Northern Neck Regional Broadband Initiative Update

NNPDC Update
June 28, 2023

Project Status

- Key dependencies for last-mile deployment:
    - 1) Middle mile capacity in place
        - Significant progress achieved in all counties and on schedule
        - Water crossings, special permits, final splicing matrices
    - 2) Utility pole make ready process
        - MRC underway in all counties
    - 3) Significant queue of constructable miles for Release to Construction (RTC)
        - ~130 miles in Northumberland, ~30 miles in King George

- OSP materials deliveries on schedule and inventory levels consistent with plan
    - Innovative supply chain management, including shared NNEC warehouse

- Media events will be scheduled in coordination with the Counties
    - Ongoing construction ride-alongs; cabinet installations
    - Email Tinnes@allpointsbroadband.com

- Frequent communication between APB, Dominion, & NNEC for make-ready
    - Completing 400-800 pole attachment NTPs / week for Northern Neck region

- Nearing completions of Preconstruction Milestone for Phase II
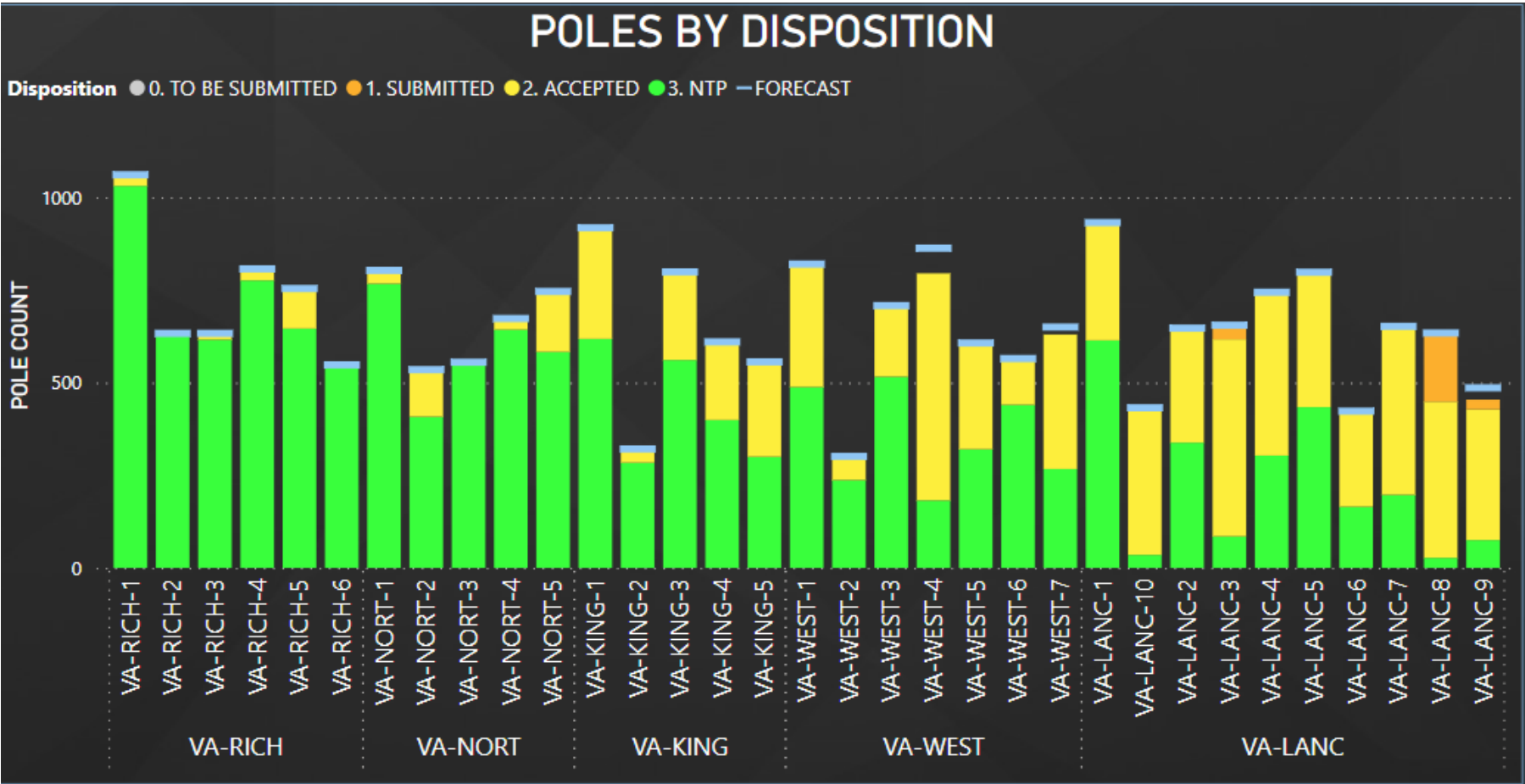   - Billing for Phase I will pause until substantial completion achieved in county

Network Cabinet Installation

- Located within VDOT right of way on pole or pad mounted on private easement

- Most are passive cabinets without power requirement
  - Powered cabinets typically located near "middle mile"

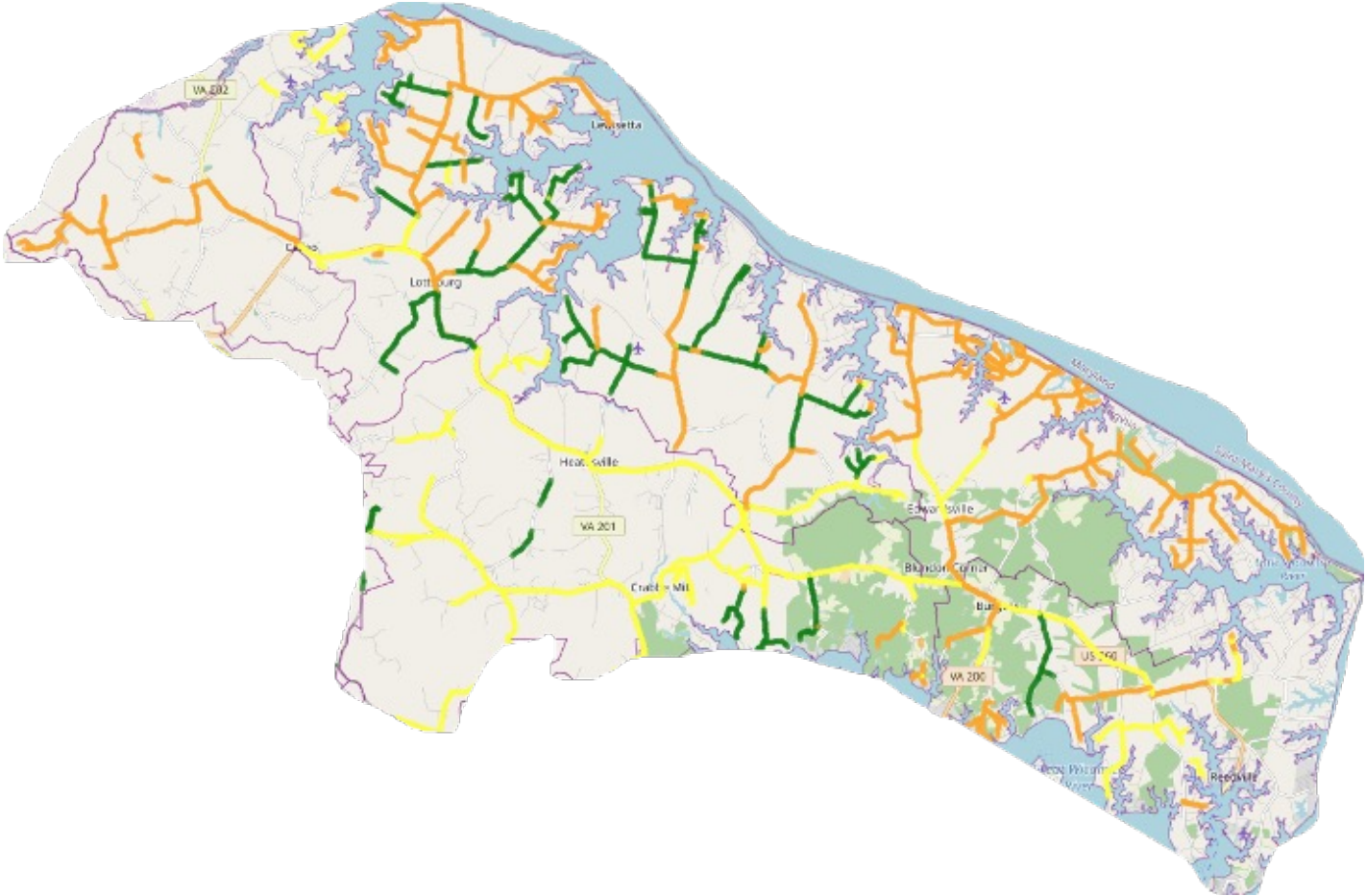- Good location for supervisor site visit in all counties

Pole Attachment Application & MRC Status

- Typical period between "accepted" and "NTP" is approximately 120 days
  - Outliers beyond 120 days due to unforeseen circumstances disrupt the Release to Construction cadence (ie, incomplete RTC until the full bar is green)
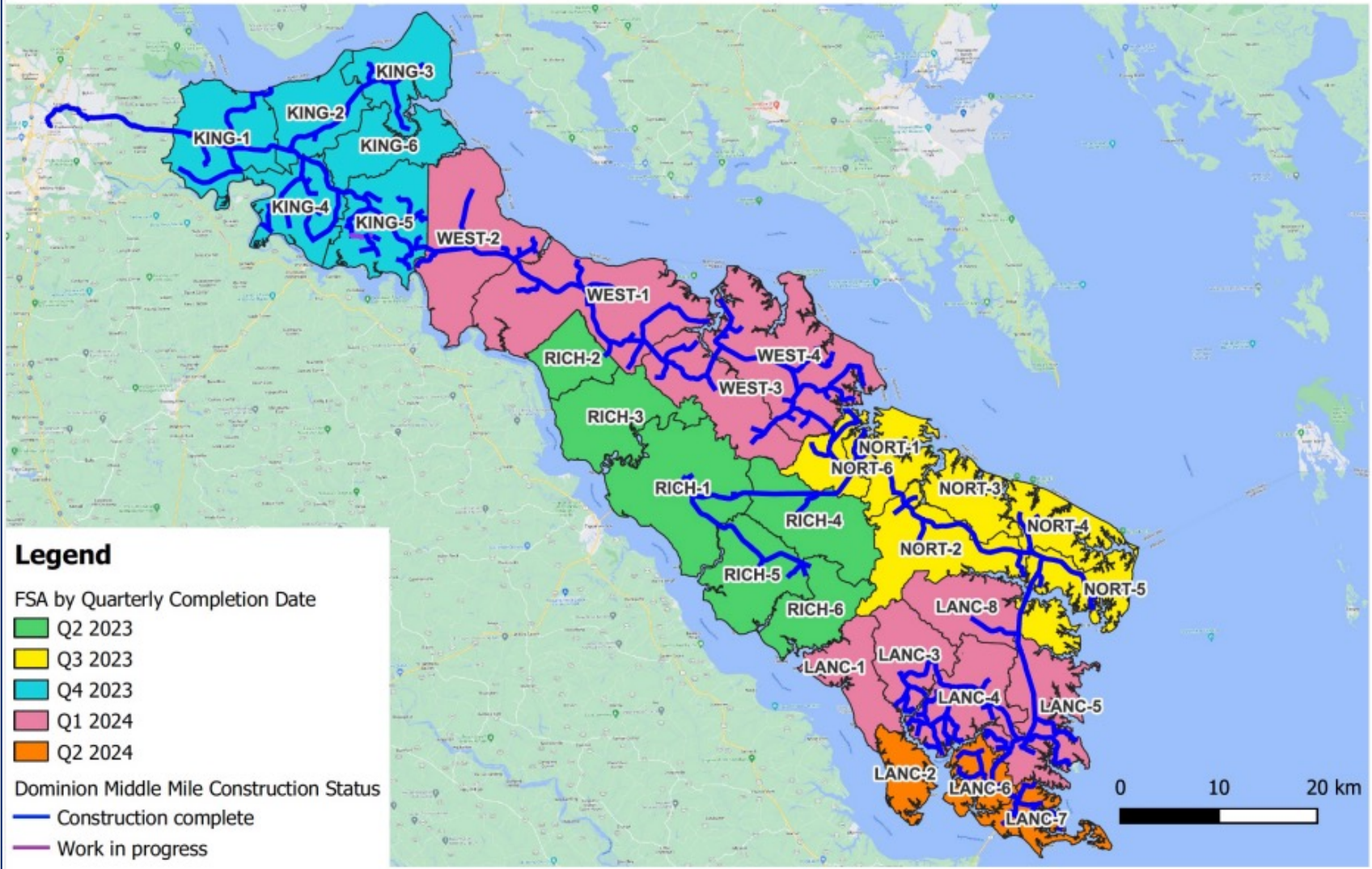

POLES BY DISPOSITION

Disposition ● 0. TO BE SUBMITTED ● 1. SUBMITTED ● 2. ACCEPTED ● 3. NTP — FORECAST

Example Release to Construction Map – Northern Northumberland

- **Approximately 130 miles released to construction**

Regional Fiber Construction Completion Schedule

NNPDC - Fiber Construction Schedule and Status

Legend

FSA by Quarterly Completion Date
- Q2 2023
- Q3 2023
- Q4 2023
- Q1 2024
- Q2 2024

Dominion Middle Mile Construction Status
- Construction complete
- Work in progress

Remaining Timeline of Last-Mile Construction

- June 2023: Substantial completion of Richmond County network

- July 2023: Network Lighting Event - Northumberland

- September 2023: Substantial completion of northern Northumberland network

- October 2023: Network Lighting Event - King George

- December 2023: Network Lighting Event – Westmoreland
    - Substantial Completion of Phase I & II King George network

- March 2024: Substantial Completion of Westmoreland network
    - Network Lighting Event - Lancaster

- May 2024: Substantial Completion of Lancaster network and remainder of Northumberland network

- *APB anticipates 8-month and 3-month extensions for portions of Phases I & II, respectively*
    - *No additional cost to counties or DHCD; Routine process for VATI grant*

Service Levels and Affordability

- $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 (CEP)
  - Affordableconnectivity.gov

- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount
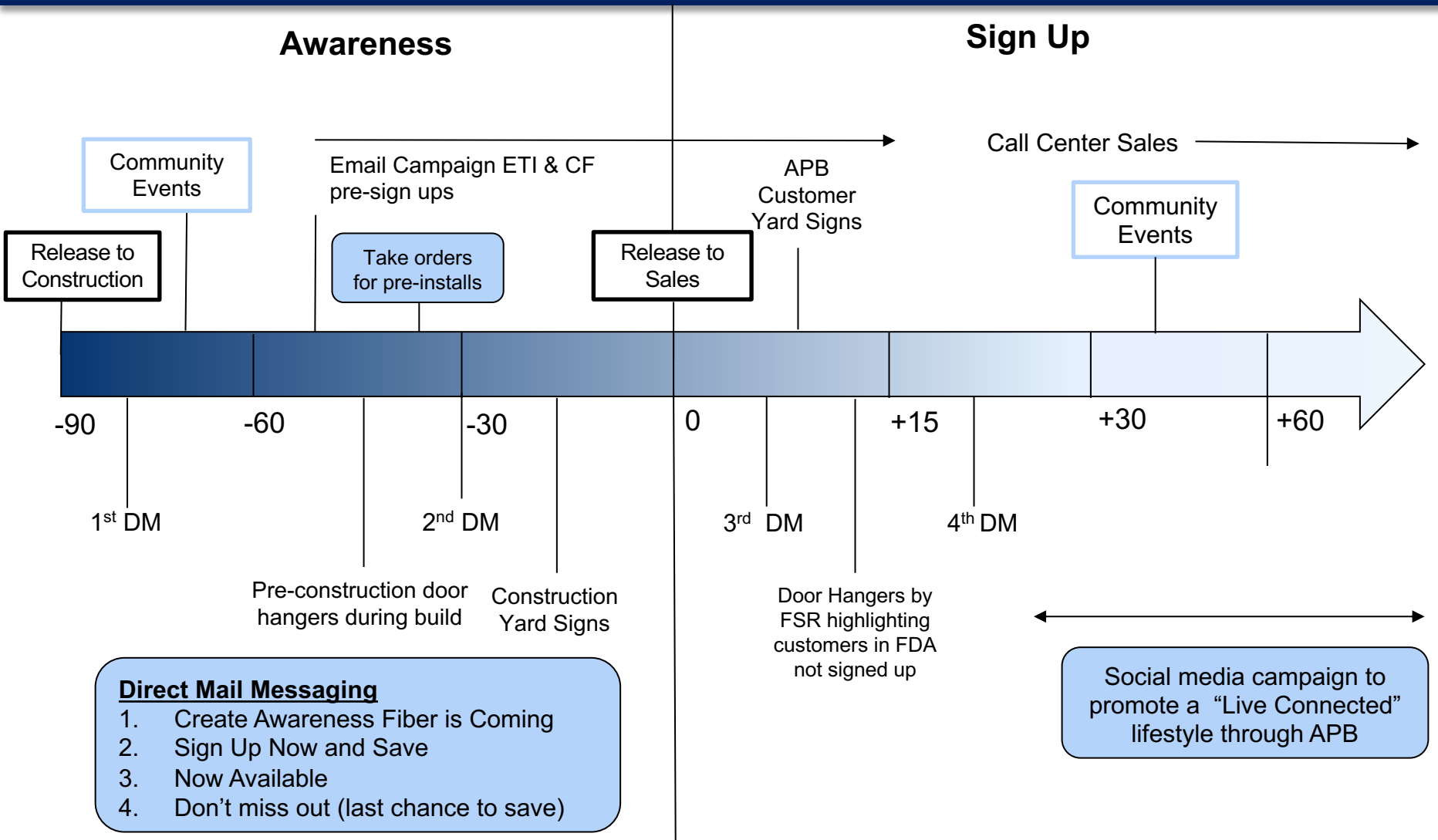 - Managed by a 3rd-party but hosted on All Points website customer portal

- Residential Service Levels:

Service Tier	ACP Pricing	Undiscounted Pricing
50x50 Mbps	$29.99	$59.99
100x100	$59.99	$89.99
1000x1000	$99.99	$119.99

- Customer contribution fee for Standard Installation
  - $99 within 500 feet, $0/ft between 500-1,000 feet, $2/ft beyond 1,000 feet
  - In-home portion scheduled at customer's convenience

APB Go To Market Approach

Awareness

Sign Up

Call Center Sales

Community Events

Email Campaign ETI & CF pre-sign ups

APB Customer Yard Signs

Community Events

Release to Construction

Take orders for pre-installs

Release to Sales

-90   -60   -30   0   +15   +30   +60

1st DM   2nd DM   3rd DM   4th DM

Pre-construction door hangers during build

Construction Yard Signs

Door Hangers by FSR highlighting customers in FDA not signed up

Direct Mail Messaging
1. Create Awareness Fiber is Coming
2. Sign Up Now and Save
3. Now Available
4. Don't miss out (last chance to save)

Social media campaign to promote a "Live Connected" lifestyle through APB

Customer Sign Up

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

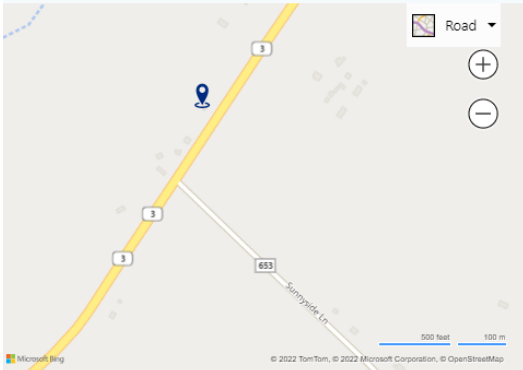# Customer Sign Up

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 pay and schedule service time frames.

Customer Sign Up

Check Availability at Your Address

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

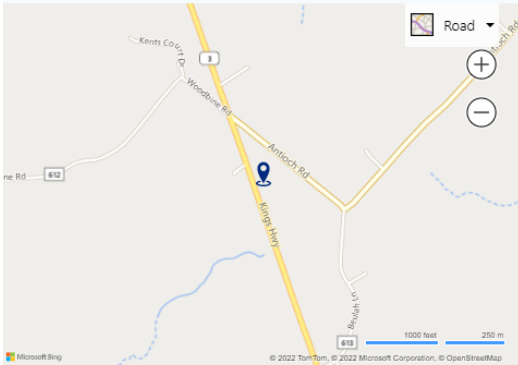Enter your address, including city, state and zip:

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

Check address

(i) 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
Enter First Name | Enter Last Name

Phone Number | Email
Enter Phone Number | Enter Email

Company (optional)
Enter Company

Comments (optional)

Street Address 1 | City
24465 Kings Hwy | Warsaw

Street Address 2 (optional) | State
Enter Address | VA

Street Address 3 (optional) | Zip code
Enter Address | 22572-4310

Send

We are on our way:
Service is currently unavailable today at this address. However, the customer should register the location so APB will alert them the moment they are able to receive services.

Thank You