



# Northern Neck Regional Broadband Initiative

**NNPDC Partnership Update  
August 15, 2022**

## About All Points Broadband

- A rural broadband company operating in VA, KY, WV, and MD, and the largest rural-facing ISP in the mid-Atlantic
- Named to the *Inc. 5000* list of America's fastest growing, privately-held companies for each of the last four years
- All Points' lead equity sponsor is Searchlight Capital Partners, the #4 builder of fiber-to-the-home broadband networks in the United States
- All Points is the leader in partnering with electric utilities to make rural fiber broadband possible



## Northern Neck Initiative Overview

- Unique partnership between All Points, Northern Neck Electric Cooperative, Dominion Energy Virginia (“Dominion”) and 5 Counties to pioneer a new approach to rural broadband
  - Partnership between ISP and electric utilities
  - Regional partnership convened and managed by NNPDC
  - Truly universal and affordable access in partner Counties
  - Leveraging private, federal, state and local funding
  - Best-in-class, 100% XGSPON fiber-to-the-home network
- Co-Investment from electric utility partners:
  - “Middle Mile” fiber network provided by Dominion
  - Supporting infrastructure investments provided by NNEC

## Initiative Timeline

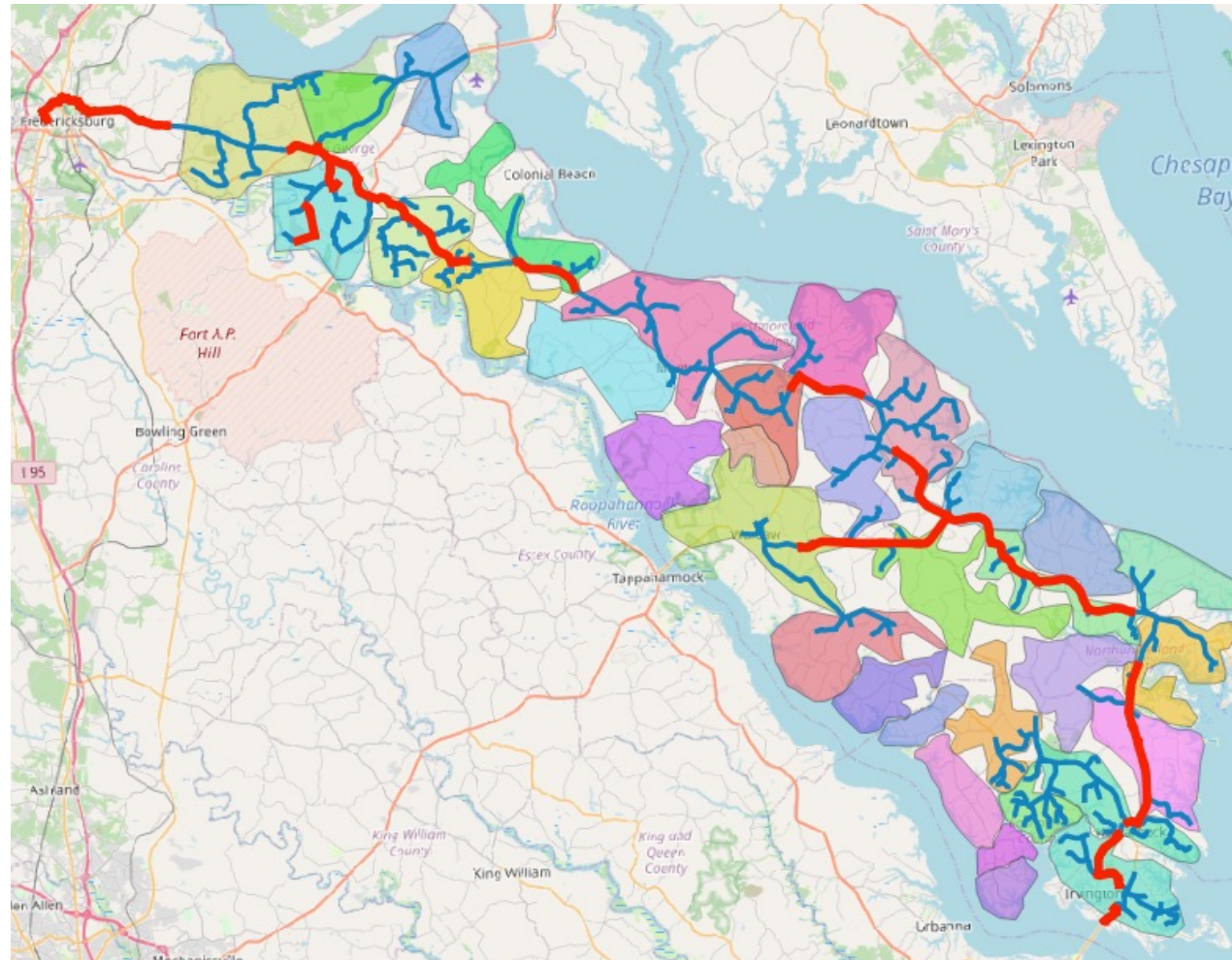
- 3/2020: King George, Northumberland, Richmond, and Westmoreland Counties join regional initiative to achieve universal broadband and APB begins network feasibility and grant application process
- 1/2021: Provisional state grant of \$10.5M for Phase I of initiative
- 2/2021: Provisional federal support award of \$8.5M
- 4/2021: Lancaster joins regional initiative
- 9/2021: State issues final award for Phase I
- 12/2021: Provisional state award of \$3.2M for Phase II of initiative and final federal support award for Phase I
- 2/2022: Middle-middle construction and last-mile fielding / LLD commence
- 5/2022: Last mile construction commences
- 6/2022: Service offered to initial beta customers on pilot basis

# First Connection in Richmond County



# Middle Mile Infrastructure

- Middle mile construction is underway
- ~100 miles released to construction and in various stages
- Middle mile construction on schedule for substantial completion in Q4 2022



## Last Mile Infrastructure

- Key dependencies for last-mile deployment:
  - 1) Middle mile capacity in place to connect to global network
  - 2) Utility pole “make ready” complete for fiber attachment
  - 3) Significant queue of constructable miles for release to vendors
- Electric utility partners executing **unprecedented** make-ready campaign to support project schedule

## Initiative Timeline (anticipated)

- 8-9/2022: State issues final award for Phase II
- 9/2022: Retail sales commence outside of beta areas and APB opens regional office in Warsaw
- Q3/Q4 2022:
  - Substantial completion of middle-mile network
  - Last-mile construction underway in Northumberland, King George, and Westmoreland Counties
- Q1/Q2 2023: Last-mile construction underway in Lancaster County
- Q4 2023: Substantial completion of regional network



# Service Levels and Affordability

- APB is offering a \$30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP). Qualifiers include:
  - Household income of \$62,080 or less for a family of 5
  - Household with dependent receiving free or reduced school lunch
  - Many, many more...
- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount

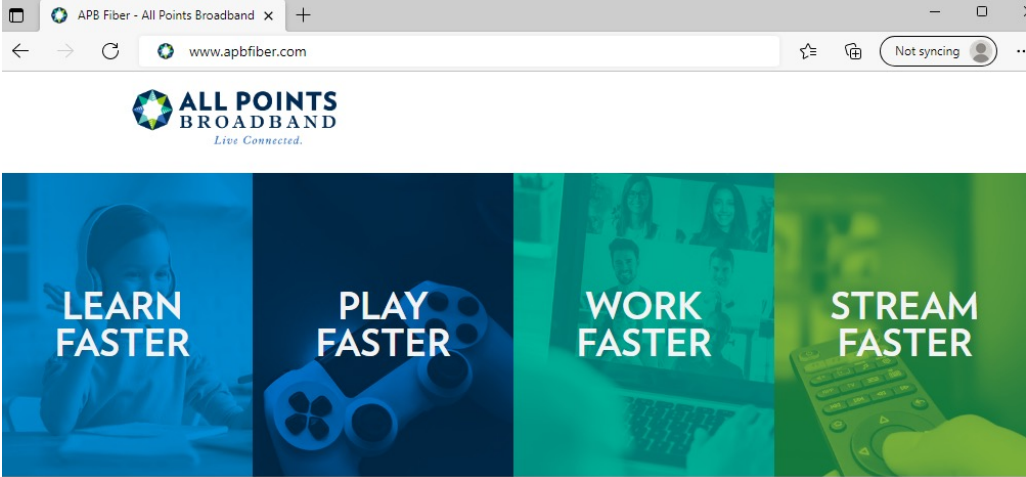
• Residential Service Levels:

<b>Service Tier</b>	<b>ACP Pricing</b>	<b>Undiscounted Pricing</b>
• 50x50 Mbps	\$29.99	\$59.99
• 100x100	\$59.99	\$89.99
• 1000x1000	\$99.99	\$119.99

- Voice Service: \$19.99 with internet plan
- Standard installation fee: \$99

# Customer Sign Up: APBFIBER.COM

## APBFIBER.COM



### IT'S NEVER BEEN EASIER TO LIVE CONNECTED WITH ALL POINTS BROADBAND FIBER

Don't miss your chance to get faster, more reliable internet with fiber broadband. Experience speeds up to 1 Gig, 24/7 service and unlimited data with monthly plans that work with your budget.

WE'RE READY WITH FIBER BROADBAND. ARE YOU?



### Getting Started is Easy:

1. Visit [www.apbfiber.com](http://www.apbfiber.com)
2. Click the Get Started Button
3. Enter Your Address
4. Select your services (for applicable areas where fiber has already been installed)

GET READY FOR A BETTER INTERNET EXPERIENCE

 Speeds up to 1 GIG	 Enjoy unlimited DATA	 Managed router with built-in WI-FI	 Monthly plans starting at \$29.99*	 Loved by customers 4.4
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# Customer Sign Up

## CHECK AVAILABILITY



[Check availability](#) > [Select services](#) > [Installation](#) > [Review order](#) > [Sign in](#)

### Check Availability at Your Address

Start typing your address in search field.  
Addresses inside of a service area are included in the list.

Enter your address, including city, state and zip:

16699 History Land Hwy Warsaw Virginia 22572 United States

Check address



We are a part of The Affordable Connectivity Program (ACP). ACP helps low-income households pay for broadband service and internet connected devices. [Learn more](#)

### Check Availability:

After clicking the get started button on the main apbfiber.com page, the customer will be prompted to enter their address.

# Customer Sign Up

## SCENARIO 1: SERVICE IS CURRENTLY AVAILABLE

### Check Availability at Your Address

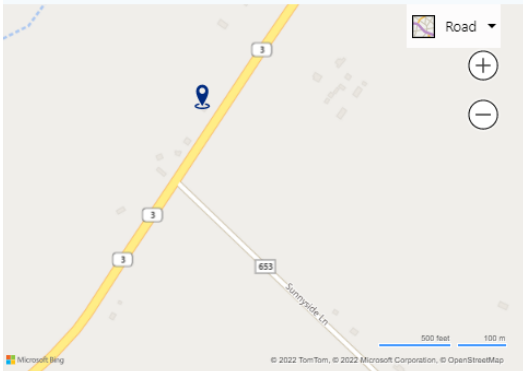
Start typing your address in search field.  
Addresses inside of a service area are included in the list.

Enter your address, including city, state and zip:

16699 History Land Hwy Warsaw Virginia 22572 United States

Check address

✔ Great news - You may now sign up for services.



### Contact information

Enter your contact information.

First Name  
Enter First Name

Last Name  
Enter Last Name

Phone Number  
Enter Phone Number

Email  
Enter Email

Company (optional)  
Enter Company

Comments (optional)

I would like to apply to Affordable Connectivity Program (ACP). [Learn more](#)

### Update billing information

Different billing address  
Enable if you want to specify different billing address

Select services >



## Great News:

Service is currently available at this address. The customer will enter their contact information and proceed to select their services and schedule installation time frames.

# Customer Sign Up

## SCENARIO 2: SERVICE WILL BE AVAILABLE SOON


### Check Availability at Your Address

Start typing your address in search field.  
Addresses inside of a service area are included in the list.

Enter your address, including city, state and zip:

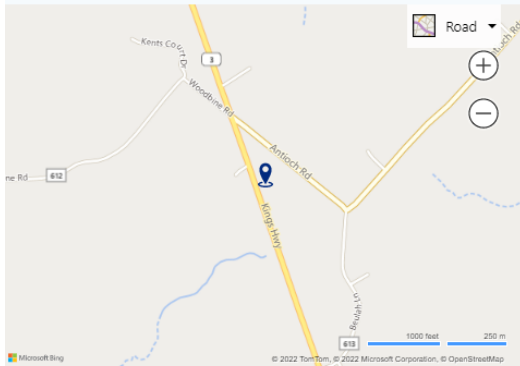
24465 Kings Hwy, Warsaw, VA 22572-4310, United States

Check address

 You are inside of a planned service area.  
Services will be available to you soon.

### Want to receive updates as we grow?

We'll contact you as we expand our services.



First Name  Last Name

Phone Number  Email

Company (optional)

Comments (optional)

Street Address 1  City

Street Address 2 (optional)  State

Street Address 3 (optional)  Zip code

Send



### We are on our way:

Service is planned for this address but not yet available. The customer should register their location so that APB can alert them in advance of service availability.

### Timeline:

APB will begin contacting customers **approximately 90 days prior to service availability.**

## How You Can Help

- Spread the word:
  - [APBfiber.com](https://www.apbfiber.com)
- We are hiring:
  - [Allpointsbroadband.com/careers](https://www.allpointsbroadband.com/careers)
- Appreciate the scale:
  - Together we are building a best-in-class, regional network that will support this region's growth and vitality for generations
  - Supply chain
  - Labor availability
  - New partnerships and approaches
  - Recognize the local leadership



Thank You