); (45 minutes)
- 6. STAFF, COMMITTEE, AND/OR CONSTITUTIONAL OFFICER REPORTS**
 - a. Franklin County Fire and EMS Service Recommendation Discussion (Staff Contact: David M. Smitherman; Christopher C. Slemph); (15 minutes)
- 7. BUSINESS MEETING DISCUSSION ITEMS**
- 8. CLOSED SESSION**

- a. Discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body.

(1) Legal Authority: Virginia Code § 2.2-3711(A)(3)

Subject Matter: Landfill Easement and Right-of-Ways

Purpose: Discussion of Disposition of Publicly Held Real
Property

9. RETURN TO OPEN SESSION & CLOSED SESSION CERTIFICATION

- a. Closed Session Certification

10. ADJOURNMENT



Board of Supervisors
EXECUTIVE SUMMARY

INFORMATION ITEM

| | | | |
|--------------------------|--|---------------------|-----|
| Agenda Title: | Broadband Survey Update (Staff Contact: Scott Budd); (Presenter: Jean Plymale); (45 minutes) | | |
| Staff Contact(s): | Scott Budd | | |
| Agenda Date: | May 19, 2020 | Item Number: | 5.a |
| Attachment(s): | Pittsylvania Pittsylvania Decision Points Document Pittsylvania County Citizen Survey Comments | | |
| Reviewed By: | <i>VP</i> | | |

Jean Plymale, Center for Innovative Technology, will update the Board on the Broadband Survey via GoToMeeting.

Pittsylvania County Virginia

Community Broadband Survey Update
February, 2020

Prepared by The Center for Innovative Technology
Powered by Pittsylvania County Virginia



Topics

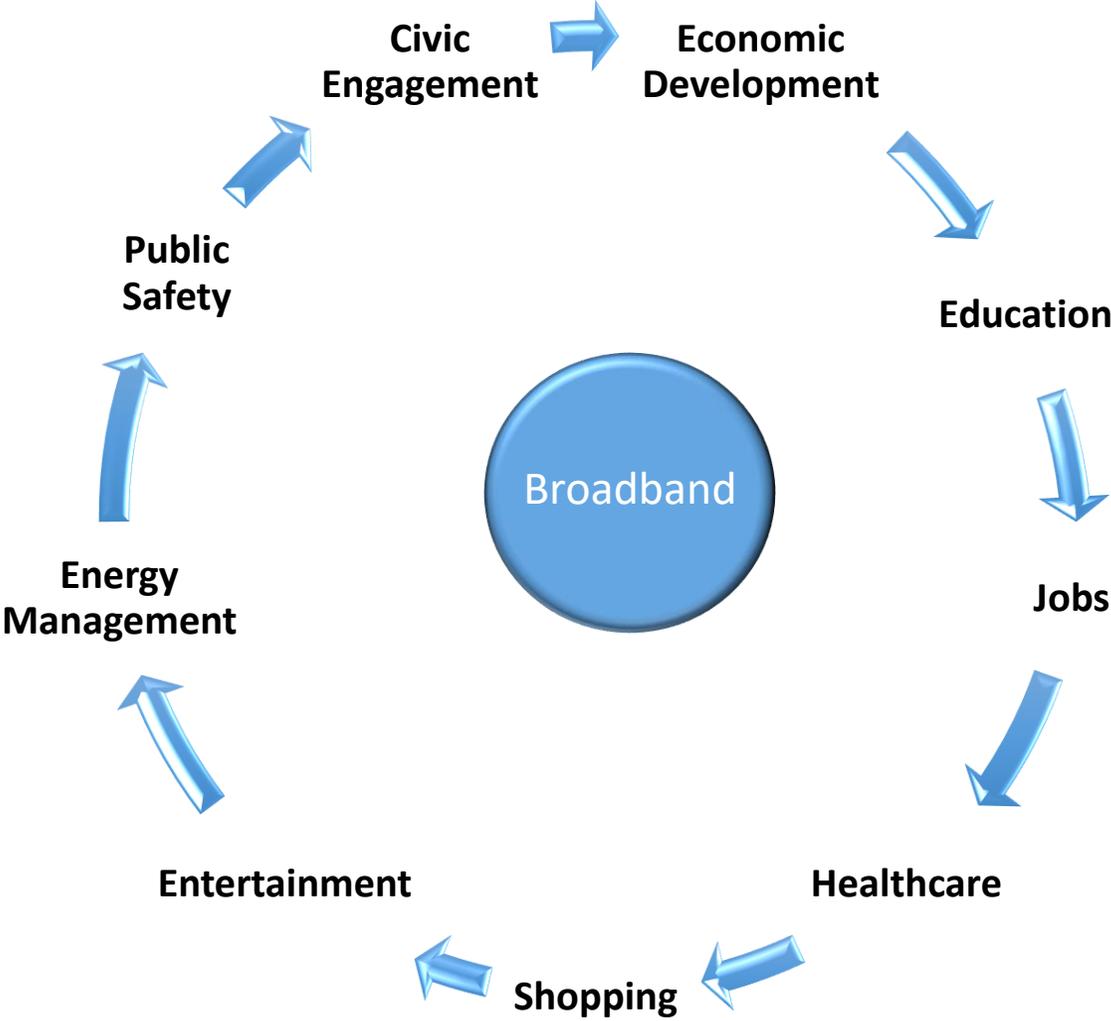
- Adoption
- Economics
- Community Demographic Profile
- Current Reported Coverage
- Broadband Demand
- Local Assets
- Review of local policies & fees
- Broadband Needs
- Next Steps

Adoption & Usage

Why Broadband

- boosts personal productivity
- facilitates more flexible work arrangements – Telework, Telecommute
- enables a home-based business as a replacement, or compliment, to a primary job
- assists people in becoming more informed
- provides education, social, and cultural opportunities
- can increase household income by \$1,850 (some say more!) per year
- reemployment approximately 25% faster than traditional searches
- higher employment rates in rural counties
- improves access to healthcare
- advance solutions that help manage chronic diseases, like diabetes and obesity
- connecting health and broadband sectors is a path to a more connected, healthier community
- can increase home value.
- can help grow population by attracting or retain millennials.

Why Does Broadband Matter?

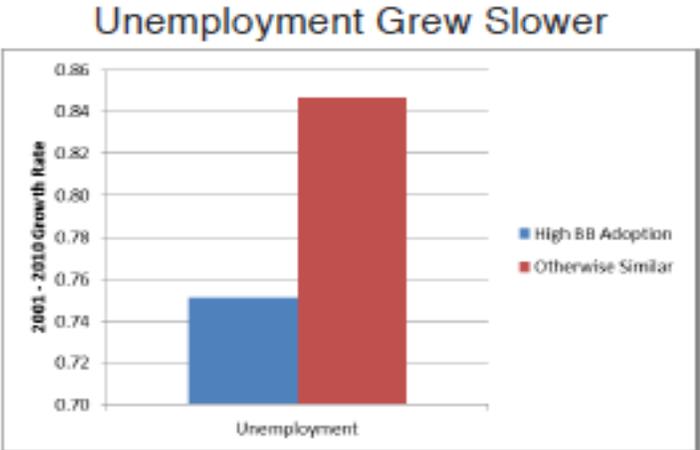
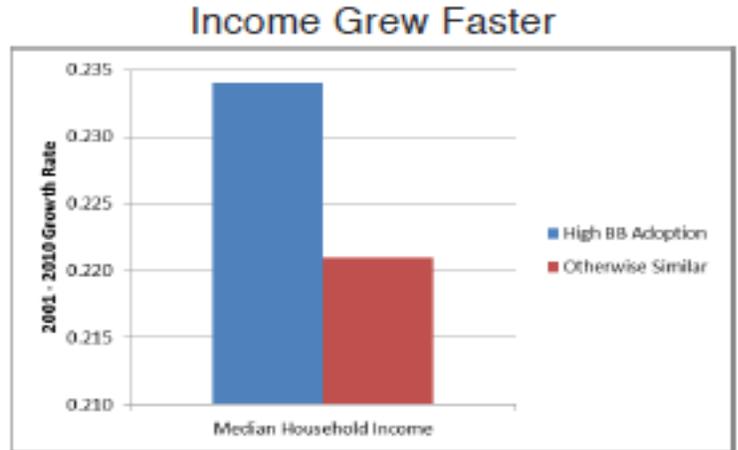


Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

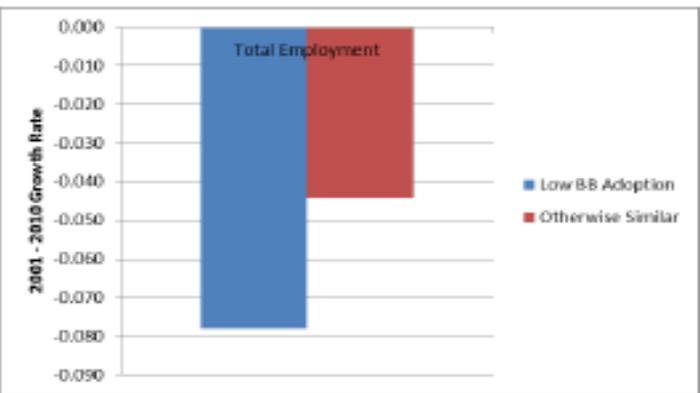
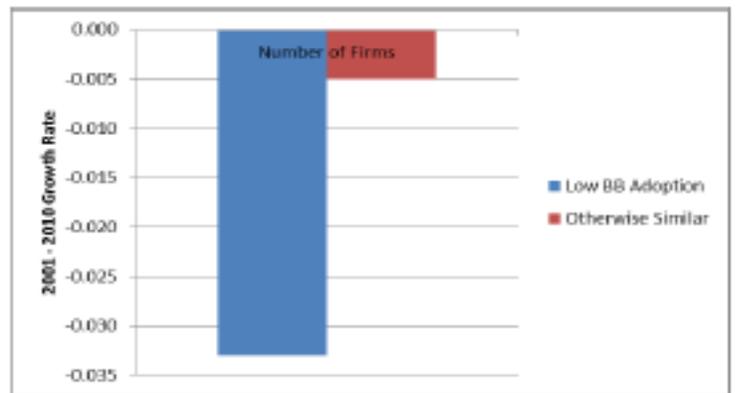
Why Does Broadband Adoption Matter?

In rural counties, between 2001 and 2010...

Where broadband adoption was high, (60%+)...

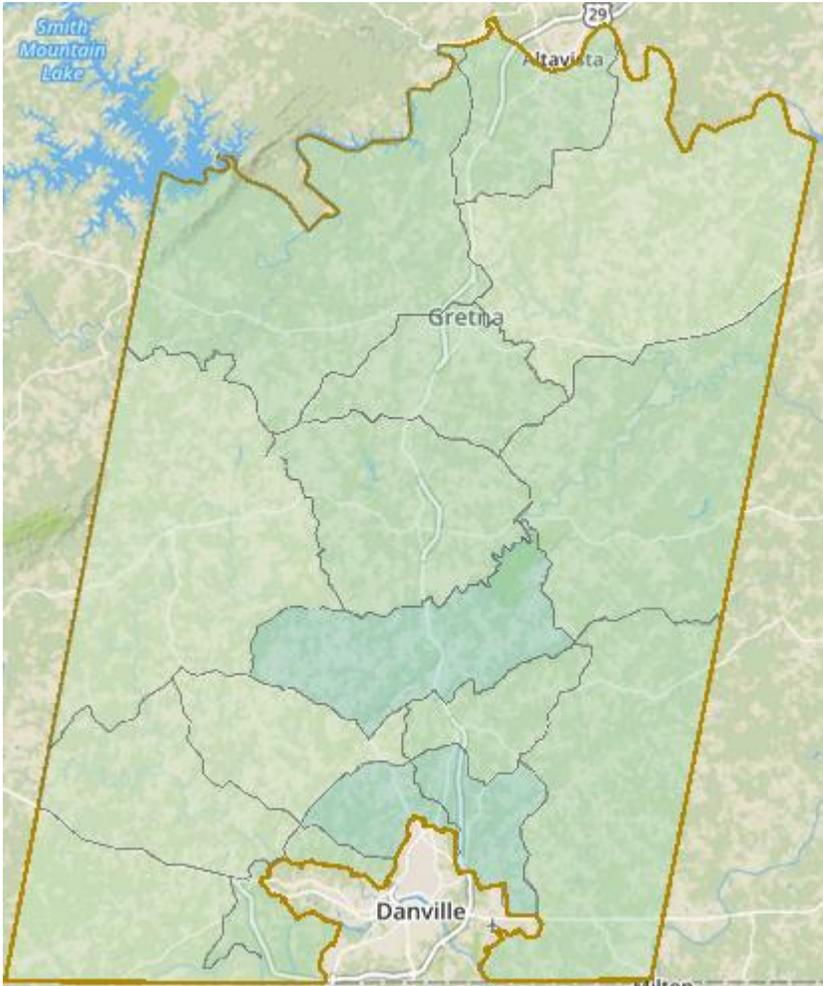


Where broadband adoption was low, (<40%)...

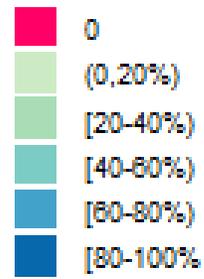


Whitacre, Gallardo, and Stover. 2014a. *Telecommunications Policy*

Pittsylvania County y Census Tract



Adoption 10↓/1↑



Pittsylvania County Adoption Rate

5.a.a

Internet Adoption: ~40-60%

*Adoption rate is the number of residential fixed connections to the Internet per 1000 households. Sources differ on this metric, some say as much as 80%, others as low as 20-40%. Given the DSL coverage, estimated 60% to be safe.

| Pittsylvania County Health Behavior Estimates | | National Estimates |
|---|-----|--------------------|
| Obesity | 32% | 27.80% |
| Diabetes | 14% | 9.90% |

Source: <https://www.fcc.gov/reports-research/maps/connect2health/data.h>

Take away: Pittsylvania County health indicators exceed national estimates. Connecting healthcare and broadband sectors and increasing broadband adoption rates is a path to a more connected, healthier community.

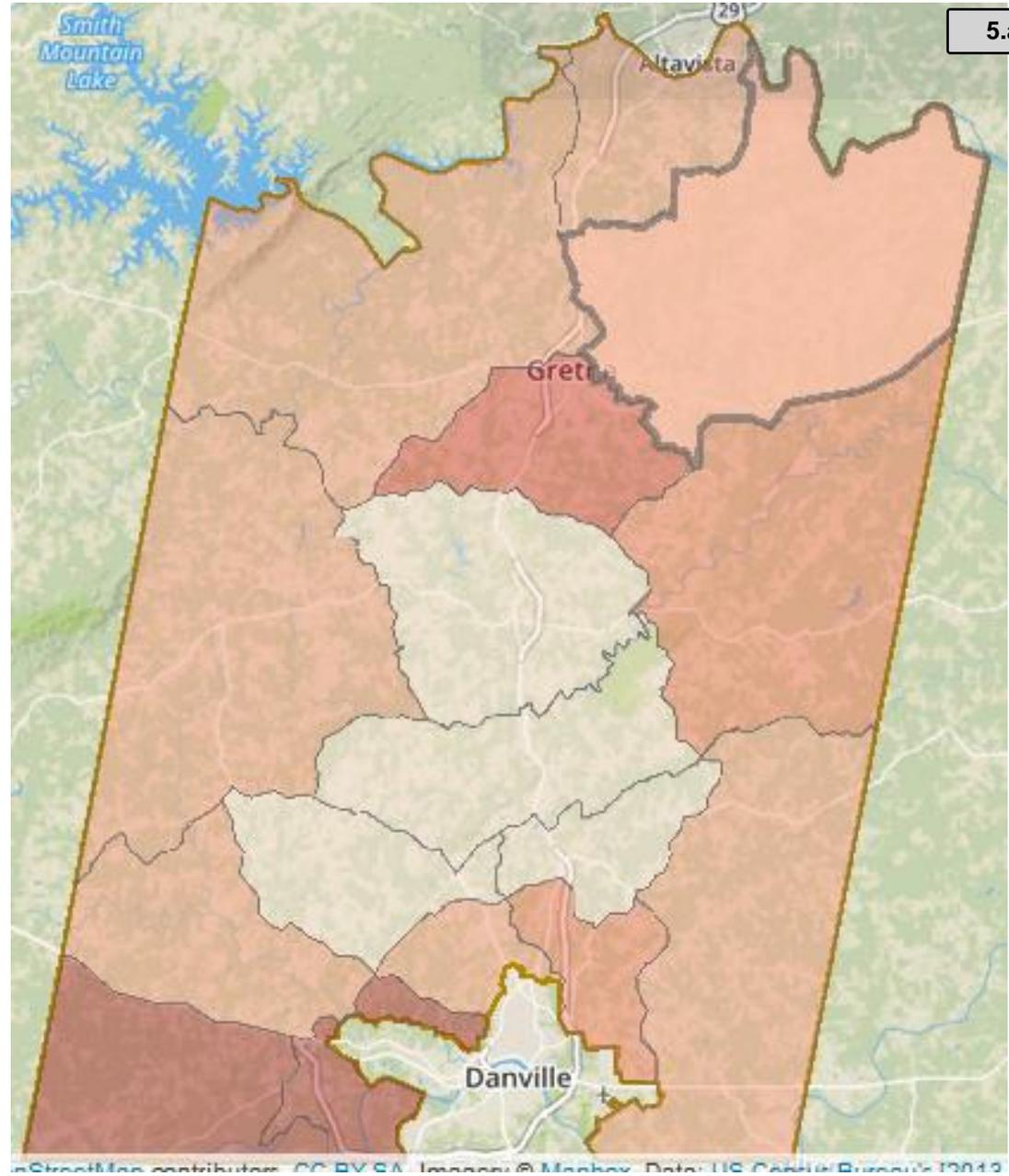
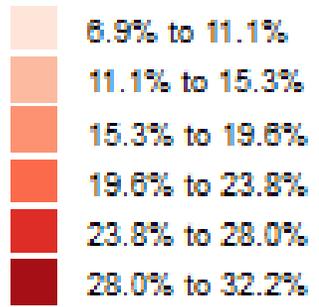
Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Take away: Data from the Purdue Center for Regional Development suggests that “if a rural area has widely available and adopted broadband, it can start to successfully attract or retain millennials.”

Pittsylvania County

Take away: Pockets of poverty exist within Pittsylvania County. Expand adoption and usage programs across county to ensure these populations are ready to subscribe to new services offered by CAFII expansion efforts.

Families in Poverty by Census Tracts



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Economics

The Economics of Broadband

Provider Perspective

$$[Revenues > (CapEx + OpEx)] = Sustainability$$

It doesn't matter if it is the private or public sector building and/or deploying services, the math has to work; revenue has to offset – be greater than - capital and operating expenses in order to sustain the network and create profit for upgrades, maintenance etc.

The Economics of Broadband

Locality Perspective

Localities can improve the investment opportunity for broadband expansion by helping to balance the sustainability equation. Recall:

$$[Revenues > (CapEx + OpEx)] = Sustainability$$

| Increase Revenues ↑ | LOWER COSTS ↓ |
|--------------------------------|-----------------------------------|
| Adoption and Demand | Local Assets/Infrastructure |
| Population Density | Policies & Fees |
| Community Anchor Institutions* | Partner for Funding Opportunities |

*Revenues from a few of the biggest customers in a community (anchors/carrots) can make or break a business plan.

The Economics of Broadband

Local Perspective

According to a study by [Ohio State University Swank Program](#), “Estimates of the average annual benefits received by US broadband subscribers range from \$1,500 (Greenstein and McDevitt, 2012) to \$2,200 (Nevo et al., 2016) per household.

Using the mean from the Swank study; \$1,850, and broadband defined as: **minimum speeds of 25 Mbps download/3 Mbps upload** we can *estimate* economic benefits and losses expected from broadband availability in Pittsylvania County:

477 Estimate of County Households without BB (connections < 25/3) = 3164

477 Estimate of County Households with broadband (25/3 and above) = 1119

Estimates of potential annual economic benefits (or losses) for households according to the Swank Study could range from:

- Without Broadband: $3164 \times \$1,850 = \mathbf{\$5,853,400}$ **economic loss** - due to not having broadband connected homes.
- With Broadband : $1119 \times \$1,850 = \mathbf{\$2,070,150}$ **economic gain** – due to a broadband connected homes.
- The economic gain if all households in County had broadband service: $26,687 \times \$1,850 = \mathbf{\$49,370,950}$

[FTTH Council released a study](#) showing access to ***fiber-delivered*** Internet boosts home values by up to 3.1 percent.

Median occupied household value (census 2017) for Pittsylvania County Virginia: \$113,800 * .031 = **\$3,528 increased of home value.**

Community Profile

Sources: <https://www.census.gov/acs/www/data/data-tables-and-tools/data-profiles/2017/>

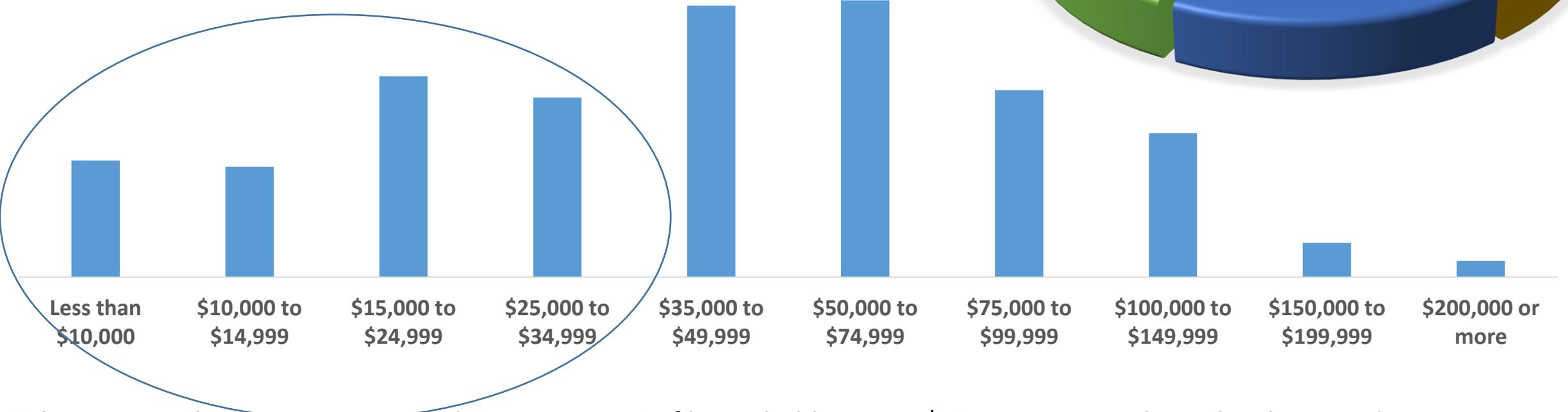
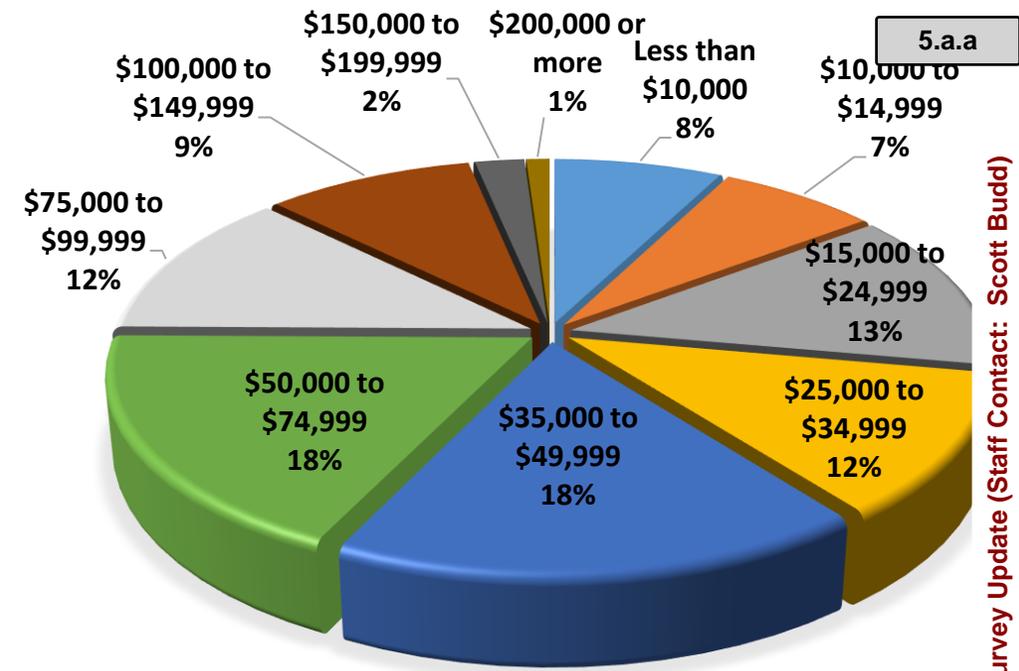
<https://www.fcc.gov.edgekey.net/health/maps>

<https://www.census.gov>

Broadband Perspective

Pittsylvania County Household Income

Total Occupied Households: 26,687
 Median Household Income: \$44,356

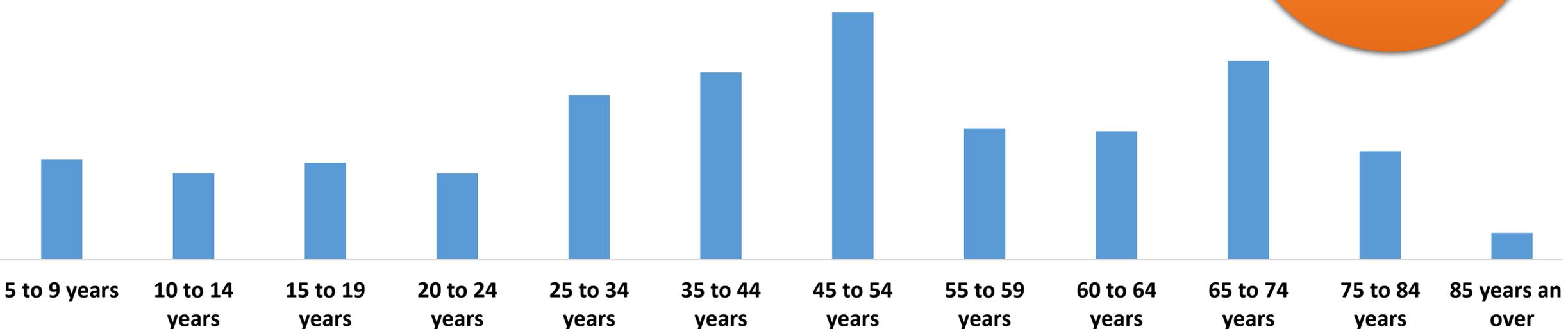
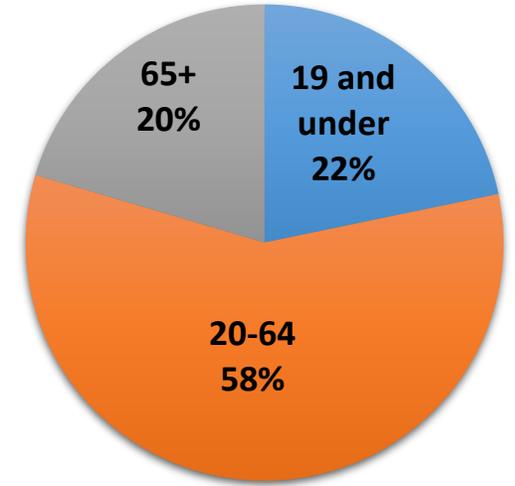


Take away: Adoption issue – According to ACS 40% of households earn < \$35K per year and may be slow to adopt new service or have affordability challenges.

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County Age and Population

Total Population: 61,970
Median Age: 46.4

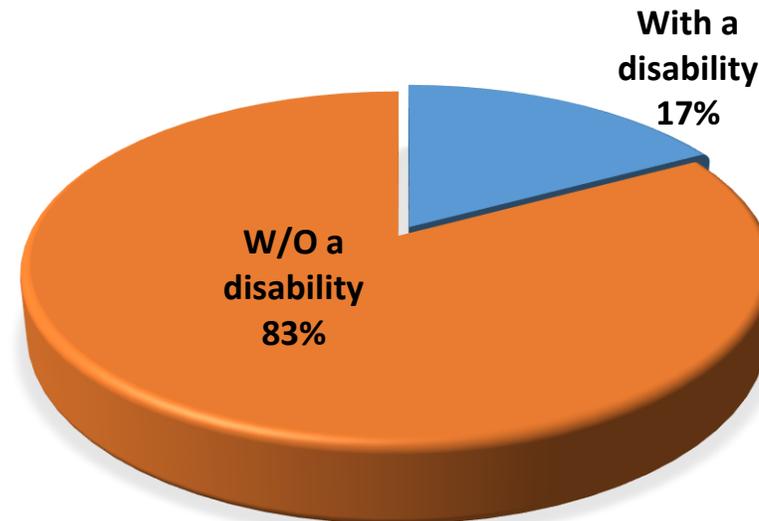
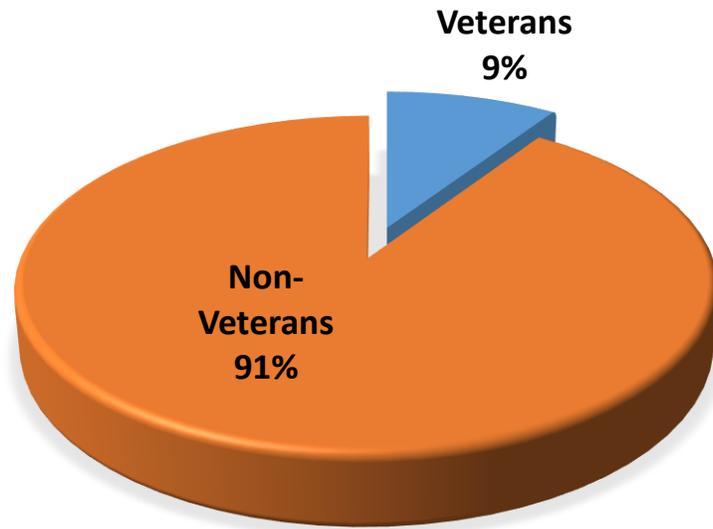


Take away:

- Adoption Issue - 20% may be slow to adopt.
- Majority of population, 80% considered technology adopters.
- Largest population group; 20-64 – prime workforce age.

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County Populations with Special Broadband Needs

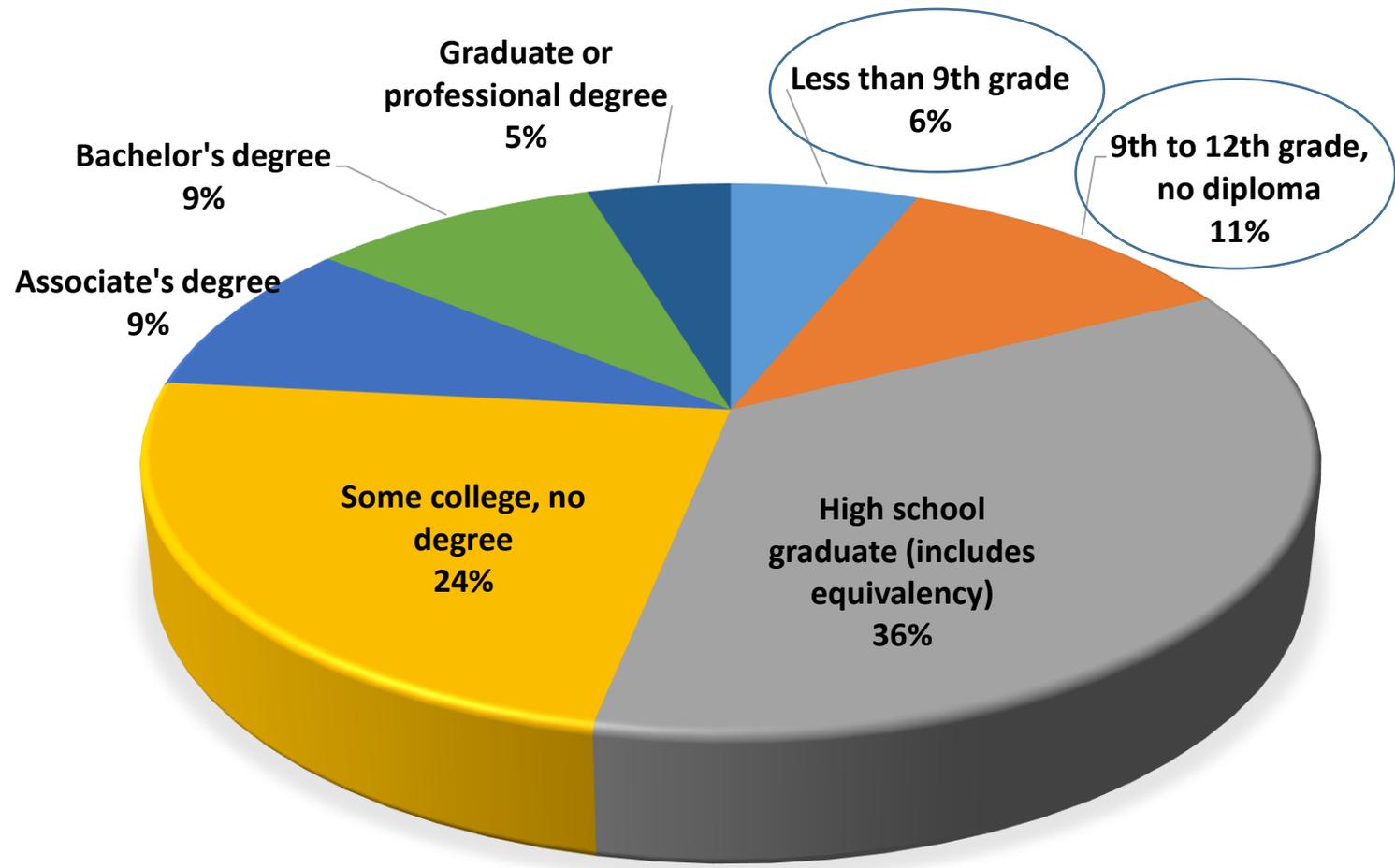


Take away: Adoption Issues -17% disabled, and 9% veterans, may be slow to adopt or need special equipment.

Veterans living in rural areas are among the largest population of Americans who struggle to receive accessible and affordable healthcare. While broadband-enabled telehealth services and applications can improve veterans' access to healthcare, lack of connectivity is a significant barrier to telehealth adoption.

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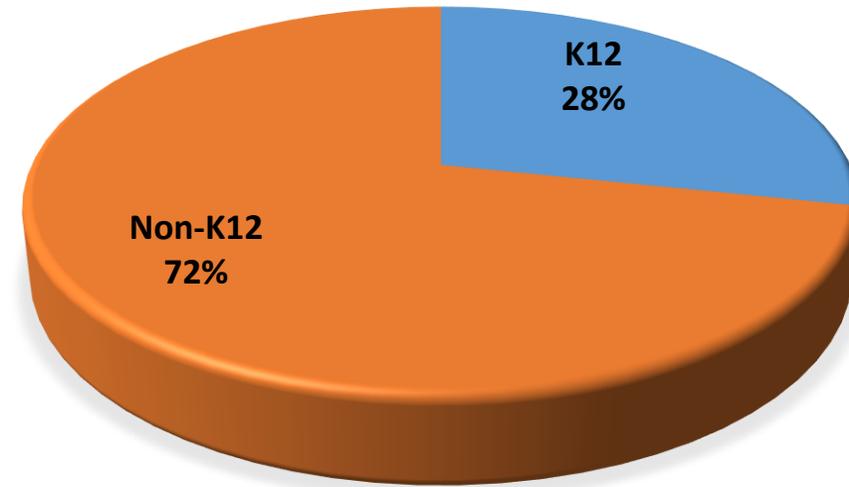
Pittsylvania County Educational Attainment



Take away: Adoption Issue - 17% of the population may be slow to adopt and/or less likely to subscribe to new services.

Pittsylvania County Households with K-12 Children

Add survey results for K12

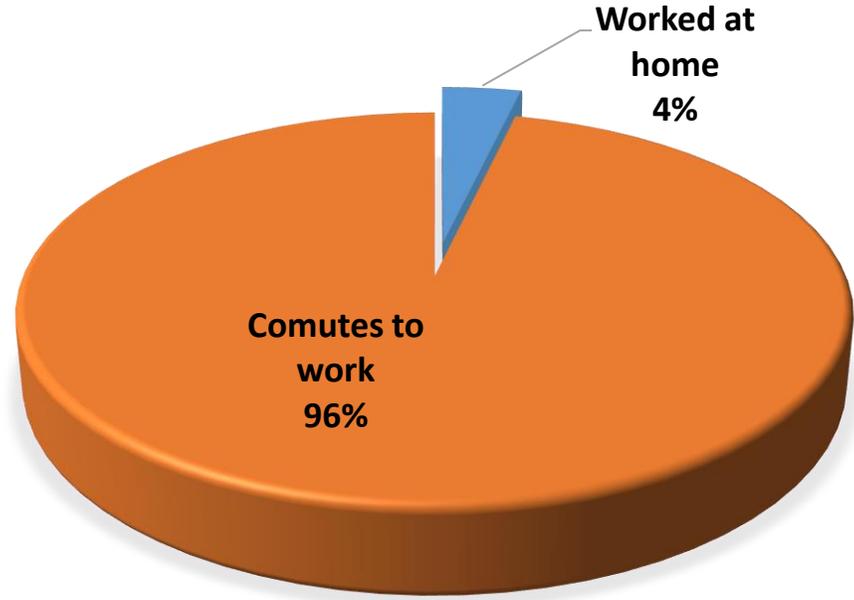


Take Away: According to Census, X% of households need broadband at home to support K-12 education.

Pittsylvania County Residents Working from Home

Take away: According to Census, ~4% of Pittsylvania County's workforce work from home, 96% commute in some way.

~53% commute outside the county for work.

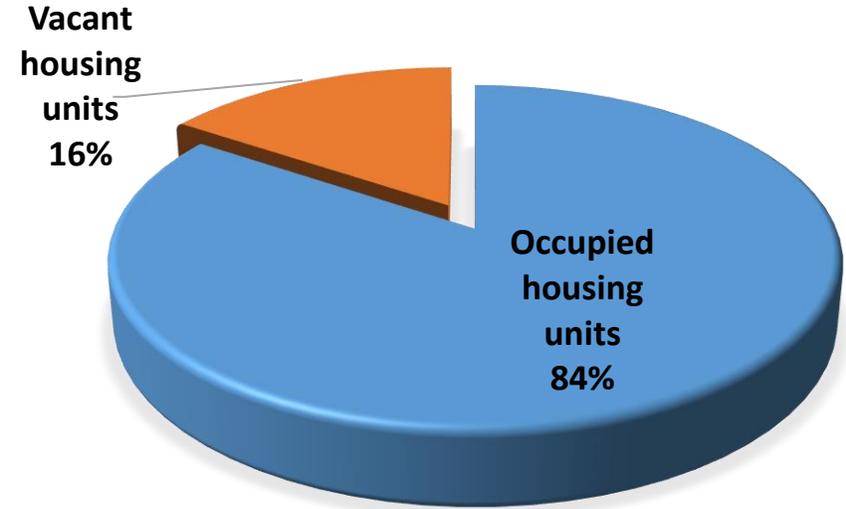
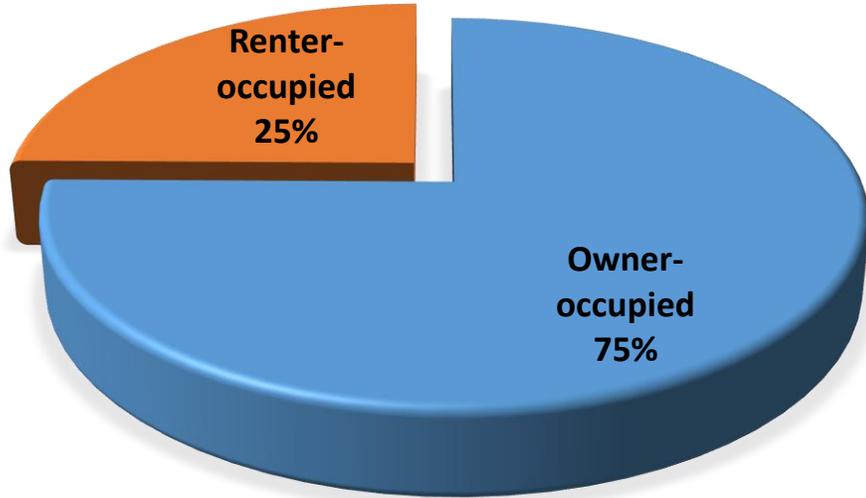


Revenue and economic development opportunities lost to neighboring localities when working outside county of residence

Working from home keeps dollars circulating in the local economy.

Pittsylvania County Housing

Total Occupied Housing Units: 26,687
Owner Occupied Household: 20,068



Take away: 16% of housing units are vacant or represent seasonal/weekend homes.
25% of housing units are rentals.

Broadband availability could reduce vacant housing units.

*a vacant unit may be one which is entirely occupied by persons who have a usual residence elsewhere.

Source: <https://www.census.gov/housing/hvs/definitions.pdf>

Reported Current Coverage

FCC 477 Provider Reported Data – June 2018

Seriously

Important note about FCC reported coverage

All facilities-based broadband providers* **are required** to file data with the FCC twice a year (Form 477) on where they offer Internet access service at speeds exceeding 200 kbps in at least one direction.

Fixed providers file lists of census blocks in which they **can or do offer service** to at least one location, ...

Mobile providers file maps of their coverage areas for each broadband technology (e.g., EV-DO, HSPA, LTE).

Block-Level Deployment and Competition

A provider that reports deployment of a particular technology and bandwidth in a particular census block may not necessarily offer that particular service everywhere in the census block. Accordingly, a list of providers deployed in a census block does not necessarily reflect the number of choices available to any particular household or business location in that block, and the number of such providers in the census block does not purport to measure competition.

Source: Source: <https://www.fcc.gov/general/broadband-deployment-data-fcc-form-477>

***A Facilities-based Broadband Provider** is an entity that provides broadband services over facilities it owns, provisions and/or equips.

Take away – FCC coverage maps are overstated !

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania Co. Internet service providers reporting to FCC as of June 2018

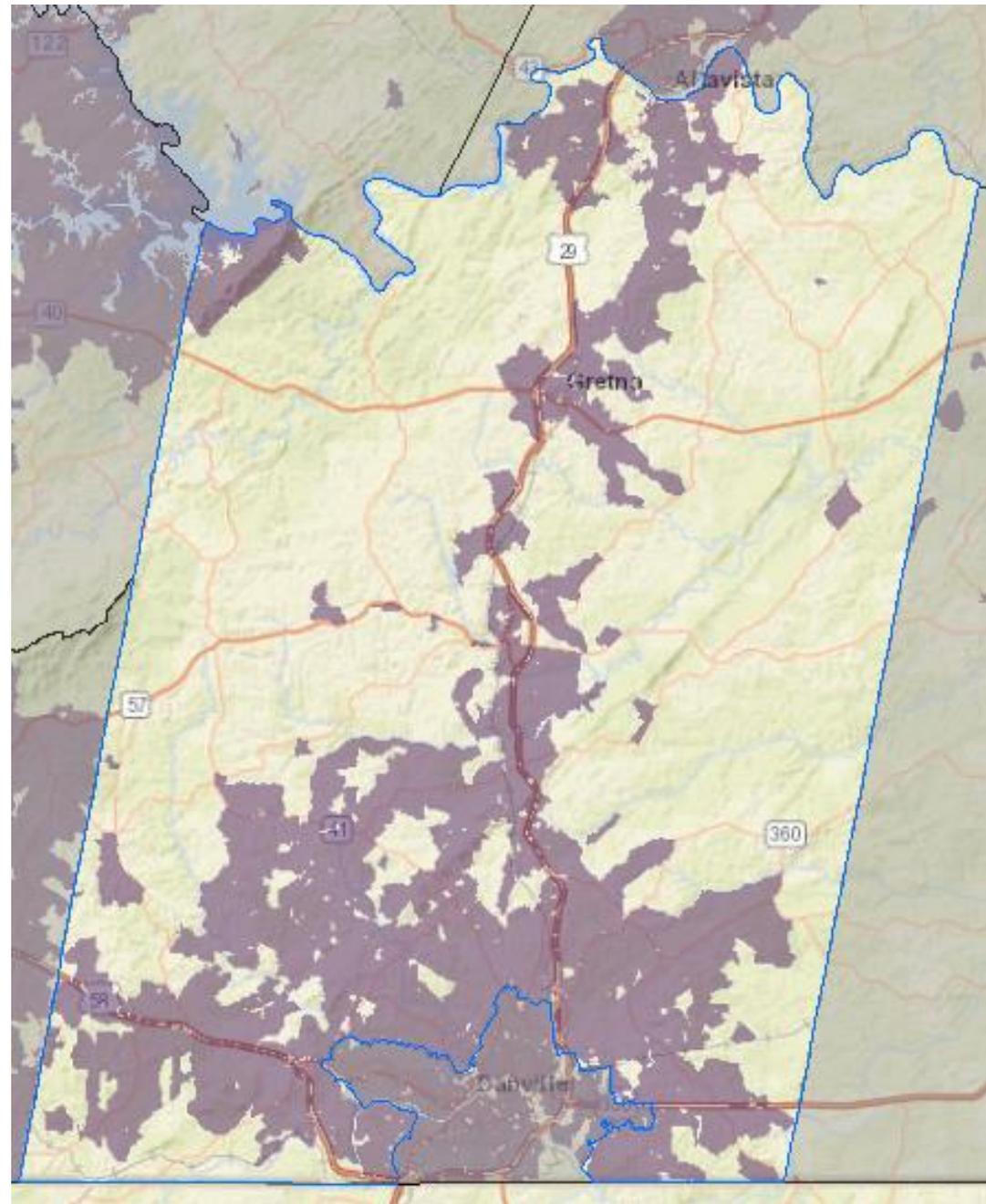
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| Pittsylvania County Providers reporting to FCC | Technology Name | Consumer Only? | Business Only? | Total Households in Locality (2010) | Covered Households | Percentage of Households | Maximum Consumer Download | Maximum Consumer Upload | Maximum Business Download | Maximum Business Upload |
|--|-----------------|----------------|----------------|-------------------------------------|--------------------|--------------------------|---------------------------|-------------------------|---------------------------|-------------------------|
| B2X Online, Inc. | Fixed Wireless | No | No | 31,307 | 49 | 0.16% | 25 | 6 | 15 | 4 |
| Block Line Systems, LLC | Fiber | No | Yes | 31,307 | 0 | 0.00% | 0 | 0 | 10 | 10 |
| CenturyLink, Inc. | DSL | Yes | No | 31,307 | 63 | 0.20% | 10 | 1 | 0 | 0 |
| CenturyLink, Inc. | DSL | Yes | No | 31,307 | 6,086 | 19.44% | 25 | 2 | 0 | 0 |
| CenturyLink, Inc. | DSL | Yes | No | 31,307 | 5,369 | 17.15% | 100 | 40 | 0 | 0 |
| CenturyLink, Inc. | Copper Wireline | No | Yes | 31,307 | 39 | 0.12% | 0 | 0 | 100 | 100 |
| CenturyLink, Inc. | Fiber | No | Yes | 31,307 | 83 | 0.27% | 0 | 0 | 1,000 | 1,000 |
| Charter Communications | Fiber | No | Yes | 31,307 | 0 | 0.00% | 0 | 0 | 50 | 50 |
| Chatmoss Cablevision | Cable | No | No | 31,307 | 7,260 | 23.19% | 10 | 2 | 10 | 2 |
| Comcast Corporation | Cable | Yes | No | 31,307 | 17,017 | 54.36% | 987 | 35 | 0 | 0 |
| Consolidated Communications, Inc. | DSL | No | No | 31,307 | 9,144 | 29.21% | 25 | 2 | 25 | 2 |
| Consolidated Communications, Inc. | DSL | No | No | 31,307 | 1,501 | 4.79% | 50 | 10 | 50 | 10 |
| Gamewood, Inc. | Fiber | Yes | No | 31,307 | 53 | 0.17% | 150 | 150 | 0 | 0 |
| Kinex Networking Solutions, Inc. | Fiber | No | Yes | 31,307 | 159 | 0.51% | 0 | 0 | 1,000 | 1,000 |
| LTS Group Holdings LLC | Fiber | No | Yes | 31,307 | 591 | 1.89% | 0 | 0 | 1,000 | 1,000 |
| Shenandoah Telecommunications Company | Cable | Yes | No | 31,307 | 542 | 1.73% | 150 | 10 | 0 | 0 |
| Shenandoah Telecommunications Co. | Fiber | No | Yes | 31,307 | 250 | 0.80% | 0 | 0 | 1,000 | 1,000 |
| Verizon Communications Inc. | DSL | Yes | No | 31,307 | 9,487 | 30.30% | 15 | 1 | 0 | 0 |
| Verizon Communications Inc. | Copper Wireline | No | Yes | 31,307 | 12 | 0.04% | 0 | 0 | 20 | 20 |
| Windstream Holdings, Inc. | DSL | No | Yes | 31,307 | 3 | 0.01% | 0 | 0 | 6 | 1 |
| Zayo Group, LLC | Fiber | No | Yes | 31,307 | 31 | 0.10% | 0 | 0 | 1,000 | 1,000 |

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County Cable Coverage

Chatmoss Cablevision
Comcast Corporation
Shenandoah Telecommunications Company



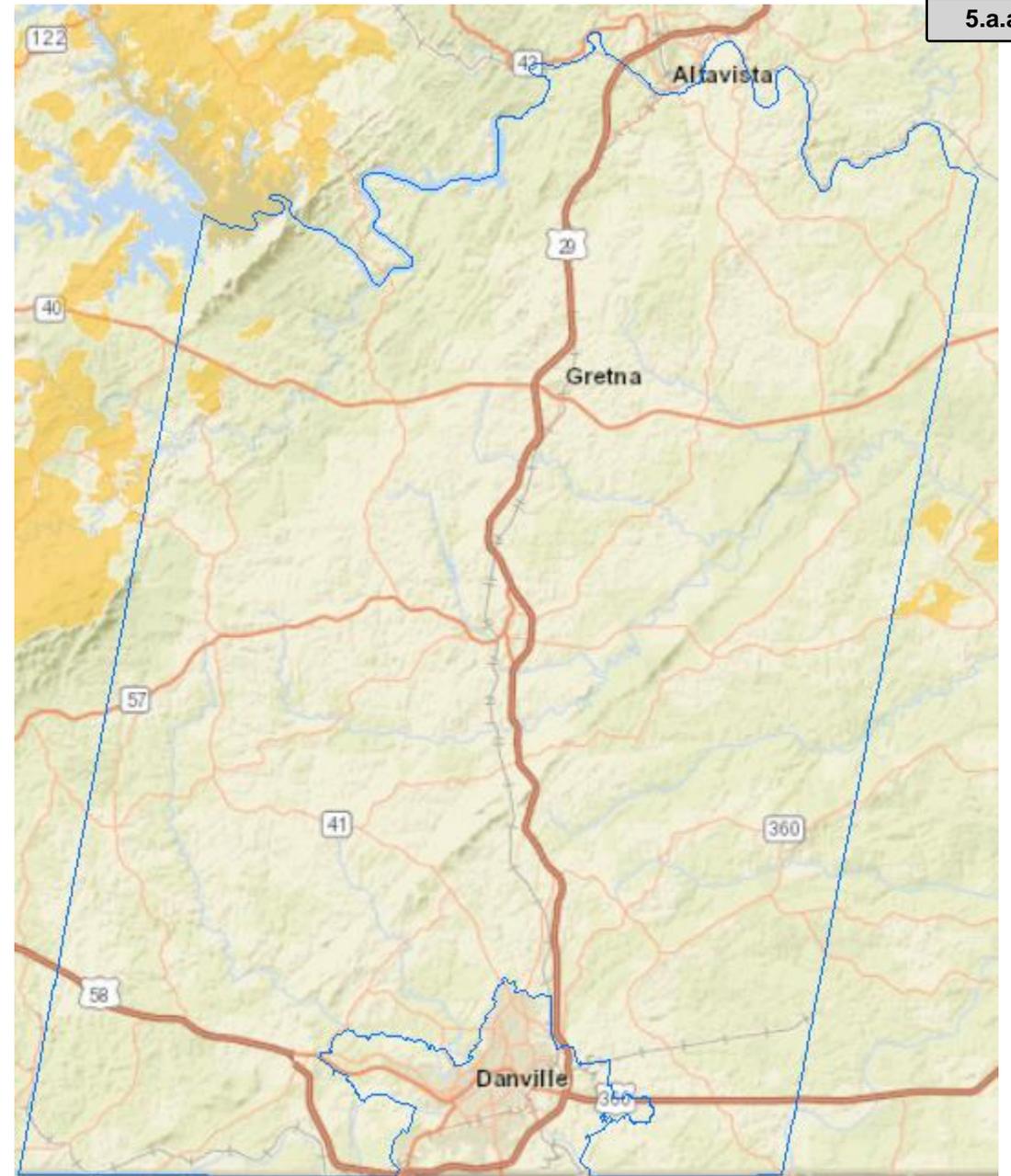
Pittsylvania County DSL Coverage

CenturyLink
Consolidated Communications, Inc.
Verizon Communications, Inc.
Windstream Holdings, Inc.



Pittsylvania County Fixed Wireless Coverage

B2X Online, Inc.



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County Fiber Delivered Services (Not Commercial Fiber Routes)

Block Line Systems, LLC
CenturyLink, Inc.
Charter Communications
Kinex Networking Solutions, Inc.
LTS Group Holdings LLC
Shenandoah Telecommunications Company
Zayo Group, LLC
Gamewood, Inc.



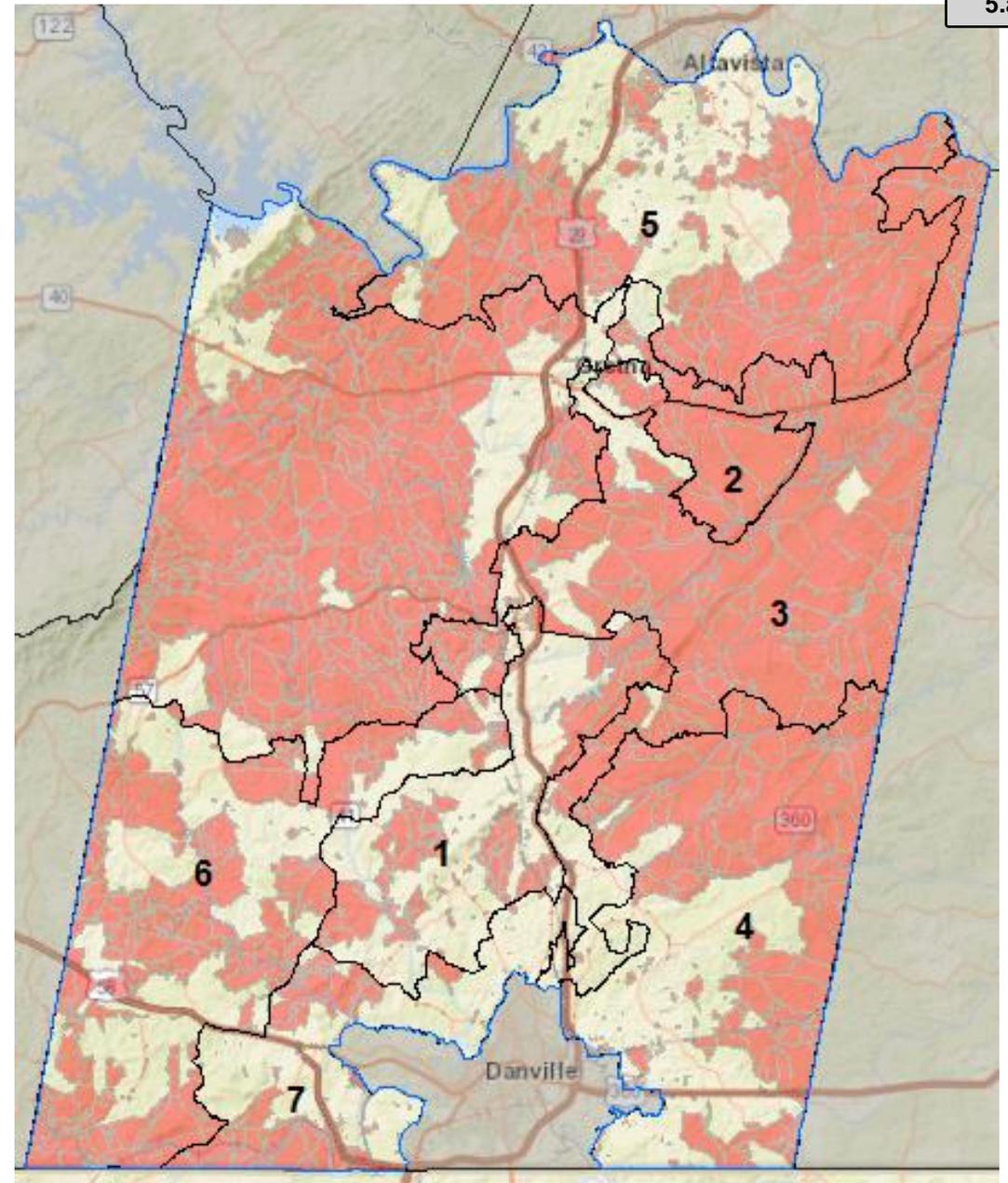
Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County – areas of no broadband reported (<25/3)

Of the 32,229 E911 address points in Pittsylvania County, 12,839 are unserved with broadband.

~40% of address points unserved by broadband

| DISTRICTID | SUPERVISOR | ~# of Addr Pts w/NoBB |
|------------|----------------------------|-----------------------|
| 1 | Robert W. Warren | 802 |
| 2 | Ben L. Farmer | 3351 |
| 3 | Dr. Charles H. Miller, Jr. | 2193 |
| 4 | Joe Davis | 1822 |
| 5 | Elton W. Blackstock | 1965 |
| 6 | Tim R. Barber | 2282 |
| 7 | Ronald S. Scarce | 421 |



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County CAFII

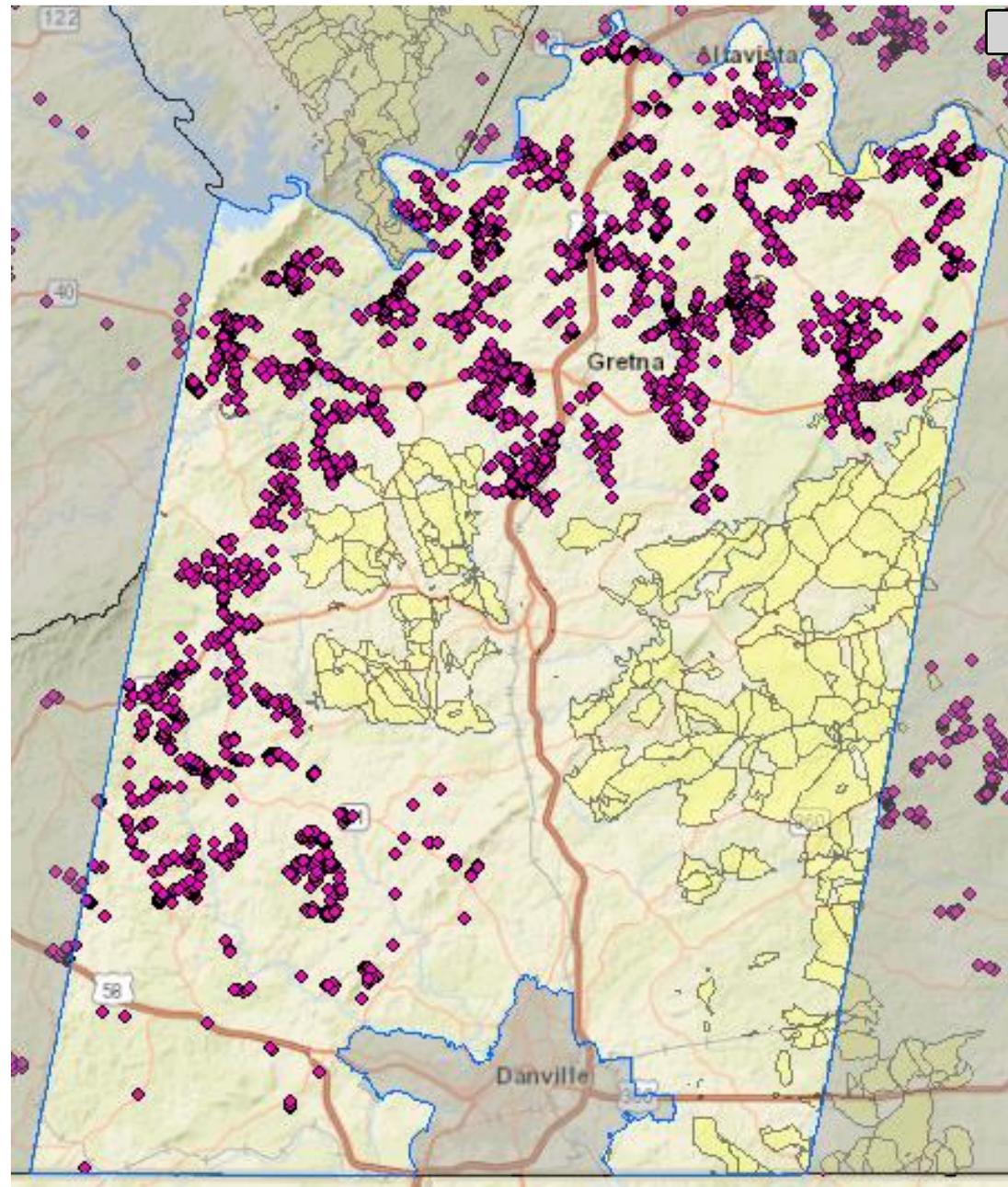
CAFII Upgrades reported by FairPoint Communications and CenturyLink ●

CAFII bid winner locations: Wilkes/Riverstreet ■

Take away: Many CAFII upgrades in Northern and Eastern parts of the county. CAFII upgrade areas, yet to be built, East and West of route 29 in the central portion of the county.

Ensure areas of CAFII are prepared to take new services by addressing adoption issues.

Ensure residents in CAFII upgrade areas are aware there may be better service offerings due to CAFII upgrades.



5.a.a

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Broadband Demand

Now and Into the Future

Pittsylvania County Survey Results

Pittsylvania County Broadband Survey Summary

1514 residential responses

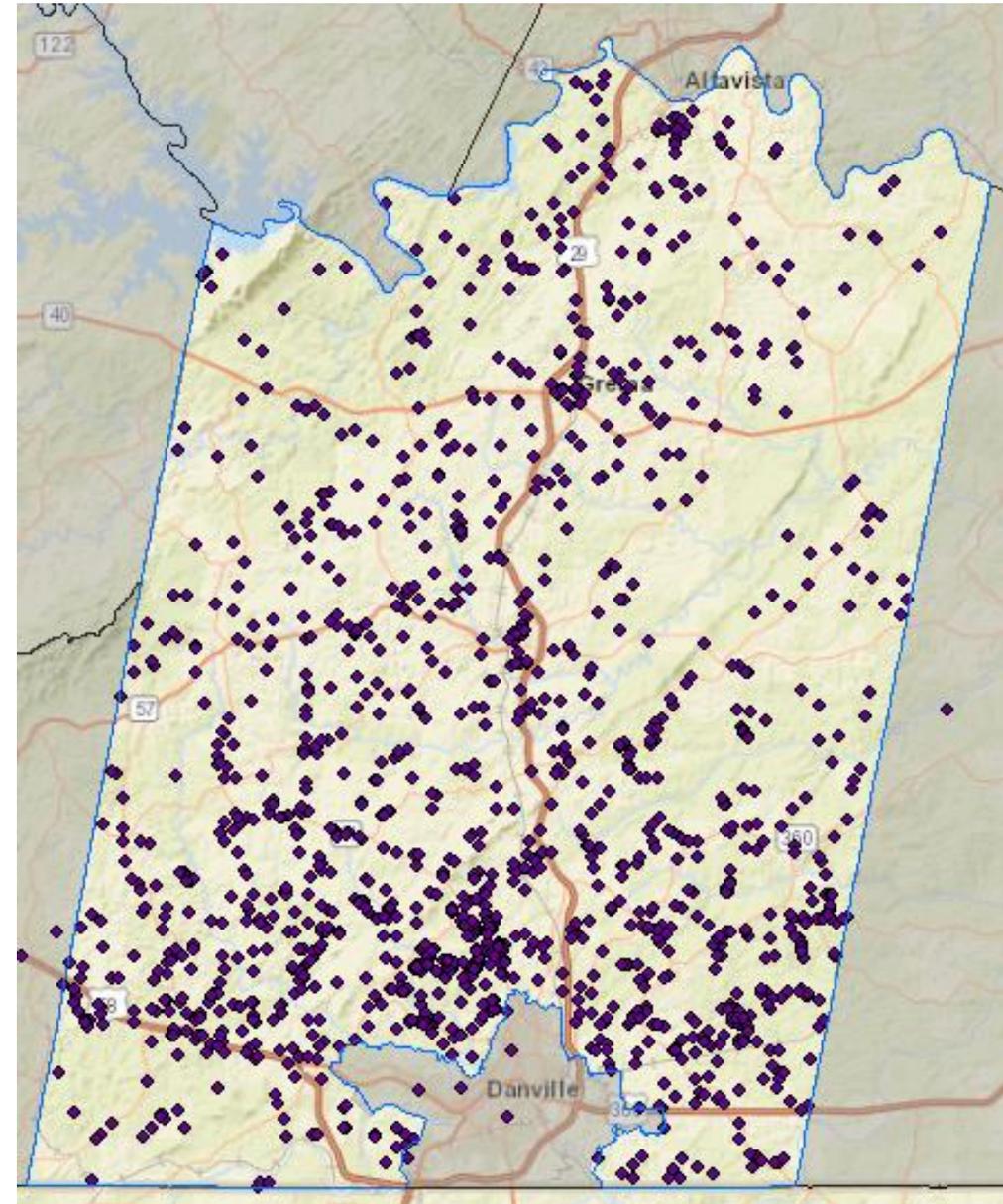
- ~6% of occupied households (26,687) responded
- 81% of residential respondents subscribe to the Internet at home.
- The primary reasons cited for no home Internet was “Internet service not available, too expensive, and Internet service not reliable.”
- 19% of residential respondents report they have NO Internet service at home. Of those, the primary reasons cited: 48% “Internet service not available,” 21% “Internet is too expensive,” and 19% “Internet service is not reliable.”
- At least 62% of residents depend upon inadequate, expensive, unreliable and/or obsolete services; 21% Satellite, 31% DSL, 9% Cellular, 1% Dial-
- 62% report their home Internet service **does not meet** their needs, citing slow connections (57%) and unreliable service(27%) as the primary reasons.
- DSL, Satellite, and **Cable** were cited most often as Internet service that **does not meet** the residential needs.
- 93% of respondents said they would commit to a new contract if an affordable, faster option became available.
- 56% of respondents would be willing to pay between \$50-\$100 per month for a faster home Internet connection, 34% under \$50./month.
- 78% of respondents depend on cellular service for their home phone, 19% landline.
- 63% of residents say their home phone service is reliable;
 - 33% report cellular is not reliable
 - 24% report landline is not reliable
- 67% of respondents report K12 school-aged children at home.
- 12% of K12 households report no access after school.
- 4% of K12 household report they depend on the Pittsylvania County Public Library for Internet access after school.
- 39% of respondents would work from home if they had better access
- 15% (202) report operating home based businesses.

Occupied housing units 26,687 (2017 Census)

Based on occupied housing units, these 1514 unique residential responses represents Lancaster County households with: 95% (+/- 2%) accuracy

Take away: Good response rate, well distributed across county.

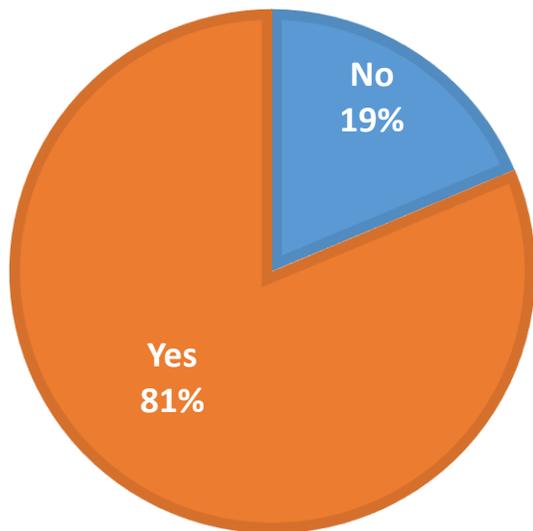
| Location | # of responses |
|--------------|----------------|
| Danville | 349 |
| Chatham | 253 |
| Ringgold | 179 |
| Gretna | 143 |
| Dry Fork | 121 |
| Sutherlin | 82 |
| Keeling | 64 |
| Blairs | 62 |
| Hurt | 62 |
| AXTON | 48 |
| Cascade | 43 |
| Callands | 34 |
| Java | 26 |
| Pittsville | 12 |
| Penhook | 9 |
| Long island | 8 |
| Sandy Level | 8 |
| vernon hill | 5 |
| South Boston | 3 |
| DRY FORK | 2 |
| Eden | 1 |



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County

INTERNET AT HOME?



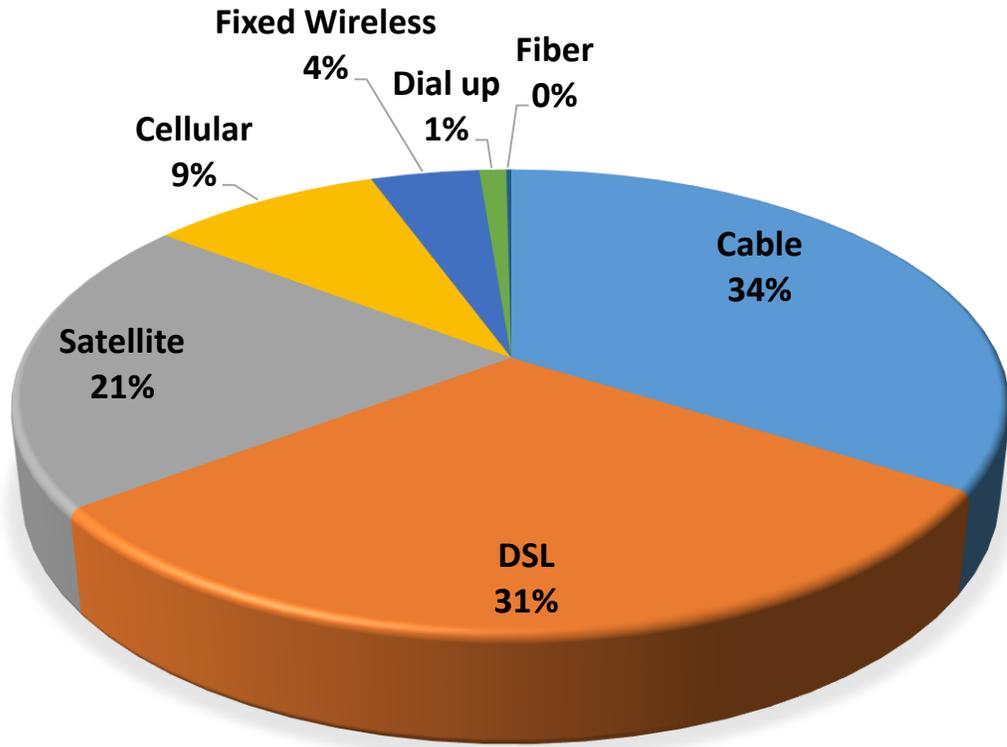
| Why no Internet at home? | Count |
|--|-------|
| Internet service not available | 115 |
| Internet service is too expensive | 51 |
| Internet service is not reliable | 45 |
| Device is too expensive | 13 |
| I DO have Internet access | 7 |
| Have Internet access elsewhere | 4 |
| Other | 3 |
| Do not want it | 2 |
| Privacy/security concerns | 1 |
| Do not own device to access the Internet | 1 |

Take away: 48% of those without Internet service at home say service isn't available.
Adoption and affordability issues- 26% of respondents say Internet service and device too expensive.
 Other responses: Can't afford Internet, slow and unreliable service.

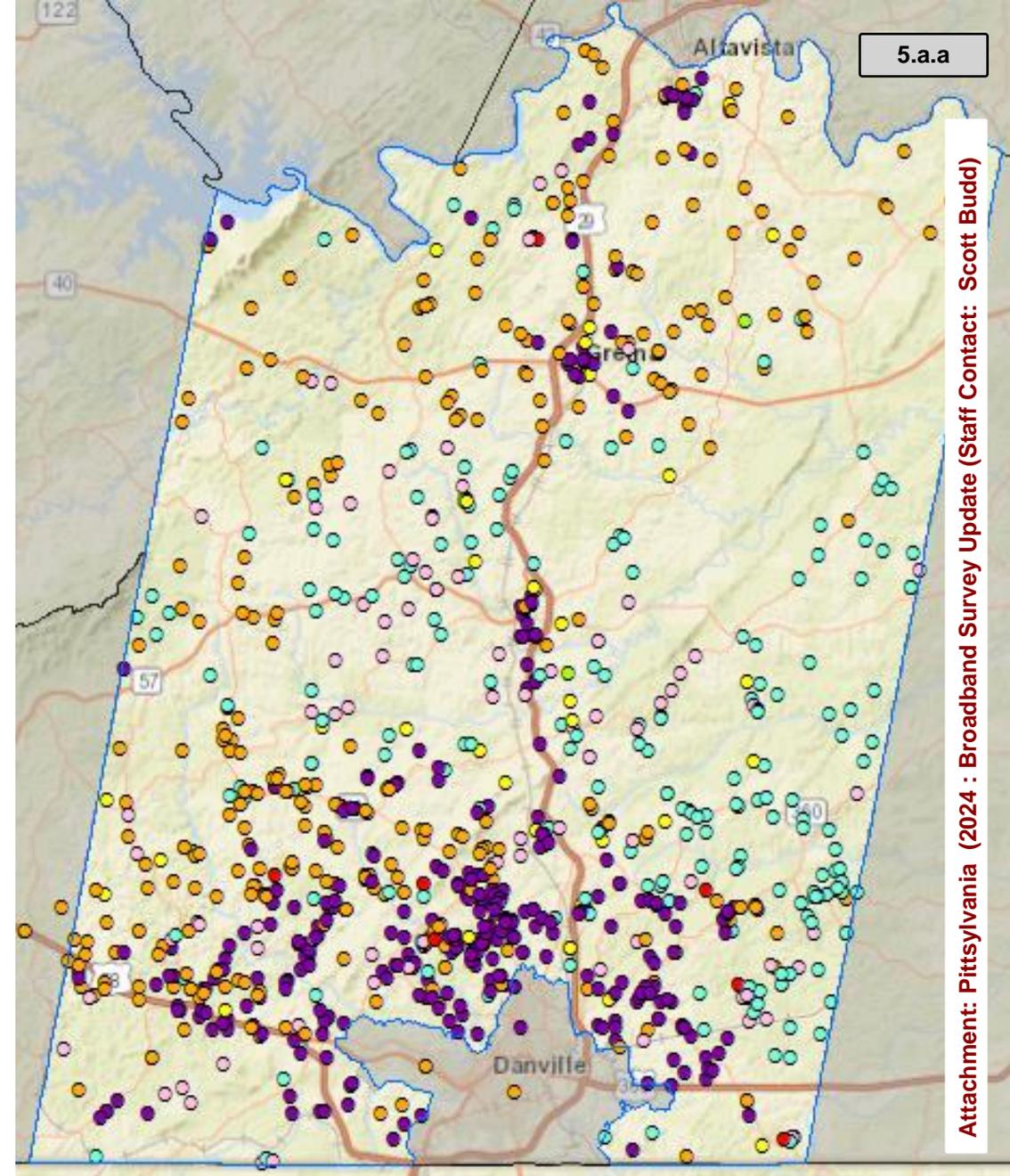
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Pittsylvania County

Internet Connection Type



- HConTyp
- Cable
 - Cellular
 - DSL
 - Dial up
 - Fiber
 - Fixed Wireless
 - Satellite



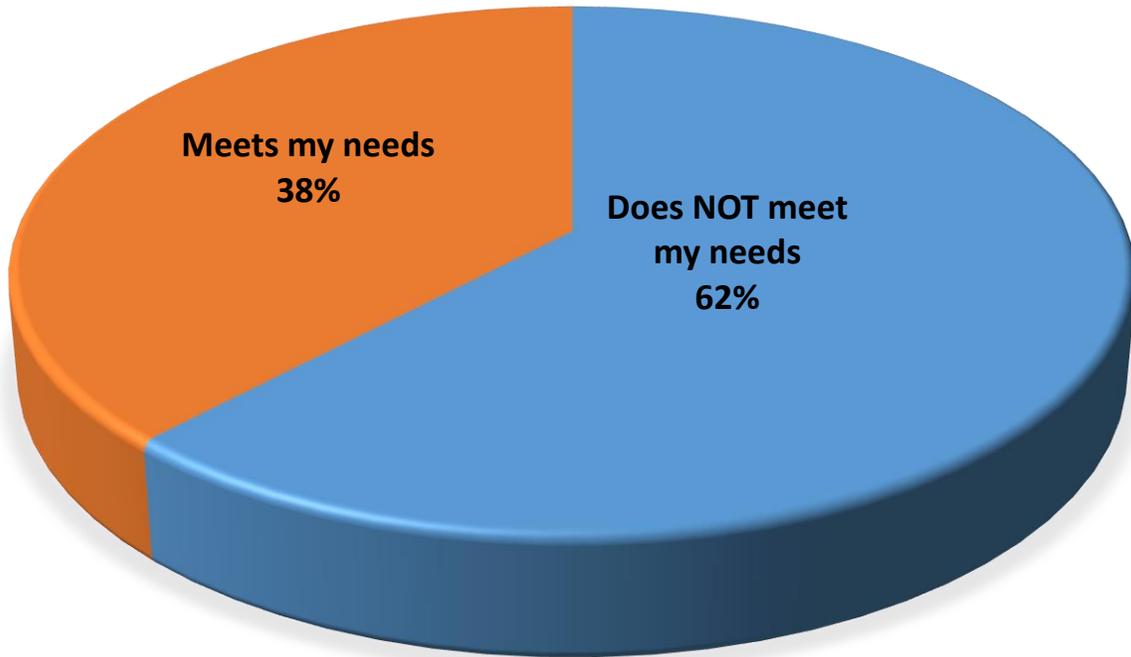
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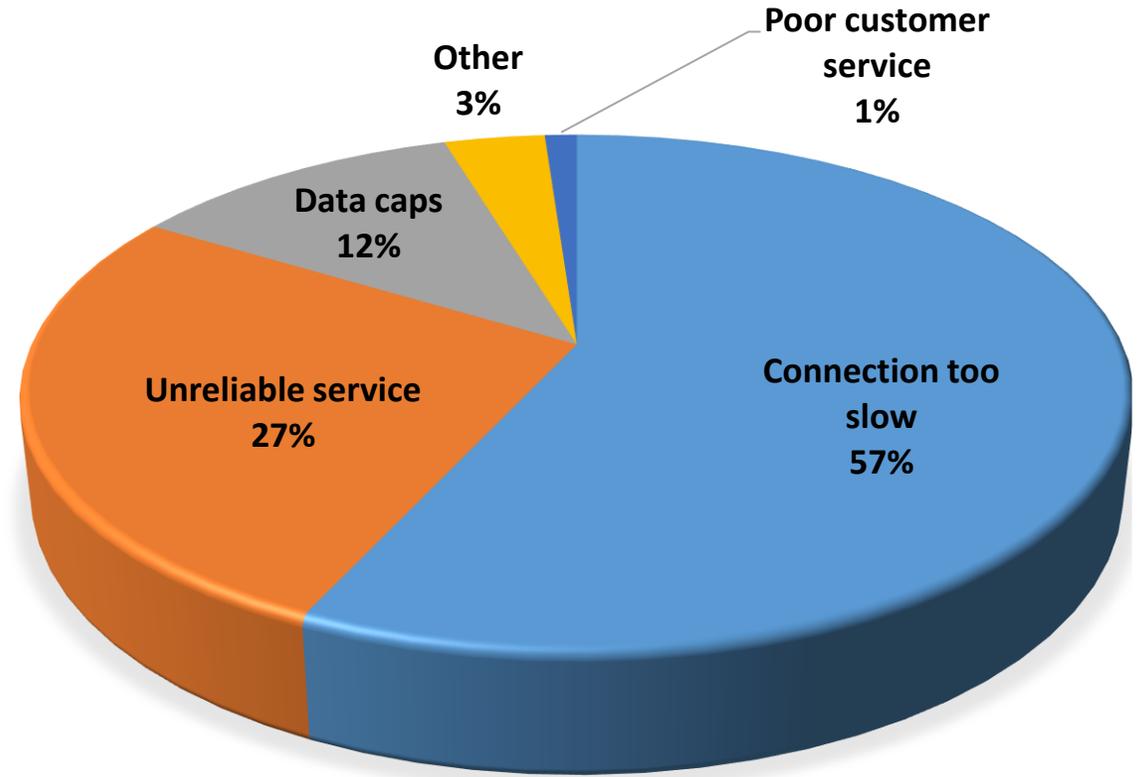
Take away: ~62% of residential respondents depend upon inadequate, expensive, unreliable and/or obsolete services; **21%** Satellite, **31%** DSL, **9%** Cellular, **1%** Dial-up.

Pittsylvania County

Rate your home Internet service



What is the primary reason your home Internet service does not meet your needs?



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Take away: 62% of residential respondents say their Internet service does not meet their needs. DSL, Satellite and **Cable** were cited most often as not meeting residential needs.

Pittsylvania County

Zoom in of areas where Cable was reported "Does not meet my needs."

5.a.a

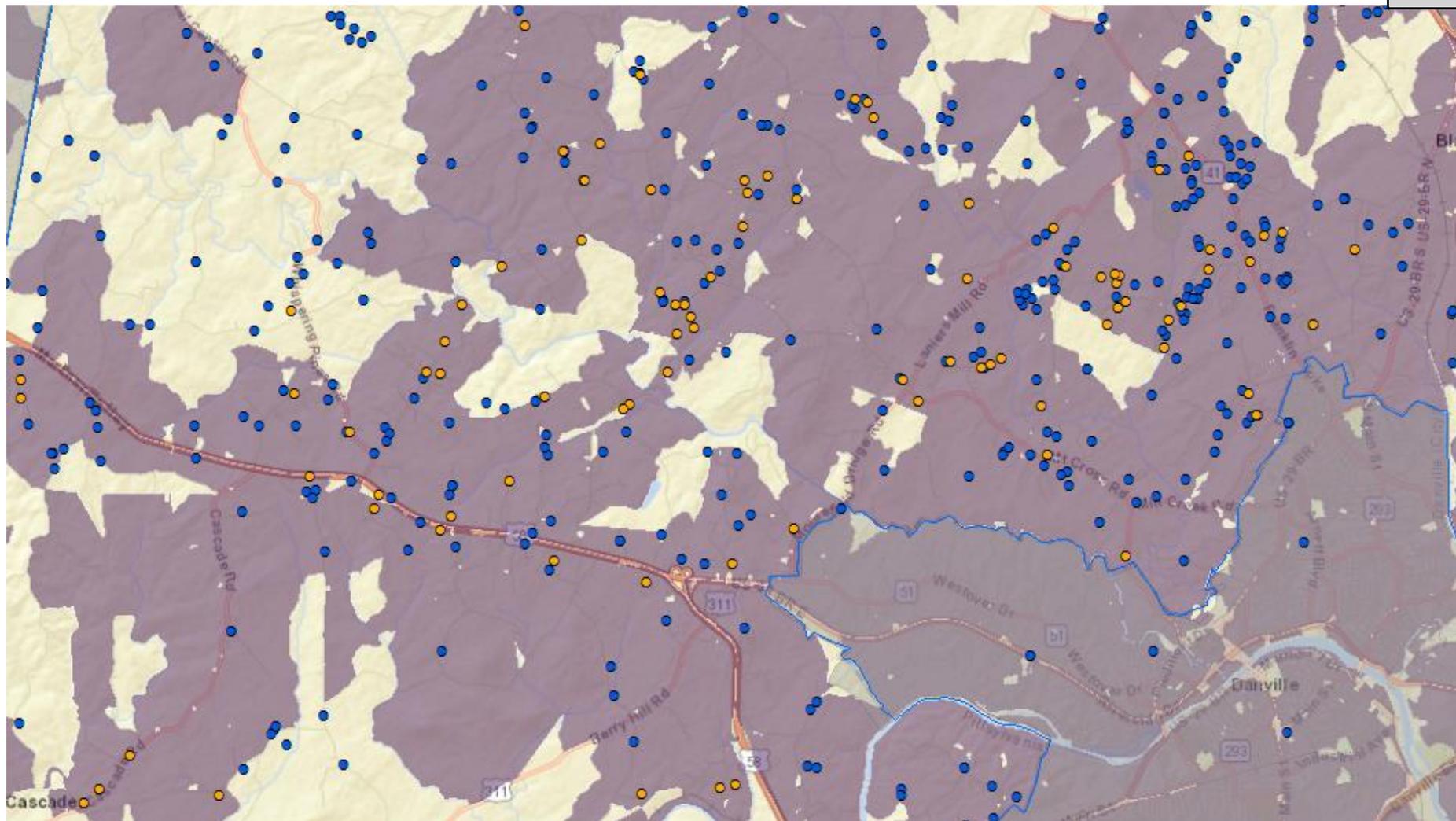
Reasons reported why Cable does not meeting residential needs:

- Connections too slow,
- Unreliable service.

Other reasons reported:

- Expense

- Cable service area ■
- Residential Response ●
- Cable does not meet needs ●



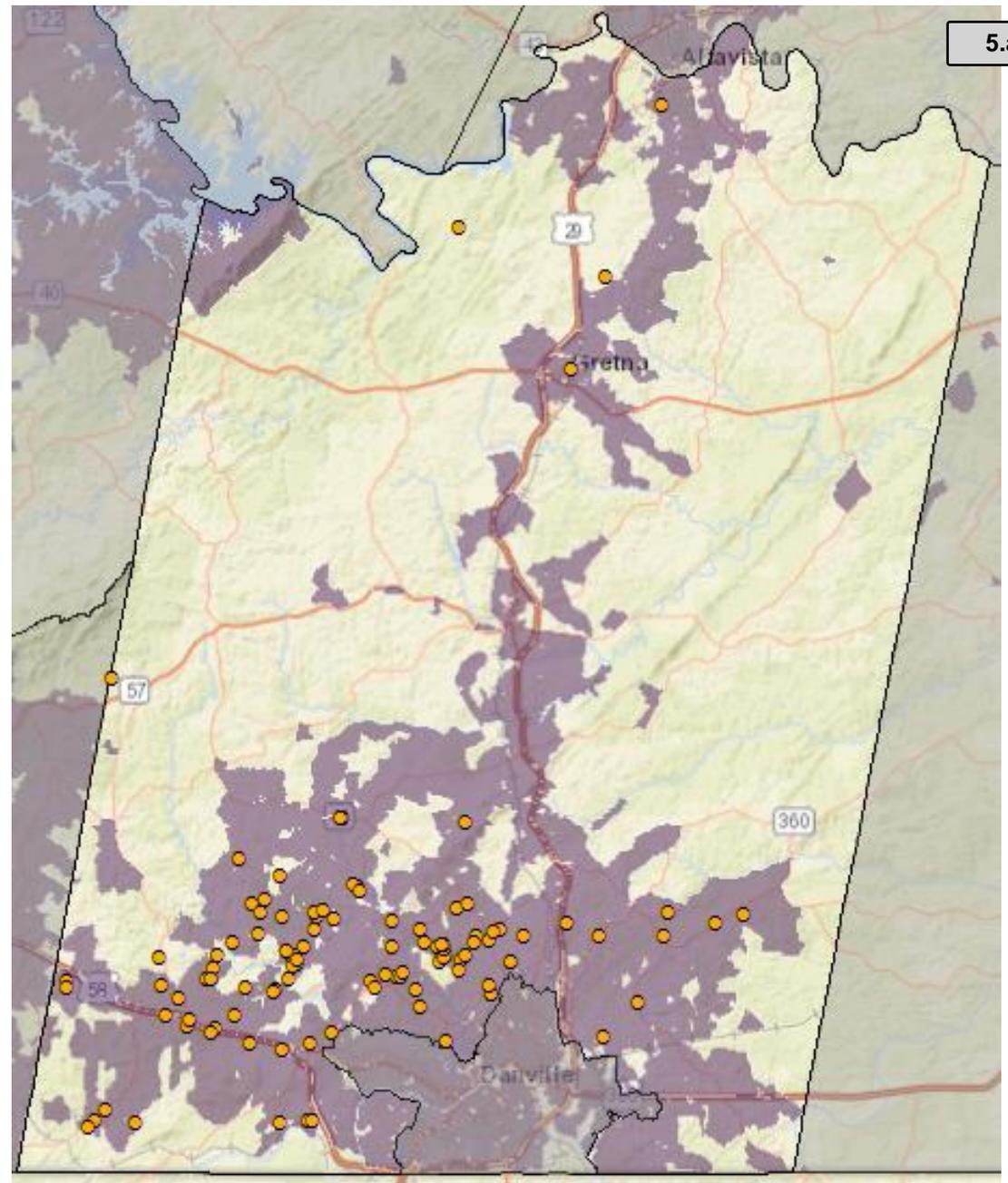
Take away: Comcast and Chatmoss Cable service areas primarily North and East of the City of Danville and East and South of Blairs. Cable segments may be over subscribed and/or need fiber upgrades. Work with providers to determine why these areas do not meet residential need.

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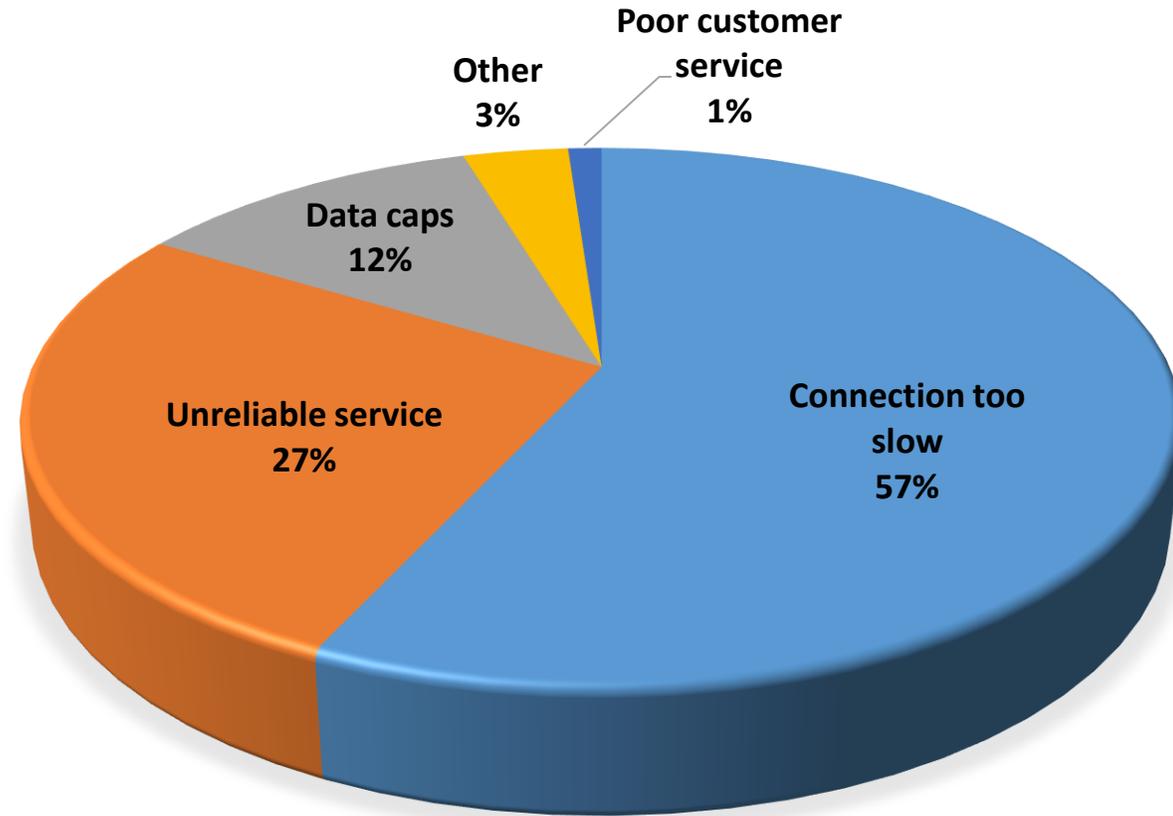
Responses that Cable does not meet customer needs ●

Cable service areas ■



Pittsylvania County

What is the primary reason your home Internet service does not meet your needs?

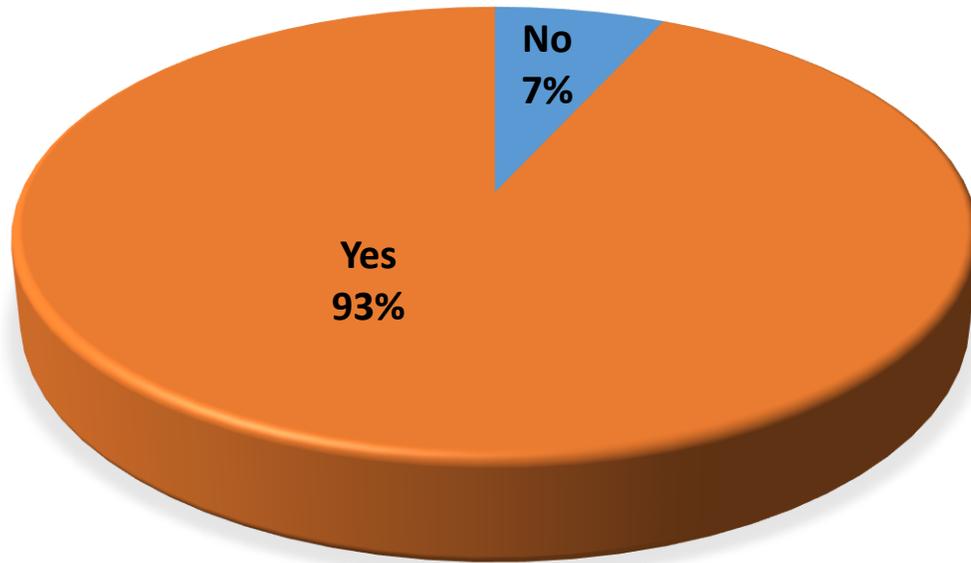


Take away: 84% of residential respondents claim their Internet service is too slow and/or unreliable.

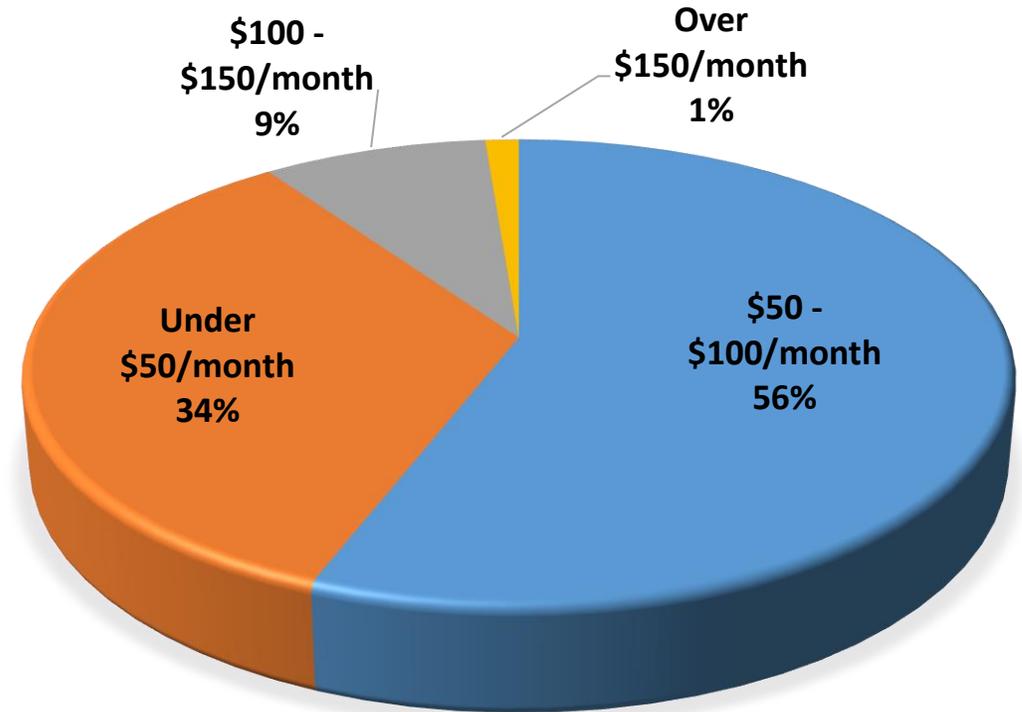
Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County

Would you be willing to commit to a year-long contract for a faster Internet option?



How much would you be willing to spend per month for a faster Internet option?

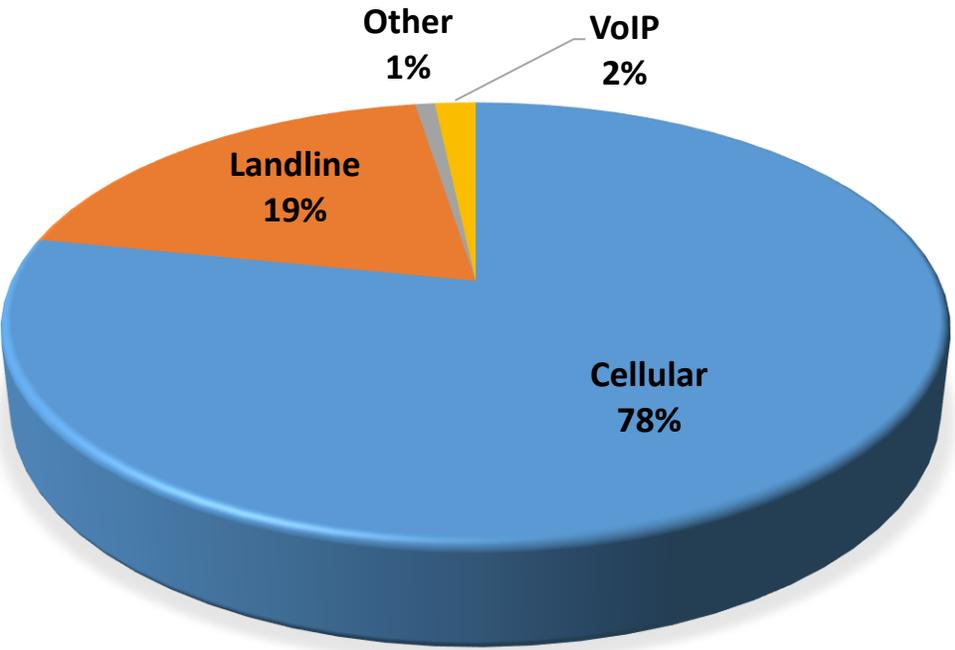


Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

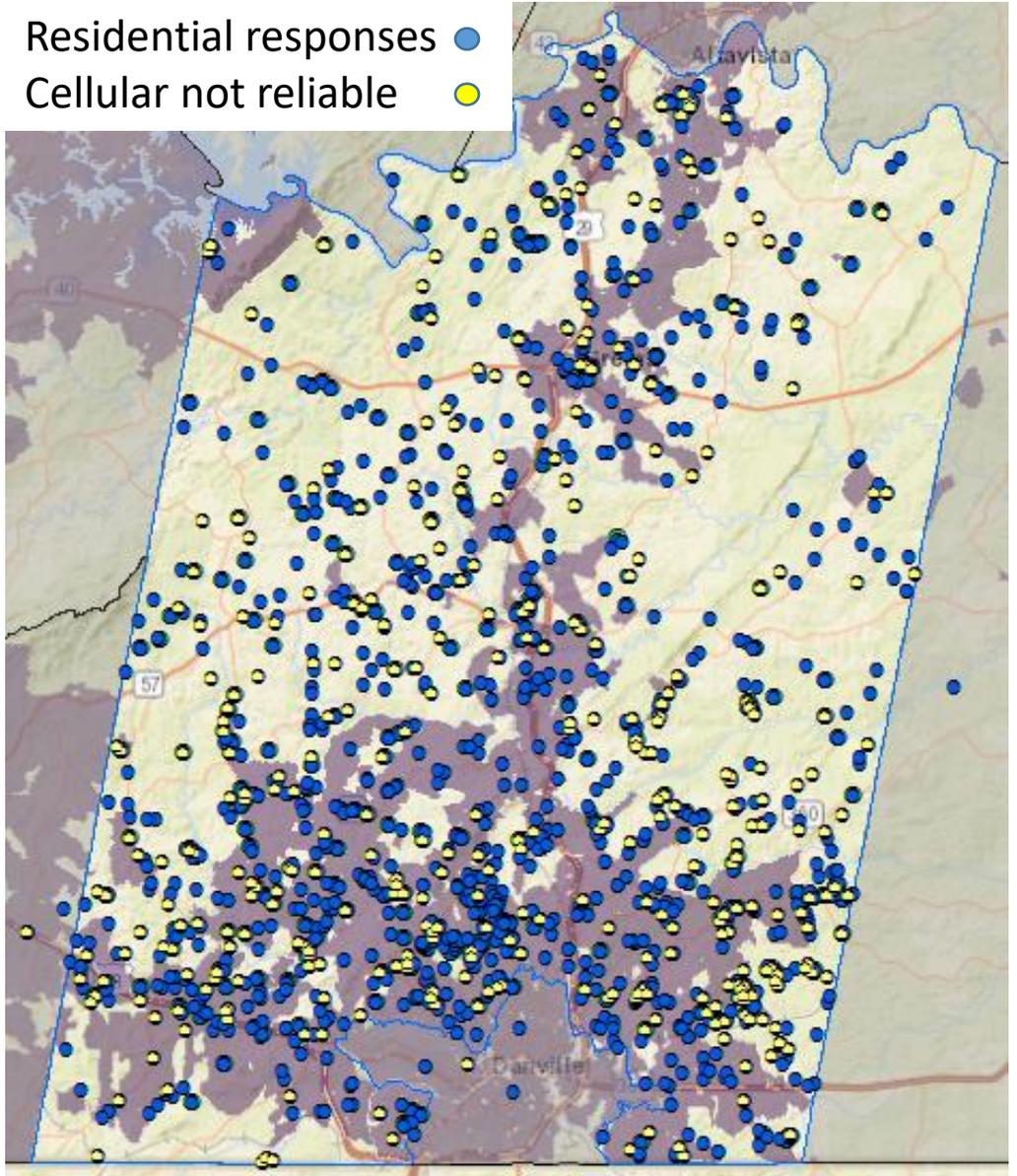
Take away: Most (93%) residents want a faster Internet option. Most (56%) are willing to pay between \$50. - \$100 per month for a faster Internet option.

Pittsylvania County

Home phone service?



Residential responses ●
Cellular not reliable ●

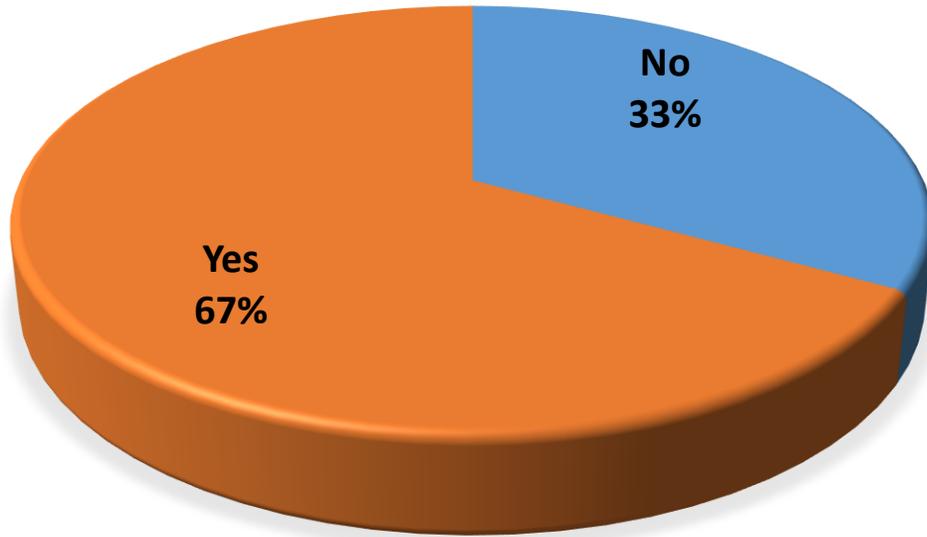


Take away: Most (78%) residents depend on cellular home phone services, however 33% of those say their home cellular service is not reliable.

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

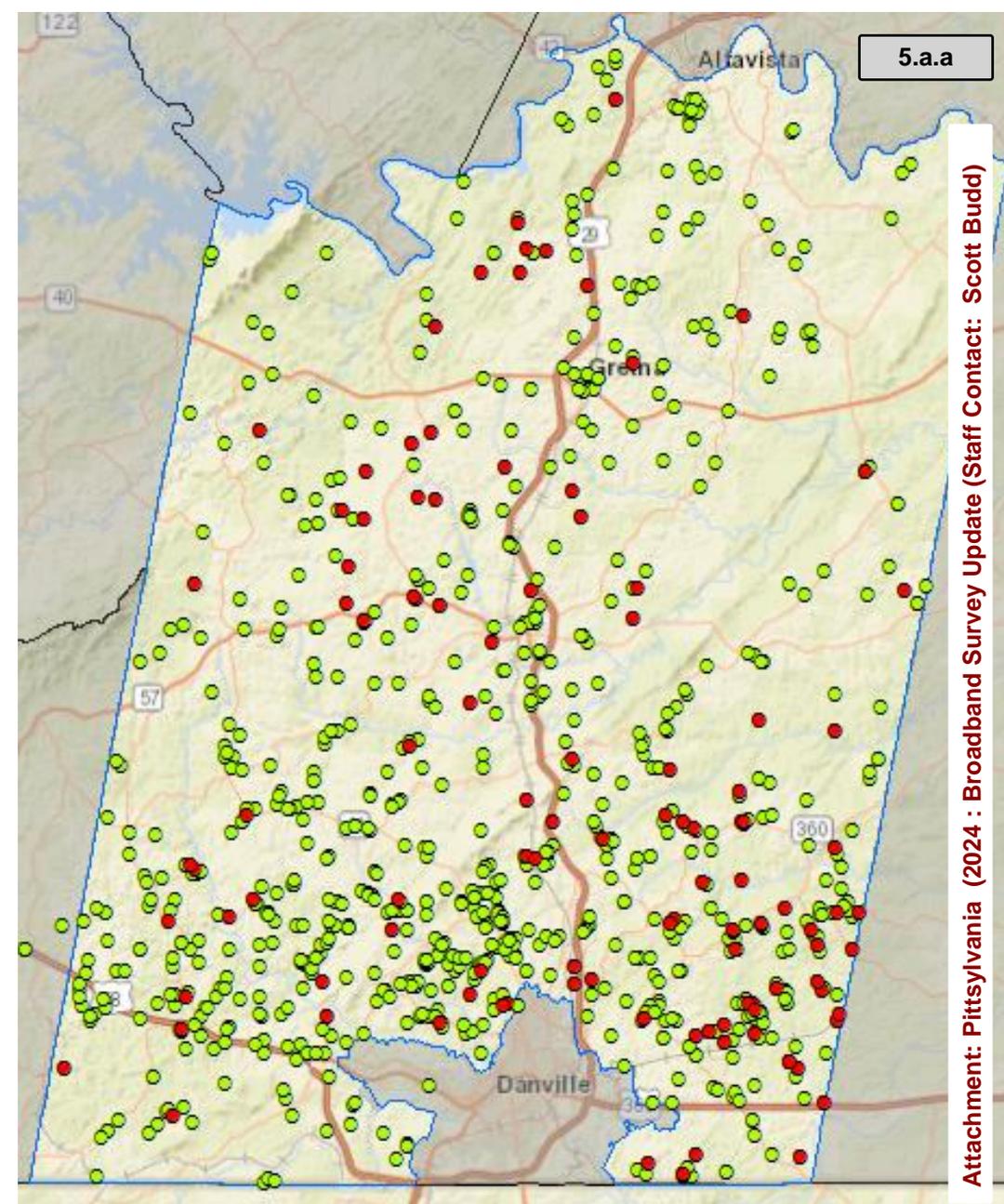
Pittsylvania County

K12 at Home?



Take away: A significant percentage – 67% - of households report K12 students. 12% report **NO** access to the Internet after school. 4% depend on the library for after school Internet access.

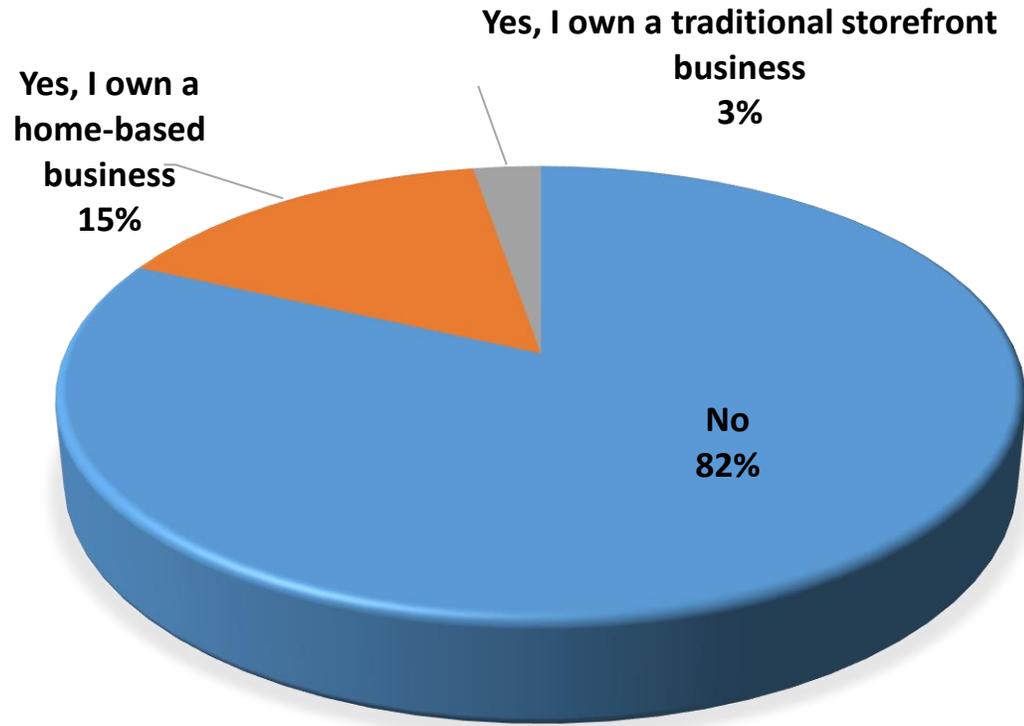
K12 households need Internet connections that can support media rich online educational activities.



5.a.a

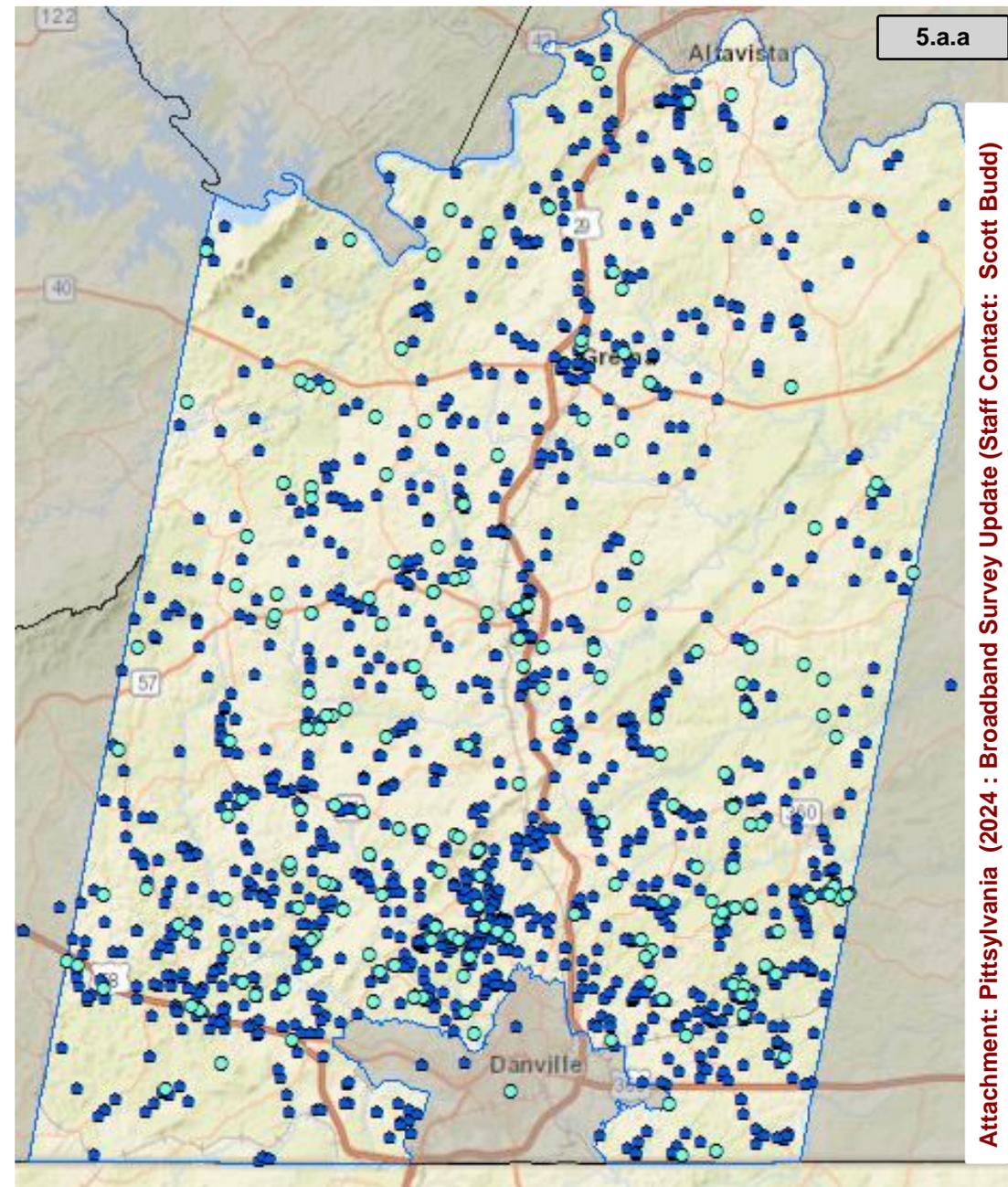
Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County



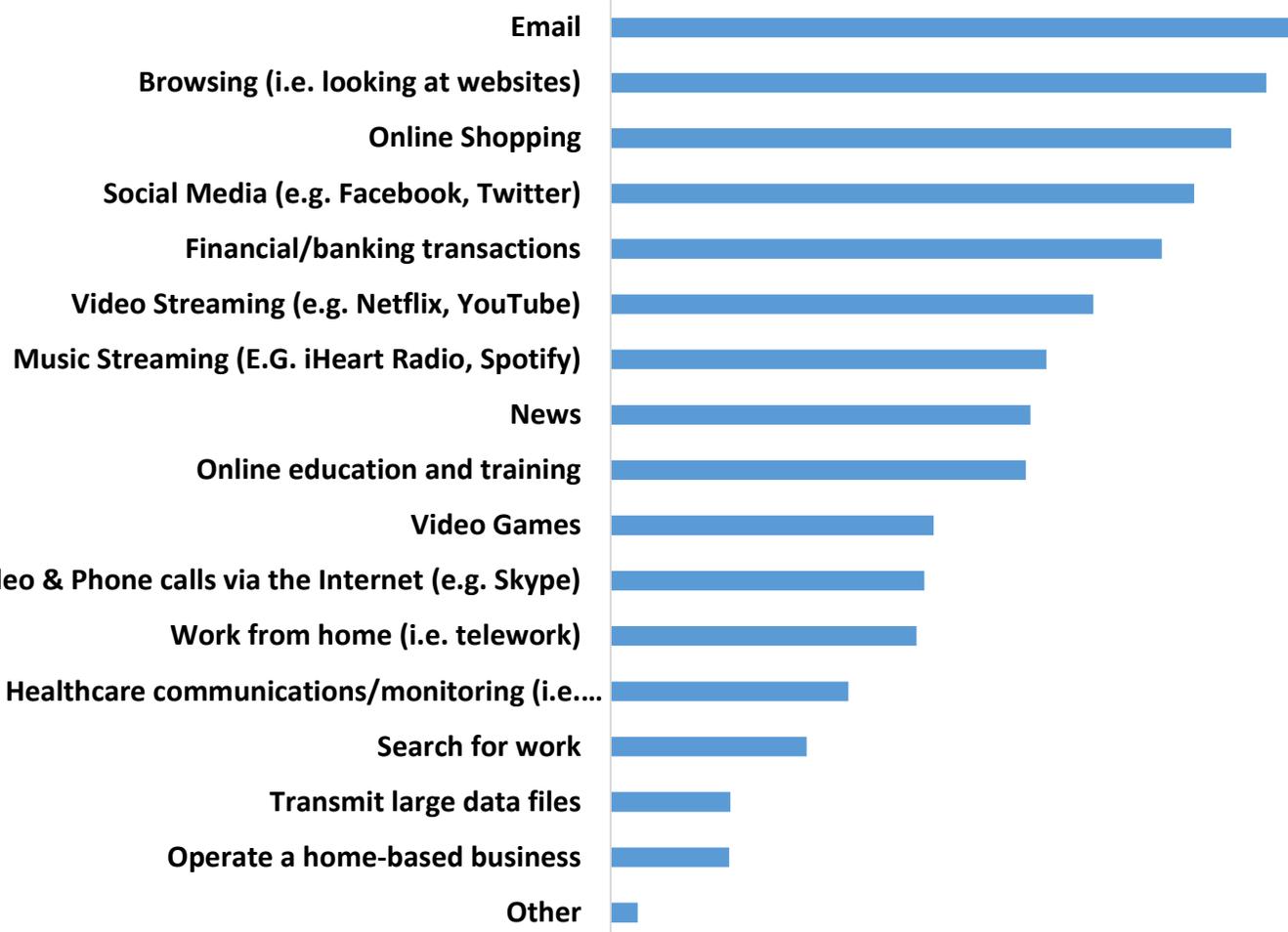
Take away: 202 (15%) of residential responses report operating a home-based business. 55% (112) of those report their Internet service does not meet their needs.

Businesses, home-based or traditional store front must not be constrained by bandwidth!



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

What do you use your home Internet for?



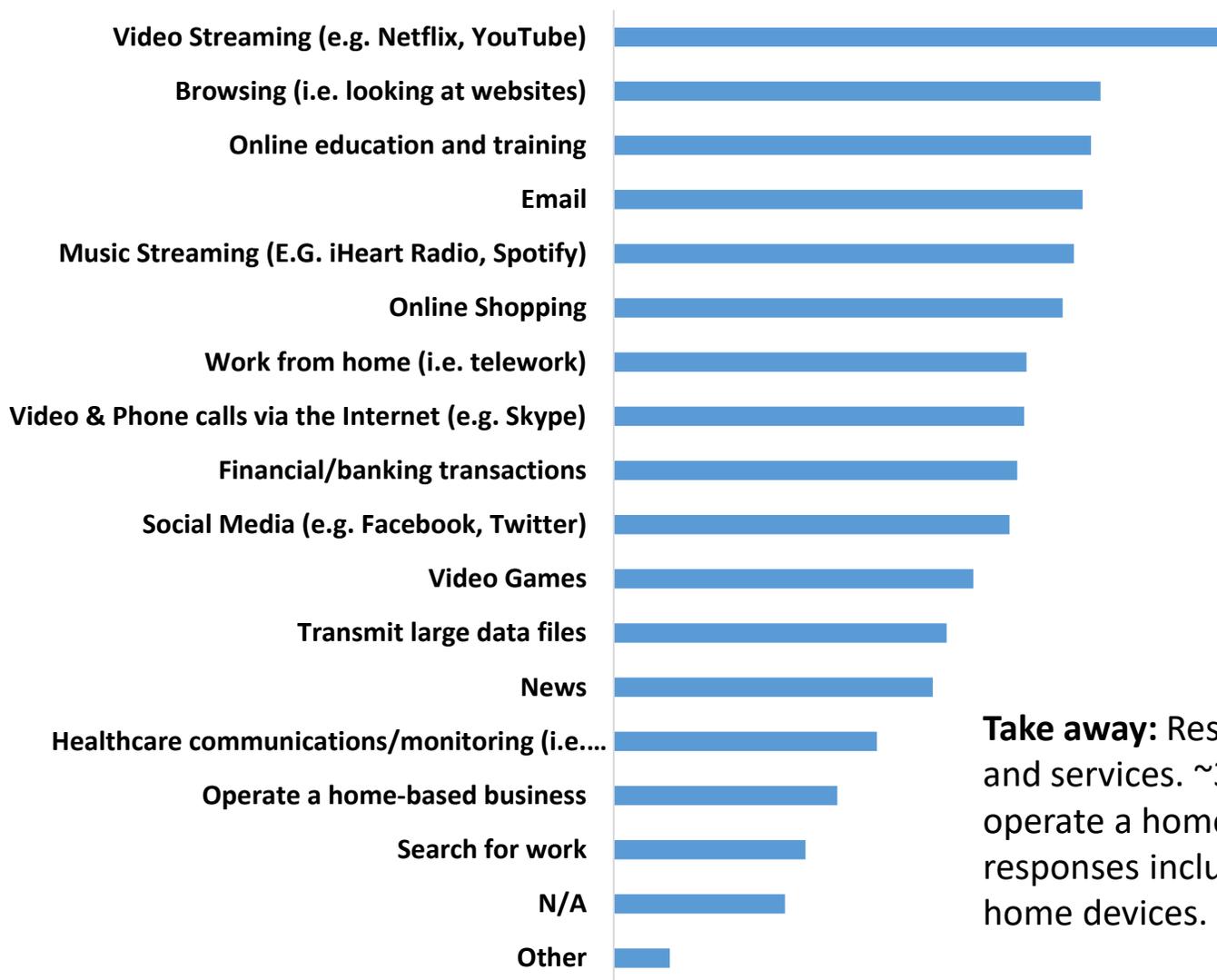
| What do you use your home Internet for? | # of responses | 5.a.a |
|--|----------------|-------------|
| | | 1104 |
| Other | 41 | 3.7 |
| Operate a home-based business | 179 | 16. |
| Transmit large data files | 181 | 16. |
| Search for work | 296 | 26. |
| Healthcare communications/monitoring (i.e. telehealth) | 359 | 32. |
| Work from home (i.e. telework) | 462 | 41. |
| Video & Phone calls via the Internet (e.g. Skype) | 474 | 42. |
| Video Games | 488 | 44. |
| Online education and training | 627 | 56. |
| News | 634 | 57. |
| Music Streaming (E.G. iHeart Radio, Spotify) | 658 | 59. |
| Video Streaming (e.g. Netflix, YouTube) | 729 | 66. |
| Financial/banking transactions | 832 | 75. |
| Social Media (e.g. Facebook, Twitter) | 881 | 79. |
| Online Shopping | 937 | 84. |
| Browsing (i.e. looking at websites) | 990 | 89. |
| Email | 1036 | 93. |

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Take Away: Low bandwidth consumer online activities dominate. Consistent with slow, unreliable Internet service. ~42% of respondents report they work from home, ~16% responded that they operate a home-based business. “Other” responses included; home security systems and cameras, use multiple devices, library digital services.

Working from home and keeps dollars circulating in the local economy.

What would you like to be able to do online that you can't with your current home connection?



| What would you like to be able to do online that you can't with your current home connection? | # of responses | % of 1243 |
|---|----------------|-----------|
| Other | 65 | 5.2% |
| N/A | 199 | 16.0% |
| Search for work | 223 | 17.9% |
| Operate a home-based business | 260 | 20.9% |
| Healthcare communications/monitoring (i.e. telehealth) | 306 | 24.6% |
| News | 371 | 29.8% |
| Transmit large data files | 387 | 31.1% |
| Video Games | 418 | 33.6% |
| Social Media (e.g. Facebook, Twitter) | 460 | 37.0% |
| Financial/banking transactions | 469 | 37.7% |
| Video & Phone calls via the Internet (e.g. Skype) | 477 | 38.4% |
| Work from home (i.e. telework) | 480 | 38.7% |
| Online Shopping | 522 | 42.0% |
| Music Streaming (E.G. iHeart Radio, Spotify) | 535 | 43.0% |
| Email | 545 | 43.8% |
| Online education and training | 555 | 44.7% |
| Browsing (i.e. looking at websites) | 566 | 45.5% |
| Video Streaming (e.g. Netflix, YouTube) | 718 | 57.8% |

Take away: Respondents want to use higher bandwidth, producer, applications and services. ~39% responded they would work from home and ~21% would operate a home-based business if they had a better connection. “Other” responses included; home security systems, cameras, and monitoring, use smart home devices.

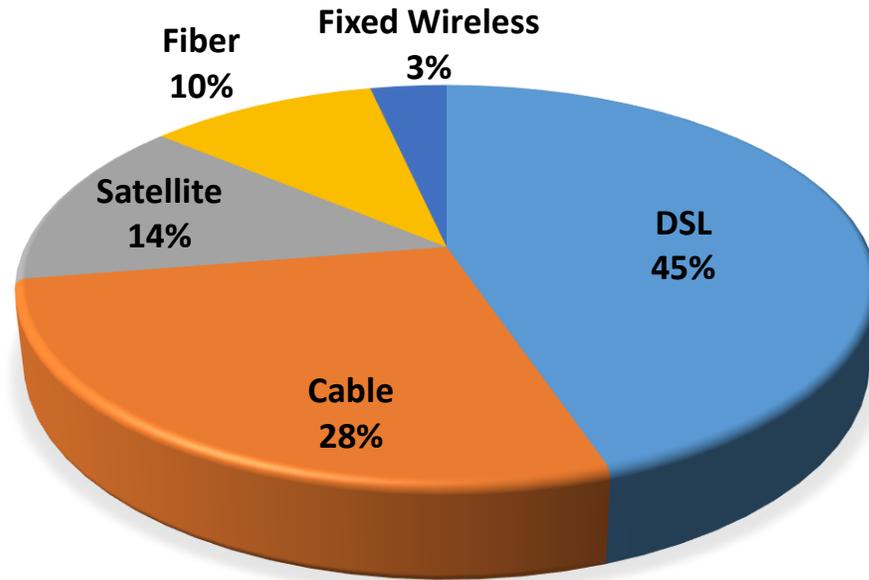
***Working from home and keeps dollars circulating in the local economy.
Home-based businesses keeps dollars circulating in the local economy.***

Pittsylvania County Business Survey Response Summary

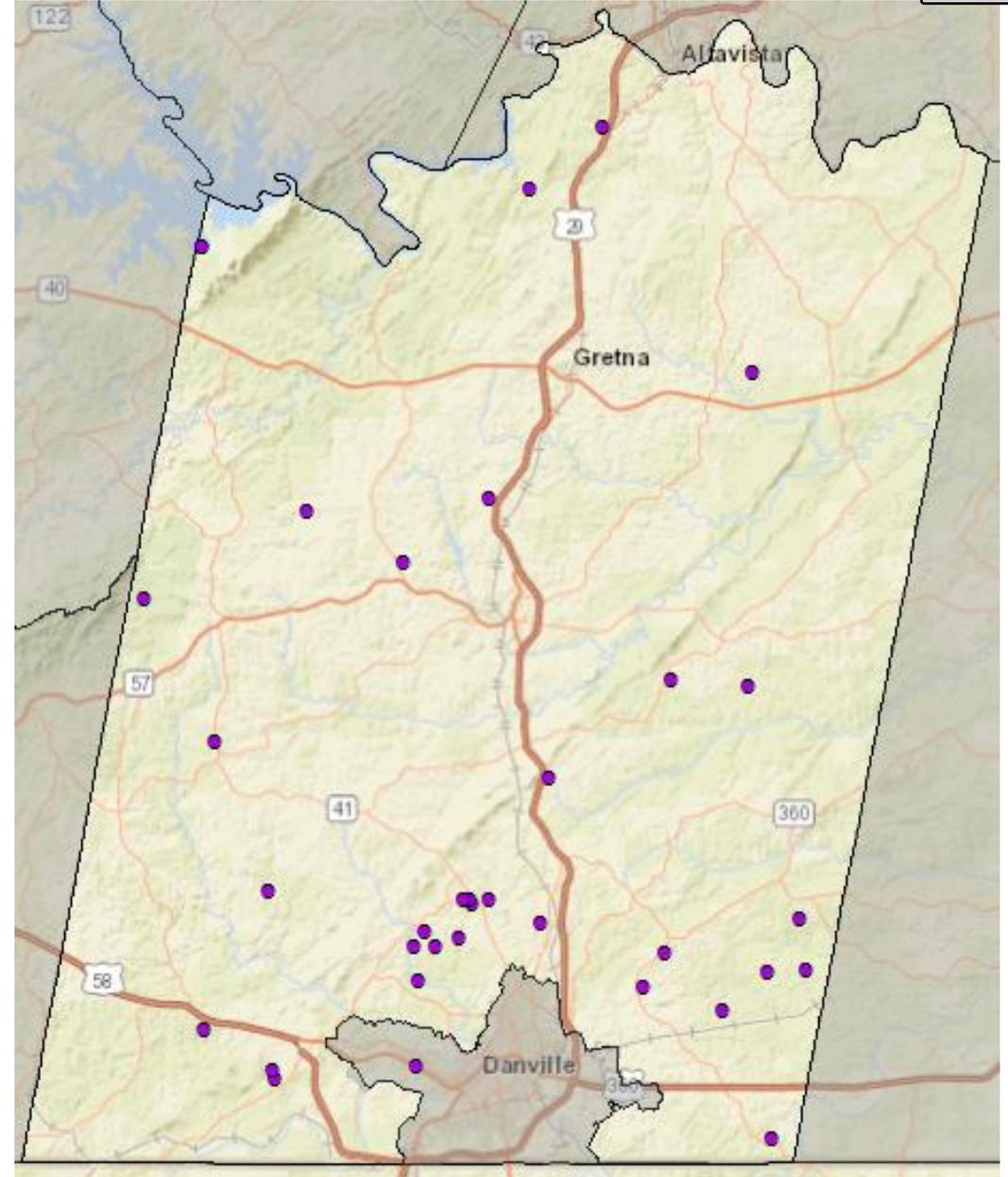
35 traditional storefront businesses responded

- **18%** of respondents report operating a business; **3%** (35) traditional storefront, **15%** (202) home-based.
- **9%** of storefront business report they do not subscribe to the Internet, citing unreliable service as the main reason.
- At least **64%** of businesses depend upon inadequate, expensive, and/or unreliable services; **45%** DSL, **14%** Satellite
- Nearly all of storefront businesses report the Internet is “Very Important” to their business operations.
- **50%** of respondents report their business Internet service does not meet their needs, citing slow connections, and unreliable service as the primary reasons.
- **87%** of business respondents said they would commit to a new contract if an affordable, faster option became available.
- **40%** of businesses are willing to pay between \$100-\$150 per month for a faster Internet option, 32% would be willing to pay between \$50-\$100 per month for a faster service.
- **75%** of businesses respondents depend on a landline, **12%** depend on cellular for their business phone service.
- **Most, 88%** of storefront respondents report their business phone service is consistently reliable.

Pittsylvania County



- Most business report they use DSL Internet Service.
- Most business respondents report the Internet is VERY important to their business operations.
- Half of businesses report their Internet service does not meet their needs citing slow connections and/or unreliable service as the main reasons.



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Local Assets

Vertical Assets, Fiber, Conduit and Community Anchors

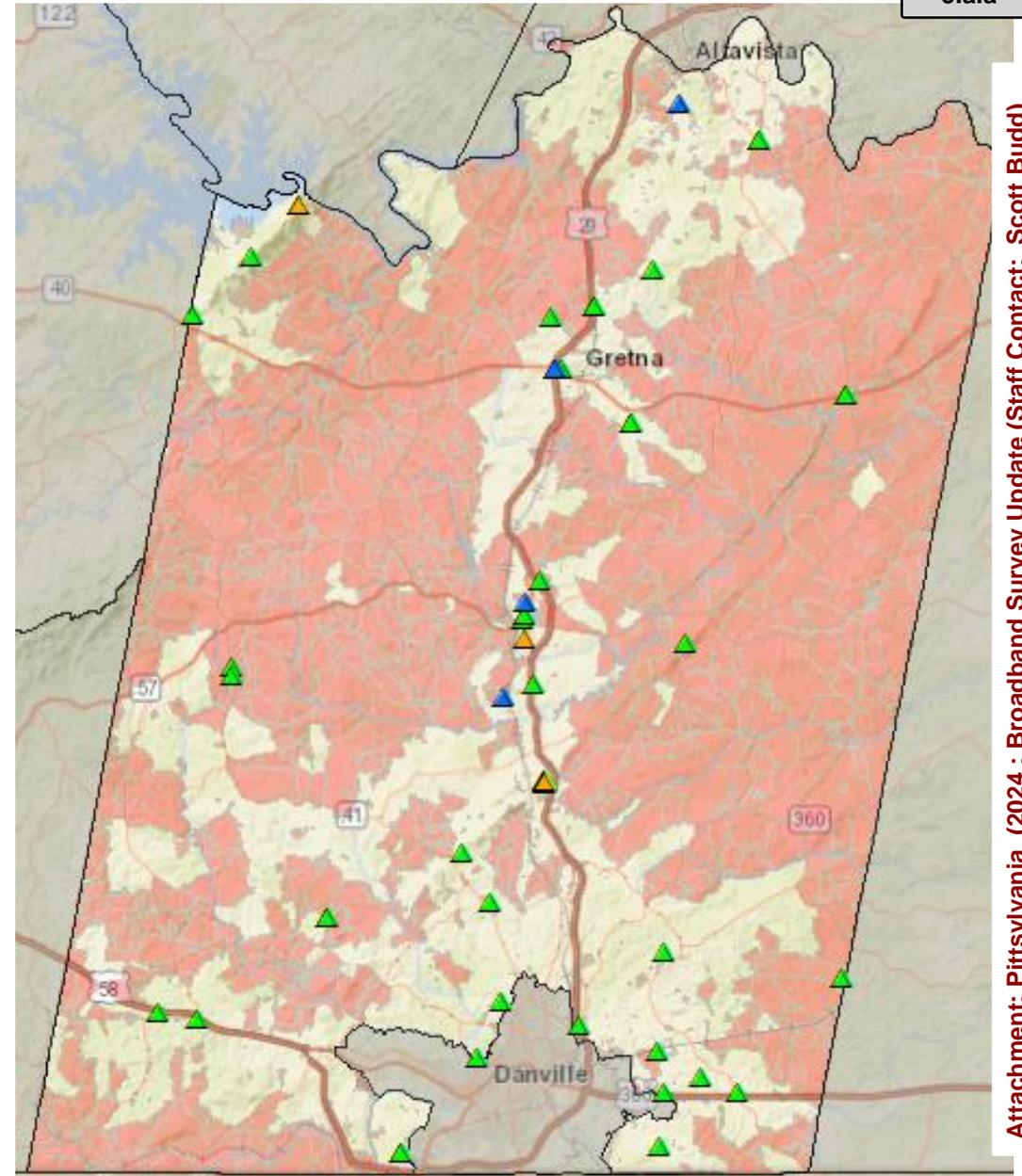
Pittsylvania County Vertical Assets

Three (3) Commonwealth towers at;

- Tower Ln.
- Woodlawn Hgts.
- Ford Rd.

- ▲ FCC: ASR
- ▲ Virginia Municipal League
- ▲ Virginia: Dept. of General Services
- Unserviced areas: ■

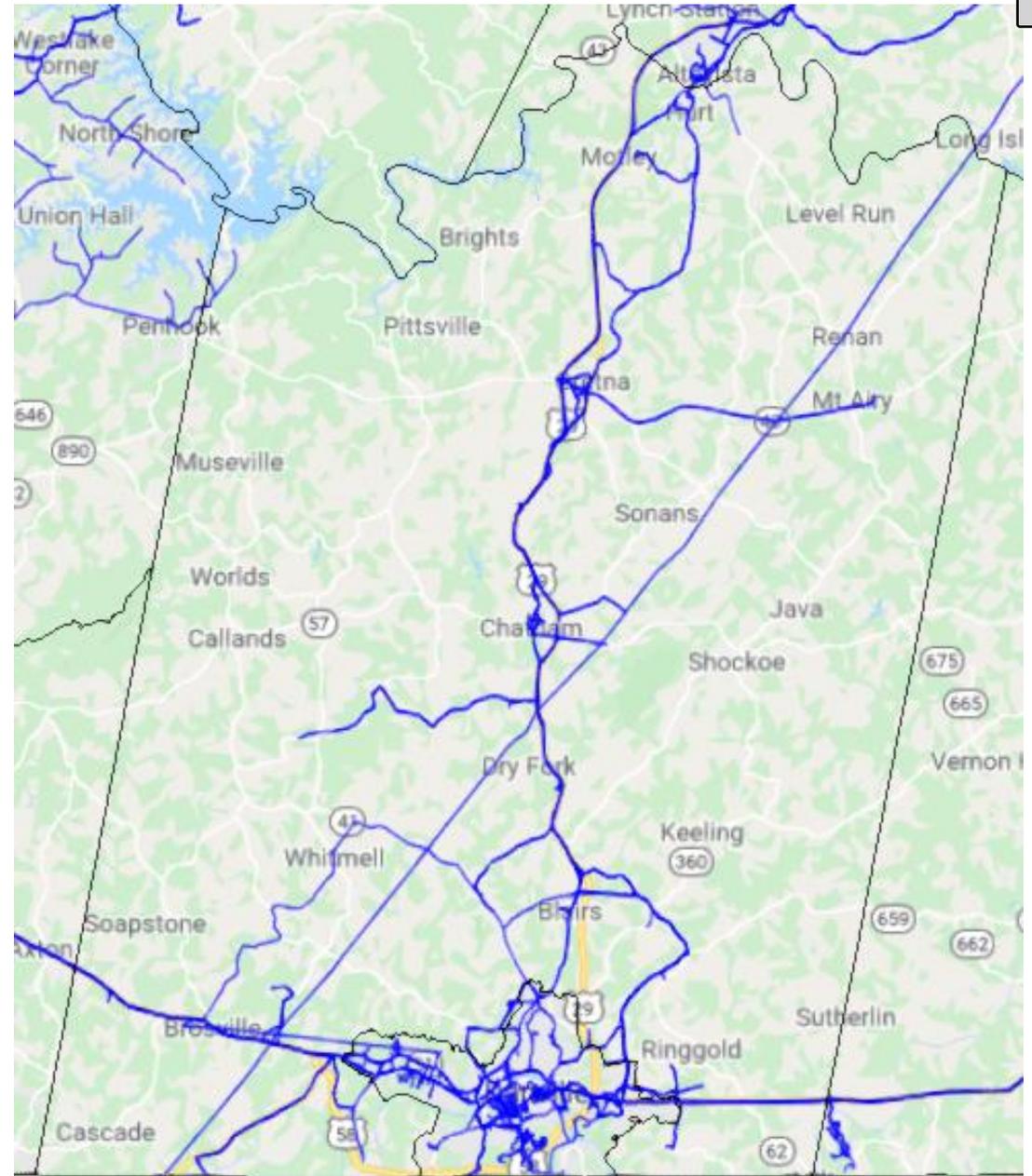
Take away: There are multiple tower sites in close proximity to unserved areas. The county should work with tower owners to verify if space and engineering would accommodate additional broadband and/or cellular equipment.



Pittsylvania County Commercial Fiber Routes

- City of Danville
- Lumos
- MBC
- NGN
- Pittsylvania County Schools
- Shentel
- Uniti
- Windstream
- Zayo

Take away: LOTS of commercial fiber along Rt. 29 and 58. Not much east and west of Rt. 29.



Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

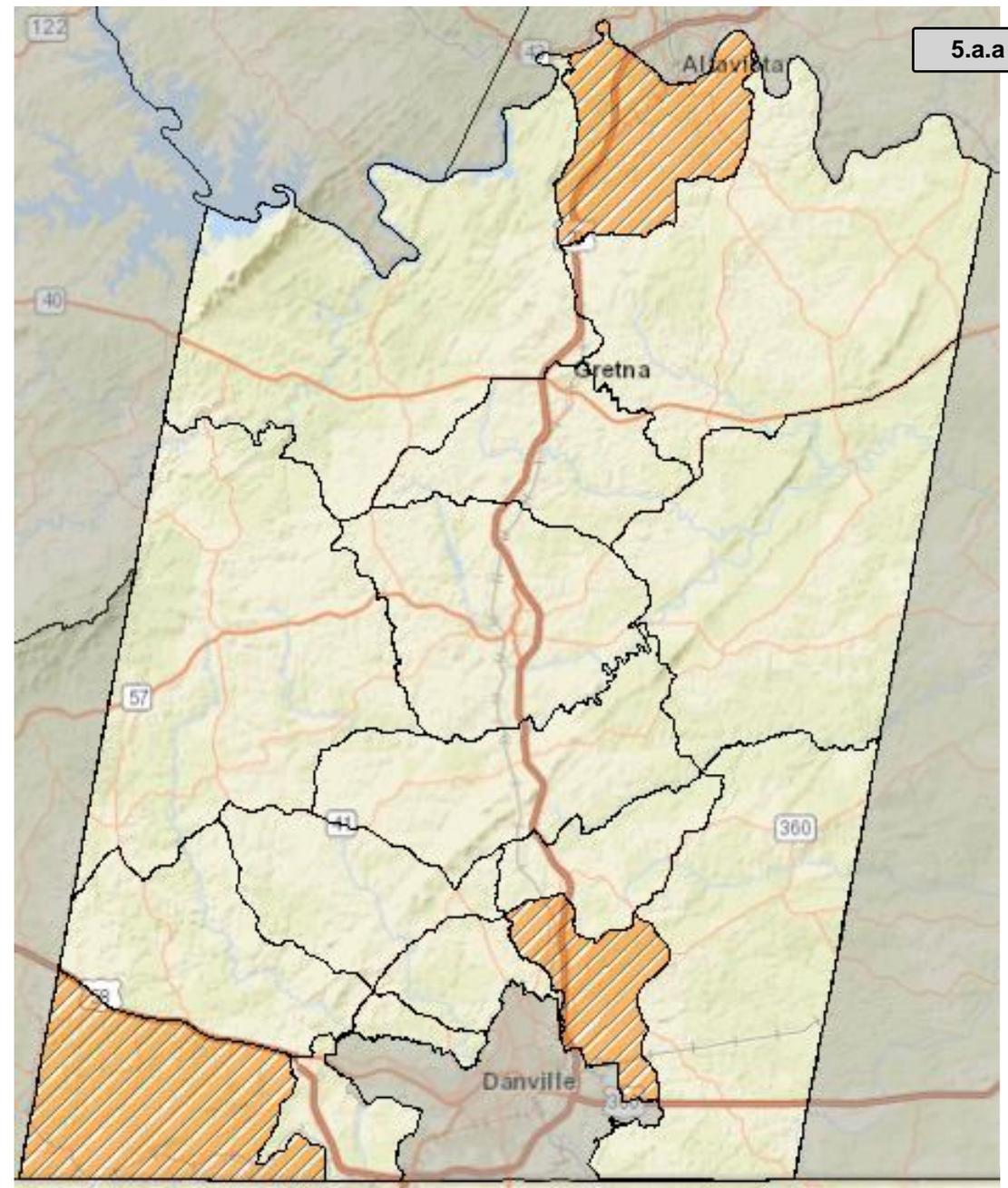
Pittsylvania County Qualified Opportunity Zones

The Federal Tax Cuts and Jobs Act of 2017 included provisions for a new revitalization tool, the Opportunity Zone and Opportunity Fund. The Zones and Funds will allow investors to receive tax benefits on currently unrealized capital gains by investing those gains in qualified census tracts (Opportunity Zones).

Qualified Opportunity Zones (QOZs) allow keen investors and developers to turn redevelopment opportunities into tax savings while fulfilling a need for community reinvestment and renewal.

Take away: Pittsylvania County, local providers, others should consider if/how the QOZ can aid in broadband expansion efforts.

Pittsylvania County OppZones



5.a.a

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

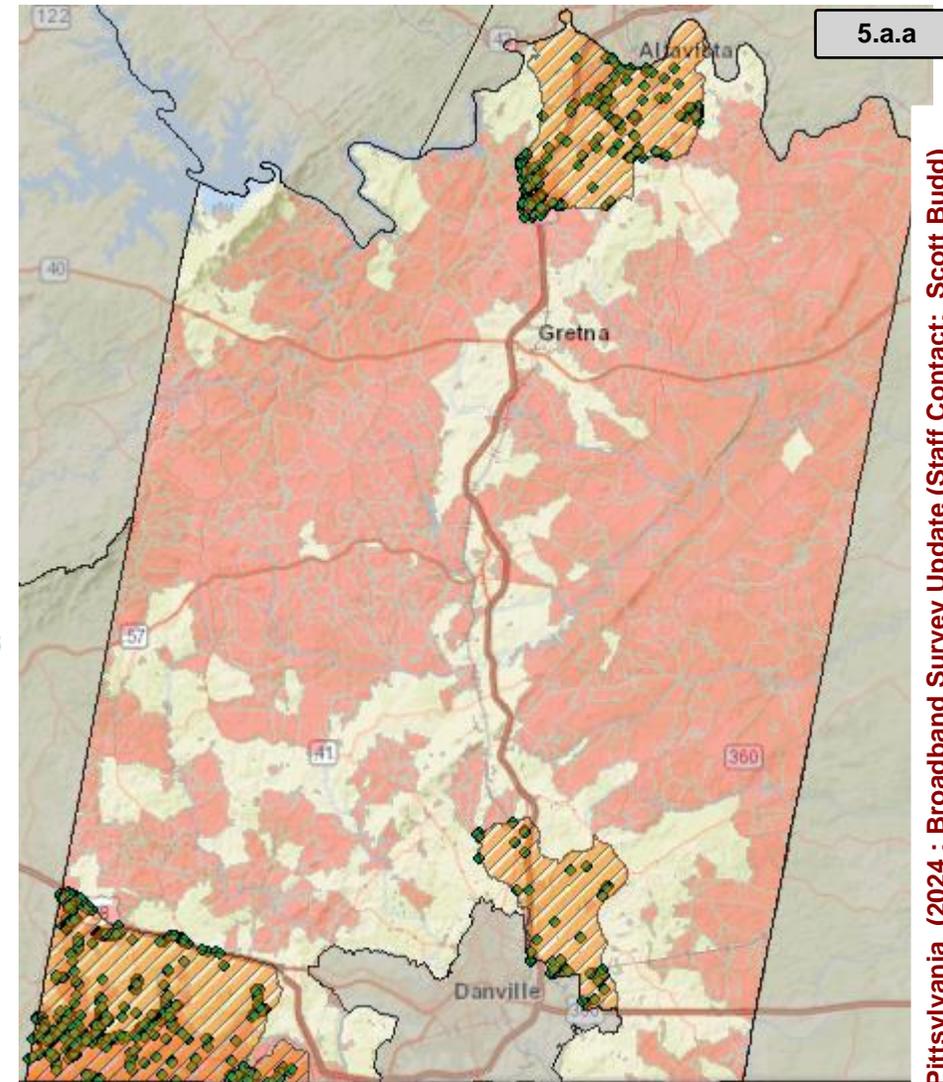
Pittsylvania County Qualified Opportunity Zones

In relation to unserved areas

Pittsylvania County OppZones



Address points in
unserved areas of
Opportunity Zones



Unserved areas: 

Take away: There are over 800 address points in the unserved areas within the Opportunity Zones. See map below: The County should investigate if Qualified Opportunity Zones can help with broadband expansion.

COMMUNITY BROADBAND NEEDS

Assessment Based

X County Needs Identified

Technology Adoption and Usage

- 9% of population are veterans
- 20% of population are seniors,
- 17% of population have educational deficiencies,
- 17% of population have a disability,
- 40% of population have incomes <\$35K
- 21% of respondents who do not have Internet at home say Internet service is too expensive
- 5% report device is too expensive.
- According to the FCC Connect2Health Task Force (C2HFCC), the Pittsylvania County Internet Adoption Rate Estimate: **~40-60% - low**
- According to the FCC Connect2Health Task Force (C2HFCC), Pittsylvania County health indicators for obesity and diabetes exceed national estimates:

These populations may be slow to adopt or less likely to subscribe to new services. The lack of digital literacy and the ability to pay for services are significant barriers to broadband expansion. The lack of connectivity is a significant barrier to telehealth and online educational opportunities. Connecting healthcare, education and broadband sectors is a path to a more connected, healthier, more educated community.

Recommendation: Prioritize adoption and usage solutions:

- Promote digital literacy, computer classes and training throughout the county.
- Consider a computer refurb/donation program such as Virginia Star - a state-wide Student Training and Refurbishment program; <http://vostar.org/>
- **Consider offering computer and digital literacy classes in areas where families in poverty can attend**

Above 100 kbps min.
Meeting 100% fiber goal
Internet Access Affordability
Wi-Fi budget remaining

109 kbps PER STUDENT
ALL SCHOOLS ARE ON FIBER
\$6.00/Mbps MONTHLY IA COST
\$238,000 CAT 2 \$ REMAIN

Pittsylvania County School district paying significantly more per Mb than neighboring counties.

5x the bandwidth for \$100 less

| Bedford County School District | Pittsylvania County Public Schools |
|---|---|
| 5 Gbps | 1 Gbps |
| 515 kbps/student | 109 kbps/student |
| \$5,900 Total Monthly Cost | \$6,000 Total Monthly Cost |
| Shentel Communications Service Provider | GCR Telecommunications Service Provider |
| \$1.27/Mb | \$1.18/Mb |

Contact Expires s



Services Received in 2019

9182 Students | 18 Schools | 18 Campuses | Rural Locale

| Purpose | Bandwidth | Connection Type | Connections | Monthly Recurring Cost/Connection | Non-Recurring Cost | Service Provider | Contract End Date |
|---------------------------------|-----------|-----------------|-------------|-----------------------------------|--------------------|--|-------------------|
| Internet | 1 Gbps | Lit Fiber | 1 | \$6,000 | \$0 | GCR Telecommunications | 06/30/2020 |
| Transport (WAN) | 200 Mbps | Lit Fiber | 1 | \$1,250 | \$0 | GCR Telecommunications | 06/30/2020 |
| Transport (WAN) | 200 Mbps | Lit Fiber | 1 | \$1,250 | \$0 | GCR Telecommunications | 06/30/2020 |
| Transport (WAN) | 200 Mbps | Lit Fiber | 1 | \$1,250 | \$0 | GCR Telecommunications | 06/30/2020 |
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| Transport (WAN) | 200 Mbps | Lit Fiber | 1 | \$1,250 | \$0 | GCR Telecommunications | 06/30/2020 |
| Transport (WAN) | 200 Mbps | Lit Fiber | 1 | \$1,250 | \$0 | GCR Telecommunications | 06/30/2020 |
| Transport (WAN) | 1 Gbps | Lit Fiber | 1 | \$1,125 | \$0 | City of Danville, Virginia | 06/30/2020 |
| Transport (WAN) | 1 Gbps | Dark Fiber | 9 | \$0 | \$0 | District Owned <small>NON E-RATE</small> | N/A |
| Backbone | | | | \$0 / \$0 | | Shared Network Infrastructure | |

Total Internet Access Bandwidth: 1 Gbps
Total Internet Access Monthly Cost: \$6,000
Total WAN Monthly Cost: \$12,375

Recommendation: Consider other providers available on MBC's network that can theoretically provide competitively priced Internet access and transport to the schools. To maximize countywide broadband expansion, the school district should consider coordinating with local government before next contract renewal.

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Pittsylvania County Libraries

No data provided by locality. According to the Universal Service Administration Co. (USAC), the Pittsylvania County Libraries purchase the following services.

| Location | Provider | Function | Product Type | Upload | Download | Cost per Month | Units | Total cost per month | Contract Expiration |
|----------------------------------|----------|----------|-------------------------------|----------|----------|----------------|-------|----------------------|---------------------|
| History Branch | Comcast | Copper | Cable Modem | 5 Mbps | 25 Mbps | \$105.64 | 1 | \$105.64 | Month to Month |
| Hermon | Gamewood | Fiber | OC-N (TDM Fiber) | 25 Mbps | 150 Mbps | \$234.95 | 1 | \$234.95 | 8/31/2020 |
| Main, Gretna, Brosville Internet | GRC | Fiber | OC-N (TDM Fiber) | 100 Mbps | 100 Mbps | \$1,300.00 | 3 | \$3,900.00 | 6/30/2021 |
| Bookmobile Internet | Verizon | Wireless | Data plan for portable device | 5 Mbps | 12 Mbps | \$40.01 | 1 | \$39.99 | Month to Month |

Source: USAC_471_Detail_Report_Current_VA_FundingYear2019

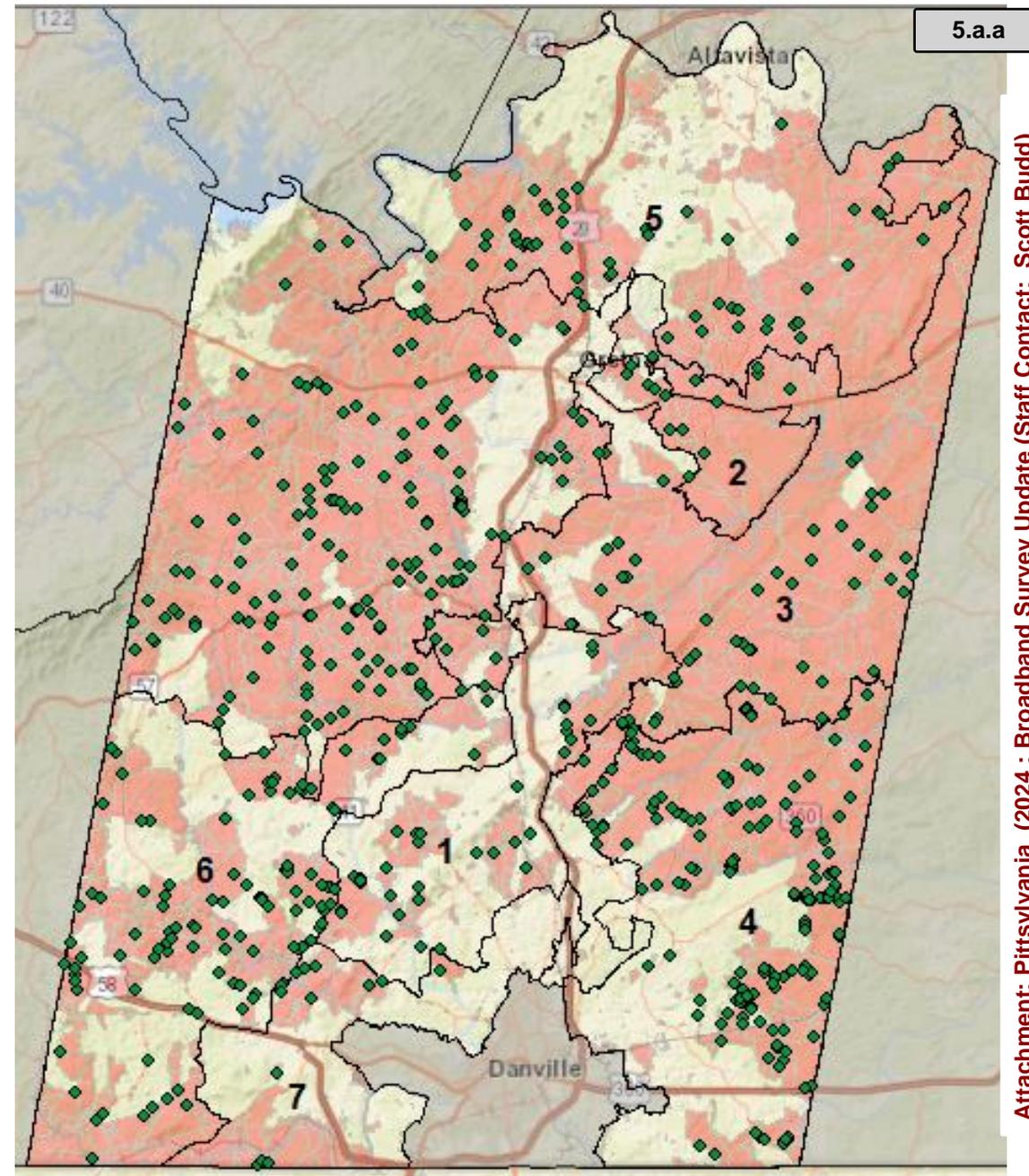
Take away: Pittsylvania County Public Libraries spend approximately \$51,366 annually for Internet services.

| DISTRICT | DISTRICTID | SUPERVISOR | # of residents that would commit to new services |
|-----------------|------------|----------------------------|--|
| Dan River | 4 | Joe Davis | 199 |
| Callands-Gretna | 2 | Ben L. Farmer | 180 |
| Tunstall | 6 | Tim R. Barber | 115 |
| Banister | 3 | Dr. Charles H. Miller, Jr. | 70 |
| Staunton River | 5 | Elton W. Blackstock | 61 |
| Chatham-Blairs | 1 | Robert W. Warren | 47 |
| Westover | 7 | Ronald S. Scarce | 15 |

Prioritize expansion in areas where residential broadband services are not reported; where coverage speeds are less than 25 Mbps download, 3 Mbps upload, and where location counts are highest where respondents said they would commit to a new service contracts if an affordable, faster option became available.

Unserved areas

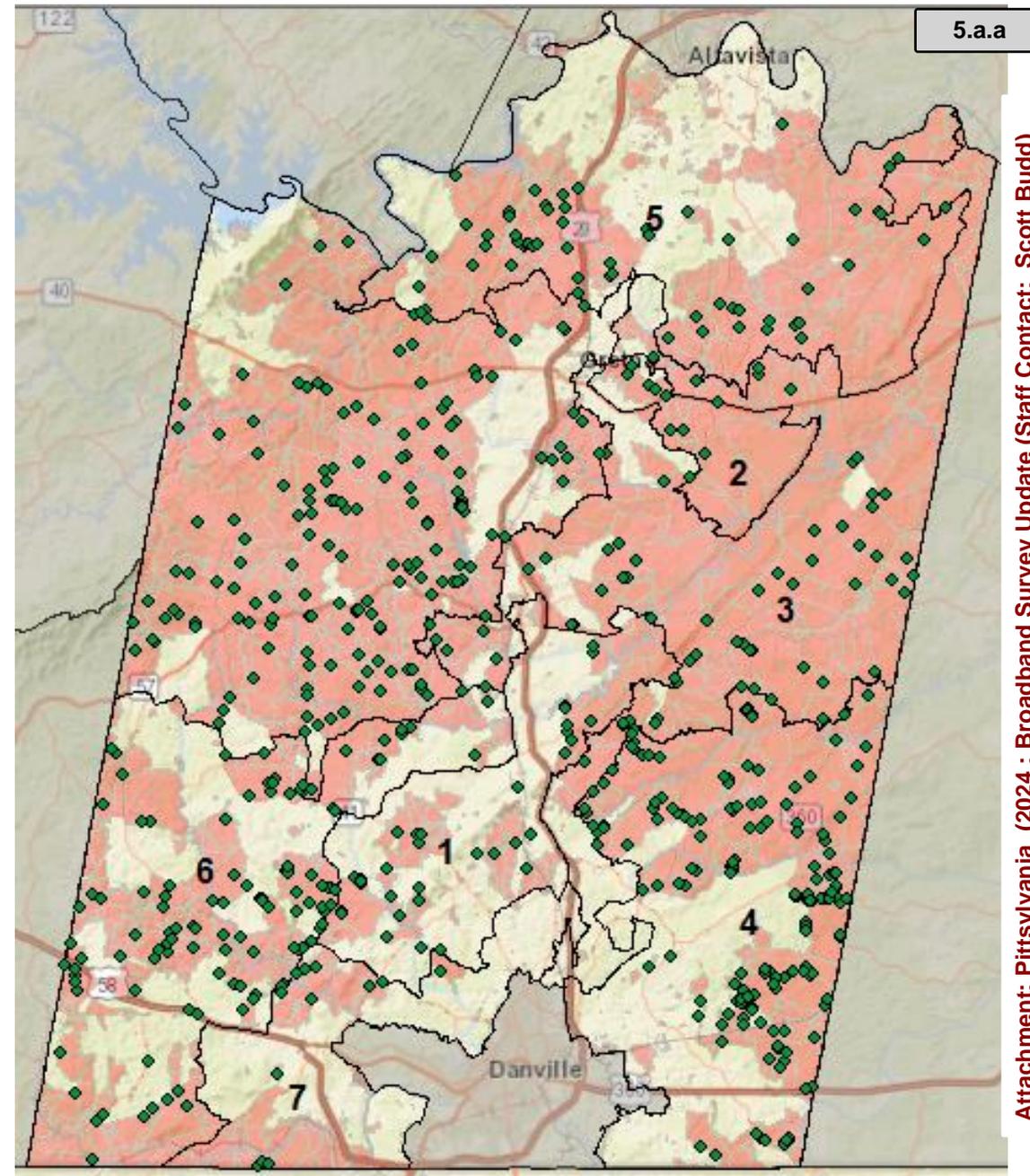
Residential responses within unserved areas that would commit to new services.

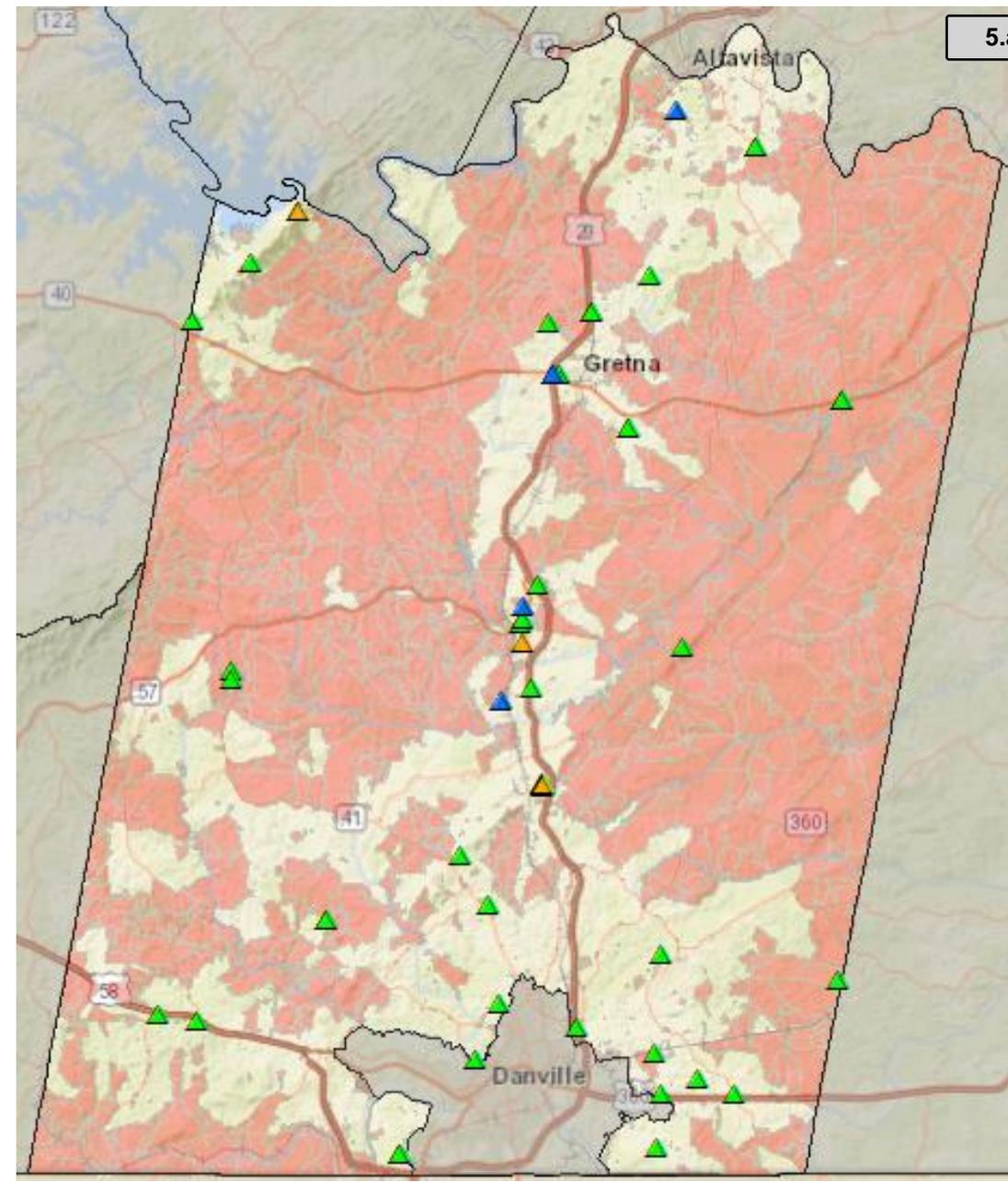


| DISTRICT | DISTRICTID | SUPERVISOR | # of residents that would commit to new services |
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Unserved areas

Residential responses within unserved areas that would commit to new services.





Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Review of Local Policies & Fees

Affect the Broadband Economics

Make sure your policies and procedures are “Broadband Friendly”

Review comprehensive plans, community zoning regulations and process, policies, fees, etc. must encourage and enable broadband investment.

Review local franchise agreements for **setback or long-drop** policy. Long-drop polic information should be proactively conveyed to all new homebuilders, and real estat developers.

Adopt Dig Once: Dig Once means less construction disruption, and lower costs for private providers—who may simply decide not to deploy in an area where the economics don’t work.

Google Fiber Checklist:

<https://fiber.storage.googleapis.com/legal/googlefibercitychecklist2-24-14.pdf>

Remember to make it “cheap, quick & easy”

County Local Policies

The following policies may not represent a comprehensive list of potential local Internet related policies. All local Internet related policies should be reviewed with potential partners and adjusted as necessary to explore incentives and identify barriers to broadband expansion

X County has / has not adopted the PPEA procurement process.

The primary reason for using PPEA procurement rather than a traditional RFP is that the bulk of any broadband project is going to be defined as “engineering” or “construction” under the Public Procurement Act. Engineering needs to be done by competitive negotiation; construction can only be procured by competitive sealed bidding. You can do a design/build contract, but that’s a pain as well and still leaves you with an operating phase that you don’t have covered. So you wind up doing at least two and probably three separate procurements and contracts: (1) RFP for engineering services to design; (2) IFB for construction services; (3) an RFP for operational services. As an administrative matter, a PPEA is usually faster, more flexible, and no more expensive; (4) the PPEA is the most provider friendly procurement type for responding to local broadband expansion requests.

NEXT STEPS

The Path Forward



Potential Funding



Go to <https://www.commonwealthconnect.virginia.gov/>

Click the Funding and Partnership Tab

Click the link below for a list of both state and federal broadband funding opportunities.

<https://www.commonwealthconnect.virginia.gov/sites/default/files/CIT%20Documents/Broadband%20Funding%20Opportunities%202019.pdf>



Prepared by CIT

Virginia Funding Opportunities

| Source | Opportunity | Eligible Applicant | Application |
|--|---|---|---|
| Department of Housing and Community Development (DHCD) | Community Development Block Grant Planning Grant http://www.dhcd.virginia.gov/index.php/community-partnerships-dhcd/79-community-development-block-grant-cdbg-planning-grant.html | Units of local government in non-entitlement localities. | January - September |
| Department of Housing and Community Development (DHCD) | Virginia Telecommunication Initiative (VATI) http://www.dhcd.virginia.gov/index.php/business-va-assistance/telecommunications/254-virginia-telecommunication-planning-initiative-vatpi.html | A unit of government (Towns, Cities, Counties, EDA/IDA, Broadband/Wireless Authorities, Planning District Commissions, etc.) with a private sector provider(s) as a co-applicant. | Fall |
| Virginia Tobacco Indemnification and Community Revitalization Commission | TRRC Revolving Loan Fund https://www.revitalizeva.org/grant-loan-program/loan-programs/ | Public or incorporated non-profit private organizations located in and/or providing economic revitalization programs, services, or facilities in the tobacco region. | Announced annually |
| Virginia Tobacco Indemnification and Community Revitalization Commission | Economic Development Grant Program https://www.revitalizeva.org/grant-loan-program/grant-programs/southwest-and-southside-economic-development-grant-program/ | Public or incorporated non-profit private organizations located in and/or providing economic revitalization programs, services, or facilities in the tobacco region. | Announced annually |
| Virginia Resources Authority (VRA) | Virginia Pooled Financing Program http://www.virginiaresources.org/page/virginia-pooled-financing-program/ | Local governments | Fall and Spring |
| Virginia Department of Agriculture and Consumer Services | Agriculture and Forestry Development Fund http://www.vdacs.virginia.gov/agriculture-afid-facility-grants.shtml | Political subdivision or alliance of subdivisions. Broadband project are eligible. | Applications are accepted on a continuing basis |

5.a.a

Attachment: Pittsylvania (2024 : Broadband Survey Update (Staff Contact: Scott Budd)

Next Steps: County Decisions

- Determine what role to assume in advancing County broadband goals
 - County role needs to be adopted by the County BoS
- Identify and prioritize goals, based on needs
 - Assessment findings, identified in Decision Document, need to be conveyed to the BoS
 - Broadband Management Team passes its recommendations to BoS for approval
- Determine incentives to offer
 - Policy Team passes its recommendations to BoS for approval
- RFP or straight to partnership?
 - Adopted goals and recommendations from Decision Document serve ‘summary findings’ and ‘requirements’ for RFP and county/partner action items.
- County chooses private partner(s)
 - The County is responsible for generating and publishing the RFP, evaluating responses, and choosing (an) ISP partner(s)
 - CIT can distribute RFPs to our list of resources,
 - County should also post on the RFP on the eVa.Virginia.gov site to maximize distribution.



— Chuck Kirby —

VICE PRESIDENT, BROADBAND PROGRAMS

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— Jean Plymale —

BROADBAND PROJECT MANAGER

Jean.Plymale@cit.org
540-250-2751

— Caroline Luxhoj —

BROADBAND PROGRAM ADMINISTRATOR

Caroline.Luxhoj@cit.org
804-513-1825

Pittsylvania County Decision Points

The following three steps highlight decisions the County needs to make to stipulate their broadband goals, desired role in public private partnerships, and how the County will facilitate partner expansions. Once the County completes the following three steps, these decisions and information from the assessment should be included within the Scope of Work and Requirements as “summary findings” in a conceptual phased RFP.

Sample RFP solicitations are available that local leaders can adapt at the link below:
<https://commonwealthconnect.virginia.gov/broadband-toolkit>

CIT is happy to distribute the RFP to our resources once the County is ready to publish it.

Step 1: Determine the County’s Desired Role in Partnerships

Determine the role and partnership model that works best for the County. Select one from the partnership models listed below (**Place a check mark in the box beside desired role**):

- Locality Shares Assets Only**
 - Some localities do not have the resources (people or money) to bring to a partnership. However, all localities have assets (towers, land, rooftops). In these types of partnerships, the locality agrees to share assets and even provide the private partner some “anchor” tenants on their network – government facilities or fire/rescue stations that would buy service (or receive service in exchange for sharing assets) from the private partner’s network. This ensures the private provider has recurring revenue – or customers that will not go away (residential and small businesses can come and go). Sharing assets lowers the deployment cost (capital investment) of the private provider, which expedites deployment and helps make the business case for less populated areas.
- Locality Covers Capital Investment**
 - Some localities prefer to make all the capital investments – funding towers, head-end Internet service (the connection that provides the bandwidth to the network and connects to the world), and wireless equipment. The private partner brings their expertise to the table to design, deploy, maintain, and operate the network. The private partner would also provide the resources to support end customers (setting up the connection, billing, etc.). In these models, there is a revenue share - typically on a sliding scale - providing more of the revenue to the locality in the early years to reimburse them for the capital investment and then shifts to the private partner in the later years to offset their overhead expenses. The locality owns the network and contracts the private partner to run it.
- Hybrid Approach (Locality Shares Assets and Invests Some Capital)**
 - This model is a blend of the previous two. The locality may share assets and invest some capital - such as incentives - to offset the initial network costs. For instance, perhaps the locality covers the costs of a new tower (or more) and/or some fiber deployment. The locality may also arrange to recoup this investment by obtaining Internet services to county/city facilities, leasing space on the tower/fiber to other entities (ensuring there is no interference). The locality may purchase Internet

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service from the network and pay for years in advance – providing the private partner with additional capital to help offset initial investment. The private partner would fund the wireless equipment, customer premise equipment, and all costs to deploy, maintain, and operate the network. There would be no revenue sharing.

Step 2: Adopt and Prioritize Broadband Goals

The sections below address areas of need that were identified in the community broadband assessment. Choose the recommendations associated with each section below that the locality will adopt as goals and requirements for the Pittsylvania County broadband expansion plan.

Adoption and Usage

All localities benefit economically from expanding digital literacy and broadband availability. The more members of a community who subscribe and use the Internet, the greater the incentives for others to get online. Once high adoption rates are achieved in communities, doors open to numerous improvements not available to communities with low adoption rates.

Adoption rate is the number of residential fixed connections to the Internet per 1000 households.

Below are some statistics pertaining to adoption and usage for Pittsylvania County:

- 9% of population are veterans
- 20% of population are seniors,
- 20% of population have educational deficiencies,
- 17% of population have a disability,
- 40% of population have incomes <\$35K
- 5% report device is too expensive.
- 21% Internet service is too expensive
- According to the FCC Connect2Health Task Force (C2HFCC), the Pittsylvania County Internet Adoption Rate Estimate: **~60% - low**
- According to the FCC Connect2Health Task Force (C2HFCC), Pittsylvania County health indicators for obesity and diabetes exceed national estimates:

| Pittsylvania County Health Behavior Estimates | | National Estimates |
|---|-----|--------------------|
| Obesity | 32% | 27.80% |
| Diabetes | 14% | 9.90% |

These populations may be less likely to subscribe to new services, need special equipment and/or have affordability challenges. The lack of digital literacy and the ability to pay for

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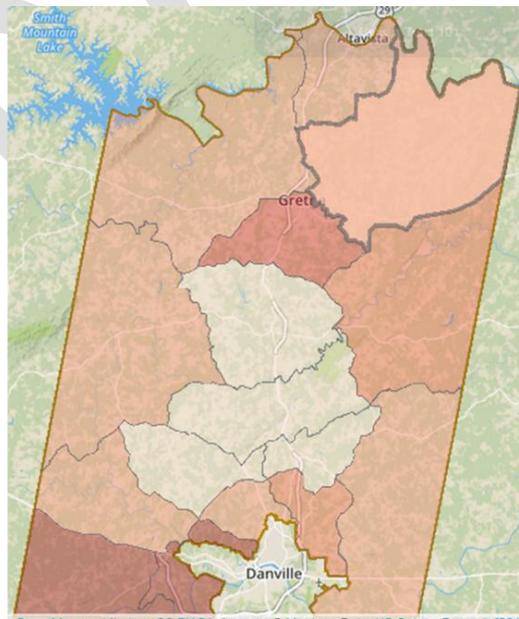
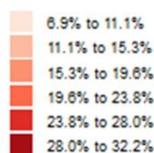
services are significant barriers to broadband expansion. Research shows that rural counties with high adoption rates see improved economic indicators. Adoption and usage of broadband, not just availability, matters for rural economies.

Successful digital inclusion needs to address the “ability to pay” rather than the “willingness to pay.” Digital literacy, lack of confidence, and being unaware of what kinds of activities the Internet can facilitate are barriers to broadband adoption. Additionally, connecting health, education and broadband sectors while increasing adoption rates is a path to a more connected, healthier community.

Adoption and Usage Recommendations:

- Consider a computer refurb/donation program such as Virginia Star (<http://vastar.org/>) - a statewide student training and refurbishment program for households with affordability challenges.
- Pittsylvania County Libraries provide public access computers and computer learning and training opportunities. The County should support (fund,) promote and encourage citizen use of computers and participation in the library computer classes. In the short term, focus efforts in the CAFII funded areas to prepare population for uptake of new services.
- Consider expanding computer training to other areas of the County where populations may be slow to adopt new technologies or need special equipment.
- Consider working with local healthcare providers to establish a Pittsylvania County telehealth initiative to educate citizens about cost-saving telehealth services such as in-home monitoring, health related educational services, virtual (via videoconferencing) visits with healthcare providers, and more.
- Pockets of poverty exist in Pittsylvania County. Consider adoption and useage efforts in these disadvantaged areas. Consider offering computer training classes somewhere within these areas. See map below.

Families in Poverty
by Census Tracts



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Residential Economics

According to a study by [Ohio State University Swank Program](#), “Estimates of the average annual benefits received by US broadband subscribers range from \$1,500 (Greenstein and McDevitt, 2012) to \$2,200 (Nevo et al., 2016) per household.

Using the mean from the Swank study; \$1,850, and broadband defined as: **minimum speeds of 25 Mbps download/3 Mbps upload** we can *estimate* economic benefits and losses expected from broadband availability in Pittsylvania County:

477 Estimate of County Households without BB (connections < 25/3) = 3164

477 Estimate of County Households with broadband (25/3 and above) = 1119

Estimates of potential annual economic benefits (or losses) for households according to the Swank Study could range from:

- Without Broadband: $3164 \times \$1,850 = \mathbf{\$5,853,400}$ **economic loss** - due to not having broadband connected homes.
- With Broadband : $1119 \times \$1,850 = \mathbf{\$2,070,150}$ **economic gain** – due to a broadband connected homes.
- The economic gain if all households in County had broadband service: $26,687 \times \$1,850 = \mathbf{\$49,370,950}$

[FTTH Council released a study](#) showing access to ***fiber-delivered*** Internet boosts home values by up to 3.1 percent.

Median occupied household value (census 2017) for Pittsylvania County Virginia: \$113,800 * .031 = **\$3,528 increased of home value.**

Residential Economics Recommendation:

- The County should seek technology neutral ‘broadband services’ that deliver, at minimum, FCC defined broadband; 25 Mbps download, 3 Mbps upload, and fiber-delivered services wherever possible to maximize county-wide economic benefits of broadband expansion.
- The County should build momentum and increase interest for the creation and execution of broadband expansion plans.
- The County should support dedicated efforts to increasing adoption and usage programs, particularly within CAFII areas, as well as in disadvantaged areas of the County.
 - Expand the delivery of computer and digital literacy classes to all areas of the county.
 - Work with local healthcare providers to educate citizens about cost-saving telehealth services, such as in-home monitoring, health related educational services, virtual visits with healthcare providers via videoconferencing, etc.
 - The County should engage Pittsylvania School District, Public Libraries, 4-H and Extension services in collaborative planning to address the impacts resulting from the lack of broadband for K12 households. Collaborative planning can bring about innovative solutions, and shared ownership of needs and solutions.

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Residential and Business Demand

All households need Internet connections that will support rich, multi-media online educational and business related activities. Broadband enables full participation in the digital age.

- ~6% of occupied households (26,687) responded
- 81% of residential respondents subscribe to the Internet at home.
- The primary reasons cited for no home Internet was that “Internet service not available, too expensive, and Internet service not reliable.”
- 19% of residential respondents report they have NO Internet service at home. Of those, the primary reasons cited: 48% “Internet service not available,” 21% “Internet is too expensive,” and 19% “Internet service is not reliable.”
- At least 62% of residents depend upon inadequate, expensive, unreliable and/or obsolete services; 21% Satellite, 31% DSL, 9% Cellular, 1% Dial-up.
- 62% report their home Internet service *does not meet* their needs, citing slow connections (57%) and unreliable service(27%) as the primary reasons.
- DSL, Satellite, and Cable were cited most often as Internet service that *does not meet* the residential needs.
- 93% of respondents said they would commit to a new contract if an affordable, faster option became available.
- 56% of respondents would be willing to pay between \$50-\$100 per month for a faster home Internet connection, 34% under \$50./month.
- 78% of respondents depend on cellular service for their home phone, 19% landline.
- 63% of residents say their home phone service is reliable;
 - 33% report cellular is not reliable
 - 24% report landline is not reliable
- 67% of respondents report K12 school-aged children at home.
- 12% of K12 households report no access after school.
- 4% of K12 household report they depend on the Pittsylvania County Public Library for Internet access after school.
- 39% of respondents would work from home if they had better access
- 15% (202) report operating home based businesses.

Storefronts and office buildings no longer define where businesses operate.

- 18% of respondents report operating a business; 3% (35) traditional storefront, 15% (202) home-based.
- 9% of storefront business report they do not subscribe to the Internet, citing unreliable service as the main reason.
- At least 64% of businesses depend upon inadequate, expensive, and/or unreliable services; 45% DSL, 14% Satellite
- Nearly all of storefront businesses report the Internet is “Very Important” to their business operations.
- 50% of respondents report their business Internet service does not meet their needs, citing slow connections, and unreliable service as the primary reasons.
- 87% of business respondents said they would commit to a new contract if an affordable, faster option became available.

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- **40%** of businesses are willing to pay between \$100-\$150 per month for a faster Internet option, 32% would be willing to pay between \$50-\$100 per month for a faster service.
- **75%** of businesses respondents depend on a landline, **12%** depend on cellular for their business phone service.
- **Most, 88%** of storefront respondents report their business phone service is consistently reliable.

Revenue and economic development opportunities are lost to neighboring localities when citizens travel outside the county for work. The ability to work from home or create a home based business keeps local dollars circulating in the local economy.

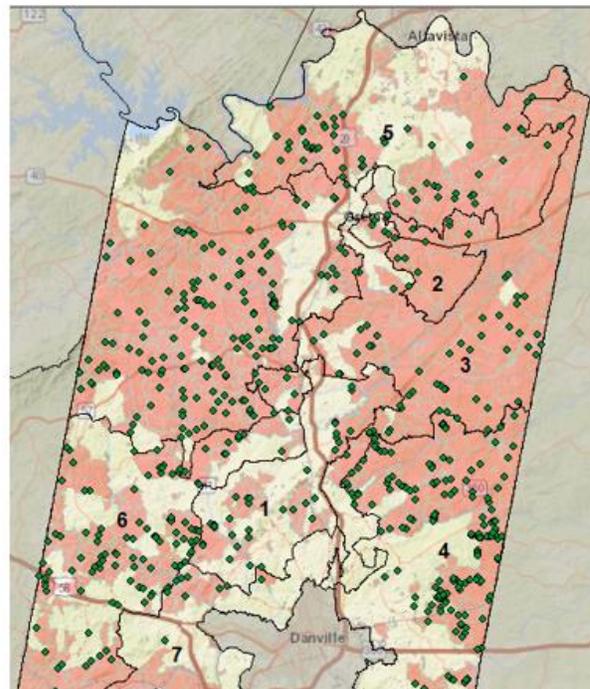
Residential and Business Recommendations:

- Consider prioritizing expansion in areas where residential broadband services are not reported (where coverage speeds are less than 25 Mbps download, 3 Mbps upload,) and where location counts are highest where respondents said they would commit to a new service contracts if an affordable, faster option became available. See map below.

| DISTRICT | DISTRICTID | SUPERVISOR | # of residents that would commit to new services |
|-----------------|------------|----------------------------|--|
| Dan River | 4 | Joe Davis | 199 |
| Callands-Gretna | 2 | Ben L. Farmer | 180 |
| Tunstall | 6 | Tim R. Barber | 115 |
| Banister | 3 | Dr. Charles H. Miller, Jr. | 70 |
| Staunton River | 5 | Elton W. Blackstock | 61 |
| Chatham-Blairs | 1 | Robert W. Warren | 47 |
| Westover | 7 | Ronald S. Searce | 15 |

Unserved areas ■

Residential responses within unserved areas that would commit to new services. ●



- Work with local providers to ensure that low income residents in are aware there may be discounted services available to them.
- The Pittsylvania County survey indicates that cellular phone services need improvements. The County should seek improved cellular services throughout the County in addition to expanding broadband services.
- Ensure residents in CAF1 upgraded areas are aware there may be better/faster service offerings due to CAFI upgrades. See map below:

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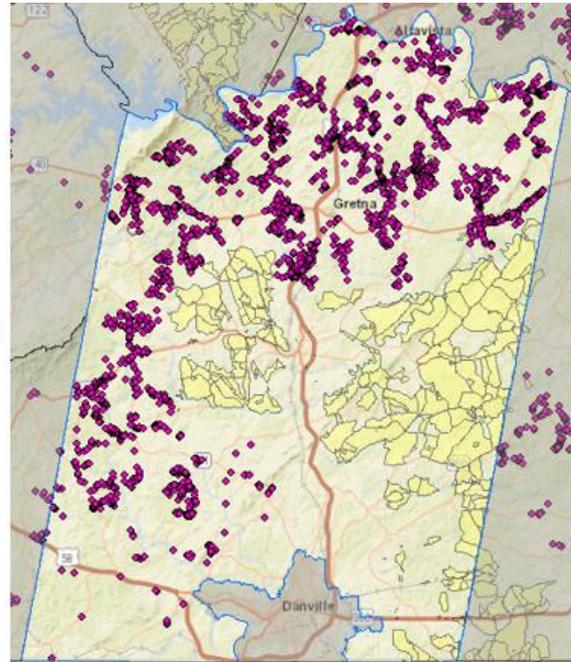
CAFI Upgrades reported by FairPoint Communications and CenturyLink ●

CAFI bid winner locations: Wilkes/Riverstreet ■

Many CAFI upgrades in Northern and Eastern parts of the county. CAFI upgrade areas, yet to be built, East and West of route 29 in the central portion of the county.

Ensure areas of CAFI are prepared to take new services by addressing adoption issues.

Ensure residents in CAFI upgrade areas are aware there may be better service offerings due to CAFI upgrades.

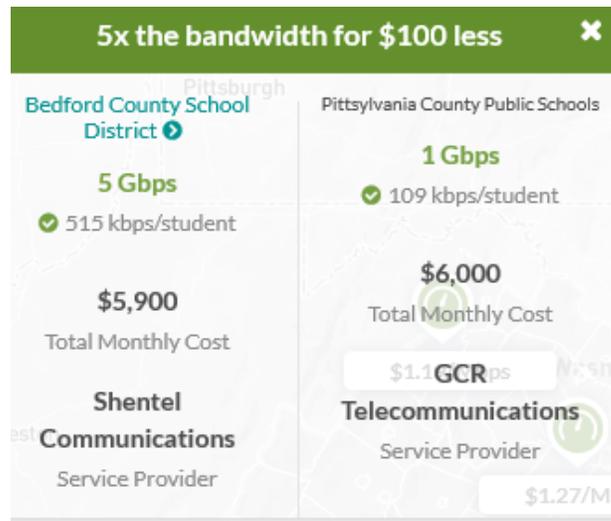


Libraries and Schools

Schools and libraries have always been centers of information and knowledge. Both schools and libraries are local champions for closing the homework gap, expanding digital inclusion and workforce development. The extent to which libraries and schools can become gateways, contributing to local economic development (job searches, research, workforce development, online degree programs, etc.) depends in part on these facilities having adequate broadband capacity.

- **No information delivered from County about connection costs/types for Pittsylvania County Schools or Libraries.**
- According to Education Superhighway, and County Connections and Costs, the Pittsylvania County school district is purchasing a 1 Gb Internet connection from GCR Telecommunications, funded in part by Erate:
 - Spends ~\$148,500 annually for transport (WAN) services.
 - Spends ~\$72,000 annually for Internet access.
 - Contract expires 06/30/20
 - Pittsylvania County School district is paying significantly more per Mb than neighboring counties.

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Source:

https://www.compareandconnectk12.org/maps/VA/districts/975618/pittsylvania-county-public-schools?view=SINGLE_DISTRICT&opportunity=BANDWIDTH

- **No information delivered from County about connection costs/types for Pittsylvania Libraries.**
- According to the Universal Service Administration Co. (USAC), the Pittsylvania County Libraries spends ~ \$51,366 annually for Internet services:

| Location | Provider | Function | Product Type | Upload | Download | Cost per Month | Units | Total cost per month | Contract Expiration |
|----------------------------------|----------|----------|-------------------------------|----------|----------|----------------|-------|----------------------|---------------------|
| History Branch | Comcast | Copper | Cable Modem | 5 Mbps | 25 Mbps | \$105.64 | 1 | \$105.64 | Month to Month |
| Hermon | Gamewood | Fiber | OC-N (TDM Fiber) | 25 Mbps | 150 Mbps | \$234.95 | 1 | \$234.95 | 8/31/2020 |
| Main, Gretna, Brosville Internet | GRC | Fiber | OC-N (TDM Fiber) | 100 Mbps | 100 Mbps | \$1,300.00 | 3 | \$3,900.00 | 6/30/2021 |
| Bookmobile Internet | Verizon | Wireless | Data plan for portable device | 5 Mbps | 12 Mbps | \$40.01 | 1 | \$39.99 | Month to Month |

Source: USAC_471_Detail_Report_Current_VA_FundingYear2019

- According to the Pittsylvania County’s Main Library, there are computer classes offered and public computers are available.
- ~4% of K12 students depend on the Library for after school access to the Internet.

Schools and Libraries Recommendations:

- To maximize countywide broadband expansion, the school district and libraries should take advantage of MBC’s middle-mile infrastructure proximity and the many providers that utilize MBC’s infrastructure to deliver competitive Internet services. Any voice and data provider (ISPs) on MBC’s network can theoretically provide Internet access to Pittsylvania County schools and libraries.

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- 4% of K12 students depend on the library for access to the Internet after school. Ensure capacity to the libraries meets national standards of 1 gigabit for communities with populations of over 50,000. Pittsylvania’s population ~61,970.
- Expand, promote and support digital literacy and workforce development classes at libraries and other locations in the county to assist populations that may be slow to adopt technology, or need special equipment. Consult with Library of Virginia about funding to add workforce and digital literacy training offered by the Pittsylvania County Public Library system.
- Schools and libraries broadband contracts expire soon or are month-to-month. Before renewing contracts, the Pittsylvania County Schools district and Public Library should coordinate with local government to maximize potential for offering anchors to new provider partner(s.)
- Consider offering schools and libraries as anchor institutions for chosen provider partner for broadband expansion.

Public Safety

Virginia’s Police, Sheriffs, Firefighters, EMS, and other public safety officers depend on the ability to communicate during incidence response. Mobile communications are particularly important in the field for quick response to save lives and protect communities. Whether urban or rural, in the field or in the office, public safety depends on robust, reliable communication technology to ensure the safety needs of all Virginia citizens.

- **No information delivered from County about connection costs/types for fire/rescue stations.**

Public Safety Recommendations:

- There are multiple vertical assets in Pittsylvania County – see map under the heading Local Government Recommendations. Consider soliciting for improved cellular services in addition to fixed wireless broadband services.
- Consider public safety facilities as anchors for potential new provider.
- Consider offering tower space at public safety facilities in unserved areas for new broadband provider.

Local Government:

Locality zoning, construction, permitting, rights-of-way management, and other traditional municipal activities will affect what kind of broadband networks it will have in the years ahead. The quality of the broadband networks affect the ability of what local government and its residents can do and influences the attractiveness of a locality from many perspectives. Affordable, abundant bandwidth that does not constrain innovation, economic growth, or social progress is imperative for local growth. **Every locality needs to own fiber assets to participate in today’s digital economy, access educational resources, provide cutting-edge healthcare and more.**

Every locality should be asking, “are the broadband networks in our locality good enough for us to thrive ten years from now?” If the answer is no, the time to begin thinking about what your locality can do to assure affordable, abundant bandwidth is now.

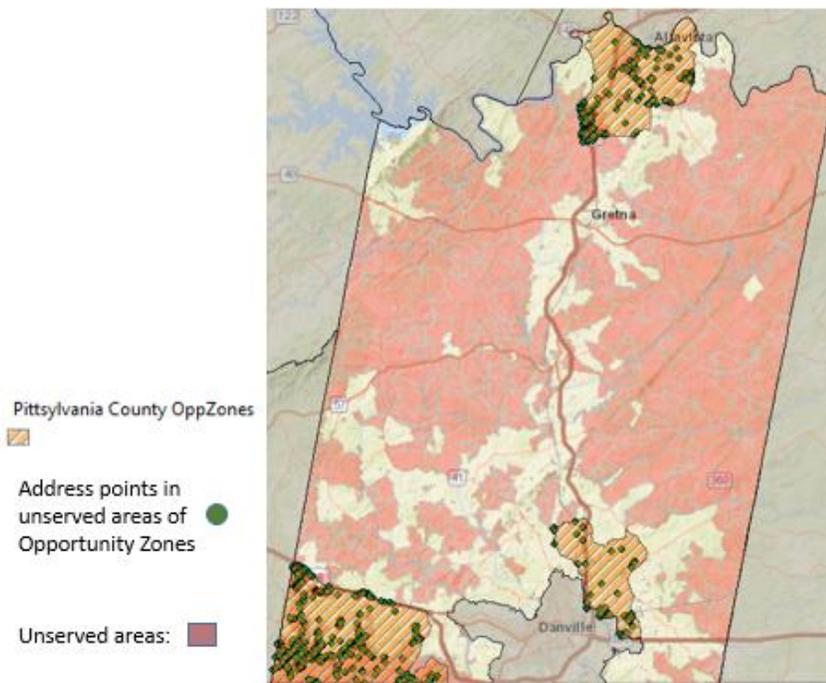
- **No information was delivered from the County about connections costs/types and locations of public safety facilities.**

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Local Government Recommendations:

- All localities need county owned fiber; extra strands can be leased to provider partner to reduce expansion costs.
- The County should consult with local telecommunication providers on their long-drop policy. Long-drop distance is specific to cable services but would apply to broadband services as well. Long drop distance information should be conveyed to all new homebuilders, and real estate developers.
- Consider offering local government facilities as anchors for a new provider partner.
- Take advantage of MBC's proximity and the many providers that utilize MBC's infrastructure to deliver competitive Internet services. Any voice and data provider (ISPs) on MBC's network can theoretically provide Internet access to Pittsylvania County local government.
- The County should work to engage Volunteer Public Safety entities and include as many of public safety facilities as possible in broadband expansion plans.
- The County should seek CRA Funding; In addition to state and federal funding, the County should work with local banks to try to secure bank funding through the Community Reinvestment Act for broadband projects. For more information see: <https://www.occ.gov/topics/consumers-and-communities/cra/index-cra.html>
- Establish a County broadband budget for 'match' funds for grants and other broadband expansion needs. State grants may require 20% or more matching funds, includes in-kind contributions.
- Establish Service Tax District for broadband - adoption of an ordinance or ordinances or the entry of an order creating a service district. See Virginia HB2141 - <http://lis.virginia.gov/cgi-bin/legp604.exe?191+sum+HB2141>
- Pittsylvania County has three (3) Qualified Opportunity Zones, each of which contains some unserved areas. There are over 800 address points in the unserved areas within the Opportunity Zones. See map below: The County should investigate if Qualified Opportunity Zones can help with broadband expansion.

Pittsylvania County Decision Points



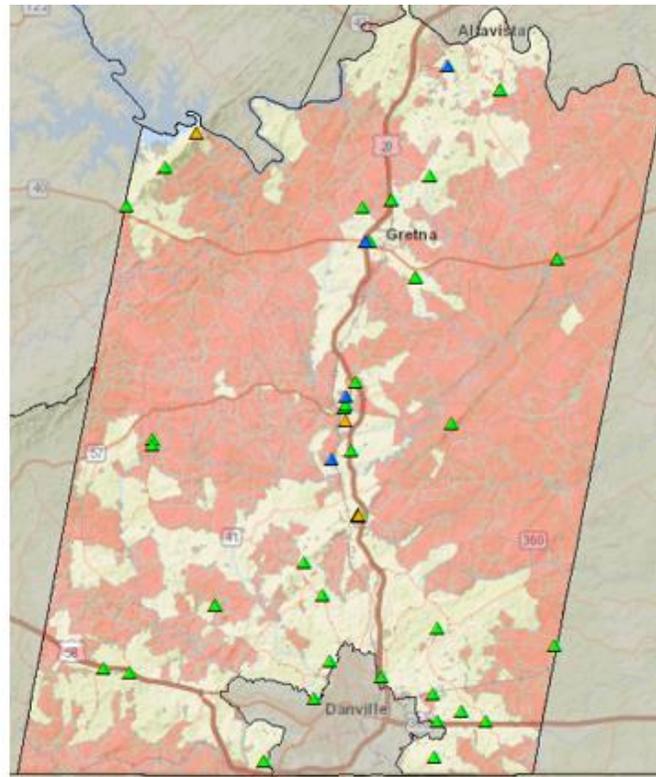
- The Code of Virginia permits “the use of the communication towers by the qualified provider in its deployment of wireless broadband service within the unserved area or portion thereof.” The County should work with wireless partner(s) to take advantage of any Commonwealth of Virginia vertical asset resources (3 identified in Pittsylvania County).
<https://law.lis.virginia.gov/vacode/title2.2/chapter11/section2.2-1150.2/>
- Multiple county owned (identified as Board of Supervisors) vertical assets in Pittsylvania. The County should determine if there is space available and if County owned tower sites are engineered for additional equipment to facilitate fixed wireless equipment. Knowing this information ahead of time can save time and money and make a potential wireless project more attractive.
- There are multiple tower sites in close proximity to unserved areas. The county should work with tower owners to verify if space and engineering would accommodate additional broadband and/or cellular equipment.

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Three (3) Commonwealth towers at:

Tower Ln.
Woodlawn Hgts.
Ford Rd.

- ▲ FCC: ASR
- ▲ Virginia Municipal League
- ▲ Virginia: Dept. of General Services
- Unserviced areas:



Step 3: Specify What the County will Share/Invest

Local governments have to play a role in overseeing broadband deployment through zoning, permitting, and other regulations. It is critical that government entities protect the public interest, but also embrace policies and processes that reduce delays and costs. Anything the County can offer (a) potential provider(s) in the form of incentives - rights-of-way, pole attachments, easements, permits, or facilities - can shorten future deployment time and make a project more attractive to potential providers.

The following list of items should be considered for commitment to any future broadband partnership. **Please place a check mark beside the items the County is willing to commit to partners.**

- Space on vertical assets – existing towers, silos, water tanks, buildings etc.
 - Multiple county owned (Board of Supervisors) vertical assets that are located in areas of need.**
 - Waive, reduce, or suspend leases on County or municipality owned towers for (a) potential provider(s).
- Share space for towers, network equipment, or poles.
 - Sharing space at fire stations/rescue buildings for small towers or poles.
 - Space on, or in, County owned property for tower construction, location of points of presence, networking equipment etc.

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- Waive, reduce, or defer local fees for permitting and construction of any broadband infrastructure deployed by the private partner(s).
- Assist with project marketing and/or public relations leveraging County media relationships, direct mailings to constituents, and social media.
- Leverage county relationships with local utilities, carrier-grade construction companies, and educational facilities, etc. to help facilitate future deployments.
- Provide a single-point-of-contact for any permitting for broadband infrastructure construction by the private partner(s).
- Leverage ongoing or pending capital projects, such as water, road construction, main street revitalization, new sub-divisions, fiber builds etc.
 - Take advantage of “Dig Once” opportunities to coordinate the installation of underground fiber and/or conduit whenever the ground is open for building or renovating roads, utility infrastructure, energy distribution channels, sidewalk repair, etc. Dig Once opportunities can significantly reduce costs and shorten deployment time for potential (a) private partner(s).**
- Provide possible assistance with deployment costs depending on available County funds.
- Pursue any federal or state broadband funding opportunities to help offset the costs of broadband access and capacity expansion.
- Provide anchor tenants for any private partner(s)’ broadband network to provide recurring revenue source. The service provided to County facilities must be equal or better than current pricing, and quality of service, that provides the required bandwidth to support County functions. **The County needs to specify eligible potential anchors.** Examples of potential anchor sites might include:

Step 4: Next Steps

- Decisions based on assessment findings reviewed by Broadband Management Team.
- Broadband Management Team makes decisions for Steps 1-3.
- Assessment findings and decision recommendations conveyed to County Board of Supervisors (BoS) by Broadband Management Team.
- Policy Team passes its recommendations for policy updates to BoS for approval.
- BoS’s approval of decisions and recommendations.
- County decides to issue RFP or go straight to partnership.
- If RFP is desired, all local decisions and goals should be used to develop the “Scope of Work and Requirements” section in a conceptual phase RFP. County is responsible for generating RFP materials.
- County is responsible for evaluating responses and partner(s) selection for broadband expansion.
- If partnership without RFP is decided, County works with chosen partner to address all local goal based decisions for expansion of broadband services.

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DRAFT

GENERAL COMMENTS:

Summary:

The majority of respondents who provided comments expressed dissatisfaction with the lack of availability, as well as the cost and reliability of their current service. Many mentioned having to depend on cellular service as their primary internet connection. Also, many comments noted dissatisfaction with satellite service. Some respondents reported the need for more reliable internet for telehealth services.

Examples:

1. "We use a Verizon hotspot for our internet connection and it is so, so slow. We can't stream movies or TV shows and it takes a long time to pull up a website. We would love for someone to offer internet services in our area. So far we are dead in the water!"
2. "The only available service in this area besides cellular based is satellite which is prohibitively expensive, slow and with extremely limited data."
3. "I am a mother of 2 and we cant get internet at our house. we r a low income family. we really need some internet in our area. we have tried to find some unlimited internet for my kids. I hope u all can help us out. thanks."
4. "Our internet works some days, some days it doesn't. Over priced compared to what people are paying in the city of Danville which is less than 15 minutes from our house. And there are some days where the connection is so slow, it's impossible to load work emails, or the internet for my high school daughters homework. When I call the cable company they just say the next work is overloaded and running slower. Especially happens in the evenings. We need fast, reliable, and affordable."
5. "I love living in a rural community, and I love that working from home allows me to do that. But internet access is a huge hurdle. When we moved here we had to pass on at least one home because there was no hope of getting decent internet, and even now my connection is at the bottom range of my minimum acceptable standards. We moved from a rural area in North Carolina, but at least we had access to high-speed cable internet that was affordable. Here, my "high-speed" DSL connection is 90% slower than in NC, and it costs double!"
6. "My husband and I live paycheck to paycheck. I need internet service for email at work, my husband has Parkinson's disease and needs internet service for his health monitoring and clinical trial information, and we also would like to be able to use internet service for our television viewing. We currently have satellite TV which becomes more expensive all the time with little to choose from that interests us. The service that we have now has limited data and if we were to watch one movie then the service slows down to a crawl for the remainder of the month. Our location does not have high speed internet available."

EDUCATION RELATED:

Summary:

Of the respondents that made education-related comments, all reported needing service or improved

service to complete homework assignments or to take online courses. One respondent noted that the lack of cellular service at the schools is a safety concern.

Examples:

1. "As a teacher, it is a big concern that my children as well as my students cannot access the internet for classwork and projects and studying and watching educational videos. Many of my daughter's teachers assign homework that requires the internet and she gets very frustrated with slow speeds. I literally live 1 mile away from Hwy 29 and comcast doesn't come out that far. It's ridiculous and frustrating and honestly will eventually drive residents out of these rural areas."
2. "My service is very good from home. However, I work at Kentuck Elementary School, Dan River High School, and Dan River Middle School and the service in the schools is great but my cellular phone data and phone service is nonexistent. To be completely forthright, the lack of service is very frightening because I know that in the event of an emergency, I would be unable to contact emergency services. There is also no public library in Keeling that offers internet connectivity so the public schools offer the only internet in this community. Although I am not a business owner, I would think that the lack of connectivity would be a deterrent to this area expanding and attracting businesses to our region."
3. "The lack of reliable, affordable internet puts our children in Pittsylvania County at a huge disadvantage. Anything my children require for school I have to complete at my workplace because once I get home we only have cell phone internet. The signal is not strong enough to support hot spots for laptop use. When my husband was laid off he had to go to friends' houses to put in for work because everything is online now. Our community can not afford to be behind the times and expect to prosper."
4. "My 15 year old has a rare genetic illness that causes her to miss alot of school. She makes excellent grades and several of her teachers have suggested public school online so she can still be a part of her school group. Sadly, we cant take advantage of that or telehealth options because of the lack of broadband. Lots of other young people are being left behind by the "real world" as well. Please help."

BUSINESS RELATED:

Summary:

The majority of business-related comments mentioned difficulty or an inability to telework.

Examples:

1. "I am an IT professional; would love to have the opportunity to work from home. Satellite internet does not have the throughput to allow a consistent VPN connection, so that is simply not an option. In fact, I must say if Satellite is the only option for a citizen, then they are borderline not having internet at all. With the amount of multimedia on a single webpage now, multiple accessing of any page can significantly eat up a data package. Virginia has a great economy, but making sure the rural areas are connected with reliable internet, will help guarantee economic growth outside of the increasingly congested urban/metro areas so that opportunity is available for all Virginians to contribute to building an ever-stronger Commonwealth."

2. “We operate a cow/calf/farming operation and would like faster internet service than we can get through our land line phone.”

3. “I own a home based photography business and would love to have a dependable internet source to subscribe to. There are not many options for us out here and what my family members who live close by have is just not reliable enough for me to spend \$70-\$80 per month on. Because of this, I have to travel into town to my office to use the internet to do things that are at the heart of my business, such as uploading large files and communicating with clients. I would gladly pay for a dependable source of internet and we would benefit from it in many ways. Not only would my business benefit, but on a personal level it would be nice to be connected as well, especially when phone service is not reliable either. Living as far out as we do, it’s easy to forget about the few to serve the many. We see it in our road maintenance and service, snow clean up, electrical service during power outages, the list goes on. I understand the need to compromise on some things, but this day in age, I don’t feel as though those of us who choose to live further away from the hustle and bustle should have to continue to pay such prices. The time has long since passed for our community to have reliable and affordable internet options. We would all greatly benefit from it.”

4. “The business is a highway contractor that deals with companies all over the state and needs more reliable services. We are constantly losing our connections while in use, our speed is so slow that we are unable to use the cloud for backup”



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

| | | | |
|--------------------------|--|---------------------|-----|
| Agenda Title: | Franklin County Fire and EMS Service Recommendation Discussion (Staff Contact: David M. Smitherman; Christopher C. Slempp); (15 minutes) | | |
| Staff Contact(s): | Christopher C. Slempp | | |
| Agenda Date: | May 19, 2020 | Item Number: | 6.a |
| Attachment(s): | | | |
| Reviewed By: | <i>VS</i> | | |

David M. Smitherman, County Administrator, and/or Christopher C. Slempp, County Public Safety Director, will lead Board discussion regarding potentially implementing the Fire and Rescue Commission and Finance Committee's recommendations regarding the Franklin County Fire and EMS Service issue. This issue is proposed for action at the Board's Business Meeting under the Matters from Work Session Agenda section.



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

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|--------------------------|--|---------------------|-----|
| Agenda Title: | Discussion or consideration of the acquisition of real property for a public purpose, or of the disposition of publicly held real property, where discussion in an open meeting would adversely affect the bargaining position or negotiating strategy of the public body. | | |
| Staff Contact(s): | David M. Smitherman | | |
| Agenda Date: | May 19, 2020 | Item Number: | 8.a |
| Attachment(s): | | | |
| Reviewed By: | <i>UH</i> | | |

(1) Legal Authority: Virginia Code § 2.2-3711(A)(3)
 Subject Matter: Landfill Easement and Right-of-Ways
 Purpose: Discussion of Disposition of Publicly Held Real Property



Board of Supervisors
EXECUTIVE SUMMARY
INFORMATION ITEM

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|--------------------------|------------------------------|---------------------|-----|
| Agenda Title: | Closed Session Certification | | |
| Staff Contact(s): | J. Vaden Hunt, Esq. | | |
| Agenda Date: | May 19, 2020 | Item Number: | 9.a |
| Attachment(s): | | | |
| Reviewed By: | VH | | |

PITTSYLVANIA COUNTY BOARD OF SUPERVISORS
CLOSED MEETING CERTIFICATION

BE IT RESOLVED that at the Meeting of the Pittsylvania County Board of Supervisors (the "Board") on May 19, 2020, the Board hereby certifies by a recorded vote that to the best of each Board Member's knowledge only public business matters lawfully exempted from the Open Meeting requirements of the Virginia Freedom of Information Act (the "Act") and identified in the Motion authorizing the Closed Meeting were heard, discussed, or considered in the Closed Meeting. If any Board Member believes that there was a departure from the requirements of the Act, he shall so state prior to the vote indicating the substance of the departure. The Statement shall be recorded in the Board's Minutes.

| | <u>Vote</u> |
|--------------------------|-------------|
| Joe B. Davis | Yes/No |
| Timothy W. Dudley | Yes/No |
| Ben L. Farmer | Yes/No |
| William ("Vic") Ingram | Yes/No |
| Charles H. Miller, Jr. | Yes/No |
| Ronald S. Scarce | Yes/No |
| Robert ("Bob") W. Warren | Yes/No |