

# City of Alexandria, Virginia

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## MEMORANDUM

**DATE:** FEBRUARY 1, 2024

**TO:** THE HONORABLE MAYOR AND MEMBERS OF CITY COUNCIL

**THROUGH:** JAMES F. PARAJON, CITY MANAGER

**FROM:** ADRIANA CASTENADA, DIRECTOR, T&ES

**DOCKET TITLE:**

**..TITLE**

Introduction and Consideration of the second renewal of a Five-Year License Agreement with Summit IG, LLC to permit Summit IG's existing conduits to remain in the City of Alexandria's rights-of-ways.

**..BODY**

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**ISSUE:** Consideration of the second renewal of a five-year License Agreement with Summit IG, LLC. ("Summit"), to authorize that its conduits remain in the City of Alexandria's public rights-of-ways

**RECOMMENDATION:** That City Council set this matter for a public hearing on Saturday, March 16, 2024, and after hearing public testimony approve the attached five-year License Agreement with Summit, and authorize the City Manager to execute the License Agreement and to take any other actions that are necessary to implement the Agreement.

**BACKGROUND:** In or about March 2019, City Council approved the first renewal of a five-year license agreement with Summit. That agreement is attached hereto as Exhibit B. The existing agreement expires at the end of March 2024.

**DISCUSSION:** Summit seeks to enter into a new license agreement upon the same terms and conditions as the existing license agreement. See Exhibit A The significant terms and conditions of the proposed license agreement are as follows.

First, until Summit sells or installs fiber optic cable in the existing conduit that will be used by end users in the City of Alexandria, Summit shall pay the City, \$3.60 per linear foot of conduit as compensation for use of the City's rights of ways. This is approximately \$17,170 per year.

<sup>1</sup>When Summit does have end users in the City, the compensation for the use of those rights-of-

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<sup>1</sup> The annual fee of \$17,170 is based on a per linear foot rate of \$3.60 for each conduit owned by Summit. Please refer to the prior license agreement which sets forth that Summit does not own all of the conduits in the trench, the

way will be the statutory right-of-way fee imposed under Virginia Code §56.468.1 and City Code § 5-2-160, et seq., which is imposed on end users in the City.<sup>2</sup>

Second, the term of the agreement is for five years and shall run from April 1, 2024, through March 31, 2029. It is not renewable. However, the agreement gives Summit the right to negotiate with the City for new license at the conclusion of the agreement.

Third, the proposed license agreement requires Summit to submit an Annual Operations Plan to T&ES for each of the five years covered by the agreement. The operations plan requires that Summit describe all the activities to install the conduit and to pull cable that Summit intends to undertake in the public rights-of-way during the twelve-month period covered by the plan, the sites where any activity in the public rights-of-way will occur and a tentative timetable. The director of T&ES must review the plan and determine whether the public rights-of-way upon which the construction is planned are appropriate sites for the proposed activity. These operations plans are intended to enable T&ES to coordinate Summit's activities, if any, with other planned construction in the City and public rights-of-way, thereby minimizing the disruption and inconvenience attendant to such work.

Fourth, the agreement provides that the City can require Summit to remove or relocate, at Summit's expense to the extent permitted by law, any conduits, cable or other equipment when City staff has determined that the equipment interferes with or disturbs the operation, improvement, repair or maintenance of the rights-of-way or of other utility services.

Fifth, the agreement requires Summit to obtain permits from the City for any maintenance work and to repair all damages resulting from any such work.

Sixth, the agreement provides that upon its termination or non-renewal, Summit will remove all of its conduits, cable and other equipment from the City's rights-of-way.

Finally, the agreement provides that Summit must maintain adequate insurance to protect the City and its residents against claims arising from the system and/or the company's work on the system.

**FISCAL IMPACT:** As described above, Summit is required to pay the City a prorata share of \$3.60 per linear foot of its conduits until there is fiber optic cable installed that is used by end users in the City. Therefore, Summit will pay the City approximately \$17,170, on an annual basis. Once Summit has installed fiber optic cable that is used by end users in the City the state right of way fee will be imposed for those sections of the right-of-way.

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conduits were sold to other companies and therefore, it is responsible for a prorata share of the \$3.60 of the right-of-way fee.

<sup>2</sup> The statutory right- of -way fee is calculated annually by the Virginia Department of Transportation ("VDOT") on a state-wide basis, and allocated to each locality based on a formula which accounts for the linear footage of conduit and number of users in the locality. The current fee is \$1.26 per access line for the period of July 1, 2023 through June 30, 2024.

**ATTACHMENT:** SummitIG, LLC. proposed License Agreement Exhibit A, with map of existing facilities in City's rights-of-ways  
SummitIG LLC. existing License Agreement Exhibit B.

**STAFF:**

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Lalit Sharma, Deputy Director, T&ES  
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# LICENSE AGREEMENT

CITY OF ALEXANDRIA

SUMMITIG, LLC

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## LICENSE AGREEMENT

THIS LICENSE AGREEMENT (the "Agreement") is made this \_\_\_\_\_ day of February, 2024, by the City of Alexandria, a municipal corporation of Virginia, hereinafter referred to as "Licensor" and SummitIG, LLC, a Virginia limited liability company, hereinafter referred to as "Licensee."

WHEREAS, Licensee desires to use Licensor's rights-of-ways in connection with its operation of a telecommunications system and delivery of telecommunications services; and

WHEREAS, Licensor is willing to permit Licensee to use its rights-of-ways in connection with such system and service in accordance with the terms and conditions set forth below; and

WHEREAS, Licensor and Licensee executed a License Agreement dated February 28, 2019, as amended by the Licensor and Licensee pursuant to Amendment No. 1 dated July 10, 2019 (collectively, the "Existing Agreement") providing for Licensee to install, own and operate conduit, handholes, fiber optic cable and related facilities in the public rights-of-way of Licensor; and

WHEREAS, Licensee is seeking to renew the Existing Agreement and Licensor consents to such renewal upon the terms and conditions as set forth below; and

NOW, THEREFORE, in consideration of the premises, the mutual promises contained herein, and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. Definitions.

(a) "Access Lines" shall include residence and business telephone lines and other switched common lines connecting a customer's premises to an end office switch. "Access Lines" does not include local, state and federal government lines, interstate and intrastate WATS lines, special access lines, off-premises extensions, official lines used by providers of telecommunications service for administrative, testing, intercept and verification purposes, and commercial mobile radio service lines.

(b) "Affiliate" shall mean any Person controlling, controlled by or under common control with another Person.

(c) "Construction" shall mean the installation, construction and material expansion of any Facilities within a Public Way.

(d) "Director" shall mean any director of the Alexandria Department of Transportation and Environmental Services, or the Director's designee.

(e) "Facilities" shall mean any and all cables, lines, wires, conduit, access manholes, switches, pedestals, boxes and other similar equipment and devices in the Public Ways owned by Licensee and used in the delivery of Telecommunication or on which Licensee performs repair, Maintenance, relocation or Removal in such a way as to require access to the Public Ways.

(f) "Maintenance" shall mean the maintenance, repair, replacement (including upgrading and non-material expansion), and Removal of the Facilities.

(g) "Person" shall mean a natural person or an association, partnership, corporation or other legally recognized entity.

(h) "Public Ways" shall mean the surface, the areas below the surface, and the air space above the surface of any and all of the following rights-of-way owned by or dedicated to the City of Alexandria which, during the term of this Agreement, are located within the corporate limits of the City of Alexandria: highways, roads, streets, lanes, alleys, curbs, sidewalks, bridges, overpasses, underpasses, and other similar rights-of-way.

(i) "Removal" shall mean the removal of any or all of the Facilities from the Public Ways as set forth in Section 5(e) of this Agreement.

(j) "Telecommunications" shall mean telecommunications services as defined under Section 3 of the Communications Act, 47 U.S.C. § 153(46).

## 2. Grant and Term of License.

(a) In exchange for the consideration described herein, Licensor grants to Licensee permission to use Licensor's Public Ways, in accordance with the provisions, terms and conditions in this Agreement and solely in order to provide Telecommunications, and for the Construction, Maintenance and Removal of Facilities. The permission granted by this subsection is non-exclusive, and nothing in this Agreement shall affect the right of Licensor to permit other Persons to use the Public Ways.

(b) This Agreement and the permission granted by subsection (a) shall be subject to the police power of the City of Alexandria, and to all ordinances heretofore or hereafter enacted by the Alexandria City Council, to all regulations promulgated by Alexandria City officials, and to other applicable laws and regulations established by the Commonwealth of Virginia or the United States.

(c) The term of this license shall be from February 15, 2024 through February 14, 2029. This license may not be renewed. However, at any time before the conclusion of the term of this license Licensee shall have the right to negotiate with the Licensor for a new license for the Construction, Maintenance and Removal of Facilities within Public Ways.

(d) When used in this Agreement, the term "year" shall mean the period from February 15 of a year through February 14 of the following year.

(e) Licensor's grant of permission to use Licensor's Public Ways are in accordance with and subject to the descriptions and/or maps of Exhibits: A, B, C, D and E (the "Exhibits") which are attached hereto and incorporated herein by this reference.

3. License Fee.

(a) As compensation for this license, Licensee shall pay to Licensor, for each of the five years of this Agreement, a license fee as defined in this Section 3(a).

(i) Unless and until Licensee shows that its Facilities are being used to provide service to Access Lines in Virginia, and for any Subsequent Time Period (as defined in Section 3(a)(iv)) during which they are not so used, the license fee shall be calculated on a per annum per linear foot of Licensee's Facilities installed in the Public Ways in accordance with Exhibits A, B, C, D and E, provided that the obligation to pay such license fee shall not commence until thirty (30) days after Licensee has completed the installation of its initial Facilities in accordance with the Exhibits.

(ii) If and when Licensee shows that its Facilities are being used to provide service to access lines in Virginia, and until there is a Subsequent Time Period during which they are not so used, the license fee shall be calculated pursuant to § 5-2-160 *et seq.* of The Code of the City of Alexandria, 1981, as amended (the "City Code"); provided, that should the City of Alexandria's authority to impose the license fee provided for § 5-2-160 *et seq.* of the City Code be rescinded by the Virginia General Assembly or modified in a manner which would result in a lower fee being imposed upon Licensee, Licensee shall continue to pay, for the remainder of the term of this Agreement, the fee as defined in § 5-2-160 *et seq.* of the City Code immediately prior to such rescission or modification, so long as the fee is applied to all similar users of the Public Ways on a non-discriminatory basis.

(iii) The Licensee may show that its Facilities are being used to provide service to Access Lines in Virginia by filing with the City two written, signed certifications: (1) a certification by the Licensee stating that the Licensee's Facilities are used to transmit signals for another telecommunications provider; and (2) a certification by that other telecommunications provider that the Licensee's Facilities transmit signals that travel to or from at least one Access Line serving an end-user customer in the Commonwealth of Virginia, either of that provider or a local exchange carrier with which the provider is interconnected. Alternatively, the Licensee may show that its Facilities in the City are being used to provide service to Access Lines in Virginia by filing with the City a certification by the Licensee stating that the Licensee uses its own Facilities in the City to transmit signals that travel to or from at least one Access Line serving an end-user customer of the Licensee in the Commonwealth of Virginia. The City may, at its discretion, accept in place of these filings other sufficient evidence showing that the Licensee's Facilities in the City are being used to provide service to Access Lines in Virginia.

(iv) If any of the conditions certified to the City pursuant to Section 3(a)(iii) cease to be met for a period of one month or more (a "Subsequent Time Period"), the Licensee shall immediately notify the City, and the license fee shall revert to the definition - specified in Section 3(a)(i) unless and until the Licensee can make a new showing pursuant to Section 3(a)(iii).

(b) The license fee shall be paid on an annual basis within one month after the end of the year for which the amount is due. Licensee acknowledges that the per-month fee defined in § 5-2-161 of the City Code may, at any time during the term of this Agreement, be increased by the Virginia Department of Transportation pursuant to § 56-462 of the Code of Virginia (1950), as amended. To the extent that fee is applicable under Section 3(a) hereof, Licensee agrees to pay any such increases in the per-month fee so long as the fee is applied to all similar users of the Public Ways on a non-discriminatory basis.

(c) A penalty, equal to 8 percent of the due and owing annual installment, shall be assessed against Licensee whenever it fails to pay an annual license fee installment on or before the date required by this section. In addition, interest, at 10 percent per annum on the due and owing annual license fee installment, shall be assessed against Licensee whenever it fails to pay the annual license fee installment on or before the date required by this section. Said interest shall start to run the day after the day that the annual license fee installment was due.

(d) Licensee shall furnish to the Licensor with each annual license fee installment payment a statement, executed by an authorized officer of Licensee or his or her designee, showing the basis for the payment (number of Access Lines or linear footage) and the calculation that derives the payment from that basis.

(e) If Licensee discovers that it has failed to make the entire or correct amount of the annual license fee payment due, it shall pay to Licensor the additional amount due (including a penalty of 8 percent of such amount and interest calculated under subsection (c), above) within 30 days of its discovery of the underpayment. Any overpayment of the annual license fee by Licensee through error or otherwise shall be called to the attention of Licensor which, if satisfied that an overpayment was made, shall offset the amount of the overpayment, with interest at 10 percent per annum from the date paid, against the next annual license fee installment payment due from Licensee.

(f) Acceptance by the Licensor of any payment due under this section shall not be deemed to be a waiver by the Licensor of any breach of this license occurring prior thereto; nor shall the acceptance by the Licensor of any such payment preclude the Licensor from later establishing that a larger amount was actually due, or from collecting any balance due to the Licensor.

(g) The License Fee shall be paid in addition to, not instead of, any other amounts Licensee is required to pay Licensor by contract or under Licensor's taxing authority.

(h) On or before (i) February 15, 2024 (ii) February 15 of each subsequent year during the term of this Agreement, and (iii) February 14, 2029, Licensee shall furnish Licensor with a statement, executed by an authorized officer of Licensee or his or her designee, certifying that the total license fee paid by Licensee for the immediately preceding year was the correct amount required under this agreement.

(i) By agreeing to pay the license fee described in Section 3(a)(i) hereof, on the terms and conditions herein contained, Licensee does not waive its ability to take the position



that such fees are not lawfully imposed under federal or Commonwealth of Virginia law. However, Licensee shall take no legal action against the City on that basis unless and until a court or agency of competent jurisdiction issues a decision that a compensation scheme of the type described in Section 3(a)(i) hereof is unlawful under federal or Commonwealth of Virginia law, in which case Licensor agrees to meet with Licensee, at Licensee's request, and renegotiate the compensation arrangements in this Agreement. In the event that Licensee and Licensor cannot agree on the terms of the compensation arrangements within 60 days of Licensee's request to renegotiate, Licensee reserves all rights to challenge in any forum with competent jurisdiction the lawfulness of all license fee payments required and made under this Agreement and to seek injunctive relief against the prospective payment of such fees.

4. Licensee's Books of Account and Records; Reports.

(a) Licensee shall keep accurate books of account for the purpose of determining the license fee due to the Licensor. Licensee shall, within five business days after a written request by Licensor, forward to Licensor's primary office in Northern Virginia or another location of its choosing with the approval of the Licensor, copies of the books of account to the extent necessary to confirm the accuracy of payments due the Licensor, which Licensor may inspect at any time during regular business hours. Licensor may audit the books from time to time at Licensor's sole expense, but in each case only to the extent necessary to confirm the accuracy of payments due the Licensor. Notwithstanding any other provision of this Agreement, all information reviewed or otherwise accessible to Licensor in exercising its rights under this Section 4(a) shall be deemed confidential and proprietary to Licensee, and shall be held in confidence, to the maximum extent permitted by law.

(b) Upon reasonable request by Licensor, Licensee shall promptly transmit, mail or deliver, in accordance with section 19 herein, copies of its financial records that will enable Licensor to determine the accuracy of any license fee payments made by Licensor.

(c) Licensor agrees to hold in confidence, to the maximum extent permitted by law, any information it receives from Licensee which, at the time that it is submitted to Licensor, is marked "proprietary information - confidential."

5. Operations Under License Agreement.

(a) Any Construction, Maintenance, or other activities in the Public Ways by the Licensee shall be subject to the City's general permit requirements.

(b) Annual Operations Plans.

(i) Within thirty days after the effective date of this Agreement, and at least thirty days prior to each subsequent 12-month period, or partial period, occurring during the term of this Agreement, Licensee shall prepare and submit to the Director an initial Annual Operations Plan which shall describe or otherwise show each of the Public Ways in which Licensee intends to construct Facilities during the 12 months following the plan's submission, the type of Facilities Licensee intends to construct in each such Public Way, and the approximate date on which Licensee intends to begin construction in each Public Way. Such Annual

Operations Plans shall be non-binding, but shall represent a reasonable projection by the Licensee of the activities it anticipates undertaking over the subsequent year. Licensor agrees to hold in confidence, to the maximum extent permitted by law, any information it receives from Licensee under its Annual Operations Plans which, at the time that it is submitted to Licensor, is marked "proprietary information - confidential."

(ii) The Licensee shall within a reasonable time period review any comments submitted, and shall respond within a reasonable time period to any questions posed, by the Director with respect to an Annual Operations Plan. In the event that, during a 12-month period covered by an Annual Operations Plan, Licensee makes significant changes in its anticipated routes, Licensee shall promptly submit to the Director an amendment to the Annual Operations Plan covering such changes.

(iii) Licensee shall, at the time it applies for a construction permit, submit to the Director accompanying information which (a) shall indicate how the proposed construction is related to the Annual Operations Plan, (b) shall identify the specific location within each Public Way in which the proposed construction is to take place, (c) shall describe the Facilities to be installed in each Public Way and the construction techniques to be used in accomplishing the installation, (d) shall provide a traffic control plan that shall be reviewed and approved by the Director, (e) shall state, as to each Public Way, the dates on which the proposed construction is to commence and on which the proposed construction is anticipated to be completed, (f) shall verify that Licensee has obtained, or will obtain prior to commencing the Construction, approval of the placement of the Facilities and any required permits from any other entity (including departments or agencies of the City of Alexandria) whose approval is required by law, and (g) shall provide whatever other information the Director reasonably requests. The Director shall have the discretion, which is to be reasonably exercised, to determine the timing of the proposed Construction, taking into account both the dates requested by Licensee and other planned or on-going construction work in the affected Public Ways. Licensee agrees that Construction of Facilities in Public Ways shall be done in such locations and in such manner so as not to unreasonably interfere with existing water, gas, sewer pipe, traffic signal, street light and other utilities and conduits in the Public Ways, or with the public's use of the Public Ways, and shall, to the maximum degree feasible, be coordinated (including through the sharing of Facilities and other equipment and devices) with any construction being simultaneously undertaken at the same location by another provider of Telecommunications or of cable service or by a provider of utilities.

(c) Licensee shall, in connection with any Construction, Maintenance, or other activities in the Public Ways, comply with all applicable laws and regulations, including all permits required by the City.

(d) Maintenance. Licensee may perform Maintenance on the Facilities from time to time without prior approval of the Director as long as neither the component of the Facilities being worked on, nor any of the equipment or workers involved in such Maintenance are located on the travel, parking, curb or sidewalk portion of a Public Way, or any other portion of a Public Way. At least 30 days prior to performing Maintenance on any Facilities while located on the travel, parking, curb or sidewalk portion of a Public Way, or any other portion of a Public Way, Licensee (i) shall inform the Director in writing of the location at which it intends to

perform such Maintenance, (ii) shall provide whatever other information the Director requests, and (iii) shall obtain either a verbal or a written approval of the Maintenance from the Director. In performing Maintenance, Licensee shall comply with all requirements established by the Director. In addition to and notwithstanding the provisions of this subsection (d), Licensee shall maintain in good and safe condition all Facilities it places within Public Ways, and shall, in connection with any Maintenance activity it undertakes, comply with all applicable laws and regulations.

(e) Removal. Licensee may, at any time, in the exercise of its sole and absolute discretion, effect the Removal of any or all of the Facilities from the Public Ways, which Removal shall not terminate this Agreement. When performing any aspect of Removal where the Facilities being worked on or any of the equipment or workers involved in the Removal is located on the travel, parking, curb or sidewalk portion of a street, or any other portion of a Public Way, Licensee shall comply with all procedures applicable to Maintenance, as set forth above in subsection (d). In addition to and notwithstanding the provisions of this subsection (e), Licensee shall, in connection with any Removal activity, comply with all applicable laws and regulations.

(f) Undergrounding. Chapter 3 of title 5 of the City Code contains undergrounding requirements that apply, *inter alia*, to the installation, repair and replacement of "customer utility services" and "transmission and distribution lines." Licensee acknowledges that it is subject to these requirements and, consequently, that it will be required to install its Facilities undergrounding. Nothing herein shall limit Licensee's ability to seek a waiver of the undergrounding requirement for subsequent builds pursuant to the procedures set forth under Chapter 3 of title 5, Section 27 of the City Code.

(g) Relocation. Licensee shall remove from or relocate within a Public Way, at its own expense and within 60 days of written notice provided by Licensor, or any such longer time as reasonably requested by the Licensee and consented to by the Licensor, any of the Facilities identified by Licensor in said written notice, whenever Licensor, in its sole discretion, determines that (i) the Facilities interfere, disturb or conflict with the operation, relocation, improvement, repair, construction or maintenance of present or future streets, alleys or other Public Ways, public grounds, storm drainage systems, sewer systems, water mains, other public facilities or private utility systems, or (ii) the Facilities interfere, disturb or conflict with any public communications system or equipment (including but not limited to AM/FM radio, shortwave radio and two-way radio systems), or with any private communications system which was in operation at the time the facilities were constructed. Any relocation of Facilities shall be subject to all the provisions, terms and conditions of this Agreement, and to all applicable laws and regulations. Notwithstanding the foregoing, the Licensor shall reimburse the Licensee for any such relocation expense if such reimbursement is required by Section 56-468.2 of the Code of Virginia (1950), as amended, or any other applicable law.

(h) When engaged in Construction of Facilities pursuant to this Agreement, Licensee shall not cause any inconvenience to the general public or the Licensor's work forces, except as authorized by the Director. When performing Maintenance or Removal of Facilities, Licensee shall not hinder or impede the flow of traffic to any greater extent than is reasonably

necessary. Licensee shall strictly abide by any requirements imposed by the Director, including requirements relating to time limitations and the submission of a traffic control plan.

6. Damage to Public Ways and Other Property by Licensee.

(a) If, in the course of Construction, Maintenance, Removal or otherwise dealing with any of the Facilities, Licensee damages any pavement, street, alley, sidewalk, sewer, water or other pipe, public ground or any other public property, real or personal, belonging or dedicated to Licensor, Licensee shall promptly repair the same at its own cost and expense. If Licensee shall default in this obligation, Licensor may cure the default itself, and may charge to Licensee the cost it incurs in curing the default; provided, that prior to performing any work to cure a default, Licensor shall give Licensee written notice of the default and a period of five business days from the date of the notice in which to initiate action to cure the default and a period of 30 days in which to complete the cure; provided further, that these 5-day and 30-day periods will be extended by the Director for a reasonable amount of time if a cure of the default cannot reasonably be commenced, or the default cannot reasonably be cured, within such periods respectively, and Licensee has diligently pursued commencement of, or completion of, a cure during the period, as applicable.

(b) Notwithstanding the provisions of subsection (a), if the Director determines, in his sole discretion consistent with applicable law, that damage, as described in subsection (a), threatens the public health or safety, Licensor may commence the repair of the damage and assess its costs upon Licensee, as provided in subsection (a); provided, that, prior to commencing such repair work, Licensor shall make a reasonable effort to provide Licensee with telephonic notice and an opportunity to immediately repair the damage itself. In the event Licensee is unable to, or otherwise fails to, immediately repair the damage and Licensor performs the repair work, Licensor shall, immediately upon completion of the work, provide Licensee with written notice of the work it has performed, and also shall, reasonably soon after the completion of the work, provide Licensee with a statement of the reasonable cost Licensor incurred in performing the work.

(c) Licensee shall repave or resurface the Public Ways in accordance with the then current standards set forth by the Director if there are any street cuts or other disturbances of the surface of the Public Ways as a result of any installation by Licensee of Facilities under this Agreement.

(d) Any costs assessed upon Licensee under this section shall be paid to Licensor within 30 days of the assessment.

7. Unauthorized Use. In the event of any use by Licensee of a Public Way or any other property owned by or dedicated to Licensor that is not authorized by this Agreement, Licensee shall, immediately upon notice by Licensor, cease the use and remove all Facilities associated with the use. In addition, Licensee shall pay to Licensor a sum of five hundred dollars (\$500) for each day that the unauthorized use occurs.

8. Insurance. Licensee shall obtain and maintain throughout the term of this Agreement the following insurance coverages:

(a) Commercial general liability insurance in an amount not less than \$1,000,000 combined single limit coverage with \$1,000,000 general aggregate coverage, covering all premises and operations and including personal injury, completed operations, contractual liability, independent contractors and products liability; and

(b) Virginia statutory workers compensation coverage, including Virginia benefits and employers' liability with limits of \$100,000/\$100,000/\$500,000. The general aggregate limits shall apply to all Facilities and activities under this Agreement. Licensor shall be named an additional insured on the liability policy. Prior to the start of any Construction, Licensee shall provide to the Director a certificate of insurance that demonstrates, to the satisfaction of the Director, that Licensee has in force the coverages required above, including contractual liability coverage, and that Licensor is an additional insured for purposes of the commercial general liability coverage.

9. Indemnification.

(a) Licensee shall indemnify and hold harmless Licensor and all of its officers, employees and agents from and against all suits, actions, causes of action, damages, claims, liability and expenses (including court costs and attorney's fees) resulting from or arising out of any bodily injury, death or property damage (including injury, death or damage, or other losses, sustained by Licensor or any of its officials, employees and agents) caused, in whole or in part, by any act or omission of the Licensee or its employees, officers, contractors, agents or servants relating to or involving the Construction, Maintenance or Removal of Facilities, or otherwise under this Agreement, or by any other act or omission by such persons under this Agreement, except to the extent that such bodily injury, death or property damage, or losses, are caused by the gross negligence or willful misconduct of Licensor or any of its officers, employees and agents.

(b) If a suit or action for which Licensor and its officers, employees and agents are entitled to be indemnified and held harmless under subsection (a) shall be brought against the Licensor or one or more of its officers, employees or agents, either individually or jointly with Licensee, Licensee shall defend, indemnify and hold harmless the Licensor and the sued officers, employees and agents at the sole cost and expense of Licensee. The Licensor shall promptly provide the Licensee with written notice of the commencement of any such suit or action. The Licensee shall conduct the defense of such suit or action, subject to the Licensor's approval, which shall not be unreasonably withheld or delayed. The Licensor may also participate in this defense directly, at its own expense.

(c) If a final judgment is obtained against Licensor or one or more of its officers, employees or agents in a suit or action, either independently or jointly with Licensee, for which Licensor and its officers, employees and agents are entitled to be indemnified and held harmless under this section, Licensee shall pay every judgment, including all costs and attorneys' fees, entered against Licensor and any of its officers, employees and agents.

(d) The Licensee shall be entitled to settle a claim brought in a suit or action for which Licensor and its officers, employees and agents are entitled to be indemnified and held

harmless under subsection (a), provided that the Licensee must obtain the prior written approval of Licensor for any settlement of such claims against the Licensor, which approval shall not be unreasonably withheld or unreasonably delayed.

(e) The indemnities in this section shall survive the expiration or earlier termination of this Agreement for a period of five years.

10. Termination and Expiration.

(a) This Agreement may be terminated by Licensee, at its election and without cause, by delivering written notice of termination to the Director at least 60 days prior to the effective date of such termination.

(b) In the event that Licensee violates any material term or condition of this Agreement, Licensee shall be considered in default. If such default continues for 30 days after Licensee has received written notice of the default from Licensor, Licensor may terminate the Agreement, effective immediately; provided, however, that such 30-day period will be extended for an additional period of time as is reasonable under the circumstances if Licensee's violation cannot reasonably be cured within the initial 30-day period and if Licensee has commenced a cure within such period and continues to diligently pursue such cure.

(c) If this Agreement is terminated, Licensee shall, at its sole expense, remove all Facilities from, and shall vacate, all Public Ways within 180 days of the effective date of the termination, or within such later time as may be prescribed by the Director.

(d) Licensee, at its sole expense, shall remove its Facilities from all Public Ways within 180 days after the expiration of this Agreement, or within such later time as may be prescribed by the Director, unless a new agreement shall have been entered into before such expiration date under which Licensee may continue to maintain its Facilities in the City.

(e) If Licensee fails to remove any of its Facilities as required by subsections (c) or (d), (i) Licensor may remove or cause the removal of the Facilities, and Licensee shall pay to Licensor its reasonable costs in effecting such removal within 30 days of Licensor's provision of written notice of the costs, or (ii) the Facilities shall be considered to have been conveyed to Licensor by Licensee, in which case they shall thereafter become the property of Licensor.

11. Assignment.

(a) This license may not be assigned by Licensee without the written consent of Licensor, which consent may or may not be given at the sole discretion of Licensor and may require action by the Alexandria City Council. However, Licensee may assign its rights, without the consent of the Licensor, to any Affiliate of Licensee, or to any successor-in-interest acquiring fifty-one percent (51%) or more of Licensee's stock or membership interests or substantially all of Licensee's assets, provided the Licensor is given notice of the assignment before it becomes effective. Any successor of Licensee shall be bound by all of the provisions, terms and conditions of this Agreement and shall be subject to all the obligations, stipulations and penalties herein prescribed.

(b) In addition, nothing in this Agreement shall be construed to require Licensee to obtain approval from Licensor in order to (i) lease any Facilities or any portion thereof owned by the Licensee in, on, or above the Public Ways, or (ii) grant an indefeasible right of use ("IRU") in the Facilities owned by the Licensee, or any portion thereof, to any entity or person, as long as (1) such lease or grant does not require or permit any entity other than the Licensee to place Facilities or conduct activities within the Public Ways; and (2) the Licensee remains responsible, for all Facilities, and all activities, within the Public Ways under such lease or grant.

12. Condemnation. Nothing in this Agreement is intended to or shall affect Licensor's authority to acquire Facilities located in Public Ways pursuant to condemnation proceedings or otherwise pursuant to law.

13. Effective Date. This Agreement and the rights and privileges hereby conferred shall not become effective until Licensee files with the Director (a) a copy of the Agreement executed by an authorized officer, and (b) a \$25,000 surety bond, with a good and sufficient surety reasonably acceptable to the Alexandria City Attorney, which guarantees the performance of Licensee under this Agreement, including without limitation that Licensee will maintain in good and safe condition all Facilities it places in Public Ways throughout the term of the Agreement, will remove said Facilities from the Public Ways in accordance with section 10 of the Agreement, and will comply with the provisions, terms and conditions of this Agreement in all respects.

14. Representations.

(a) By the signature below of its authorized legal representative, Licensee accepts this Agreement and the license it provides.

(b) This Agreement constitutes the entire agreement between the Licensor and Licensee, and it supersedes any prior agreements (if any) between the parties. Licensor and Licensee represent that no representation by either party or its officials or employees has induced the other party to execute this agreement. The parties agree that there are no representations inducements, promises or agreements, oral or otherwise, between them which are not embodied in this Agreement, which are of any force. No amendment of this Agreement shall be binding on either party unless set forth in a written document duly executed by authorized representatives of both parties.

15. Applicable Law. This Agreement was accepted in the Commonwealth of Virginia, and shall be interpreted and construed under Virginia law and any applicable federal law, which law shall prevail in any conflict of laws.

16. Waivers.

(a) Subject to the foregoing, any waiver of this Agreement or any of its provisions shall be effective and binding upon the parties only if it is made in writing and duly signed by the parties.

(b) If either party fails to enforce any right or remedy available under this Agreement, that failure shall not be construed as a waiver of any right or remedy with respect to any breach or failure by the other party. Nothing herein shall be construed as a waiver of any rights, privileges or obligations of the Licensor or Licensee, nor constitute a waiver of any remedies available at equity or at law.

17. Severability. The Licensee and Licensor shall comply with any applicable federal law regarding the use of the Public Ways. If any term, condition, or provision of this Agreement shall, to any extent, be held to be invalid or unenforceable, the remainder hereof shall be valid in all other respects and continue to be effective. In the event of a subsequent change in applicable law so that the provision which had been held invalid is no longer invalid, such provision shall thereupon return to full force and effect without further action by the parties and shall thereafter be binding on the Licensee and the Licensor. If the terms of this Agreement are materially altered due to changes in governing law, then the parties shall negotiate in good faith to reconstitute this Agreement in a way consistent with then-applicable law in a form that, to the maximum extent possible, is consistent with the original intent of the parties and preserves the benefits bargained for by each party.

18. Force Majeure. Neither the Licensee nor the Licensor shall be liable for any delay or failure in performance of any party of this Agreement from any cause beyond its control and without its fault or negligence, which may include, without limitation, acts of civil or military authority, government regulations, embargoes, epidemics, terrorist acts, riots, insurrections, fires, explosions, earthquakes, nuclear accidents, floods, power blackouts, volcanic action, other major environmental disturbances, or unusually severe weather conditions.

19. Notice. All notices or other communications which are required or permitted herein shall be in writing and sufficient if (i) delivered personally, (ii) sent by facsimile transmission followed by written confirmation of receipt, (iii) sent by overnight commercial air courier (such as Federal Express), (iv) or sent by registered or certified mail, postage prepaid, return receipt requested, to the party at its addresses or facsimile number set forth below or to such other address or party in writing in accordance herewith. Any such communication shall be deemed to have been given when delivered if delivered personally, on the same day as a facsimile transmission (or the first business day thereafter if faxed on a Saturday, Sunday or legal holiday), on the first business day after dispatch if sent by overnight commercial air courier, or on the fifth business day after posting if sent by mail.



To Licensee: SummitIG, LLC  
Attn: CEO  
22365 Broderick Drive, Suite 250  
Sterling, VA 20166

With copy to: SummitIG, LLC  
Attn: General Counsel  
22365 Broderick Drive, Suite 250  
Sterling, VA 20166

To Licensor: Director  
Department of Transportation and  
Environmental Services  
301 King Street  
Suite 4100  
Alexandria, Virginia 22314

With copy to: City Attorney  
301 King Street  
Suite 1300  
Alexandria, Virginia 22314

[continued to the next page for signatures]

IN WITNESS WHEREOF, the parties hereto have executed this Agreement.

CITY OF ALEXANDRIA, a municipal  
corporation of Virginia

SUMMITIG, LLC

By: \_\_\_\_\_  
James F. Parajon,  
City Manager

By: \_\_\_\_\_  
Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_

## **EXHIBIT A**

Original Grant by City of Alexandria, Virginia, to Woodlawn Communication, LLC (as acquired by Licensee) and noted by the Existing Agreement:

Licensee has the right to own, operate and maintain **Segment 43** (Green route 3/1.25” conduits). This Segment is approximately 3,890 linear feet of conduit along Mill Road, beginning at a handhole near the intersection of Eisenhower Avenue, thence along Mill Road to a handhole near the intersection of Mill Road and Eisenhower Avenue. The License Fee for this Segment 43 shall be \$1.20 per annum per linear foot.

## **EXHIBIT B**

Original Grant by City of Alexandria, Virginia to Woodlawn Communication, LLC (as acquired by Licensee) and noted by the Existing Agreement:

Licensee has the right to own, operate and maintain **Segment 44** (Purple Route, 7/1.25” conduits). This Segment is 1,242 linear feet and commences at a handhole in the vicinity of the intersection of Mill Road and Eisenhower Avenue at the I-495 ramp to the Fairfax county line at I-495. The License Fee for this Segment 44 shall be \$1.94 per annum per linear foot.

## **EXHIBIT C**

Original Grant by the City of Alexandria, Virginia to Woodlawn Communication, LLC (as acquired by Licensee) and noted by the Existing Agreement:

Licensee has the right to own, operate and maintain **Segment 52** (orange Route 2x1.25”conduits). This segment is 9,953 linear feet and commences at the Fairfax County/ City of Alexandria line at a handhole near the intersection of North Beauregard Street (Route 713) and Lincolnia Road, then along North Beauregard Street to Mark Center Drive, thence along Mark Center Drive to Seminary Road (Route.716) thence along Seminary Road to a handhole near the intersection of Seminary Road and North Beauregard Street. The License Fee for this Segment 52 shall be \$0.80 per annum per linear foot.

## **EXHIBIT D**

Original Grant by the City of Alexandria to Woodlawn Communication, LLC (as acquired by Licensee) and noted by the Existing Agreement:

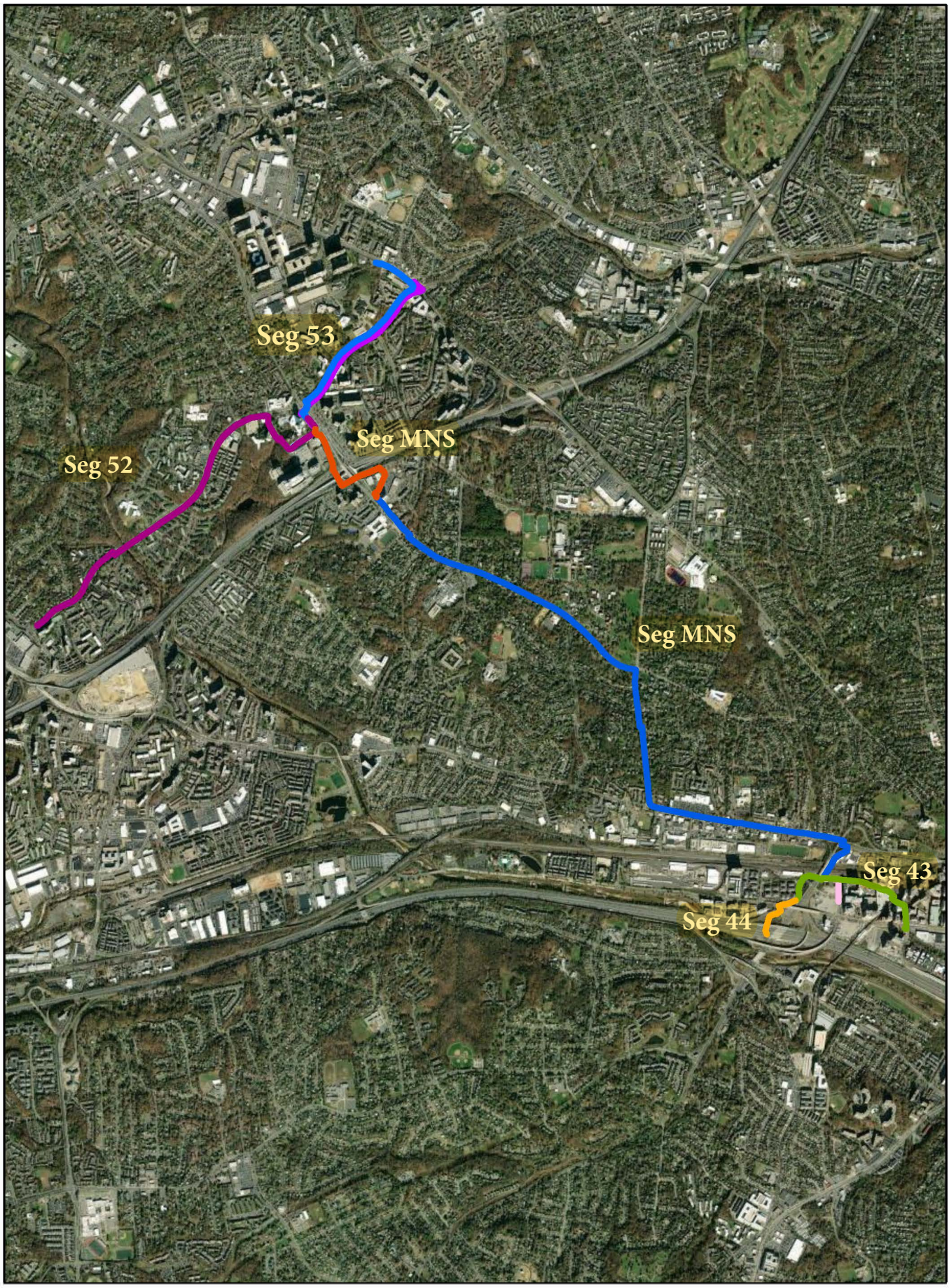
Licensee has the right to own, operate and maintain **Segment 53** (Red Route, 1x 1.25” conduit). This segment is 5,331 linear feet and begins at a handhole near the intersection of Seminary Road (Route 716) and North Beauregard Street (Route 713) thence along Beauregard Street to King Street, then along King Street to the Fairfax County/City of Alexandria line. The License Fee for this Segment 53 shall be \$0.40 per annum per linear foot.

## EXHIBIT E

Original Grant by the City of Alexandria to Metropolitan Network Services, Inc. (acquired by Licensee) as noted in the Existing Agreement:

Licensee has the right to own, operate and maintain **Segment MNS** (1x 1.25" conduit). This segment is 25,983 linear feet and begins at a handhole near the intersection of Dawes Avenue/Route 7, thence along Route 7 to the intersection with N Beaugard St. and thence along N Beaugard St to the intersection with Seminary Rd. and thence southeast along Seminary Rd./Janney's Ln. to the intersection with N Quaker Ln. and thence south along N Quaker Ln. to the intersection with Duke St. and thence east along Duke St. to the intersection with Telegraph Rd and thence south along Telegraph Rd to a handhole near the intersection Telegraph Rd. and Mill Road. The License Fee for this Segment MNS shall be \$0.90 per annum per linear foot.





Seg 52

Seg 53

Seg MNS

Seg MNS

Seg 44

Seg 43