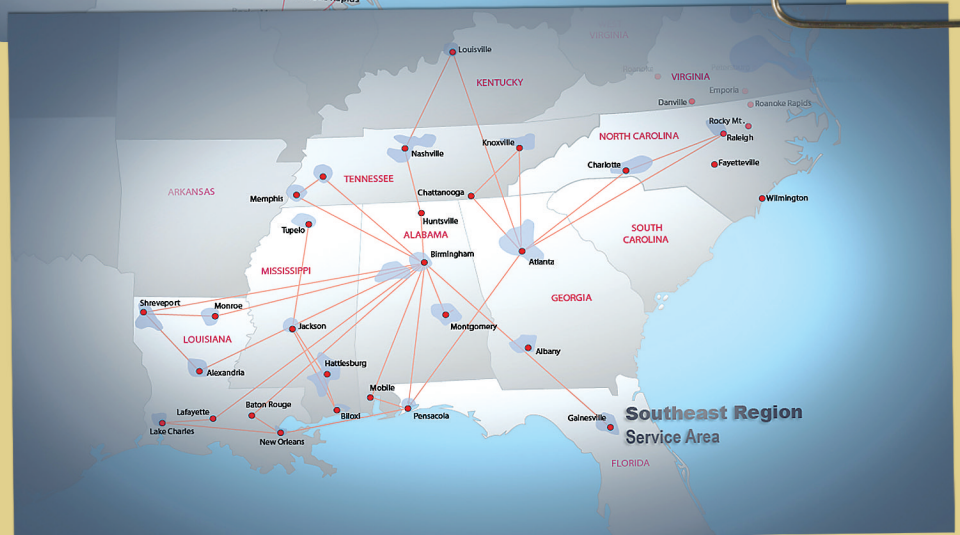


DECLASSIFIED

AUTHORIZATION: _____

Sgt A. W. [Signature]



**Cavalier Telephone
GRP 2748
Project Chronology**

September 10, 1998 Project Received. Direct contact made by City Signal Fiber Services based in Michigan.

Bob Walters, a senior executive, requested assistance in identifying a 50-60K SF facility: 30K of office; 5K for switch; 5K for computer support, and 10K of warehouse.

The president of the company was negotiating an interconnection agreement with Bell Atlantic.

They were considering Norfolk and Northern Virginia, including Fredericksburg.

Walters also requested information on other local telecom providers; ordinances for telecommunication companies and permit fees, and information on school districts (possible fiber optic markets).

Project was described as involving a \$50 million capital investment with job growth of 0-150 in the first three years and increasing to 200 after that.

A full resource packet was sent with economic, governmental, labor, quality of life, and tax information

September 28, 1998 First visit by Bob Walters and Jeff Snyder to Partnership offices. Reviewed available building information and discussed other issues. Gave regional overview.

October 1, 1998 Information requested and sent on local relocation companies that could assist the transfer of executives to the region.

October 6, 1998 Information requested and sent on local and state incentives, including the City's Enterprise Zone.

October 12, 1998 Prospect requested additional building information. Buildings submitted included RFP Building (City), Williamsburg Road, Dabney Center, CFB data center on Chamberlayne Aveune, and the RC Building on Ruffin Road.

October – December, 1998 Company began due diligence on acquiring the RFP building in the City of Richmond. Partnership introduced John Woodward and VEDP project manager to prospect. Work Force Services also was involved.

January 2, 1999 The former RF&P headquarters building at 2134 W. Laburnum Ave. has been sold to DAR Enterprises. The 40,000 sq. ft. office building bought from CSX Transportation Inc. for 1.75 million will be used as DAR Enterprises' Richmond headquarters.

January 4, 1999 Ad placed in Richmond Newspapers requesting applicants for variety of technical and professional positions.

February 16, 1999 Press release issued. "Cavalier's management team created two of the country's most successful CLECs, City Signal, Inc. (CSI) and Phone Michigan, and CSI built large fiber networks in 10 cities across the country. The management team, after a national site search, chose Greater Richmond as the headquarters of Cavalier Telephone, its newest venture."

"We chose Richmond because in a market this size, with this kind of growth and opportunity, it was the perfect situation for us," said Jeff Snyder, Cavalier Telephone's vice president of marketing. "In a city as progressive as this, information is everything. Richmond has an information-based economy, from high technology and medical technology to education."

"Also, the City's quality of life is exceptional," he added. "We could see why magazines like *Fortune*, *Entrepreneur* and *Money* rank Richmond so high."

May 21, 1999 Cavalier requests from the City appropriate dignitaries to invite to the dedication from the State. Partnership advises and responds.

June 14, 1999 Governor Jim Gilmore announces that Cavalier Telephone Company will create 200 new jobs in the Greater Richmond and Hampton Roads areas.

"The Virginia Economic Development Partnership, the City of Richmond and the Greater Richmond Partnership assisted the company with its decision. The Virginia Department of Business Assistance will provide workforce training services."

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