

<b>Submitted Date:</b> 3/26/2010 9:57:40 PM	Easygrants ID: 5732
<b>Funding Opportunity</b> : Broadband Technology Opportunities Program	Applicant Organization: VALLEY TELEPHONE COOPERATIVE INC.
Task: Submit Application - BTOP	Applicant Name: John Bradford

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A. General Application Information

Applicant Information	
Name and Federal ID for Applicant	
DUNS Number	003866597
CCR # (CAGE)	03SD5
Legal Business Name	VALLEY TELEPHONE COOPERATIVE INC.
Point of Contact (POC)	SANDRA V. CABRERA
	9566421131
	Ext.
	sandrav@vtci.net
Alternate POC	TONI B. RIVAS
	9566421132
	Ext.
	trivas@vtci.net
Electronic Business POC	SANDRA V. CABEREA
	9566421131
	Ext.
	sandrav@vtci.net
Alternate Electronic Business	TONI B. RIVAS
POC	9566421132
	Ext.
	trivas@vtci.net

Name and Contact Information of Person to be Contacted on Matters Involving this Application:	
Prefix	
First Name	John
Middle Name	
Last Name	Bradford
Suffix	
Telephone Number	956-642-1233



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Fax Number	956-642-1051	
Email	vtci@chrsolutions.com	
Title	Business Development Manager	

### Additional Contact Information of Person to be Contacted on Matters Involving this Application:

Project Role	Name	Phone	Email
Secondary Point of Contact	Mr.	9566421124	dosborn@vtci.ne
	Dave, Osborn		t

#### **Environmental Point of Contact**

Prefix: Mr.

Name: Whitt, James

Suffix:

Telephone Number: 9567421219 Title: OSP Extension Supervisor

Prefix: Mr.

Name: Behnsch, Mike

Suffix:

Telephone Number: 9566421120 Title: Senior Project Manager

Organization Classification	
Type of Organization	For-profit Entity
Is the organization a small business?	No
Does the organization meet the definition of a socially and economically disadvantaged	No



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small business concern?	
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Authorized Organizational Representative	
AOR Name	V., SANDRA
Result	Notify

#### **Project Title and Project Description**

**Project Title**: Rio Grande Valley Fiber Network

**Project Description**: With a industrial economic base that has suffered over the last several years, the Rio Grande Valley area from Edinburg to Brownsville has a diverse, multicultural population without adequate middle mile infrastructure facilities. No where is this more obvious than in the region's educational institutions, who struggle to prepare students for high tech IT jobs on failing broadband connections.

#### **CCI Priority Checklist**

#### The following items were selected from the CCI Priority Checklist:

- 1. This project will deploy Middle Mile broadband infrastructure to community anchor institutions.
- 2. The project will deploy Middle Mile broadband infrastructure and has incorporated a public-private partnership among government, non-profit and for-profits entities, and other key community stakeholders.
- 3. This project will deploy Middle Mile broadband infrastructure in economically distressed areas.
- 4. This project will deploy Middle Mile broadband infrastructure to community colleges.
- 5. This project will deploy Middle Mile broadband infrastructure to public safety entities.
- 6. This project will deploy Middle Mile broadband infrastructure and either includes a Last Mile infrastructure component in unserved or underserved areas or has received commitments from one or more Last Mile broadband service providers to utilize the Middle Mile components. Any Last Mile components in rural areas do not exceed 20% of the total eligible costs of the project.
- 7. This project will deploy Middle Mile broadband infrastructure and the applicant has proposed to contribute 30 percent or more in non-federal cost match.



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#### **Comprehensive Community Infrastructure Components**

The following items were selected from the Comprehensive Community Infrastructure Components:

Middle Mile

#### **BIP Applicants**

Have you also applied to BIP for funding in the sample proposed funded service area?

> No

If Yes, please provide the project title and Easygrants ID number:

Title of Joint BIP Application:

Easygrants ID:

#### Other Applications

Is this application being submitted in coordination with any other application being submitted during this round of funding?

No

Easygrants ID	Project Title

If YES, please explain any synergies and/or dependencies between this project and any other applications.

#### **Individual Background Screening**

Is the Applicant exempt from the Department of Commerce requirements regarding individual background screening in connection with any award resulting from this Application?

No, Applicant is subject to these requirements



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If the answer to the above question is "No," please identify each key individual associated with the Applicant who would be required to complete Form CD-346, "Applicant for Funding Assistance," in connection with any award resulting from this Application:

Name	Title	Employer
Arlene Harris	Board President	Valley Telephone Cooperative, Inc.
J. T. Mayo, Jr	Board Vice President	Valley Telephone Cooperative, Inc.
Margie Pollock	Board Secretary	Valley Telephone Cooperative, Inc.
James Mann	Board Treasurer	Valley Telephone Cooperative, Inc.
Dave Osborn	General Manager	Valley Telephone Cooperative, Inc.
Sandra Cabrera	Financial Manager	Valley Telephone Cooperative, Inc.
Richard Cavin	Project Manager	Valley Telephone Cooperative, Inc.
Marcus Ramirez	Project Manager	Valley Telephone Cooperative, Inc.

## B. Executive Summary, Project Purpose and Benefits

#### **Essay Question**

#### **Executive Summary of the proposed project:**

In the arid border regions of the Texas and Mexico line, along the Rio Grande River, water is life. Without it, soil blows away, plants dry up, and growth is impeded. In the towns surrounding the Rio Grande, the situation is much the same. Locals move away, looking for jobs. Existing businesses wither to nothing, or find their growth hampered. The cause isn't water however: its broadband connectivity.



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With a largely industry and manufacturing economic base, the areas on the north side of the Rio Grande have found themselves especially hard-hit by the recent economic crisis. With chronically high unemployment, persistent poverty areas, and a large percentage of disadvantaged and minority populations, there is no natural attraction for businesses and industries to build or expand their footprint within the area. Business bases have fallen out from under the border towns, causing job loss ripple effects throughout the area and perpetuating a cycle of stagnant economic development and growth.

As an experienced, long-term, and dedicated service provider in the region, VTCI and VTX have a vested interest in providing high-quality broadband services and robust infrastructure to the people it serves. The relationship is part of what makes the RGVFN project unique – a combination of connections between friend and neighbors, businesses and industries, academians and laypeople, providers and consumers. It's the very essence of a BTOP CCI Project.

The RGVFN project proposes a service area that includes the towns of Rio Grande Valley, Harlingen, Brownsville, Edinburg, Weslaco and McAllen. Covering over 330 miles of fiber routes through city areas requiring difficult construction, the project is an ambitious one, aimed squarely at providing the type of broadband infrastructure needed to spur economic development, promote growth, connect community anchor institutions, and provide employment within the region.

A total of 117,320 households reside within the proposed funded service area, which also boasts 17,170 businesses. Providing community building services to this area are 35 community anchor institutions, which VTCI and VTX propose to connect to directly using the infrastructure outlined by the RGVFN project. Included in this institutional total are a community college and 1 public safety entity. VTCI and VTX enjoy the support of many more educational institutions, and the Department of Homeland Security.

The RGVFN project proposes to provide 100Mbps wholesale services to anchor institutions throughout the service area. With wholesale pricing the RGVFN project provides is much more affordable than competitors in the area, and will allow community anchor institutions to get more bandwidth for less outlay, which translates into lighter budgetary strain and enhanced services.

In adherence to the BTOP NOFA's nondiscrimination and network interconnection obligations, VTCI and VTX hav adopted policies for those obligations. VTCI and VTX will solely manage



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the proposed funded network in accordance with the FCC's Internet Policy Statement (FCC 05-151, adopted August 5, 2005) and in compliance with any future Internet policy changes by the FCC.

VTCI and VTX will offer interconnection to facilities, where technically feasible without exceeding current or reasonably anticipated capacity limitations, on reasonable rates and terms to be negotiated with requesting parties. VTCI and VTX will negotiate in good faith with all parties making a bona fide request for access to the public Internet. Interconnection includes requesting parties' ability to connect to the public Internet and physical interconnection for the exchange of Internet traffic.

In accordance with the NOFA requirements, VTCI and VTX will post this Nondiscrimination and Network Management Policy statement on our website and will list each of the FCC's Internet Policy Statement points separately.

VTCI proposes to build a 10 gigabit per second middle mile network connecting the 6 communities within the proposed funded service area.

Management of the RGVFN network will fall upon the existing VTCI and VTX management, who have over 100 years of combined experience in telecommunications, large-scale infrastructure builds, and network management. These experienced management personnel have a level of familiarity with the communities being served by the project, and are finely attuned to the needs of those communities. When paired with the existing support mechanism and repair, customer service, network management, and provisioning processes, the qualifications of the VTCI RGVFN project management are an integral part of its success.

The overall cost of the project is \$22.425,509, with a 30% match being provided by VTCI and VTX. Overall subscriber estimates include 282 community anchor institutions by year eight of the financial model. The number of estimated jobs created for this project is 244, with 78 direct, 78 indirect, and 88 induced.

#### **Project purpose:**

The RGVFN project addresses 5 CCI priorities and all 5 of the statutory purposes outlined by the Recovery Act for the Broadband Technology Opportunities Program (BTOP). Providing service to unserved and underserved areas; building the infrastructure needed for community anchor



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institutions like schools, libraries, healthcare providers, community support organizations; deploying broadband to benefit vulnerable populations or economic development zones; enhancing public safety through improved telecommunications facilities; and stimulating economic growth and job creation and development are mainline priorities of the RGVFN project.

By providing improved coverage and enhanced broadband infrastructure services in a well-developed network throughout an economically distressed region, the RGVFN project aims to address the lack of adequate broadband facilities and to propose a solution comprised of a robust, scalable, and redundant broadband infrastructure. The network VTCI and VTX are proposing is large enough to support the current level of need from community anchor institutions, service providers, public safety entities and businesses and to provide the bandwidth and scalability needed to improve future projects and to "future-proof" the infrastructure against near-term growth.

With a broad scope and scale that hits upon a variety of prospective community anchor and support institutions, the RGVFN project has the potential to impact a its proposed funded service areas in a far-reaching and highly inclusive way. Because of the underserved nature of the proposed funded service area, and the pockets of unserved areas within the project footprint, the influence this project could have on the region would be borne out on numerous fronts: from educational opportunities to economic and job creation activities.

Because of the large proposed funded service area and the diversity of the community anchor institutions within the service area, the RGVFN project addresses each of the 5 statutory purposes established by the ARRA legislation for the BTOP initiative.

#### **Recovery Act and Other Governmental Collaboration:**

VTCI and VTX plan to interface with and leverage any other state or federal ARRA grants and development programs within the bounds of the RGVFN project. Should the opportunity to collaborate with any of these programs present itself in the future, VTCI and VTX will make every effort to work in conjunction with those programs to the extent that it creates efficiencies and benefits.

Good faith efforts will be made to provide middle mile transport services to local, state and federal government entities as expeditiously as possible during the project build schedule. This



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timeliness, coupled with the efficiencies recognized by various government entities taking advantage of the enhanced speeds and improved pricing structure offered by the RGVFN project, will provide significant benefits to government programs and agencies.

#### Fit with BTOP CCI Priorities:

The primary focus of the RGVFN project is to provide robust middle mile broadband infrastructure to community anchor institutions who are currently underserved in that capacity by other connections and providers. It is with this primary goal that the RGVFN project meets the first CCI Program priority. VTCI and VTX have made a targeted, concerted effort to contact the higher education, public safety, and other community anchor institutions covered by the project's proposed funded service area: the response was emphatic and impassioned, underscoring the real need of these organizations and entities for the broadband connections RGVFN bridge.

This substantial response was driven by the need for broadband infrastructure as an economic development factor in the proposed funded service areas. 100% of the proposed funded service areas are classified by the Federal Highway Administration GIS Mapping tool reference as economically distressed.

The RGVFN project specifically serves the priority categories of community colleges and higher education institutions and public safety entities. The community colleges and higher education institutions of the proposed funded service area are desperate for bandwidth. Institutions of higher education, including some campuses of the University of Texas system and Texas State Technical College, will be some of the primary beneficiaries of the RGVFN project.

From a public safety standpoint, the RGVFN project is vital to providing much-needed bandwidth and connectivity for public safety purposes. VTCI and VTX have worked with the Texas Department of Public Safety and the Department of Homeland Security to ensure that the RGVFN project provides them with the bandwidth they need to respond effectively to emergencies.

Is the applicant seeking a waiver of the Buy American provision pursuant to section x.Q of the NOFA?

No

Is the applicant deliquent on any federal debt?

> No



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If Yes, justification for deliquency:

Are you seeking a waiver of any requirement set forth in the NOFA that is not mandated by statute or applicable law?

> No

Is the applicant a current recipient of a grant or loan from RUS?

> No

### C. Partners

Are you partnering with any other key institutions, organizations, or other entities for this project?

> Yes

If YES, key partners are listed below:

Project Role: Other

Name: Wedemeyer, L. Wayne

Phone: 5124712454

Email: wwwedemeyer@mail.utexas.edu Address 1: 1 University Station C2900

Address 2: Address 3: City: Austin State: Texas Zip Code: 78712

Organization: The University of Texas Health Science Center

Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Other Name: Chen, Steve Phone: 9568227901 Email: steve.chen@utb.edu

Address 1: 80 Fort Brown Oliveria L210

Address 2: Address 3: City: Brownsville



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State: Texas Zip Code: 78520

Organization: The University of Texas at Brownsville/Texas Southmost College

Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Other Name: Lin, Bob Phone: 9563812014 Email: blim@utpa.edu

Address 1: 1201 West University Dr

Address 2: Address 3: City: Edinburg State: Texas Zip Code: 78539

Organization: The University of Texas Pan American

Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Other Name: Gonzalez, Arnold

Phone: 956872

Email: agonzales@southtexascollege.edu Address 1: 3201 West Pecan Blvd

Address 2: Address 3: City: McAllen State: Texas Zip Code: 78501

Organization: South Texas College Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

Project Role: Other Name: Quinn, Dawn Phone: 9563645001

Email: dawn.quinn@harlingen.tstc.edu Address 1: 1902 North Loop 499



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Address 2: Address 3: City: Harlingen State: Texas Zip Code: 78550

Organization: Texas State Technical College Organization Type: State or State Agency

Small business: No

Socially and economically disadvantaged small business concern: No

### Description of the involvement of the partners listed above in the project.

The partners involved in this project are the reason for its very existence. Without the overwhelming need for broadband connectivity at these educational institutions, and their outreach to VTCI and VTX to help them meet this need, the RGVFN would still be a pipe dream. The partner institutions in this application have all, on various occasions, attempted to make an interconnected fiber network a reality, but due to various reasons (budget cuts, lack of coordination, etc) plans have never come to fruition. VTCI and VTX will manage and maintain the network, but the institutions will receive benefits of dark fiber routes, interconnection with other partner institutions throughout the state, access to larger bandwidth connections to educational research and development networks, and training and testing opportunities for students and staff.

## **D.** Congressional Districts

Applicant Headquarters

Texas

**Project Service States** 

Texas

**Project Service Areas** 



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Texas - 15

Texas - 21

Texas - 27

Texas - 20

Will any portion of your proposed project serve federally recognized tribal entities?

> Yes

Indicate each federally recognized tribal entity your proposed project will serve.

Alabama-Coushatta Tribes of Texas

Kickapoo Traditional Tribe of Texas

Ysleta del Sur Pueblo

Have you consulted with each of the federally recognized tribal entities identified above?

> No

## E. Service Area Details

Is the applicant seeking a waiver for providing less than 100% coverage of a service area?

> No

### **Project Details**

Service Area Type: Middle Mile
Service Area Name: Brownsville

Rural Classification of the Last Mile Service Area: Non-Rural



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Service Status of the Last Mile Service Area: Served

If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles in Service Area: 12

Total Population in Proposed Service Area: 53,516
Total Number of Households in Service Area: 14,972
Total Number of Businesses in Service Area: 2,556

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

Area: 2
Unemployment Rate in the Service Area: 8
Median Income in the Service Area: 11,623

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 50

Service Area Type:Middle MileService Area Name:Edinburg

Rural Classification of the Last Mile Service Area: Non-Rural Service Status of the Last Mile Service Area: Served

### If Service Status is "Underserved" please select at least one applicable option from this list.

**Total Square Miles in Service Area:** 61

Total Population in Proposed Service Area:100,272Total Number of Households in Service Area:29,937Total Number of Businesses in Service Area:5,695

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

Area: 8 Unemployment Rate in the Service Area: 9

Median Income in the Service Area: 15,146

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 50

Service Area Type: Middle Mile Service Area Name: Harlingen



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Rural Classification of the Last Mile Service Area: Non-Rural Service Status of the Last Mile Service Area: Served

If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles in Service Area: 77

Total Population in Proposed Service Area: 83,018
Total Number of Households in Service Area: 26,870
Total Number of Businesses in Service Area: 2,369

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

Area: 9

Unemployment Rate in the Service Area: 8
Median Income in the Service Area: 18,201

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 50

Service Area Type: Middle Mile Service Area Name: McAllen

Rural Classification of the Last Mile Service Area: Non-Rural Service Status of the Last Mile Service Area: Served

#### If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles in Service Area: 107

Total Population in Proposed Service Area: 123,993
Total Number of Households in Service Area: 35,682
Total Number of Businesses in Service Area: 5,442

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

rea:

Unemployment Rate in the Service Area: 9
Median Income in the Service Area: 18,959

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 50

Service Area Type: Middle Mile



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Service Area Name: Rio Grande City

Rural Classification of the Last Mile Service Area: Non-Rural Service Status of the Last Mile Service Area: Served

#### If Service Status is "Underserved" please select at least one applicable option from this list.

Total Square Miles in Service Area: 9

Total Population in Proposed Service Area: 9,883
Total Number of Households in Service Area: 2,795
Total Number of Businesses in Service Area: 293

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

Area: 6

Unemployment Rate in the Service Area: 15
Median Income in the Service Area: 9,684

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 40

Service Area Type: Middle Mile Service Area Name: Weslaco

Rural Classification of the Last Mile Service Area: Non-Rural Service Status of the Last Mile Service Area: Served

#### If Service Status is "Underserved" please select at least one applicable option from this list.

**Total Square Miles in Service Area:** 9

Total Population in Proposed Service Area:22,565Total Number of Households in Service Area:7,064Total Number of Businesses in Service Area:815

Total Number of Community Anchor Institutions and Public Safety Entities in Proposed Funded Service

Area: 1

Unemployment Rate in the Service Area: 9
Median Income in the Service Area: 11,235

Estimated Percentage of Households with Access to Broadband: 90 Estimated Percentage of Households Subscribing to Broadband: 50



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# **F.** Community Anchor Summary

Community Anchor Summary		
Schools (k-12)	2	
Libraries	0	
Medical and Healthcare Providers	11	
<b>Public Safety Entities</b>	1	
<b>Community Colleges</b>	1	
<b>Public Housing</b>	0	
Other Institutions of Higher Education	19	
Other Community Support Organization	0	
Other Government Facilities	2	
TOTAL COMMUNITY ANCHOR INSTITUTIONS	36	
Historically Black colleges and Universities	0	
Tribal Colleges and Universities	0	
Alaska Native Serving Institutions	0	
Hispanic Serving Institutions	36	
Native Hawaiian Serving Institutions	0	
TOTAL MINORITY SERVING	36	



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INSTITUTIONS	

## **G. Project Benefits**

### Demographics

Jobs	
How many direct jobs-years will be created from this project? 78	
How many indirect jobs will be created from this project?	78
How many jobs will be induced from this project? 88	

#### Methodology used to estimate jobs:

The Council of Economic Advisors' ARRA job creation formula and guidelines were used to estimate the job creation benefit of the RGVFN project. To this end, the total governmental project request was divided by \$92,000 to determine the number of Full-Time Equivalents (FTE). These FTE numbers were then further divided to determine the direct, indirect, and induced job estimations for the proposed project.

#### **Project Impact:**

The RGVFN project was engineered and designed to exceed the current requirements of the communities it passes and the community anchor institutions it serves. Oversubscription and future planning and expansion of the network and the community anchor institutions included in the project footprint. By approaching the project in this manner, VTCI and VTX hopes to prolong the impact and viability of the project long into the future.

The RGVFN project will directly connect 35 community anchor institutions by the end of the project build timeline. The routes for RGVFN were selected to maximize the impact on the critical community anchors within the area by reaching the most individual sites possible during the project build. Several more community anchors will be within reasonable construction distance of the primary build, so that additional entities can be accommodated. Network bandwidth has also been planned to provide capacity for additional anchors on the routes.

Interest in and support of the proposed RGVFN project network runs high throughout the region. Local elected officials and economic development groups have recognized the importance of this project for the continued health and competitiveness of the region. They realize that, without this improved broadband infrastructure, their region will be at a competitive disadvantage in terms of attracting businesses and developing high quality public services.



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The RGVFN is not designed to provide broadband service for households and businesses, but the impact of the project will still be felt by all area residents. Everyone in the area will benefit from the enhanced educational opportunities and medical services this network will make possible. Since the network was designed with plenty of capacity to grow with the communities and institutions it serves, it will have a profound and lasting impact on the individuals and institutions that make their homes in the Rio Grande Valley.

#### **Vulnerable Populations:**

The RGVFN proposes to provide service in areas where vulnerable population groups are overrepresented. Among these are three American Indian tribes, and a large minority Hispanic population. Three of the partner institutions rank among the top ten schools in the nation for Hispanic percentage of graduating class.

#### Level of Need:

The need within the RGVFn Project proposed funded service areas for the broadband infrastructure network proposed by VTCI and VTX is substantial. Connections to large-bandwidth infrastructure networks by competitive service providers are rare, simply because of the lack of facilities and the exorbitant pricing charged where facilities exist.

Ethernet connections are nearly impossible to get, compromising clinics, schools, and public safety entities, and when available, come at a steep price. For these entities, the choice regarding broadband is a difficult one – they must appropriate significant budgetary resources for yearly connection and equipment charges, or they must go without service. In too many instances, the choice is the latter, creating a digital divide of Grand Canyon proportions.

Where infrastructure is available, service providers realize they have a premium asset and therefore charge premium prices for it. This scarcity-based pricing and lack of capacity underscores the need for additional resources in the area to open up bandwidth and provide availability while simultaneously introducing competitive services into the area and moderating prices.

The impact this lack of service and punitive pricing schedule has on the populations within the RGVFN Project footprint is direct and immediate, but the ripple-effect ramifications of it can only be imagined. Think: institutions without access to research databases and online resources, clinics without the ability to provide fast diagnostic reads via telemedicine partnerships, public



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safety entities without entry into state or federal databases or online training and skill development programs. Community anchor institutions left to stagnate due to lack of infrastructure needed to keep pace with the technological developments of an IT-based world. Economic development options are lost because important service levels don't exist.

Economic development and prosperity across populations are directly related to the levels of service and bandwidth provided by the area's broadband infrastructure. Increased broadband-based economic development would be great asset to an area like RGVFN's project footprint. Businesses can't grow and prosper without adequate connectivity to the global marketplace via broadband: without prosperous businesses, and the subsequent employment opportunities, the poverty levels will continue to sink below the national average.

The economic distress of the RGVFN's Project proposed funded service area is not just reflected in its household poverty rates, as well as in its relatively high unemployment rate. The unemployment rate for the area averages about 12%, much higher than the national average.

Addressing needs, building connections, and providing broadband opportunities are the pillars of the RGVFN Project, and are exemplary of its aims within South Texas.

## H. Technology

#### **Technology Type**

Indicate the technology that will be used to deliver last mile services. The following items were selected:

Wireline - Fiber-optic Cable

Other:

#### **Technology Questions**

#### Methodology for Area Status:

Due to the large metropolitan nature of the areas being served and prevalence of small and large Internet service providers, the proposed funded service areas of the RGVFN project were determined to be served based on the BTOP NOFA definition. While the servedness level of end users indicates good last mile service to end users within the PFSA, the broadband infrastructure



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that supports the broadband connectivity within the region is not robust enough to support the needs of community anchor institution needs. Numerous pieces of source data have been provided by this application's partner instituions showing projects that were severely hampered by the inability to receive adequate bandwidth.

### **Description of Network Openness:**

VTCI and VTX Communications intends to be solely responsible for the operation and management of the proposed network. As such, they are committed to network openness, interconnection, and nondiscrimination.

VTCI and VTX Communications have adopted the following policies, which will be prominently displayed on their webpage and as public notice in buildings:

### Nondiscrimination and Network Management Policy

Valley Telephone Cooperative, Inc. and its wholly owned affiliate, VTX Communications, Inc. (the Companies) will solely manage their network in accordance with the FCC's Internet Policy Statement (FCC 05-151, adopted August 5, 2005) and in compliance with any future Internet policy changes made by the FCC. Currently the Companies do not discriminate or favor any lawful Internet applications, content, or services where lawfully used and will continue those practices for the proposed funded network. We promote our customer's ability to freely access and disseminate lawful content in a manner that respects others' use of the network and that complies with the law. While the Companies do not engage in blocking customer access to Internet content, the Companies support industry practices for safeguarding children, intellectual property rights and our customers' privacy and security. The Companies follow standard best efforts for Internet delivery with respect to allocation of capacity without differentiation among applications, providers, or sources. The Companies use generally accepted technical measures to provide acceptable service levels to all customers, such as application-neutral bandwidth allocation, as well as measures to address service attacks, illegal content and other harmful activities to protect network integrity and reliability.

#### **Interconnection Obligations**

VTX Communications, Inc. (VTX) a wholly owned affiliate of Valley Telephone Cooperative, Inc., will offer interconnection to facilities, where technically feasible without exceeding current or reasonably anticipated capacity limitations, on reasonable rates and terms to be negotiated with requesting parties. VTX will negotiate in good faith with all parties making a bona fide



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request for access to the public Internet. Interconnection includes requesting parties' ability to connect to the public Internet and physical interconnection for the exchange of Internet traffic.

#### **System Design:**

#### **Existing Network**

VTCI is an established telephone cooperative offering telecommunications services since the 1950's. Our existing cooperative provides services in 17 exchanges in south Texas, serving over 7,000 telephone subscribers and 2,200 broadband subscribers. The cooperative has a long heritage of bringing advanced telecommunications services to their subscribers, including 100% DSL availability and IPTV video services.

The existing access system in VTCI's ILEC serving area is primarily based upon fiber fed Digital Subscriber Line Access Modules (DSLAMs) with copper distribution cable to the subscriber. VTCI offers DSL or broadband service to 100% of our existing ILEC service area. VTCI is in the process of implementing Fiber to the Premise (FTTP) technology in three ILEC exchanges and deployed their first FTTP service in a greenfield area in August of 2005.

VTCI began offering competitive telephone, DSL, and video services to the community of Dilley, TX in 2008 under VTCI's subsidiary, VTX Telecom. The existing Dilley network, currently serving over 500 customers, is a state of the art Fiber to the Premise (FTTP) network using Pannaway/Telstrat Gigabit Passive Optical Network (GPON) technology. The Dilley network passes approximately 1,158 households and 94 businesses. The Dilley service area is connected into the VTCI network via SONET and Gigabit Ethernet transport using VTX Telecom transport services.

VTCI consolidates the services at the main central office in Raymondville, Texas. VTCI's internet service is fed over several SONET connections from multiple upstream internet providers using redundant routes through San Antonio and Corpus Christi. VTCI operates an Avail Media hosted IPTV headend serving approximately 160 subscribers. A near term launch of VTX Vision service in the northern region to include the Dilley area is expected in August 2009. The launch of VTX Vision service in the north region will be in conjunction with the launch of a new local off-air channel headend in the San Antonio area. Voice switching is based upon a Metaswitch softswitch.



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### Proposed Network

VTCI proposes, through its subsidiary VTX Telecom, to build a middle mile network connecting the communities in south Texas of Brownsville, Edinburg, Harlingen, McAllen, Rio Grande City and Weslaco. Utilizing a mixture of existing VTX and VTCI fiber routes along with newly proposed VTX routes the network will be constructed as a resilient fault tolerant ring. The new fiber routes necessary to connect the communities totals approximately 166 route miles.

Each community will have an interconnection office for providing access from the network to the local community anchor institutions. The community anchor institutions will be connected along the proposed fiber routes or by using new lateral fiber distribution to each location. The anchor participants will micro-manage their dark fiber network which is in-part, a portion of the larger network that was composed of VTX Communications and these five (5) anchor educational institutions with twenty-four (24) campus locations covering a four (4) county area in the Rio Grande Valley. They will also light their dark fibers with the electronics of choice or they may purchase bandwidth and cross connections through the VTXC gateways to the state, national, and international fiber transport networks. These anchor institutions will have connectivity down to the Fiber Termination Panel (FTP) level where they use fiber optic jumpers to make network rearrangements. These anchor participants can manage their own intercity network over the four counties to do the following:

- ? Make and change dark fiber connections between the anchor participant's campus locations,
- ? Make and change dark fiber connections between the anchor participant's campus and corresponding anchor participant's campus when collaborating research,
- ? Make and change ultra-high speed broadband connections between the anchor participant's campus locations,
- ? Make and change ultra-high speed broadband connections between the anchor participant's campus and corresponding anchor participant's campus when collaborating research.
- ? Make and change ultra-high speed broadband connections with collaborating commercial business enterprise locations, and
- ? Make dark fiber and/or ultra high speed broadband connections through the VTX Communications Point-of-Presence Gateways to the following:
- o The University of Texas System state wide network,



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- o Texas A&M University state wide network,
- o The Lone star Educational And Research Network (LEARN),
- o The National Lambda Rail (National Research Network), and

This foundation network that will be constructed through the NTIA BTOP CCI will serve as the foundation for building additional fiber optic paths to include other public institutions in the Rio Grande Valley area for the next twenty (20) years. This network has been designed to be diverse (more than a minimum of 50 feet in fiber route separation) using separate entrance and exit locations on each campus and POP, and the network topology can either be made into a ring or meshed for network protection with proper electronics.

Is the applicant seeking a waiver pursuant to section IX.C of the NOFA so as to sell or lease portions of the award-funded broadband facilities during their life?

No

## I. Project Budget

Project Budget		
	Federal Grant Request	Match
Last Mile	0	0
Middle Mile	15,697,856	6,727,653
Total	15,697,856	6,727,653

Project Budget Total: \$22,425,509

Match Percent: 30.0%

**Projects Outside Recommended Funding Range:** 

Outside Leverage	
Applicant is providing matching funds of at least 20% towards the total	Yes



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eligible project costs?	
Matching cost detail	The matching funds for the RGVFN project will be supplied by VTX and its parent organization VTCI. The funding amount, which accounts for 30% of the total project costs, is \$6,727,653. The funding will be supplied as a combination grant match, cash and other fund types, and will be used toward the infrastructure, working capital, and operating losses of the project. There are no contingent financing terms or conditions with this match.  VTCI and VTX have not applied for, nor are they receiving federal and state support
Unjust enrichment	for projects in this PFSA.
Disclosure of federal and/or state funding sources	VTCI and VTX do not receive state or federal funding for this or other projects in this PFSA.
Budget reasonableness	Reasonableness of budget was determined by comparing costs with similar builds in the area, includig previous builds undertaken by VTCI and VTX. Costs per mile were higher in urban areas, as reflected in the detailed budget narrative.
Demonstration of need	The project is not financially feasible without grant assistance. The project's Net Present Value of -\$12.1M and the IRR of -10.36% are insufficient to warrant the undertaking of this project without grant funding.  Grant funding however provides a sufficient improvement in the NPV and IRR to make the project feasible. Additionally, the cash flow in the final year produces an attractive terminal value, making the project sustainable over the long run. The NPV of the project with a grant is \$720K using a discount rate of 15% and a terminal value multiple of 8. The IRR of the project with a grant is 19.67%. Free cash flow in year 8 is approximately \$825K with a resulting terminal value of \$6.6M.

## **Funds to States/Territories**

States	Amount of Federal Grant Request
Texas	15,697,856



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Funds to States/Territories Total: \$15,697,856

### J. Historical Financials

Matching Funds			
	2007	2008	2009
Revenue	27,933,796	27,790,822	27,459,333
Expenditures	55,899,410	69,885,888	82,740,428
Net Assets	99,590,556	103,813,507	111,072,804
Change in Net Assets from Prior Year	4,181,130	4,222,951	7,259,297
Bond Rating (if applicable)			

## K. Project Readiness

### **BTOP Organizational Readiness**

The staff and leadership at VTCI and VTX Communications are ready to initiate the proposed project immediately upon award funding, and their level of professional and technical expertise, paired with years of industry experience and sound management practices ensures efficient completion and execution of all project goals. VTCI is no stranger to large-scale building projects and infrastrucutre deployments. Having been a previous RUS borrower for Title II loans and having been awarded a first-round RUS ARRA BIP grant, the VTCI management are well-versed in construction project management, scheduling and monitoring, as well as the post-construction sale and marketing of new services. As a result of this, VTCI is sure of their ability to facilitate the expansion of their existing network to accommodate new middle mile components and connections to anchor institutions. Because of their status as an existing service provider, many of the necessary support systems needed to ensure a smooth, well-coordinated build and deployment are already in place. Proposed service offerings are similar to those currently in existance, meaning sales efforts, customer care, and service billing functions will be effortless. Current processes for provisioning of services, network management and trouble



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report issuance and remedy will be utilized for the expansion areas proposed in this application. Staff and management are well-versed in the current processes, so training and ramp-up periods should be minimal. Billing and invoicing systems are also currently in place and staff are familiar with their operation, so additional funds or training time will not be needed for those items. With the pre-existing operational functions VTCI brings to the project, building, management, deployment, and the long-term success of the venture is well in hand.

#### **Construction and Vendor Contracts**

VTCI and VTX Communications have a number of contractors and vendors ready to deploy the network facilities proposed in this project. Letters of intent or understanding are included in the Supplemental Uploads portion of this application under the title "Contractors and Vendors".

#### **Customer Base**

VTCI and VTX Communications do not have an existing customer base within the proposed funded service area.

#### **Licenses, Regulatory Approvals and Agreements**

The required licenses and agreements needed to build and operate the proposed Valley and VTX Communications network are appended to this application as an attachment under the Supplemental Uploads, in a document titled "Licenses and Agreements".

#### **SPIN Number**

Valley Telephone Cooperative, Inc.: 143002460

## L. Environmental Questionnaire

#### **Project Description**

#### General

This project will involve the construction of new facilities, electronic equipment, and approximately 166 miles of outside plant facilities in order to provide broadband services to rural areas of Texas. The proposed construction will take place in Cameron, Hidalgo and Starr



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Counties of Texas, as served by VTX Communications (VTX). VTX will use Rural Development Utilities Program (RDUP) approved materials and construction techniques for broadband systems in this project.

### Electronic Equipment

Electronics are utilized to improve service by increasing transmission distances and channel capacity. Network equipment and subscriber electronics equipment will be located at several Carrier Serving Area sites utilizing cabinets placed adjacent to existing established roadways. During construction, every effort will be made to minimize the environmental effects of placing these cabinets

#### **Buried Plant**

The buried plant will consist of fiber optic cables placed at a minimum depth of 36 - 42 inches below the surface in most areas along established streets, roadways or travel routes in town areas. Cable installed adjacent to road ROW will generally be within 5 – 10 feet of the public easement. When river or stream crossings or U.S. water crossings are encountered, the construction will be either bored or via bridge attachments. Every effort is made to minimize environmental damage during the construction phase.

Included in this questionnaire are maps of the prop

#### **Property Changes**

This project will involve the construction of approximately 166 miles of outside plant facilities in Cameron, Hidalgo and Starr Counties of Texas. Cable is proposed to be installed within to previously disturbed county and state road rights-of-way.

#### **Buildings**

This project proposes construction of 3 pre-fabricated huts. The pre-fabricated huts are to house wireless electronics and will be located along the proposed routes. This project is a linear construction project that is to be located within previously disturbed rights-of-way.

#### Wetlands

Based on data downloaded from the U.S. Fish and Wildlife Service's National Wetland Inventory website, there are wetlands in the proposed construction area. Generally, stream crossings will be via bridge attachments, aerial inserts, or bores under the streambed. All



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construction activities will be designed to avoid or minimize impacts on wetlands, floodplains, and riparian drainage. The attached map shows the listed wetlands in the proposed area.

#### **Critical Habitats**

The attached maps show that there are critical habitats encountered by the proposed construction. This data was downloaded from the U.S. Fish and Wildlife Service's website.

The critical habitats appear to be largely located on or near rivers and streams. Due to the proposed routes being in previously disturbed rights-of-way and construction methods to cross streams via bridge attachments, aerial inserts, or bores under the streambed, the project does not anticipate any disturbance to any threatened or endangered species. The project will take necessary precautions to be aware of these species during construction. Construction routes and methods will be utilized to avoid critical habitats.

#### Floodplain

The proposed project is located within 100 and 500 year floodplains. The attached map shows the areas located within these floodplains and the counties with and without floodplain maps.

#### **Protected Land**

The listing for National Register of Historic Places from U.S. Department of Interior National Park Service is included on the map. Twenty-nine sites are located within one mile of the proposed project. However, VTX does not anticipate any disturbance to these sites as the proposed construction does not enter any of these buildings or sites. The proposed construction will also have minimal to no surface disturbance in these areas. No data was available from the Texas Historical Commission (THC) for historical or cultural listings. A project description and map of the proposed construction has been submitted to THC.

- 1. No response from THC has been received to determine if the project is located on, within or adjacent to any properties listed in or eligible for listing in the National Register of Historic Places.
- 2. No response from THC has been received to determine if the proposed project will impact or alter a building or structure that was constructed more than 50 years ago. However due to the nature of the proposed linear construction, the project does not anticipate impact any buildings.
- 3. No portion of the project is located on tribal lands.
- 4. Correspondence with THC is included as an attachment.



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#### **Coastal Area**

There are coastal zone management areas in the proposed project area. The attached maps show the relation between the proposed project area and the coastal zone management areas.

#### **Brownfield**

There are brownfield sites located within the project area. The attached map shows the location of brownfield sites in relation to the proposed project. Construction methods and routes can be altered to avoid disturbance of any sites.



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## Uploads

The following pages contain the following uploads provided by the applicant:

Upload Name	File Name	Uploaded By	Uploaded Date
Service Offerings and Competitor Data	Service Offerings and Competitor Data.xls	Bradford, John	03/26/2010
Network Diagram	Network Diagram.pdf	Bradford, John	03/25/2010
Build Out Timeline	Valley CCI Build-Out Timeline Attachment (03- 25-10).doc	Bradford, John	03/26/2010
List of Community Anchors and Points of Interest	List of Community Anchors and Points of Interest.xls	Bradford, John	03/25/2010
Management Team Resumes and Organization Chart	Corporate VTCI Structure - Org Chart.pdf	Bradford, John	03/26/2010
Management Team Resumes and Organization Chart	2010_VTCI_VTXC Management Team.pdf	Bradford, John	03/26/2010
Management Team Resumes and Organization Chart	2009_VTCI+VTX Organization Chart.pdf	Bradford, John	03/26/2010
Government and Key	Letters of Support.pdf	Bradford, John	03/26/2010



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Partnerships			
-			
Government and Key Partnerships	2010_Congressman H. Cuellar LOS Valley Telephone Cooperative.pdf	Bradford, John	03/26/2010
Government and Key Partnerships	2010_UTPA Letter of Recommendation for VTX communications.pdf	Bradford, John	03/26/2010
Government and Key Partnerships	2010_Brownsville EDC NTIA BTOP CCI Round #2.pdf	Bradford, John	03/26/2010
Historical Financial Statements	VTCI_VTXC Audited Financials 2008-Part 2.pdf	Bradford, John	03/26/2010
Historical Financial Statements	VTCI_VTXC Audited Financials 2009-Part 1.pdf	Bradford, John	03/26/2010
Historical Financial Statements	VTCI_VTXC Audited Financials 2009-Part 2.pdf	Bradford, John	03/26/2010
Historical Financial Statements	VTCI_VTXC Audited Financials 2008-Part 1.pdf	Bradford, John	03/26/2010
Budget Narrative	Budget Narrative.doc	Bradford, John	03/25/2010
Detailed Budget	Detailed Budget.xls	Bradford, John	03/25/2010



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Pro-forma Forecast	CCI Pro Forma Financial Projections - Valley - Final.xls	Bradford, John	03/26/2010
Subscriber Estimates	Subscriber Estimate Template - Valley.xls	Bradford, John	03/26/2010
Dashboard Metrics	VTX CCI Key Metrics Dashboard Attachment.doc	Bradford, John	03/26/2010
Service Area Data	Service Area Data.xls	Bradford, John	03/25/2010
Network Maps	Valley Environmental.pdf	Bradford, John	03/26/2010
Network Maps	Valley Environmental SHPO.pdf	Bradford, John	03/26/2010
Network Maps	Valley Network Map.pdf	Bradford, John	03/26/2010
BTOP Certifications	BTOP ASSURANCES SIGNED.pdf	Bradford, John	03/26/2010
SF-424 C and D	SF 424 C and D.pdf	Bradford, John	03/26/2010
Supplemental Information	State Historical Commission Letter.pdf	Bradford, John	03/26/2010



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	Supplemental Information	Contractors and Vendors.doc	Bradford, John	03/25/2010
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