



All Points Broadband Clarke County Update

February 21, 2023

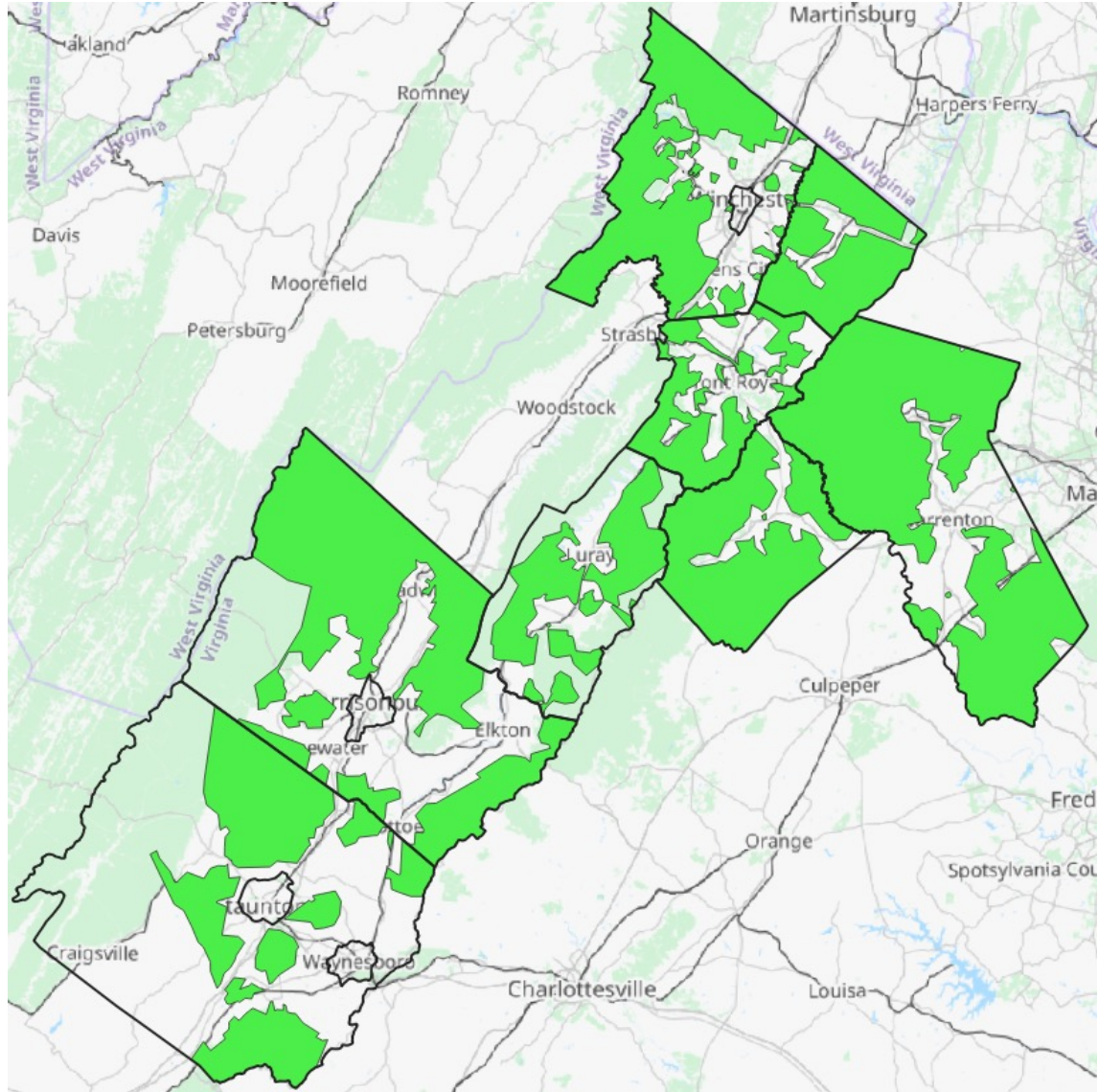
NSVRC Initiative Timeline

- Q2 2021: Regional initiative formed with NSVRC, 8 counties, APB, Dominion Energy, SVEC, and REC to achieve universal broadband. APB begins network feasibility and grant application process
- 9/2021: NSVRC and APB submit application for VATI broadband funding
- 12/2021: Announcement of provisional VATI grant of \$95.3M – **Largest broadband grant award in Virginia History**
- Q1/Q2 2022: APB begins procuring long-lead time materials and secures capacity for required fiber and electronics
- 7/2022: State issues final VATI grant award and 36-month project period commences

VATI Project Overview

Partners:

- Augusta, Clarke, Fauquier, Frederick, Page, Rappahannock, Rockingham, Warren
- NSVRC
- All Points Broadband
- Dominion Energy
- Shenandoah Valley Electric Cooperative
- Rappahannock Electric Cooperative
- ~3,100 miles of fiber infrastructure
- Connecting 41,690 currently unserved locations

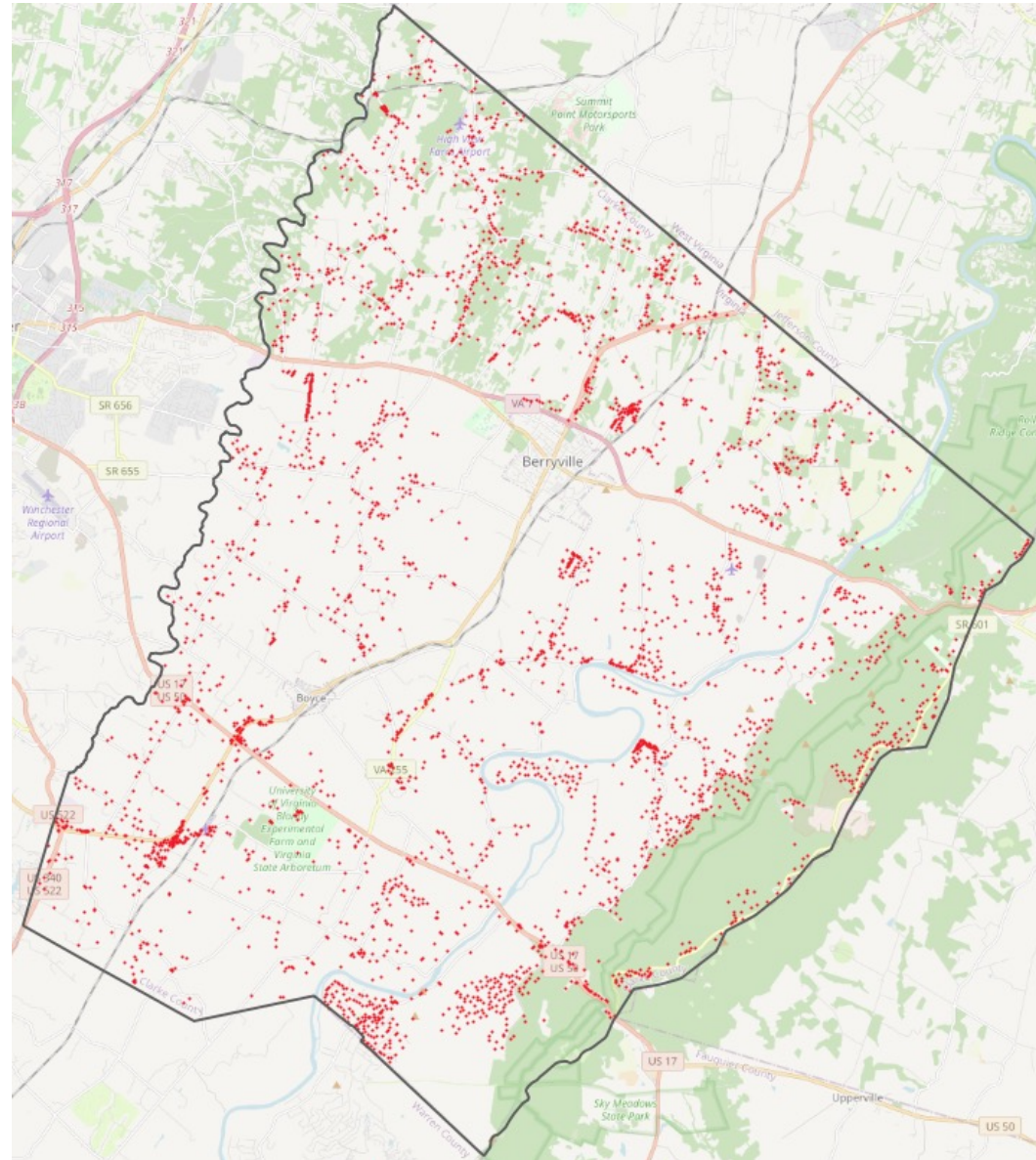


How the Project Area Was Determined

- APB worked extensively with counties to identify as many eligible locations as possible
 - APB conducted extensive field inspections
 - Counties shared information regarding known coverage gaps
 - County-promoted surveys and advertised crowd sourcing
- Thank you for helping identify eligible locations and throughout the VATI challenge rebuttal process
- Reminders:
 - Any process involving humans is imperfect
 - Incumbent providers do not share the gaps in their networks
 - APB has committed to be your partner for universal service
 - APB has created a mapping tool for project leads to document potentially unserved locations

Clarke Overview

- Partners:
 - Clarke County
 - NSVRC
 - All Points Broadband
 - Dominion Energy
 - Rappahannock Electric Cooperative
 - Shenandoah Valley Electric Cooperative
- ~270 miles of fiber infrastructure
- Connecting 3,278 currently unserved locations



NSVRC Initiative Timeline (anticipated)

- Q1/2023: Low-level design underway and on schedule; Make ready fielding and engineering imminent
- Q2/2023: Make ready construction begins
- Q4/2023-Q1/2024: Last-mile construction underway
- Q1/2024-Q2/2024: Commencement of customer installations in completed FSAs
- Q3/2025: Substantial completion of last-mile network

Last Mile Construction

- Key dependencies for last-mile deployment:
 - 1) Middle mile capacity in place
 - 2) Utility pole “make ready” complete for fiber attachment
 - 3) Significant queue of constructable miles
- Electric utility partners executing **unprecedented** make-ready campaign
- Regional office and warehouse facility selected in Harrisonburg
 - Other site selection activities are underway (offices throughout regional area, materials handling, cabinets, etc.)

Construction Sequencing

- Project divided into discrete fiber distribution areas (FDAs)
- FDA construction sequencing based on optimal timeline:
 - More constructable routes will be advanced in queue to create steady and reliable construction cadence throughout project
 - Customers will be notified **~90 days** in advance of serviceability within each FDA
 - Quiet before the storm...Aggressive marketing as FDAs are lit



Make Ready / LLD

Network Construction

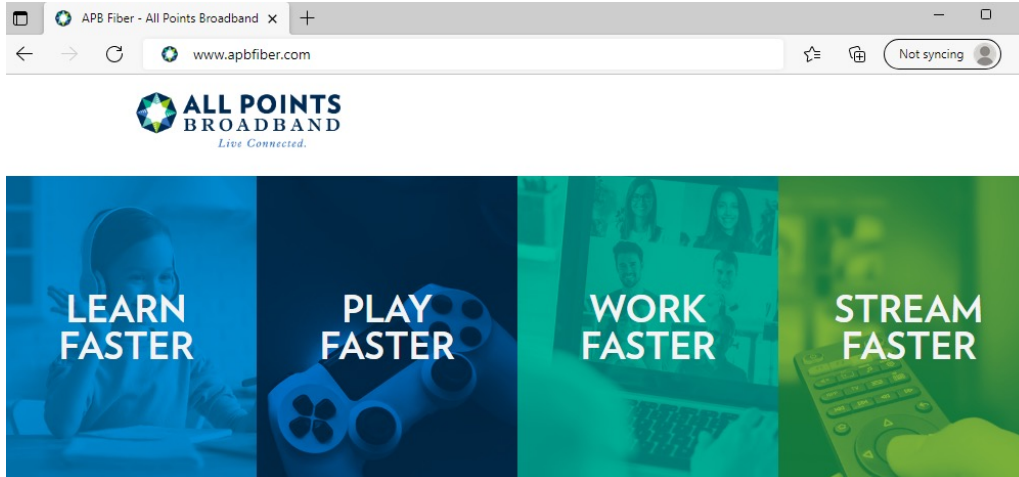
Installations and Ongoing Operations

Reporting and Communication

- APB will provide monthly reporting against three categories of milestones:
 - 1) Miles released from LLD
 - 2) Miles constructed
 - 3) Serviceable units passed
- State and County funds are released to APB only when work is complete and based on milestones achieved
- Counties, APB, NSVRC, and electric utility partners (when applicable) will hold quarterly project coordination meetings
- APB and NSVRC will update county boards and hold public events marking project milestones

Customer Sign Up: APBFIBER.COM

APBFIBER.COM



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Loved by
customers
4.4

Getting Started is Easy:

1. Visit 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)

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](#)

- Send resident inquiries of service to APBfiber.com
- Residents can pre-register for service and sign up for project updates
- Customers will be notified of service availability on a rolling basis **~90 days in advance**

Customer Sign Up

INSIDE THE PROJECT AREA


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:

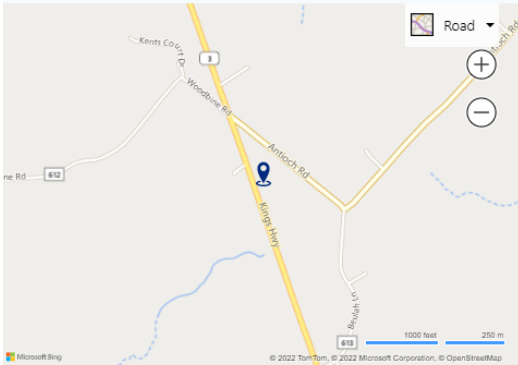
24465 Kings Hwy, Warsaw, VA 22572-4310, United States

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.**

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 receiving free or reduced school lunch, SNAP, Medicaid, more
- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount

Service Tier	ACP Pricing	Undiscounted Pricing
• 50x50 Mbps	\$29.99	\$59.99
• 100x100	\$49.99	\$79.99
• 500x500	\$69.99	\$99.99
• 1000x1000	\$79.99	\$109.99

- Standard Installation fee \$199 for first 12 months - **regardless of length**
- After first 12 months, Standard Installation is within 500ft of nearest terminal
- Beyond 500ft, locations will have transparent and fair per foot charge

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:
 - Supply chain
 - Labor availability
 - Manage expectations



Thank You