

# Application to DHCD Submitted through CAMS

Northern Shenandoah Valley Regional Commission  
NSVRC (Page County) VATI FY24

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**Application ID:** 107412132023090230  
**Application Status:** Pending  
**Program Name:** Virginia Telecommunication Initiative 2024  
**Organization Name:** Northern Shenandoah Valley Regional Commission  
**Organization Address:** 400E Kendrick Lane  
Front Royal, VA 22630-2910  
**Profile Manager Name:** Brandon Davis  
**Profile Manager Phone:** (540) 636-8800  
**Profile Manager Email:** bdavis@nsvregion.org

**Project Name:** NSVRC (Page County) VATI FY24  
**Project Contact Name:** Brandon Davis  
**Project Contact Phone:** (540) 636-8800  
**Project Contact Email:** bdavis@nsvregion.org  
**Project Location:** 400 KENDRICK LN STE E  
FRONT ROYAL, VA 22630-2910  
**Project Service Area:** Page County

**Total Requested Amount:** \$4,295,859.50  
**Required Annual Audit Status:** Pending Review

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$4,295,859.50</b>	<b>\$1,988,800.00</b>	<b>\$6,284,659.50</b>
Construction	\$3,357,074.02	\$1,554,182.30	\$4,911,256.32
Construction Related Soft Costs	\$938,785.48	\$434,617.70	\$1,373,403.18
<b>Total:</b>	<b>\$4,295,859.50</b>	<b>\$1,988,800.00</b>	<b>\$6,284,659.50</b>

Budget Narrative:

## Questions and Responses:

### 1. Project Description and Need

Describe why and how the project area(s) was selected. Describe the proposed geographic area including specific boundaries of the project area (e.g. street names, local and regional boundaries, etc.). Attach a copy of the map of your project area(s). Label map: Attachment 1 – Project Area Map.

**Answer:**

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This application for the NSVRC 2024 Accelerated Fiber Deployment Initiative (“Initiative”) is submitted by the Northern Shenandoah Valley Regional Commission (“NSVRC” or “Commission”) and All Points Broadband (“APB” or “All Points”), as applicant and co-applicant, respectively. The project area includes unserved areas in Page County.

In June 2021, eight of the Participating Counties within the NSVRC region entered into a Memorandum of Understanding (Attachment 8) with All Points, Dominion Energy Virginia (“Dominion”), and Shenandoah Valley Electric Cooperative (“SVEC”) to develop and implement a strategy to achieve universal, fiber-to-the-home (“FTTH”) broadband for all remaining unserved areas in each Participating County.

This effort culminated in the NSVRC receiving a 2022 VATI broadband grant that the NSVRC and County believed constituted universal broadband internet coverage. However, over the past two years, based on citizen input, better unserved mapping resources, and a modification of the broadband bandwidth definition, Page County and the NSVRC has identified several unserved areas that were missed in the original survey or not eligible for the VATI program at the time of the application. These areas are the focus of this VATI broadband grant application as a supplement to the FY22 VATI award in Page County.

To validate the proposed project area, APB consulted with the FCC National Broadband Map, which confirmed the reported, unserved status of these locations. Much of the project area was previously field surveyed by APB teams in preparation for the FY22 NSVRC VATI project. Specifically, APB personnel visited all of the areas proposed to be served by the project to verify that each such area is not currently served by wireline technology (cable or fiber) that is capable of providing 100 Mbps/20 Mbps service.

The attached map and shape files demonstrate the specific boundaries of the proposed project area. The project area is located in northwest Page County, communities within the project area include portions of Springfield, Big Spring, Oak Hill, Rileyville and Compton.

The project will extend Fiber-to-the-Home (FTTH) infrastructure so that broadband service will be made available to 880 discrete locations in Page County. Based on APB’s extensive field inspections, comparisons to County data, and the online survey results, the County and All Points agree that the proposed project area will provide broadband access to all RDOF locations within the County, which have not observed any construction activity since the RDOF awards were announced. The adjacent unserved locations were also included in the proposed project area. The remaining unserved locations in the County planned to be connected via the Broadband Equity, Access and Deployment (BEAD) program.

A map of the project area is attached as Attachment 1.

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2. List existing providers in the proposed project area and the speeds offered. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

**Answer:**

There are two wireline broadband providers serving various portions of each Page County. They are Comcast and Brightspeed. The only consistent speeds that provide consistent service at 100 Mbps / 20 Mbps is Comcast.

All Points has visited each area proposed to be served by the project to visually verify that wireline broadband does not exist at the locations in these areas. This regional project has been widely publicized and discussed at multiple public meetings in each participating County.

There is no licensed fixed wireless provider offering service in the proposed project area.

3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, Community Connect, and Rural Digital Opportunity Funds (RDOF). If there have been federal funds awarded near the project area(s), provide a map showing these areas, verifying the proposed project area does not conflict with these areas. Label Map: Attachment 2 – Documentation on Federal Funding Area.

**Answer:**

The Maps attached in Attachment 2 demonstrate the areas within the County where various providers have received federal funding through the CAF, ACAM, RDOF and other federal programs. Brightspeed is the RDOF awardee within the project area. However, there is no observed construction activity since the RDOF awards were announced.

4. Overlap: To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds below 100/20 Mbps and with less than 25% service overlap within the project area for wireless projects and 20% for wireline projects. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria.

**Answer:**

As noted above, APB conducted extensive desktop analysis, in consultation with both the Virginia broadband map and the National Broadband Map, to ensure all project locations are unserved. Many of these locations were also field surveyed in preparation for the FY22 VATI application and determined to be unserved by cable or fiber broadband. The areas where APB completed its desktop and field surveys were mapped to determine the project area and compared to data available and supplied by the County.

5. The map of currently served areas in the County is included as Attachment 3.

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**Total Passings:** Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 25 Megabits per second download and 3 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form.

- a. Of the total number of VATI passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- b. If applicable, of the total number of RDOF passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area.
- c. If applicable, provide the number of passings that will require special construction costs, defined as a one-time fee above normal service connection fees required to provide broadband access to a premise . Describe the methodology used for these projections.
- d. If applicable, provide the number of passings included in the application that will receive broadband access because special construction costs have been budgeted in the VATI application. Describe the methodology used for determining which passings with special construction costs were budgeted in the application.
- e. Provide the number of passings in the project area that have 25/3 Mbps or less. Describe the methodology used for these projections. (up to 15 points)

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a. To determine the number of residential, business, non-residential and community anchor institutions in the proposed project area, each of the 880 locations in the proposed project area were cross-referenced with the database available through the Virginia Geographic Information Network's Virginia Address Points map service and the County's business databases. The resulting data set was then validated against US Postal Service databases using a third-party validation service, to determine the number of passings by type. All project passings were then cross-referenced with the Broadband Data Collection (BDC) program to ensure accuracy. This process resulted in 704 passings categorized as residential, 54 passings categorized as commercial, 121 non-residential, and 1 passing categorized as community anchor.

Community Anchor:

- Springfield Elementary School

b. There are 491 RDOF locations in Block ID 511390302001 included in the proposed project area application.

c. None of the passings included in the proposed project area will require special construction costs. For the first twelve months after service is available at any location within the proposed project, All Points' standard installation fee of \$199.00 will include any length of service drop required to make service available to that location. Therefore, as All Points has confirmed with DHCD during the technical assistance process prior to submission of this application, all of the passings within the proposed service area will be considered serviceable units.

d. As noted above, for the first twelve months after service is available at any location within the proposed project, All Points' standard installation fee of \$199.00 will include any length of service drop required to make service available to that location. All Points' detailed design for the project calculated the projected service drop length for all locations in the proposed project area and the average drop length used to determine the project budget is based on the weighted average drop length indicated by the project design.

e. According to the BDC, 836 locations have access to 25 Mbps/ 3 Mbps or less.

6. Describe if any blocks awarded in Rural Digital Opportunity Fund (RDOF) are included in the VATI application area. If RDOF areas are included in the VATI application, provide a map of these areas and include information on number of passings in RDOF awarded areas within the VATI application area, and Census Block Group ID number for each block group in the project area. Label Attachment: Attachment 5 – RDOF Awarded Areas Form in VATI Area

**Answer:**

There are 491 RDOF locations in Block ID 511390302001 included in the proposed project area application. A map of the awarded locations is located in Attachment 2.

7. **For wireless projects only:** Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

**Answer:**

Not applicable as this is a FTTH project.

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Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. Provide information on how capacity for scalability, or expansion, of how the network can adapt to future needs. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 6 – Propagation Map Wireless Project.

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The project is a new FTTH deployment based on XGS-PON standards. The network includes 66 miles of fiber that will be built by All Points Broadband. At completion, the network will include two upstream connection points to All Points' network core in the data center cluster in Ashburn, Virginia and path-diverse connections to All Point' redundant network core in the Cermak data center in Chicago, Illinois.

The network will utilize a 32.1 ratio XGS-PON network, capable of delivering 10 gigabit, symmetric service to each location and capacity to accommodate future demands of network subscribers over the life of the infrastructure. All new fiber distribution infrastructure will be sourced from AFL Communications (AFL) as the principal cable manufacturer. The project will future-proof the network with cables of various strand counts, generally ranging from 24 to 288 strands, depending on the specific network segment. As indicated in the letter included in Attachment 13, AFL, APB's primary supplier of fiber optic cables, connectors, terminals, and related hardware has allocated committed manufacturing capacity to support APB's materials requirements and specific schedule for this project. During times of supply chain uncertainty, having US-based manufacturing capacity sets this project apart from others in the region.

Approximately 75% of the fiber distribution routes will be aerial and 25% of fiber distribution routes will be underground. The network will include 1 fiber feeder hub, 44 fiber distribution hubs. Service drops will be made to one of approximately 217 fiber distribution terminals. Fiber distribution terminals will be AFL Titan Ready-to-Deploy Multiport Terminals in multiple sizes depending on location and network requirements. Service drops will be made using AFL Trident hardened drop cables. Terminals, hubs, and related components will be sourced by Anixter Wesco as described in Attachment 13.

All customer premises equipment, including optical network terminals and Wi-Fi internet access gateways will be from the industry-leading Calix ecosystem. All network optronics will use the XGS-PON (ITU G.9807.1) architecture, which is capable of delivering 10 gigabit, symmetric service to all end users. As indicated in the letter included in Attachment 13, Calix has allocated manufacturing capacity to support the project bill of materials.

The network has been designed to be scalable and expandable to meet future needs as new locations are built within the project area and as ed user demands require higher bandwidth connections. For example, throughout all distribution routes, a minimum of 24 fiber strands will be reserved to accommodate future needs and in some routes this county will reach 288 strands. This will ensure sufficient distribution capacity so that no additional fiber routes would need to be constructed to offer service to any new locations built in the proposed project area after project completion and throughout the life of the infrastructure.

Bills of materials derived from the high-level process have been reviewed and verified by various third-party partners as described in Attachment 13.



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9. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 100/20 Mbps. (up to 10 points)

**Answer:**

The last-mile FTTH network will offer four speed tiers that are fully symmetrical: 50/50 Mbps, 100/100 Mbps, 500/500 Mbps, and 1/1 Gbps, with no data caps. The intended monthly pricing for these plans is \$59.99, \$79.99, \$99.99, and \$119.99, respectively, with a flat \$5 service fee to cover applicable taxes and FCC fees.

Customers will also have the ability to subscribe to VOIP phone service with multiple calling features and local and continental US long distance calls included for an additional \$14.99 per month.

Because the project is a FTTH network, the only locations sharing of bandwidth may occur are at a fiber concentration cabinet or at the network core. All Points has planned more than adequate capacity to consistently deliver advertised speeds to all customers.

All service levels are eligible for ACP savings, and APB will harmonize its service level offering with those required for BEAD eligibility across Virginia upon final approval of Virginia's BEAD proposal and APB's participation in that program.

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10. Explain how the proposed project achieves universal broadband coverage for the locality or fits into a larger plan to achieve universal broadband coverage for the locality. If applicable, explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage. (up to 50 points)

**Answer:**

In June 2021, eight of the Participating Counties within the NSVRC region entered into a Memorandum of Understanding (Attachment 8) with All Points, Dominion and the SVEC to develop and implement a strategy to achieve universal, fiber-to-the-home (“FTTH”) broadband for all remaining unserved areas in each Participating County. The NSVRC, including Page County, and APB performed extensive field inspections, franchisee network review, and provider and community outreach to ensure that all remaining unserved locations within the NSVRC region were included in the proposed 2022 VATI project area.

NSVRC and APB were awarded a 2022 VATI grant to provide universal broadband internet coverage to over 41,000 locations in the region, 3,805 of which were located in Page County. Due to inadequate broadband availability mapping resources and lacking cooperation from existing internet service providers, some unserved areas were missed in the initial surveys. Improvements in broadband mapping and an increase of the broadband definition also allowed for additional, previous VATI ineligible locations to be included.

Over the past two years, the NSVRC and the County have worked with the community through outreach efforts to identify smaller unserved areas. Additionally, as mentioned, improvements to the Virginia broadband map in consultation with the FCC National Broadband map confirmed the reported, unserved states of the project area, dating back to the FY22 project. APB field teams have visited and visually inspected all areas within the County where broadband internet is not currently available by wireline technology (cable or fiber) that can provide 100 Mbps/ 20 Mbps.

Most recently, the County and APB have reviewed the latest broadband availability mapping resources published by the State as part of the Broadband Equity, Access, and Deployment (BEAD) initiative and broadband grant application is consistent with the data published under that program. Page County remaining unserved locations outside of the FY24 VATI application will be addressed in the BEAD program. This project serves as a supplement to FY22 VATI awards and fills the gaps of unserved or underserved residences, business and CAIs.

11. **Project Readiness**

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants are encouraged to extensively discuss, where applicable, easements relating to railroad crossings, federally-owned lands and parks, partnerships with the Virginia Department of Transportation, and mobile home parks. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 7 – Timeline/Project Management Plan; Attachment 8 – MOU/MOA between Applicant/Co-Applicant; (up to 10 points)

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This project represents an extension of the existing VATI broadband project. As can be seen in the project area map, a portion of the unserved homes and businesses that are included in this effort are in close proximity to unserved homes and businesses in the FY22 VATI grant project. As such, a portion of earlier VATI broadband project's planning and engineering design can be incorporated into this project. Additional areas outside the FY22 scope can be incorporated easily due to APB's ongoing work in the County. In addition, the backbone fiber being implemented as part of the 2022 VATI grant project will be used as the backbone for these additional passings.

In June 2021, after a competitive selection process the NSVRC selected APB in partnership with its electric utility middle-mile partners, Dominion and SVEC and entered into a Memorandum of Understanding (MOU) (see attachment 8). The MOU with APB as its ISP partner employed APB to develop an engineering plan and implementation timeline to achieve universal broadband access in the NSVRC region, and to provide assistance to obtaining required VATI and other grant funding to deploy the related network to areas of the region that were unserved by broadband or unacted upon by RDOF awardees. The NSVRC subsequently was awarded a 2022 VATI broadband grant. From June of 2021 to the date of this application, APB and a team of Senior NSVRC and County personnel have held routine coordination meetings on the proposed project. For the NSVRC project, APB has conducted fielding on over 20,000 utility poles and has begun submitting thousands pole attachment requests to the NSVRC region's electric utilities.

As indicated in the letter included in Attachment 13, AFL Telecommunications, APB's cable manufacturer, has allocated committed manufacturing capacity to support APB's requirements and specific schedule for this project. AFL is a leading global manufacturer of fiber optic cables, connectors, terminals, and related hardware. By involving AFL in the design and fiber technology evaluation from the beginning, APB has ensured that the project will benefit from APB's strategic partnership with AFL, including firm pricing and dedicated manufacturing capacity. Further details from bills of materials and cost estimates are provided in Attachment 13.

Once construction has commenced, All Points will be able to rapidly deliver service to customers who have pre-registered their locations for service. The same survey that All Points and the County made available for property owners to confirm whether their location was unserved by broadband also provided the option for owners of locations within the proposed project area to subscribe for updates regarding the project and to request to be contacted in advance of service availability at their location.

The NSVRC will serve as fiscal agent and administer VATI funds for the project. In accordance with the terms of the MOU that is already in place, upon receipt of a VATI award the NSVRC and All Points will enter into a revised agreements reflecting the terms of this application.

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12. Has the applicant or co-applicant received any VATI grants? If so, provide a list of these grants, with a detailed summary of the status of each.

**Answer:**

The NSVRC and APB received a 2022 VATI grant which included Page County. That project is underway and in the process of make ready pre-construction and construction activities. Pending make-ready cadence, fiber construction for the NSVRC project will begin in Q2 2024 with customer connections in Q3 2024.

In addition to the NSVRC grant, All Points was awarded in 8 additional counties, Hanover, Middlesex, King William, Culpeper, Loudoun and King George, Lancaster and Northumberland Counties as part of APB's Northern Neck Initiative. All FY22 awards are nearing the completion of the pre-construction and are at different stages of the make-ready process.

All Points also received a VATI grant in the 2021 application cycle for another project that has largely achieved universal, FTTH access within a project area in five counties on Virginia's Northern Neck. Construction of fiber distribution routes is underway in all counties and thousands of locations have access to service.

APB was awarded two additional counties (Henrico and Chesterfield) for the 2023 VATI grant award. These projects are currently in the engineering and early make-ready process. Construction is scheduled to commence in Q4 2024.

Per VATI guidelines, monthly project reports are uploaded to DHCD.

13. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note that a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. If applicants and co-applicants are seeking to include prior expended funds as matching funds, Attachment 11 must be completed. Label Attachments: Attachment 9 - Funding Sources Table; Attachment 10 – Documentation of Match Funding; Attachment 11 - Prior Expended Match Form

**Answer:**

As shown in Attachment 9, the total cost of the proposed project is \$6.3 million and this application is requesting VATI funds in the amount of \$4.3 million representing 68.4% of the total project cost. All Points will be responsible for providing \$2.0 million, representing 31.6% of the total project cost.

All Points's lead equity sponsor, Searchlight Capital Partners, has committed all required financing to complete the project, as demonstrated in the letter included in Attachment 10.

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14. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project. (up to 10 points)

**Answer:**

Page County through the NSVRC application previously invested \$7.8 million for the 2022 VATI grant. Collectively, the participating counties in the NSVRC region committed to \$62.5 million in the FY22 VATI grant. APB committed over \$113 million toward that same project. Both the County and APB have dedicated numerous staff hours to both the original project and this 2024 VATI grant application. This includes project management, coordination meetings, high- and low-level design and engineering, equipment infrastructure management, creation and management of a dedicated website, public outreach, quarterly public updates to the NSVRC, and following financial audit controls.

All Points has dedicated a full-time sales manager who will oversee all marketing and adoption activities within the County and APB has allocated a large marketing budget for the project, which is not included in the project budget set forth in this application. The County has sent numerous outreach messages to citizens and businesses in the County promoting the new service, which has resulted in higher than normal pre-registrations.

SVEC has participated in the planning process, particularly around make-ready, at no cost to the project.

APB has acquired multiple dedicated offices and warehouse space in the NSVRC region, which serves as the supply inventory and lay-down yard for the project construction. The Page project will be serviced out of the Front Royal office and warehouse space.

Support from the NSVRC, County and SVEC will continue through final design and construction. The relevant County supervisors will participate in joint marketing events and public meetings to market the project and encourage adoption by their residents.

The project will leverage APB's existing network core and related data-center infrastructure, as well as All Points's customer service, support, and billing functions.

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Communications Plan: Describe efforts to keep the public informed of project progress and the broadband adoption plan.

- a. Explain how you plan on communicating the project status to stakeholders, including but not limited to County leadership, project areas residents, etc. (Up to 10 points)
- b. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate. (up to 10 points)
- c. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

## Answer:

b. APB currently provides updates to the NSVRC on a quarterly basis. During the NSVRC updates, APB provides an overview of the project, projected timeline, project status, a review of remaining unserved locations in the region and a reminder to the Commission to inform residents to pre-register for service on APB's website. Updates for the FY24 application will be included in the quarterly update. Page County's website ([www.pagecounty.virginia.gov](http://www.pagecounty.virginia.gov)) provides updates on their News Flash page where the County encourages citizens to visit the APB website and pre-register for project updates and notifications.

All Points will provide the County with a written report each month of the project timeline, detailing All Points' progress against established project milestones. This report will include a breakdown of progress against project milestones consistent with the DHCD-required report format. The County and All Points will also hold a quarterly coordination meeting during which All Points will present a report on progress against established project milestones in the previous quarter, and an update on project activities anticipated in the next quarter. Quarterly coordination will include the county's project lead as well as representatives from All Points.

The County, All Points will hold at least two public events in Page, which will be coordinated with the County. The first event will be a public webinar, in which All Points and the County will provide an overview of the awarded network, the project map, the service levels, and the project timeline. Page residents will be able to participate in the webinar and ask questions regarding the project.

The subsequent public events will be chosen from several options, selected by the County as most appropriate for their community and stakeholders, to be an in-person event marking the project's progress. These events could include:

- 1) Commencement of Construction / Groundbreaking

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- 2) Lighting of First Fiber Distribution Area / Initial Customer Access
- 3) Construction Progress or Completion of Utility Middle-Mile Fiber
- 4) Construction Progress or Completion of Distribution Network
- 5) Other County Selected Events

In addition to events open to the general public, All Points will invite local media for project tours / construction ride-outs during construction. All Points will also provide a project update before the Page Board of Supervisors on a semi-annual basis, on a timeframe coordinated with the County's project lead.

A sample of the communications plan is attached for reference. In addition to large-scale events and webinars, All Points will fund several channels of communications to project area residents, including social media ads, yards, signs, door hangers, mail flyers, and small-scale community events as described below. Throughout these communications, it will be critical to encourage eligible households to pre-register for the Affordable Connectivity Program.

Finally, All Points plans to participate in County-led digital literacy, adoption, and equity events held by community organizations.

B. See Attachment 18

C. See Attachment 18

- 16. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co applicant's history and experience with managing grants and constructing broadband communication facilities.

**Answer:**

The following table depicts key members of the project team from the NSVRC and All Points:

Key Individuals

Key Individual

Roles and Responsibilities

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## Previous Experience

*Jimmy Carr*

CEO, APB

See Attachment 20

*Tom Whitaker*

COO, APB

See Attachment 20

*Sean Flora*

Director of Fiber Construction, APB

See Attachment 20

*Brandon Ogilvie*

CFO, APB

See Attachment 20

*Tom Innes*

SVP of Public-Private Partnerships, APB

See Attachment 20

*Chuck Hogg*

SVP of FTTH Deployments, APB

See Attachment 20

*Darren Glatt*

Partner and Co-Head of Infrastructure Investing, Searchlight Capital Partners

See Attachment 20

*Ajit Pai*



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Partner, Searchlight Capital Partners

See Attachment 20

*Brandon Davis*

Executive Director, Northern Shenandoah Valley Regional Commission

See Attachment 20

NSVRC is well positioned to serve as the grant administrator for this project. NSVRC has a strong history of complex grant management for multijurisdictional projects and have developed a reputation in our region as the go-to organization to serve as the fiscal agent for collaborative projects. For example, SVEC serves as the fiscal agent and lead support organization for DHCD's GoVirginia Region 8, which extends beyond the boundaries of our service area. GoVirginia's fiscal administration is complex, with nearly a dozen concurrent projects, each of which with multiple local government investors as well as private sector and nonprofit partners. NSVRC is the fiscal agent for a seven-jurisdiction public-private partnership called the Worlds of Work, which connects nearly 3,000 seventh graders each year with employers in the region, hoping to establish a career pathway for tomorrow's workforce to remain in the region. NSVRC is the program manager and fiscal agent for the HOME Consortium, allowing our region to access significant federal funding to promote affordable housing in the region. Without the collaboration fostered by our organization, no singular jurisdiction would be eligible to access these funds. Several years ago, when the jurisdictions' destination marketing organizations within the valley, both within our PDC boundaries and well beyond, came together to establish a regional branding initiative, we were asked to serve as the fiscal agent for the project. Since then, the jurisdictions have established the Shenandoah Valley Tourism Partnership, comprised of jurisdictions from Augusta to Frederick Counties. NSVRC continues to serve as the fiscal agent and grantee on behalf of that organization, accounting for funds from each jurisdiction, and serving as the recipient of several Virginia Tourism Corporation grants over the last few years.

NSVRC is fortunate to have an experienced finance director who has been with the organization for 16 years, during which period the Commission has achieved 16 consecutive years of clean, unqualified audit opinions. In response to the requests NSVRC continues to receive to serve as the fiscal manager for collaborative regional efforts, the Commission recently added a fiscal officer with several years of experience and an accounting degree, who will provide added capacity and further separation of duties for the fiscal management function of NSVRC.

All Points Broadband is a highly successful rural broadband provider that operates last-mile fiber, fixed-wireless, and hybrid-fiber-wireless networks serving locations in Virginia, West Virginia, Maryland, and Kentucky. All Points has grown through acquisitions and organic network expansions and been named to Inc. magazine's list of America's 5000 fastest-growing companies in each of the last four years. All Points has successfully managed numerous rural broadband deployments in partnership with dozens of rural Counties across Virginia and Kentucky.

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The company's senior managers hold leadership positions in the national industry association. All Points CEO is a member of Virginia's Broadband Advisory Council and has testified before the US Senate and Virginia General Assembly on rural broadband deployment strategies.

Searchlight Capital Partners is APB's lead equity sponsor. Searchlight is a private investment firm with over \$16 billion of assets under management with extensive expertise investing in the global telecommunications and media sectors. Over the past several years, Searchlight has invested in excess of \$4 billion in FTTH in the United States, making Searchlight the number one investor in domestic FTTH infrastructure in that period. And as of today, through its investments in All Points, Consolidated Communications and Ziplly Fiber, Searchlight is the fourth largest builder of FTTH passings in America. All Points benefits from the tremendous volume purchasing arrangements for Searchlight's portfolio companies, which ensure availability of required supply and the best available pricing.

Searchlight has deep familiarity with broadband markets and the associated competitive dynamics in the broader United States. Searchlight's leadership, both through their time at Searchlight and at previous investment firms, have also acquired multiple decades of experience investing specifically in fiber-based broadband businesses in the U.S. and globally, which has made it a core competency and strategic focus for the firm.

Additional information regarding the key individuals and project management team can be found in Attachment 20.

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## 17. Project Budget and Cost Appropriateness

Budget: Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. Label Attachments: Attachment 12 – Derivation of Costs; Attachment 13 - Documentation of Supporting Cost Estimates. (up to 10 points)

### Answer:

As set forth in Attachment 12, the total cost of the proposed project is \$6.3 million and this application is requesting VATI funds in the amount of \$4.3 million representing 68.4% of the total project cost. All Points will be responsible for providing \$2.0 million, representing 31.6% of the total project cost.

The Derivation of Costs divides the project into the following categories: Final Design and Engineering, Project & Construction Management, Headed/Central Office, Field Network Equipment, Utility Middle Mile, Aerial Make Ready & Construction, Underground Construction, Fiber Drop Construction, Subscriber Equipment & Installation Labor, Other Capex and Construction Bond.

To develop the project budget, All Points prepared a high-level design for the project and developed an indicative bill of materials based on that design. Bills of materials and labor requirements were verified by appropriate vendors as described elsewhere in this application.

All Points then obtained current pricing for each item on the bill of materials from its primary vendors, AFL, All Points' primary suppliers of fiber optic cables, connectors, terminals, and related hardware, and Calix, All Points' primary supplier of customer premise equipment. Both AFL and Calix have also allocated committed manufacturing capacity to support APB's materials requirements and specific schedule for this project. AFL, Calix, and All Points' primary distributor Anixter Wesco have reviewed the bill of materials for the project and provided the pricing used for all relevant cost categories included in the project budget. Due to the extremely competitive nature of materials procurement, the unit cost of most items has been redacted from the bill of materials. Several of All Points' primary labor contractors have also reviewed the project parameters and have provided pricing that have informed the project budget. As is the case for materials, the rate card of third-party labor services cannot be provided publicly due to the competitive nature of those agreements. Attachment 13 contains letters specifying these points from primary All Points vendors.

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18. The cost benefit index is comprised of state cost per unit passed. Individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following:

- a. Total VATI funding request
  
- b. Number of serviceable units  
(up to 125 points)

**Answer:**

a. Total VATI funding request: \$4,295,859

b. Number of serviceable units: 880

19. **Commonwealth Priorities (Up to 50 points)**

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

a. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.

b. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.

c. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 100/20 mbps, include information regarding the internet service provider's participation in the Affordable Connectivity Program

d. The co-applicant's efforts to mitigate supply chain constraints, including labor shortages and order-to-delivery delays on telecommunications materials required to construct broadband networks.

e. The applicant's and co-applicant's efforts to promote broadband adoption, including, but not limited to: telehealth, smart farming, e-entrepreneurship, and distance learning.

**Answer:**

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A. As noted above, within the project area, there are 54 business passings, 121 non-residential and 1 community anchor passings. Although there are a small number of community anchor institutions within the project area the project area relies on the natural geographic features to promote tourism and economic development. Due to the reliance on high-speed internet for commerce, marketing, emergency management and leisure increased broadband will further enhance interest, economic development and enjoyment within the region.

Community Anchors:

- Springfield Elementary School

B. This project is a partnership between the NSVRC, Page County and APB. The middle mile designed in conjunction with the FY22 VATI NSVRC Project will have a critical cost-savings effect on the FY24 VATI NSVRC (Page) Project, particularly for backbone and long-haul fiber routes.

C. See Attachment 18

D. See Emailed Response As Requested

E.

Telehealth – Although the County’s Department of Health does not have telehealth options, the Valley Health Page Memorial Hospital and Medical Center provides online options for patients including the ability view their medical history, connect with their doctor and identify additional services that the medical center offers. Increased access to broadband expands the network that patients can access to receive telehealth services like care coordination, case management, medication management, group and family therapy and multiple other services.

Distance Learning – The Page County School District provides access to remote learning and additional learning resources through two applications provided on their website, Schoology and Clever. Schoology is a cloud-based Learning Management System (LMS) that allows students access to a system-wide platform to upload course content and assignments. Parents can access the portal as well to track student progress. Clever is a web-based program for students to log in and learn all of the programs they utilize in the classroom and can assist students by consolidating multiple online learning applications through the Clever Portal.

All Points fully supports the County’s efforts to improve broadband adoption and is and has been willing to attend community events, provide digital literacy education materials in addition to our marketing efforts outlines in Sections 15 and 16.b. All Points efforts in marketing along with the \$199.00 installation fee will help increase adoption of those residents that have felt historically left behind due to expensive installation fees provided by incumbent providers.

Additional documentation can be found in Attachment 19.

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## 20. Additional Information

Please attach any letters of support from stakeholders. If the applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality.

Attachment 14 – Letters of Support.

Provide the two most recent Form 477 submitted to the FCC, or equivalent, as well as point, polygon, and, for wireless providers, RSSI shapefiles for the project area **in .zip file form**. With attachments 17 through 20, attach any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 15 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 16 - Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area
- c. Attachment 17 - For wireless applicants: shapefiles, in .zip file form, indicating RSSI projections in the application area
- d. Attachment 18 – XXXXXXXX
- e. Attachment 19 – XXXXXXXX
- f. Attachment 20 – XXXXXXXX

### Answer:

N/A

### Attachments:

Map(s) of project area, including proposed infrastructure

Attachment1ProjectAreaNSVRC1219202370536.pdf

Documentation of Federal Funding (CAF/ACAM/USDA/RDOF, etc...) in and/or near proposed project area.

Attachment2FederalFundingAreaNSVRC1219202370601.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedNSVRC1219202370709.pdf

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Timeline/Project Management Plan

Attachment7TimelineNSVRC1219202370738.pdf

MOU/MOA between applicant/co-applicant (can be in draft form)

Attachment8MOUNSVRC1219202370757.pdf

Documentation of Supporting Cost Estimates

Attachment13DocumentationforSupportingCostEstimatesNSVRC1219202370817.pdf

Letters of Support

Attachment14LetterofSupportPageCounty1219202370900.pdf

Two most recent Form 477 submitted to the FCC or equivalent

Attachment15TwoMostRecentForm477sRedacted1219202370922.pdf

Point and Polygon shapefiles, in.zip file form, showing proposed passings and project area

Attachment16PointPolygonNSVRC1219202370950.zip

Optional

CombinedAttachment18Page1219202371620.pdf

Optional

Attachment19APBDigitalInclusionPage1219202372904.pdf

Optional

Attachment20ProjectManagementTeamNSVRC1219202372722.pdf

Documentation of Match Funding

Attachment10DocumentationofMatchFundingNSVRC1219202371308.pdf

Derivation of Cost/Project Budget (Use template provided)

Attachment12DerivationofCostsNSVRC1219202371400.pdf

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Funding Sources Table (Use template provided)

Attachment9FundingSourcesTableNSVRC1219202371424.pdf

Passings Form (Use template provided)

Attachment4PassingsFormPage1219202373551.pdf



## VATI 2024

### Supplemental Application Question

Applicant: Northern Shenandoah Valley Regional Commission

Project Name: NSVRC 2024 Accelerated Fiber Deployment Initiative (Page County)

The question below is question e. from the Commonwealth Priorities section of the 2024 Virginia Telecommunication Initiative (VATI) Guidelines. Please answer the question using this form and email to [VATI@dhcd.virginia.gov](mailto:VATI@dhcd.virginia.gov).

#### Commonwealth Priorities

20. Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

e. The co-applicant's effort to mitigate costs and delays that may be associated with make-ready and other permitting requirements anticipated for network deployment.

***e. The co-applicant's efforts to mitigate costs and delays that may be associated with make-ready and other permitting requirements for anticipated work.***

All Points has pioneered innovative workflow processes and systems with Dominion and SVEC to avoid common project workflow bottlenecks, especially in the make-ready construction and pole attachment phase of construction activities. These include utilization of common engineering and construction vendors, frequent and regular communication between project managers and senior leadership, and aggressive advanced procurement of make-ready construction materials to avoid electric or telecommunications supply chain constraints. APB and SVEC have chosen Davey Resource Group ("DRG") as the joint, lead external vendor for pole attachment processing and review. APB has engaged Timmons Group ("Timmons") as the primary contracted skilled labor resource, including engineering, fielding, and make-ready construction, for the project. Timmons additional resources will help supplement engineering needs and reduce delays during the make-ready engineering process.

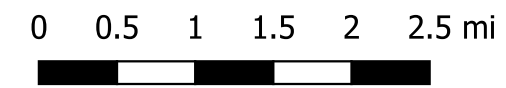
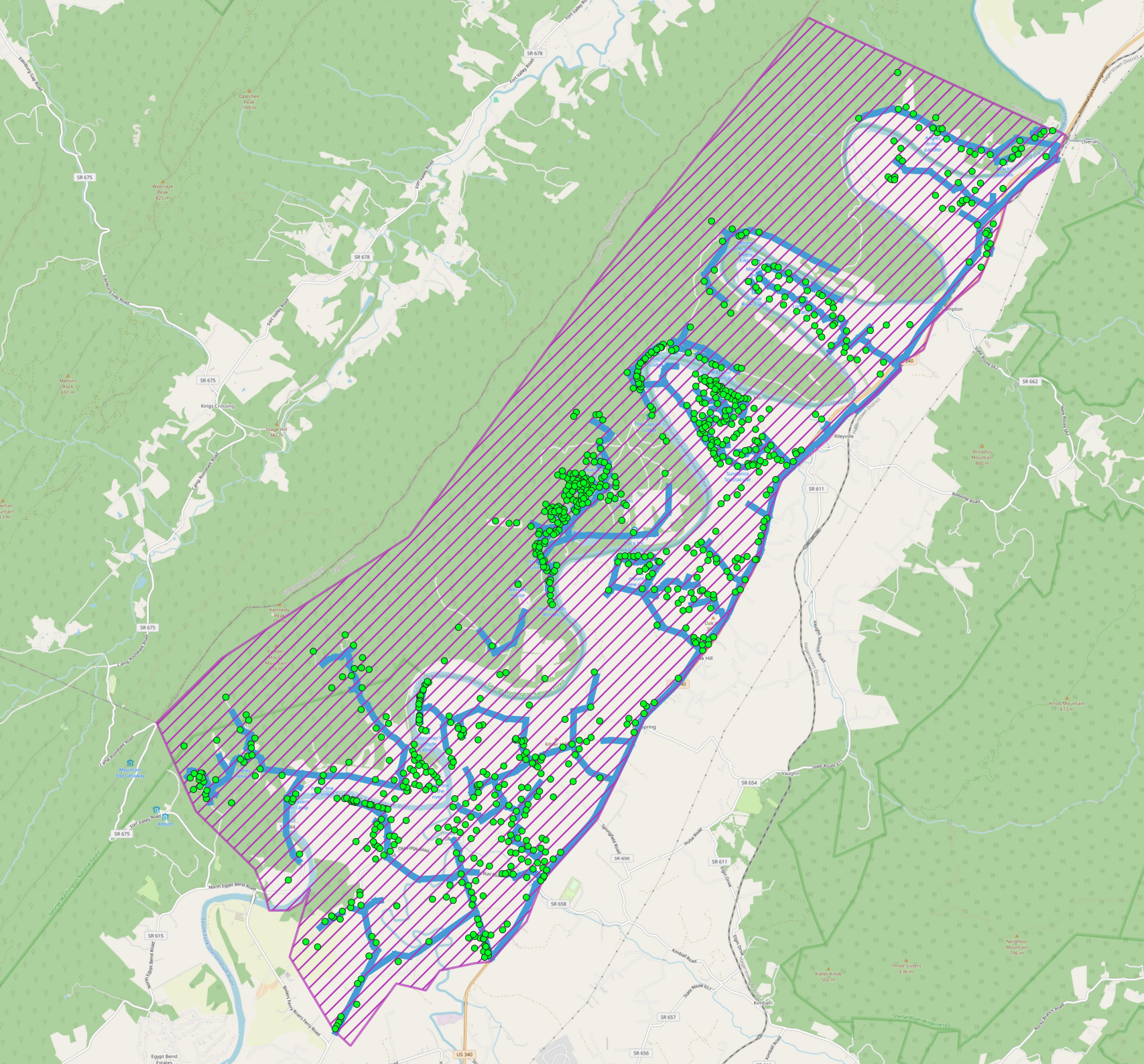
APB's Northern Neck projects are the industry-leading example of successful and innovative strategies employed to mitigate make ready delays. In 2021, the process and collaboration between APB and the Northern Neck Electric Cooperative (NNEC) was not yielding productive results at approximately 7 poles per month on average. In 2022, APB and NNEC worked together on the plan provided to increase communication and gain a better understanding of the NNEC's process. Both companies coordinated engineering and construction resources, electric make-ready materials procurement and warehousing, and paperwork reduction efforts. Throughout 2023 APB benefitted from significant improvements with NNEC processing over 1,000 per month - a 16,000% increase in the make-ready process - and completed approvals of approximately 12,000 poles in just over a year.

In addition to NNEC pole make-ready, APB has received notices-to-proceed (NTPs) on an additional 12,000 poles with approximately 28,000 pending review of the respective pole owner. APB, with support from its engineering vendors, has prepared additional requests for 47,000 pole attachments. Tens of thousands of poles remain to be fielded, engineered, and made-ready. There are only a limited number of broadband service providers in Virginia who will have engineered, submitted, or received NTPs on approximately 100,000 poles over a period of 18 months. APB management presented to the Broadband Advisory Council on the status of make-ready across Virginia and descriptions of best practices to employ to keep projects on schedule.





The FY24 VATI NSVRC Project represents an extension of the existing VATI broadband project presently underway, therefore the make ready processes critical to the delivery of the project have already been established. Due to the continuity of the NSVRC, County, APB, Dominion and SVEC project teams, many aspects of the previous planning and engineering design will be incorporated into this project. The FY22 project was a greenfield build where every pole required make-ready engineering and a review by the pole owner. The FY24 project will utilize many of the FY22 poles to deliver broadband to the locations for the FY24 application and will reduce review time and construction costs. APB already has Master Service Agreements in place with pole fielding and engineering vendors in the market which can be expanded to include additional poles for the FY24 project.

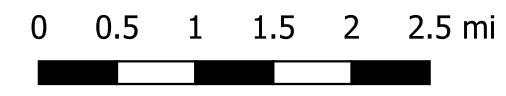
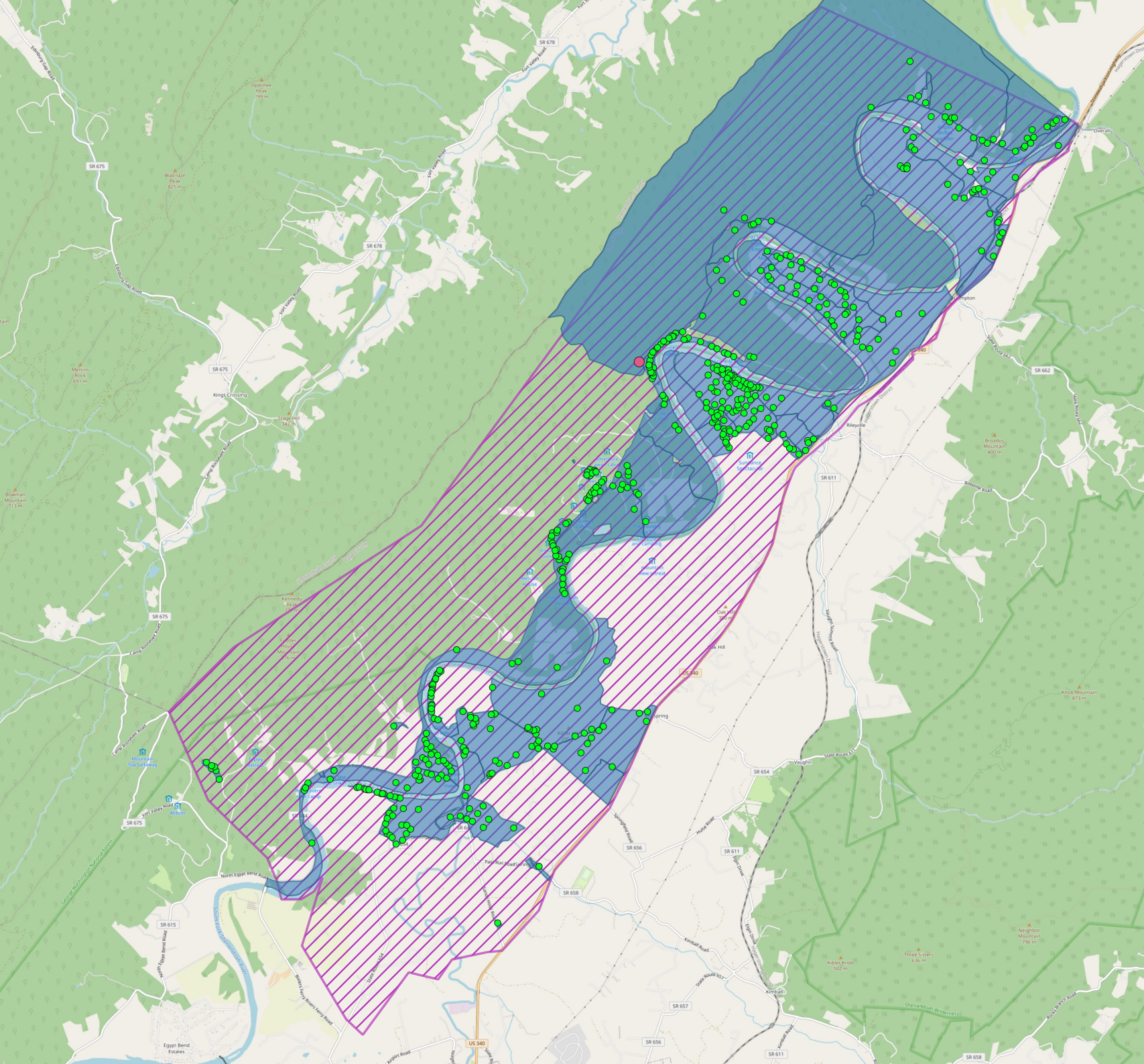
## NSVRC 2024 Accelerated Fiber Deployment

- Service Locations
- ▨ Project Area
- Aerial cable



# NSVRC 2024 Accelerated Fiber Deployment Federal Funding

-  Federal Funding Area - ACAM
-  Service Locations
-  Authorized RDOF
-  Page Project Area



ATTACHMENT 3 - Documentation that proposed project area is unserved based on VATI criteria

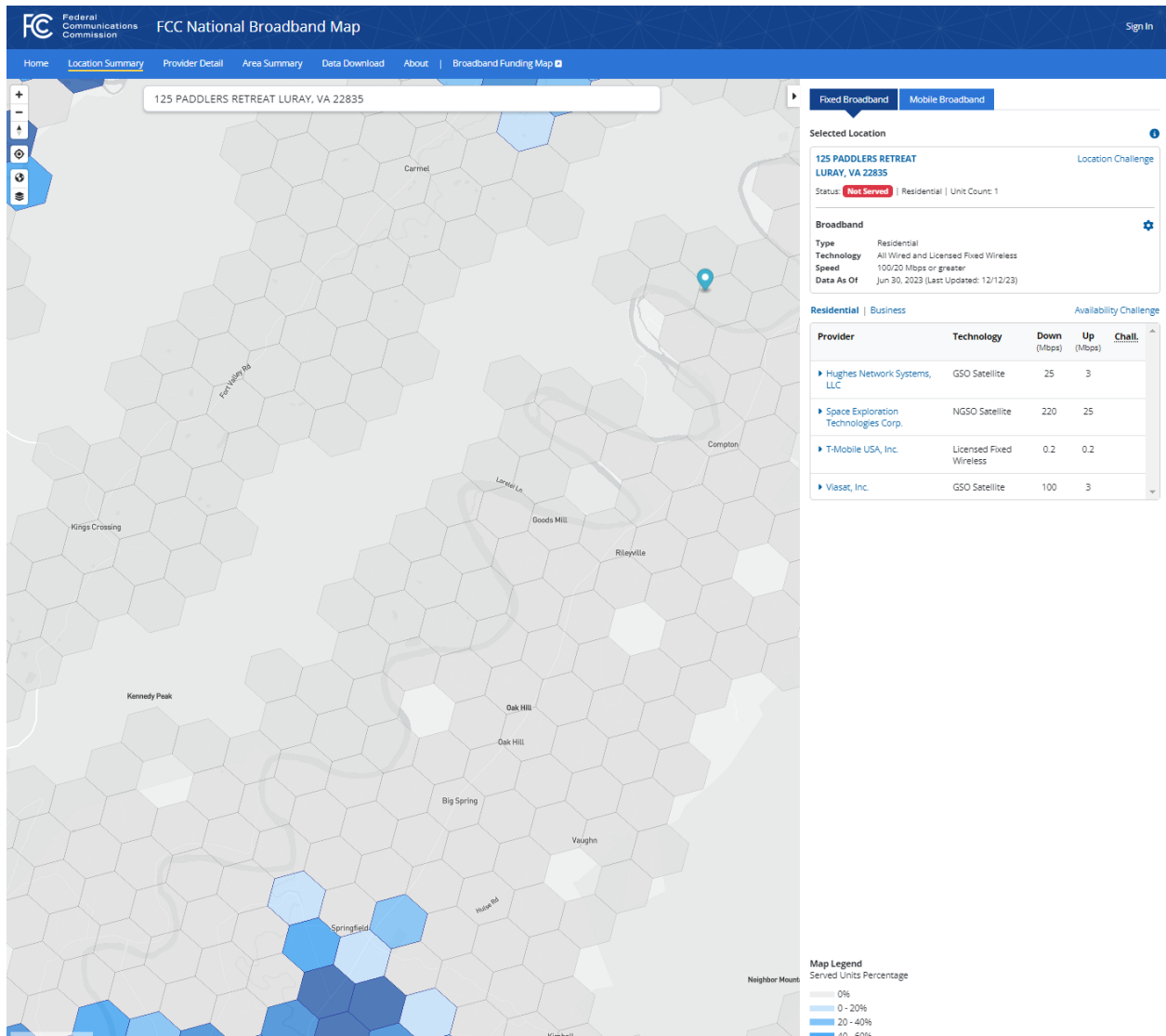


Figure 1 - Shows no service available at 100 Mbps Download / 20 Mbps Upload via Qualifying Technology in the Project Area from the FCC National Broadband Map as of 12/1/2023

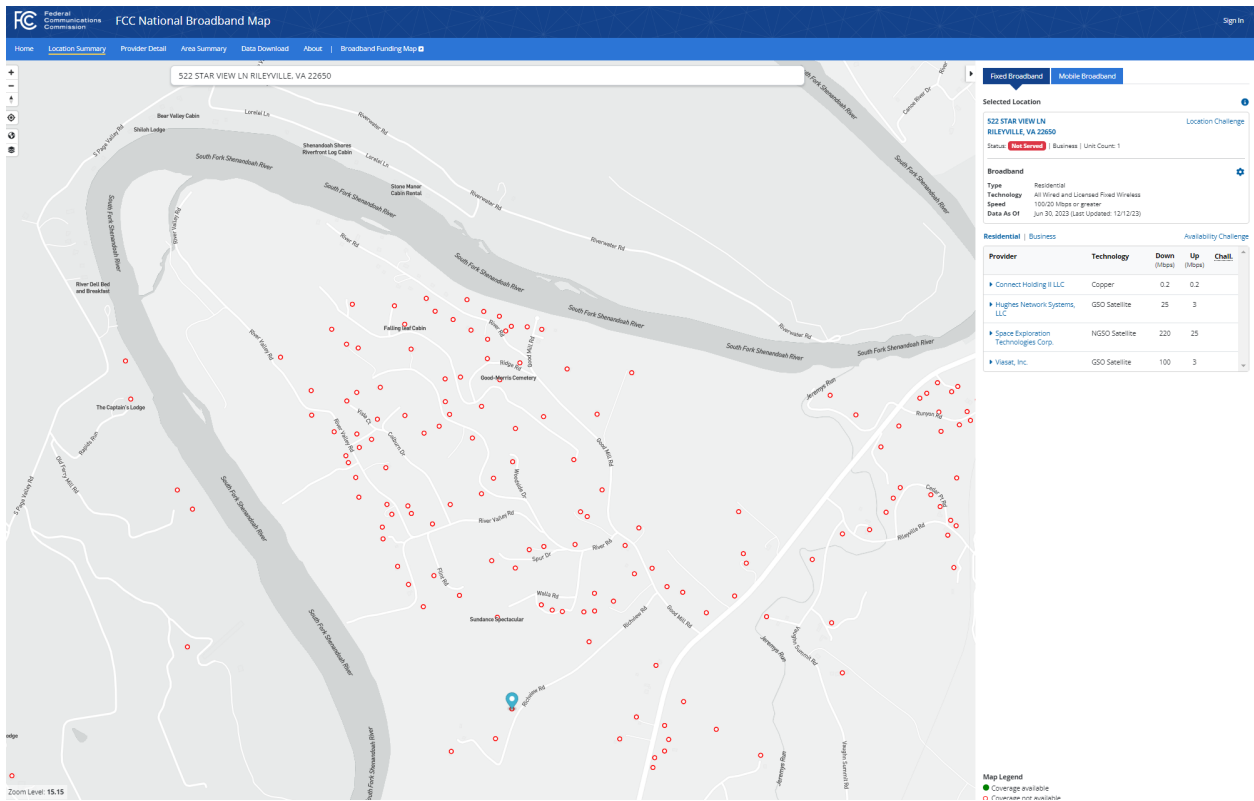


Figure 2 - Zoomed in on area in project area showing no service available at 100 Mbps Download / 20 Mbps Upload via Qualifying Technology in the Project Area from the FCC National Broadband Map as of 12/1/2023

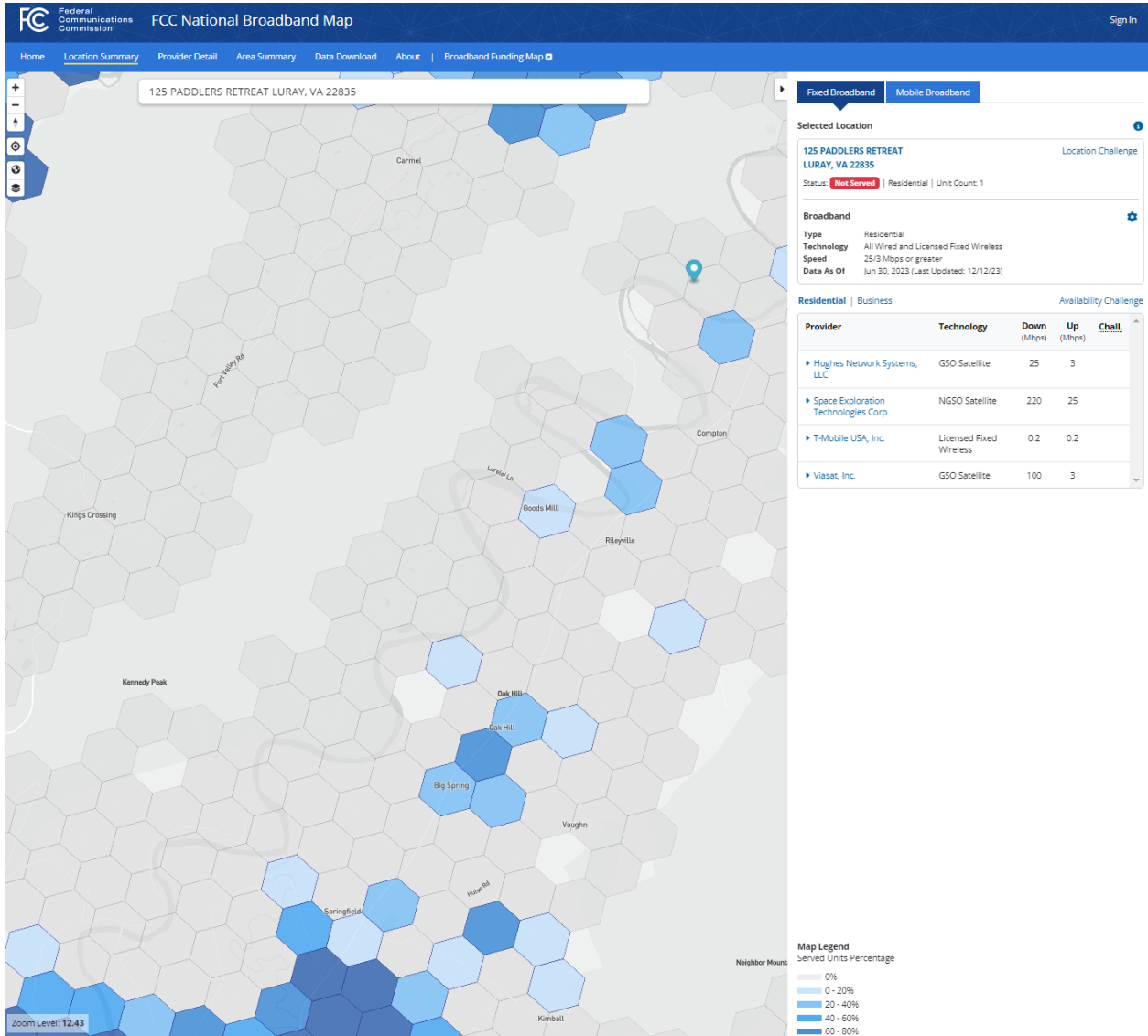


Figure 3 - Shows limited service available at 25 Mbps Download / 3 Mbps Upload via Qualifying Technology in the Project Area from the FCC National Broadband Map as of 12/1/2023

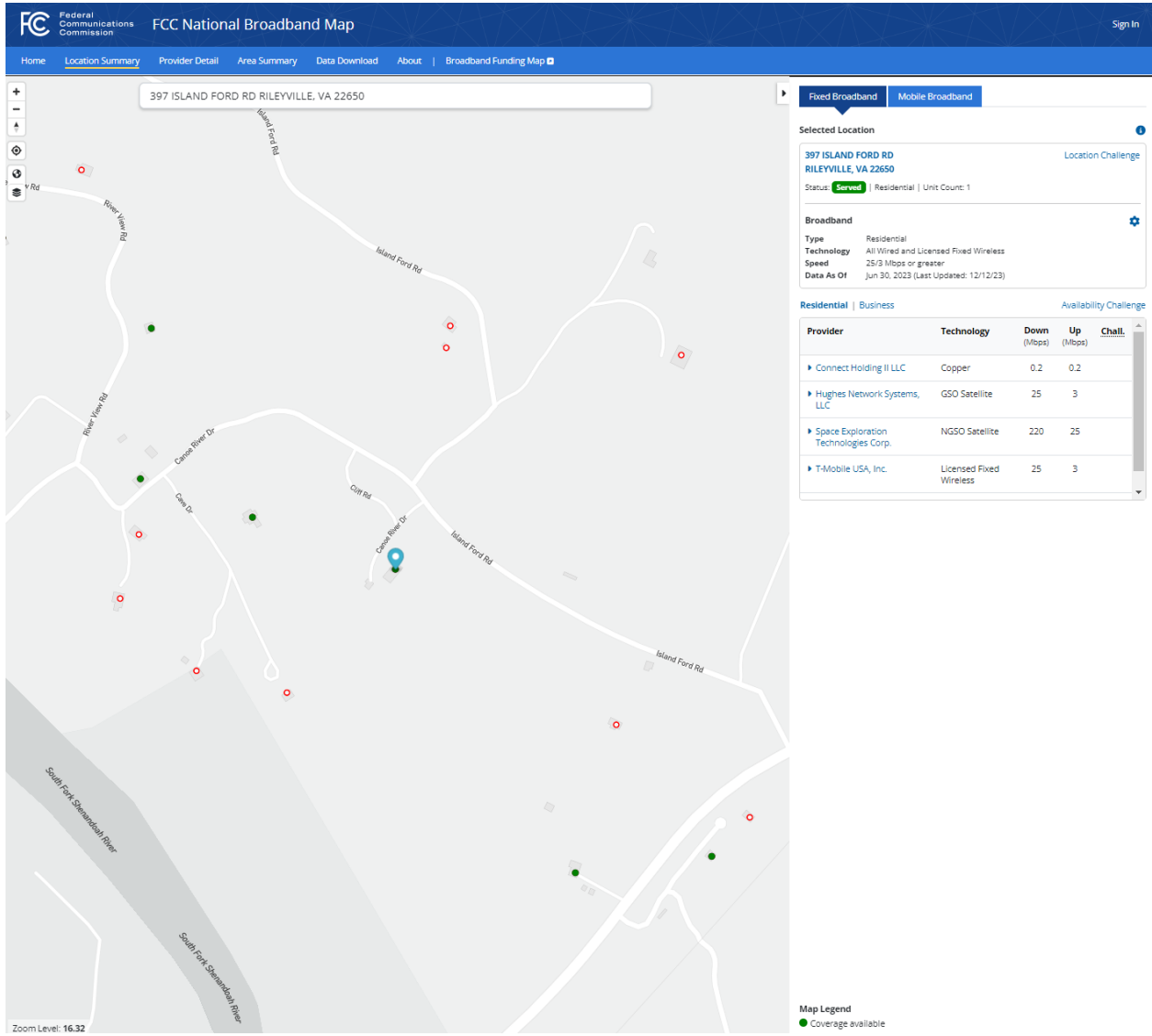


Figure 4 - Shows limited service available at 25 Mbps Download / 3 Mbps Upload via Licensed Fixed Wireless in the Project Area from the FCC National Broadband Map as of 12/1/2023



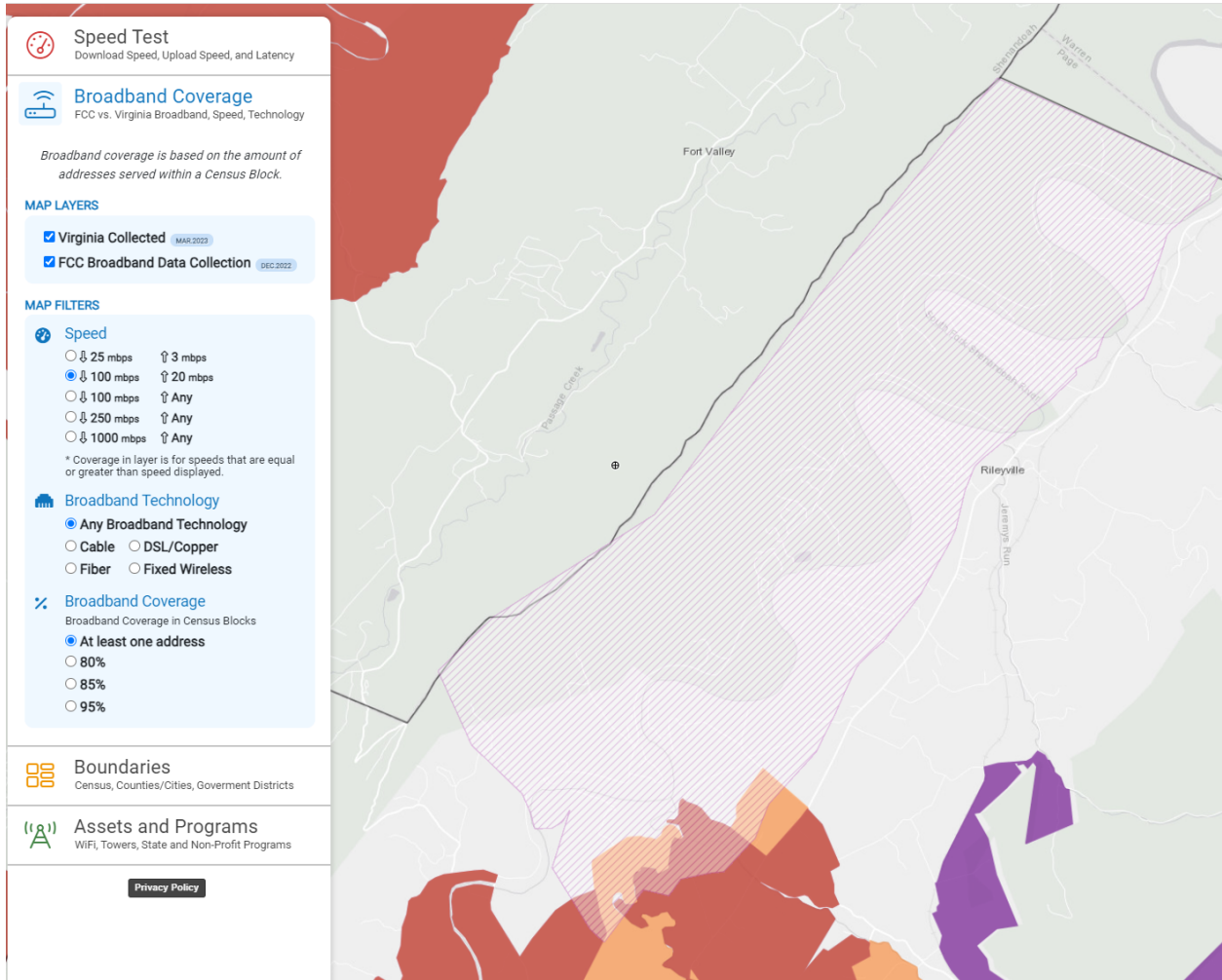


Figure 5 - Shows no service available at 100 Mbps Download / 20 Mbps Upload via Qualifying Technology in the Project Area from the Connecting Virginia Map as of FCC Broadband Data Collection December 2022 and Virginia Collected March 2023. The Proposed Project Area is shaded in lined purple above.

## 2024 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number of Passings in the Project Area <sup>1</sup>	Passings in the Project Area, without Special Construction Costs Required <sup>2</sup>	Passings with Special Construction Costs budgeted in the Application <sup>3</sup>	Number of Passings with Speeds at 25/3 or below in Project Area <sup>4</sup>
Residential	704	704		662
Businesses (non-home based)	54	54		53
Businesses (home-based)				
Community Anchors	1	1		
Non-residential	121	121		121
<b>Total</b>	<b>880</b>	<b>880</b>		<b>836</b>

**Note:** The Total Number of Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.

**Note:** Do not include passings in RDOF awarded areas that were awarded to the co-applicant; these passings should be included in the RDOF Passings Form. Passings included in this application in RDOF awarded areas that were not awarded to the co-applicant, unless successfully challenged, are considered unserved and should be counted as passings in this form.

<sup>1</sup> The total number of structures in the project area that can receive service. See definition of passing below for more detail.

<sup>2</sup> The number of structures in the project area that will not require special construction costs to provide service to. These passings fall within the broadband provider's standard service connection drop length and do not require nonstandard equipment or any additional fees above normal service connection fees required to provide broadband access to a premise.

<sup>3</sup> The number of structures in the project area with all construction costs budgeted in the application. These passings will not require any additional special construction costs beyond those budgeted for in the VATI application.

<sup>4</sup> The number of structures in the project area that do not have access to internet at speeds of at least 25 mbps download and 3 mbps upload.

## Definitions

**Passing** – any structure that can receive service. Multi-unit structures may be counted as more than 1 passing, provided individual connections and account are planned at that structure.

**Business** – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

**Community Anchor** - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

**Non-Residential Passing** – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

# VATI Grant Timeline

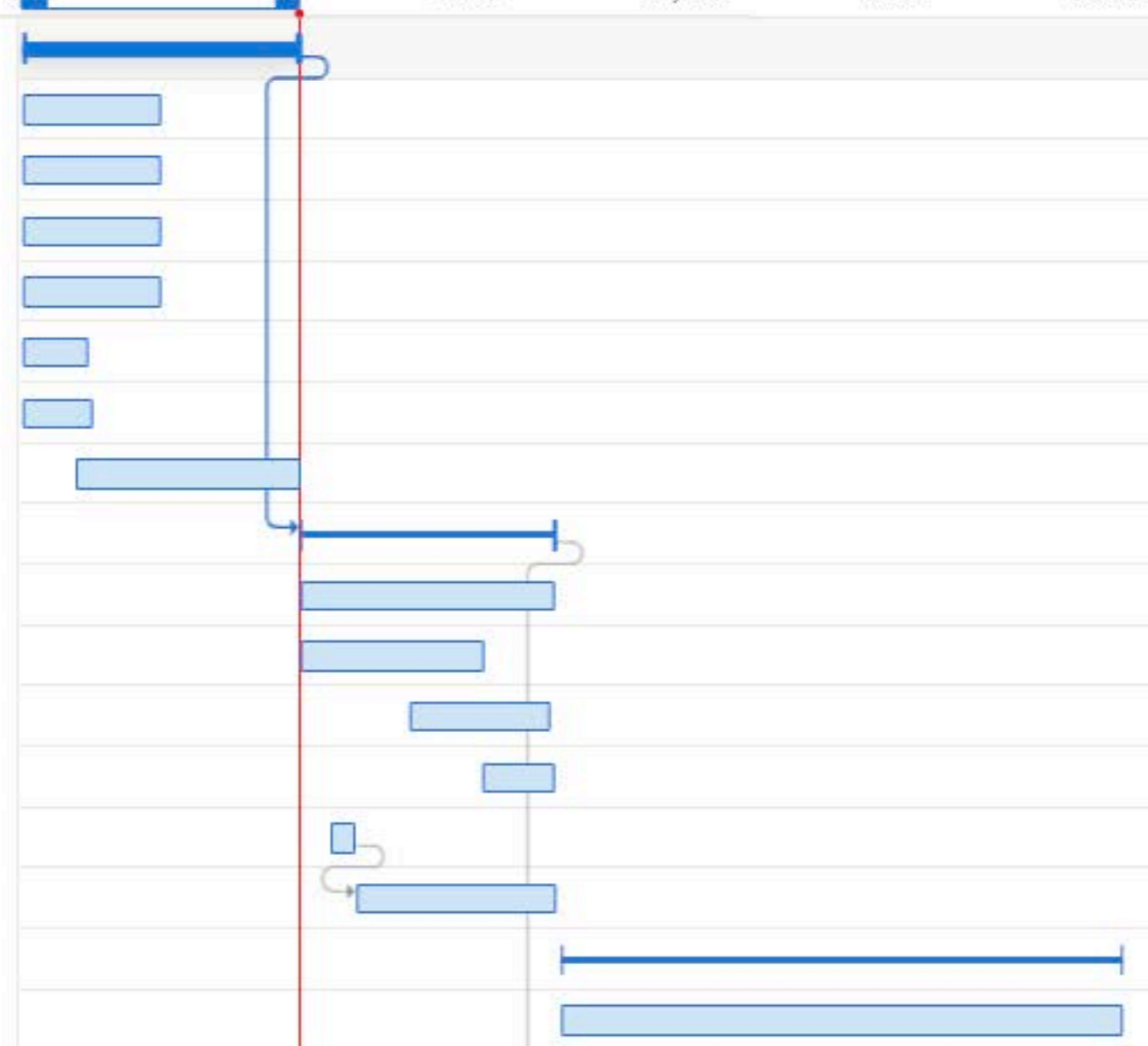
Grid Board Timeline Charts People Goals ...

Sep 1, 2023 - Apr 30, 2026

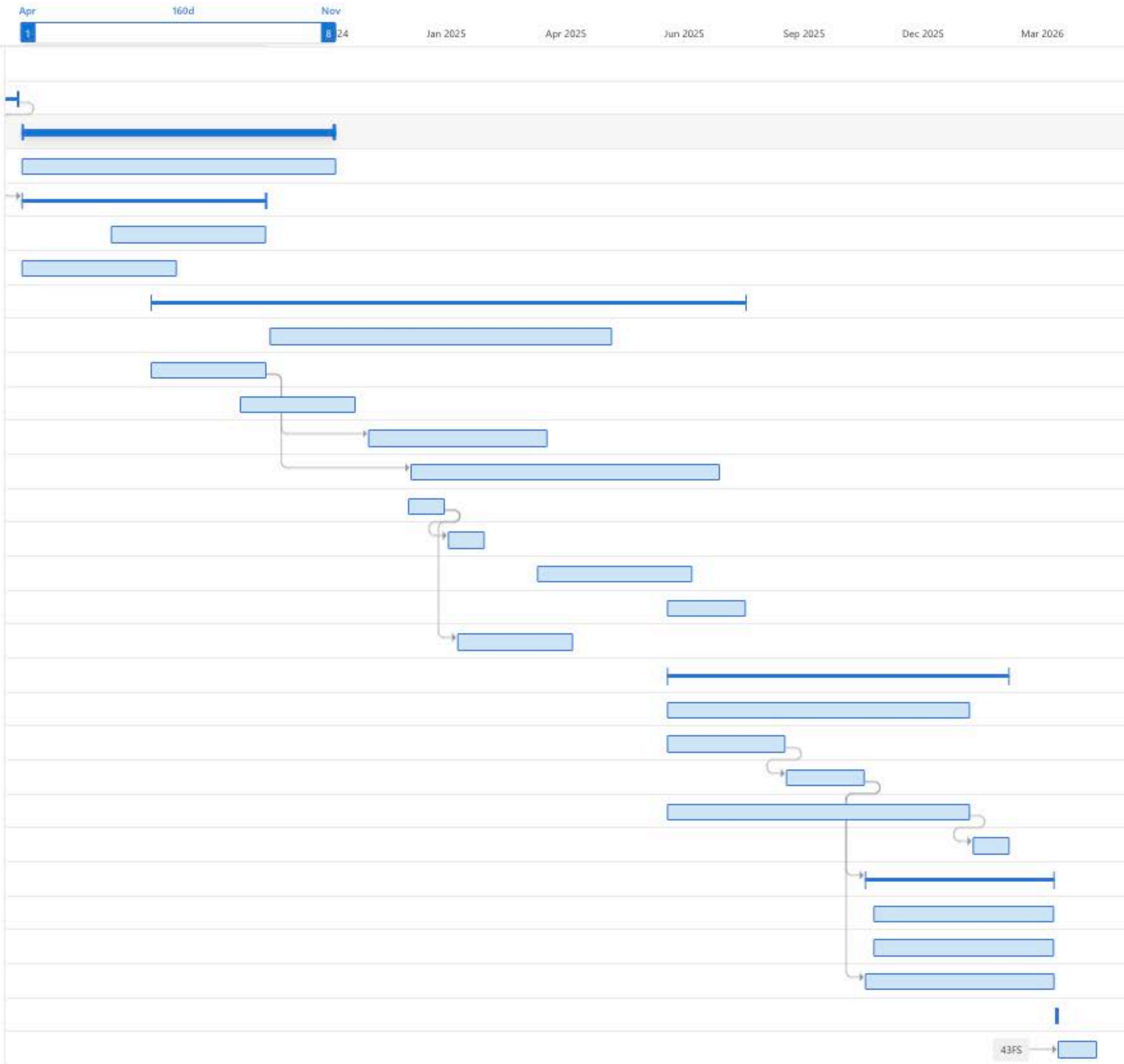
Jul 2022 Sep 2022 Dec 2022 Mar 2023 Jun 2023

- 1  **▼ Project Activities Prior to Grant Application** ⓘ ⋮
- 2  Desktop and Field Verification of No Service & Unserved Location Status
- 3  Develop Feasibility Level Design (FLD) & BOM for Fiber Routes & CAPEX Estimate
- 4  Secure Fiber Optic Cable Manufacturing Capacity
- 5  Commitment of BOM Items to be Delivered on Schedule and on Budget
- 6  Financial Commitment from ISP
- 7  Financial Commitment from Locality
- 8  Develop and Submit Grant Application
- 9  **▼ Project Activities Prior to Grant Contract / Project Start**
- 10  Increase Community Engagement and Public Sector Support
- 11  ISP Participates in Grant Challenge Process
- 12  Notify Relevant Permitting Department(s) of Upcoming Applications
- 13  Contact and Advise Property Owners Along Fiber Route
- 14  Receive Preliminary Award Confirmation
- 15  Receive and Finalize State Grant Award Contract
- 16  **▼ Project Start & Community Engagement Kickoff**
- 17  Promote Awareness of Adoption & Affordability Options Throughout Project Area

Sep 1 78d Dec 19 Feb 2024 May 2024 Jul 2024 Oct 2024



- 1  > Project Activities Prior to Grant Application
- 9  > Project Activities Prior to Grant Contract / Project Start
- 16  v Project Start & Community Engagement Kickoff
- 17  Promote Awareness of Adoption & Affordability Options Throughout Project Area
- 18  v Completion of High Level Design (HLD)
- 19  Construction Ride Outs to Field-Validate HLD
- 20  Site Acquisitions for Active and Passive Cabinets
- 21  v Field-Validated Low Level Design (LLD)
- 22  Submit Applications & Receive Approval for Standard and Specialty Permits
- 23  Utility Pole Fielding and Data Preparation
- 24  Pole Attachment Application & Review
- 25  Make-Ready Engineering
- 26  Make-Ready Construction
- 27  Initial LLD Completed
- 28  Notify County and State Office of Preconstruction Milestones
- 29  Receive Pole Owner Notice to Proceed (NTP)
- 30  Develop Final, Permitted Construction Package with Splicing Prints; Contractor NTP
- 31  Headend and Central Office (CO) Development & Installation
- 32  v OSP Fiber Construction & Inspection
- 33  Install Aerial & Underground Distribution and Lateral Fiber Cables & Network Elements
- 34  Install & Certify Cabinets and Optical Line Terminals (OLTs)
- 35  Upstream Circuit to Data Center Turned-up
- 36  Third-party and Internal Construction Inspection & Approval
- 37  Notfy County and State Office of Fiber Construction Milestone Achievement
- 38  v Release Fiber Service Areas (FSAs) to Customer Onboarding & Support
- 39  Ongoing, Non-Grant Funded Sales & Marketing Activities
- 40  Report to County on Progress of Adoption & Affordability Efforts
- 41  Install Service Drops to Project Locations in Active FSAs
- 42  > Final Location Passed and Grant Closeout Report Filed with County and State Office
- 44  Network Operations, Maintenance and 24/7 Customer Support (Non-grant funded)



+ Add new task

43FS

## PHASE ONE MEMORANDUM OF UNDERSTANDING

This Phase One Memorandum of Understanding (this “Memorandum”) is made effective as of June 30, 2021 (the “Effective Date”), by and between Virginia Electric and Power Company dba Dominion Energy Virginia, a Virginia public service corporation (“Dominion”), All Points Broadband Partners, LLC, a Virginia limited liability company (“All Points”), Shenandoah Valley Electric Cooperative (“SVEC”), a not-for-profit electric distribution cooperative, and each of the participating localities who subsequently join this Memorandum in the manner set forth herein (collectively the “Participating Localities” and individually a “Participating Locality”). Dominion, All Points and SVEC are, collectively, the “Organizing Parties”, and Dominion, All Points, SVEC and each Participating Locality are each a “Party” and collectively the “Parties”.

### RECITALS

- A. Pursuant to the Virginia Code § 56-585.1:9, effective July 1, 2019 (the “Broadband Statute”) the Commonwealth of Virginia is seeking to expand broadband service into unserved areas of the Commonwealth. The Broadband Statute further permits electric utilities to pursue deployments with broadband providers and localities to facilitate such expansion.
- B. Dominion and All Points have explored the feasibility of Dominion deploying middle-mile service to facilitate All Points in extending last-mile service to unserved populations throughout the communities within and adjacent to SVEC’s service territory and have identified several localities as viable candidates based on the requirements of the Broadband Statute.
- C. SVEC desires to collaborate with Dominion and All Points in an effort to leverage the proposed middle-mile and last-mile deployments by Dominion and All Points, respectively, to improve the security, reliability and efficiency of SVEC’s electric system and to extend broadband availability to as many of SVEC’s unserved members as possible.
- D. All Points desires to collaborate with SVEC to leverage SVEC’s middle-mile fiber backbone project to facilitate All Points in extending last-mile broadband service to unserved populations throughout the communities within and adjacent to SVEC’s service territory and has identified several localities as viable candidates based on the requirements of the Broadband Statute.
- E. The Organizing Parties believe their partnership as set forth herein (the “Initiative”) can dramatically expand broadband access to presently unserved areas throughout Virginia, and are inviting localities that could benefit from the Initiative to join this Memorandum and become Participating Localities.
- F. The Parties will pursue a relationship whereby: (i) pursuant to the Broadband Statute, Dominion would construct a fiber route that maximizes the number of unserved areas to be served by All Points within each Participating Locality, (ii) Dominion will leverage the additional fiber installed along the route to connect

devices that may not have had fiber connectivity under the original plan pursuant to the Grid Transformation and Security Act, (iii) SVEC will leverage the Initiative to improve the security, reliability and efficiency of SVEC's electric system and to facilitate the extension of broadband availability to as many of SVEC's unserved members as possible, (iv) All Points will collaborate with and invest in each Participating Locality and use the additional Dominion and SVEC fiber capacity and network elements to serve broadband end users in unserved locations in each Participating Locality, and (v) each Participating Locality will share relevant information with the Organizing Parties and collaborate with the Organizing Parties to advance the Initiative. The efforts of the Parties herein in each such Participating Locality shall be referred to as a "Project", and collectively the "Projects").

- G. It is the intention of the Parties that the Initiative will result in the deployment of a fiber-to-the-premises last-mile broadband network to offer service to all locations within each Participating Locality that are unserved as of the date hereof. The Parties acknowledge and agree that the specific details and characteristics of each Project will be analyzed and refined as the Initiative proceeds.
- H. The Organizing Parties have divided the Initiative into three phases.

NOW, THEREFORE, the Parties hereby agree as follows:

**1. PROCEDURE TO BECOME A PARTICIPATING LOCALITY**

Any locality that is invited to join the Initiative by the Organizing Parties shall have until July 23, 2021 to return a counterpart signature page to this Memorandum to the Organizing Parties; provided the Organizing Parties may extend this deadline for good cause if such extension will not materially delay the Initiative. Upon acceptance of the counterpart signature page by the Organizing Parties, such locality shall become a Participating Locality.

**2. INFORMATION SHARING AND COORDINATION**

- a) Each Participating Locality and each Organizing Party agrees to share with the Organizing Parties such information as it has in its possession related to broadband deployment and availability that may be useful to the Organizing Parties in conducting their analysis or otherwise facilitate the Initiative.
- b) All Points will serve as the central conduit for all information sharing activities and will be responsible for overall coordination of the Initiative. Upon request from time to time, All Points will provide updates to Dominion and SVEC as to the status of the Initiative.
- c) The Parties will coordinate any communication releases to the public, and all announcements are subject to the prior written consent of Dominion and SVEC.
- d) Notwithstanding anything to the contrary hereunder, in no event does this Memorandum require any Party to disclose confidential or proprietary information not otherwise authorized for release to any Party or Parties.

**3. PHASE ONE TIMEFRAME AND ACTIVITIES**

- a) The Parties anticipate that Phase I of the Initiative will continue until approximately August 15, 2021.

**b) During Phase I:**

- i. The Organizing Parties will conduct community and stakeholder engagement activities in each Participating Locality.
- ii. The Organizing Parties will collaborate to develop preliminary plans and design criteria that: (i) are consistent with the Broadband Statute, (ii) support SVEC's desire to leverage the Initiative to improve the security, reliability and efficiency of SVEC's electric system, and (iii) facilitate the extension of broadband availability to as many presently unserved locations as possible.
- iii. All Points will perform a last-mile feasibility study ("Initial Feasibility Study") for the Project within each Participating Locality.
- iv. All Points will prepare a preliminary financial analysis for the Project within each Participating Locality.

**c) At the Conclusion of Phase I:**

- i. All Points, in coordination with the other Organizing Parties, will present the results of the Initial Feasibility Study and financial analysis to each Participating Locality.
- ii. All Points will identify the cost of Proceeding to Phase II for each Participating Locality and identify grants and other sources of potential funding to reduce or eliminate each Participating Locality's out-of-pocket costs to proceed.
- iii. Each Participating Locality will decide whether or not to continue to Phase II. Localities that elect to withdraw from the Initiative at the conclusion of Phase I will have no further obligations under this Memorandum.

**4. PHASE TWO TIMEFRAME AND ACTIVITIES**

**a)** The Parties anticipate that Phase II of the Initiative will commence upon the conclusion of Phase I and continue until approximately December 31, 2021.

**b) During Phase II:**

- i. Dominion will prepare a petition (the "Petition") under the Broadband Statute to the Virginia State Corporation Commission (the "Commission") seeking approval of the Projects that are then included in the Initiative. SVEC will take whatever action it deems necessary and prudent to obtain approval of the Projects within its service territory that are then included in the Initiative, including, but limited to, any action that may be permitted to seek cost recovery. All Points will serve as the nongovernmental internet service provider pursuant to the Broadband Statute and for all Projects included in the Initiative. All Points and each of the other Parties will provide such information and assistance to Dominion and SVEC as each may reasonably request to advance the Initiative and will commit to continuing to be involved in the Petition and any other regulatory proceedings that may be required until and after approval of the Petition and/or other regulatory proceedings is received. The Parties agree that implementation of each Project shall be contingent upon Commission approval, or such other regulatory approval as may be necessary, of such Project on terms and conditions approved by Dominion and SVEC, depending on the location of the Project, that are not materially adverse to Dominion or SVEC.
- ii. All Points will complete preliminary last-mile designs for each Project based upon the middle-mile infrastructure of Dominion and SVEC. Such last-mile designs will be tailored to maximize each Project's eligibility for all available state and federal grant, loan, loan guarantee, and other support mechanisms (collectively, "Public



Support Mechanisms”).

- iii. All Points will prepare detailed financial plans for each Project. Each financial plan will address initial capital investment needs, ongoing operational expenses and provide more than one indicative approach for funding each Project through a combination of private capital, Public Support Mechanisms and contributions from Participating Localities.
  - iv. The Participating Localities, and each Organizing Party, as applicable, will agree to support an application for one or more grant programs (“Phase II Grants”) to partially offset the cost of the activities to be conducted during Phase II. All Points will coordinate and oversee the development and submission of applications for Phase II Grants.
  - v. All Points will coordinate and oversee the development and submission of applications for all available Public Support Mechanisms to fund each Project within the Initiative.
- c) At the Conclusion of Phase II:
- i. All Points will present the anticipated outcome of its last-mile designs to each Participating Locality.
  - ii. Each Participating Locality will decide whether or not to continue to Phase III. Localities that elect to proceed to Phase III will enter into negotiations with All Points for one or more binding mutual definitive agreements (“Definitive Agreements”), setting forth their respective commitments and obligations and such particulars as the parties thereto may deem appropriate. Localities that elect to withdraw from the Initiative at the conclusion of Phase II will have no further obligations under this Memorandum.

**5. EXPENSES**

The Parties understand that various costs will be incurred in relation to activities contemplated herein. The Parties understand that regardless of which party incurs such costs, none of the Parties herein shall be responsible for reimbursement of expenses to any of the others, unless such reimbursement is to be funded by a Phase I Grant or Phase II Grant, or otherwise agreed to in the Definitive Agreements.

**6. GOOD FAITH COMMITMENT TO INITIATIVE**

- a) Each Participating Locality agrees that, for so long as it is a Party to this Memorandum, it shall not participate in any activity or course of conduct that is inconsistent with or competitive to the Initiative, and that it will devote its broadband-related attention and resources to the Initiative.
- b) The Parties understand and agree that, except as provided in the next sentence, this Memorandum (i) constitutes only a statement of intentions, (ii) does not reflect all matters upon which Definitive Agreements must be reached in order for the transactions contemplated hereby to be consummated, (iii) binding obligations with respect to a Project will only result from the execution of one or more Definitive Agreements and subject to the terms and conditions stated therein, and (iv) does not obligate the Parties to enter into any Definitive Agreement relating to any Project. This Memorandum is not

intended to be binding, other than Paragraphs 4(b)(i), 5 and 6.

**7. TERMINATION**

Any Party may terminate its participation in this Memorandum at any time, with or without cause, upon written notice to the other Parties. In addition, this Memorandum shall terminate and be of no further force and effect if the Commission rejects the petition.

**8. LIMITATION OF LIABILITY**

No Party shall be liable to the others in contract, tort, or otherwise, for any claims, liabilities or losses arising out of this Memorandum or alleged to result from the failure of the other Party to enter into any Definitive Agreements. The Parties hereby waive, in advance, any claims (whether such claims are based on breach of contract, tort, equity or any other theory) for the failure for any reason to enter into the Definitive Agreements. In no event shall any Party be liable to the other for any incidental, indirect, special, punitive or consequential damages (including without limitation damages for lost profits).

**9. GENERAL**

9.1. Governing Law.

This Memorandum shall be governed in all respects by the laws of the Commonwealth of Virginia.

9.2. Amendments.

No modification, amendment or waiver of any of the provisions of this Memorandum will be binding without the written consent of the Parties hereto.

9.3. Binding Effect; Assignment.

This Memorandum will inure to the benefit of and be binding upon each of the Parties hereto and their respective successors and permitted assigns to the extent provided in Section 6, but in no respect shall give rise to any third party beneficiary rights or claims. No Party may assign any of its rights, interests, or obligations hereunder without the prior written consent of the other Parties, except that any of the Organizing Parties may assign this Memorandum to an affiliated entity upon written notice to the other Parties.

9.4. Counterparts.

This Memorandum may be executed in counterparts, all of which for all purposes shall be deemed to be an original and all of which shall, taken together, constitute one and the same instrument.

9.5. Relationship of Parties.

Nothing in this Memorandum shall be deemed to constitute, create, give effect to,

or otherwise recognize a joint venture, partnership, or formal business entity of any kind.

9.6. Notices.

All notices, requests and other communications hereunder shall be in writing and delivered by hand, by nationally-recognized delivery service that guarantees overnight delivery, or by first-class registered or certified mail, return receipt requested, postage prepaid, addressed as follows:

If to Dominion:

Dominion Energy Virginia  
600 Canal Street  
Richmond, Virginia 23219  
Attention: Director, New Technologies and Energy Conservation

with a copy to:

Dominion Energy Services, Inc.  
120 Tredegar Street  
Richmond, Virginia 23219  
Attention: Deputy General Counsel – State Regulatory  
Fax: (804) 819-2677

If to All Points:

All Points Broadband Partners, LLC  
Attn: Legal Notices  
908 Trailview Boulevard, SE  
Suite 170  
Leesburg, Virginia 20175

If to SVEC:

Shenandoah Valley Electric Cooperative  
Attn: J. Michael Aulgur  
180 Oakwood Drive  
Harrisonburg, Virginia 22801

If to a Participating Locality, to the address set forth on such Participating Locality's counterpart signature page to this Memorandum.

Any Party may change its address at any time upon notice to the other Parties.

IN WITNESS WHEREOF, the Parties have executed this Memorandum as of the Effective Date.

VIRGINIA ELECTRIC AND POWER COMPANY  
DBA DOMINION ENERGY VIRGINIA

DocuSigned by:



321B8BAF11804D0

Name: Augustus Johnson IV

Title: Director - Electric Distribution Grid Solutions

ALL POINTS BROADBAND

DocuSigned by:




4C25E8262A374CA

Name: James G. Carr

Title: CEO

SHENANDOAH VALLEY ELECTRIC COOPERATIVE

 7/8/2021

Name: J. Michael Hulgur

Title: V.P. ? Chief Financial Officer

JOINDER AGREEMENT  
TO  
PHASE ONE MEMORANDUM OF UNDERSTANDING

Reference is made to that certain Phase One Memorandum of Understanding dated as of June 30, 2021 (the “MOU”), by and between Virginia Electric and Power Company dba Dominion Energy Virginia, a Virginia public service corporation (“Dominion”), All Points Broadband Partners, LLC, a Virginia limited liability company (“All Points”), Shenandoah Valley Electric Cooperative (“SVEC”), a not-for-profit electric distribution cooperative, and each of the participating localities who subsequently join the MOU in accordance with its terms. Capitalized terms used in this Joinder Agreement have the meanings set forth in the MOU.

Whereas, Rappahannock Electric Cooperative, a Virginia electric cooperative corporation (“REC”), provides electric service in portions of several of the Counties within or adjacent to the areas targeted for the expansion of broadband service in the MOU;

Whereas, REC desires to collaborate with Dominion, All Points and SVEC to expand broadband access within its electric service territory in the manner set forth in the MOU; and

Whereas, REC desires to execute this Joinder Agreement.

Now therefore, Dominion, All Points and SVEC agree as follows.

1. By its execution of this Joinder Agreement, REC adopts and joins the MOU as an Organizing Party.
2. The MOU is hereby amended to reflect that REC is an Organizing Party pursuant to the MOU. All references in the MOU to SVEC shall be deemed to also be references to REC.
3. A copy of this Joinder Agreement shall be added to the MOU as an amendment thereto and provided to any County invited to become a Participating County.

[SIGNATURE PAGE FOLLOWS]

In witness whereof, the Parties have executed this Joinder Agreement as of the date last set forth below.

VIRGINIA ELECTRIC AND POWER COMPANY  
DBA DOMINION ENERGY VIRGINIA

DocuSigned by:



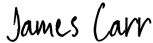
321B8BAE11604D0  
Name: Augustus Johnson IV

Title: Director - Electric Distribution Grid Solutions

Date: 7/26/2021

ALL POINTS BROADBAND PARTNERS, LLC

DocuSigned by:



4C25E9262A374CA...  
Name: James Carr

Title: CEO

Date: 7/25/2021

SHENANDOAH VALLEY ELECTRIC COOPERATIVE

DocuSigned by:



0A059FF02F514E1...  
Name: Greg Rogers

Title: President & CEO

Date: 7/25/2021

RAPPAHANNOCK ELECTRIC COOPERATIVE

DocuSigned by:



8E9C0E273822431...  
Name: Peter Muhoro

Title: vice President, Strategy and Technology

Date: 7/25/2021

IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**County of Augusta, Virginia**

  
(Signature)

Name: Timothy K. Fitzgerald

Title: County Administrator

Date: 7-29-21

County's Address for Notice:

P.O. Box 590

VERONA, VA 24482

\_\_\_\_\_  
\_\_\_\_\_

IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

County of Clarke, Virginia



(Signature)

Name: Chris Boies

Title: County Administrator

Date: 7-21-21

County's Address for Notice:

County Administration  
101 Chalmers Court, Suite B  
Berryville VA 22611



IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**County of Frederick, Virginia**

Mary T. Price  
(Signature)

Name: Mary T. Price

Title: Interim County Administrator

Date: 7/19/2021

County's Address for Notice:

County of Frederick

107 N. Kent St.

Winchester, VA 22601

APPROVED AS TO FORM  
M 7/16/2021  
COUNTY ATTORNEY

IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**County of Page, Virginia**

Amity Moler  
(Signature)

Name: Amity N. Moler

Title: County Administrator

Date: 7/20/2021

County's Address for Notice:

County of Page  
103 South Court St, Suite F  
Luray, VA 22835  
\_\_\_\_\_

IN WITNESS WHEREOF, the County Broadband Authority named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**Rappahannock County Broadband Authority**

  
(Signature)

Name: Debbie P. Donehey

Title: Chair

Date: 7-30-21

County's Address for Notice:

3 Library Road

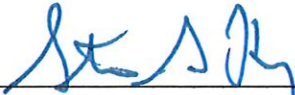
P.O. Box 519

Washington, VA 22747

\_\_\_\_\_

IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**County of Rockingham, Virginia**

  
\_\_\_\_\_  
(Signature)

Name: Stephen G. King

Title: County Administrator

Date: July 28, 2021

County's Address for Notice:

Rockingham County

20 East Gay Street

Harrisonburg, VA 22802

\_\_\_\_\_  
\_\_\_\_\_

IN WITNESS WHEREOF, the County named below has executed this Phase One Memorandum of Understanding as of the Effective Date.

**County of Warren, Virginia**

Edwin C. Daley  
(Signature)

Name: Edwin C. Daley

Title: County Administrator

Date: July 21, 2021

County's Address for Notice:

Warren County Administrator's Office

220 N Commerce Avenue

Suite 100

Front Royal, Virginia 22630

## MEMORANDUM OF UNDERSTANDING

This Memorandum of Understanding (this “Memorandum”) is made effective as of August 9, 2021 (the “Effective Date”), by and between Virginia Electric and Power Company dba Dominion Energy Virginia, a Virginia public service corporation (“Dominion”), All Points Broadband Partners, LLC, a Virginia limited liability company (“All Points”), and Fauquier County Broadband Authority, Virginia (the “Authority”). Dominion and All Points are the “Organizing Parties”. Dominion, All Points and the Authority are each a “Party” and collectively the “Parties”.

### RECITALS

- A. Pursuant to the Virginia Code § 56-585.1:9, as amended (the “Broadband Statute”), the Commonwealth of Virginia is seeking to expand broadband service into unserved areas of the Commonwealth. The Broadband Statute further permits electric utilities to pursue programs with broadband providers and local counties to facilitate such expansion.
- B. Dominion and All Points have explored the feasibility of Dominion deploying middle mile infrastructure in Fauquier County (the “County”), in the manner set forth in the Broadband Statute, to facilitate All Points’ extension of last-mile service to unserved areas and agreed to proceed with the development of a proposal to present to the State Corporation Commission (“Commission”) for approval.
- C. The Parties are pursuing a relationship whereby: (i) pursuant to the Broadband Statute, Dominion would construct a fiber route that maximizes the number of unserved areas to be served by All Points within the County, (ii) Dominion will leverage the additional fiber installed along the route to connect devices that may not have had fiber connectivity under the original plan pursuant to the Grid Transformation and Security Act, (iii) All Points will collaborate with and invest in the County and use the additional Dominion fiber capacity to serve broadband end users in unserved locations in the County, (iv) All Points and the Authority will collaborate to recruit and engage other partners, as appropriate, to advance the Project, and (v) the Authority will share relevant information with the Organizing Parties and collaborate with the Organizing Parties to advance the Project. The efforts of the Parties herein in the County are referred to as the “Project”.
- D. It is the intention of the Parties that the Project will result in the deployment of a fiber-to-the-premises last-mile broadband network to offer service to all locations within the County that are unserved by broadband as of the date hereof. The Parties acknowledge and agree that the specific details and characteristics of the Project will be analyzed and refined as it proceeds.

NOW, THEREFORE, the Parties hereby agree as follows:

### 1. INFORMATION SHARING AND COORDINATION

- a) The Authority and each Organizing Party agrees to share with the Organizing Parties such information as it has in its possession related to broadband deployment and availability that may be useful to the Organizing Parties in conducting their analysis or otherwise facilitate the Project.
- b) All Points will serve as the central conduit for all information sharing activities and will be responsible for overall coordination of the Project.

- c) The Parties will coordinate any communication releases to the public, and all announcements are subject to the prior written consent of Dominion.

**2. PHASE ONE TIMEFRAME AND ACTIVITIES**

- a) The Parties anticipate that Phase I of the Project will continue until approximately September 14, 2021.
- b) During Phase I:
  - i. The Organizing Parties will conduct community and stakeholder engagement activities in the County.
  - ii. The Organizing Parties will collaborate to develop preliminary plans and network design criteria that: (i) are consistent with the Broadband Statute and required for development of the Petition, and (ii) facilitate the extension of broadband availability to as many presently unserved locations as possible.
  - iii. All Points, in coordination with the other Organizing Parties, will present the proposed Project to the Authority and develop a Virginia Telecommunications Initiative Grant application related to the Project for the Authority's and County's approval, as required, and for submission prior to the VATI Grant application due date in September 2021.
  - iv. All Points will identify the costs, if any, of Proceeding to Phase II for the Authority and County, and identify grants and other sources of potential funding to reduce or eliminate the County's out-of-pocket costs to proceed.

**3. PHASE TWO TIMEFRAME AND ACTIVITIES**

- a) The Parties anticipate that Phase II of the Project will commence upon the conclusion of Phase I and continue until approximately July 15, 2022.
- b) During Phase II:
  - i. Dominion and All Points will prepare a petition (the "Petition") under the Broadband Statute to the Commission seeking approval of Dominion's participation in the Project. Dominion and All Points anticipate that the Petition will be submitted in the first quarter of 2022. All Points will serve as the nongovernmental internet service provider pursuant to the Broadband Statute. All Points and each of the other Parties will provide such information and assistance to Dominion as it may reasonably request to advance the Project and will commit to continuing to be involved in the Petition until and after approval of the Petition is received. The Parties agree that implementation of the Project shall be contingent upon Commission approval of such Project on terms and conditions approved by Dominion that are not materially adverse to Dominion.
  - ii. All Points will identify all available state and federal grant, loan, loan guarantee, and other support mechanisms (collectively, "Public Support Mechanisms") that may be available to support the Project, and All Points will coordinate and oversee the development and submission of applications for relevant Public Support Mechanisms.
  - iii. The Authority, and each Organizing Party, as applicable, will agree to support application(s) for any Public Support Mechanisms identified by All Points.
  - iv. If the Petition related to the Project is approved by the Commission on terms and conditions approved by Dominion that are not materially adverse to Dominion, the Parties intend to negotiate and execute one or more binding mutual definitive agreements ("Definitive Agreements") setting forth their respective commitments and obligations and such other particulars as the parties thereto may deem

appropriate.

**4. EXPENSES**

The Parties understand that various costs will be incurred in relation to activities contemplated herein. Except to the extent set forth in any other agreements between any of the Parties, including any Definitive Agreements, the Parties understand that none of the Parties herein shall be responsible for reimbursement of expenses to any of the others.

**5. GOOD FAITH COMMITMENT TO EACH PROJECT**

- a) The Authority agrees that, for so long as it is a Party to this Memorandum, it shall not participate in any activity or course of conduct that is inconsistent with or competitive to the Project, excluding any agreements or efforts that predate this agreement whereby the Authority or County have existing agreements or funding commitments in place including Data Stream Mobile Technologies, Inc. and Blaze Broadband, LLC, and that it will devote its broadband-related attention and resources to its Project.
- b) The Parties understand and agree that, except as provided in the next sentence, this Memorandum (i) constitutes only a statement of intentions, (ii) does not reflect all matters upon which Definitive Agreements must be reached in order for the transactions contemplated hereby to be consummated, (iii) binding obligations with respect to a Project will only result from the execution of one or more Definitive Agreements and subject to the terms and conditions stated therein, and (iv) does not obligate the Parties to enter into any Definitive Agreement relating to any Project. This Memorandum is not intended to be binding, other than Paragraphs 3(b)(i), 4, and 5.

**6. TERMINATION**

Any Party may terminate its participation in this Memorandum at any time, with or without cause, upon written notice to the other Parties. In addition, this Memorandum shall terminate and be of no further force and effect if the Commission rejects the Petition.

**7. LIMITATION OF LIABILITY**

To the extent permissible under Virginia law, no Party shall be liable to the others in contract, tort, or otherwise, for any claims, liabilities or losses arising out of this Memorandum or alleged to result from the failure of the other Party to enter into any Definitive Agreements. The Parties hereby waive, in advance, any claims (whether such claims are based on breach of contract, tort, equity or any other theory) for the failure for any reason to enter into the Definitive Agreements. In no event shall any Party be liable to the other for any incidental, indirect, special, punitive or consequential damages (including without limitation damages for lost profits).

**8. GENERAL**

**8.1. Governing Law.**

This Memorandum shall be governed in all respects by the laws of the



Commonwealth of Virginia.

8.2. Amendments.

No modification, amendment or waiver of any of the provisions of this Memorandum will be binding without the written consent of the Parties hereto.

8.3. Binding Effect; Assignment.

This Memorandum will inure to the benefit of and be binding upon each of the Parties hereto and their respective successors and permitted assigns to the extent provided herein, but in no respect shall give rise to any third party beneficiary rights or claims. No Party may assign any of its rights, interests, or obligations hereunder without the prior written consent of the other Parties, except that any of the Organizing Parties may assign this Memorandum to an affiliated entity upon written notice to the other Parties.

8.4. Counterparts.

This Memorandum may be executed in counterparts, all of which for all purposes shall be deemed to be an original and all of which shall, taken together, constitute one and the same instrument.

8.5. Relationship of Parties.

Nothing in this Memorandum shall be deemed to constitute, create, give effect to, or otherwise recognize a joint venture, partnership, or formal business entity of any kind.

8.6. Notices.

All notices, requests and other communications hereunder shall be in writing and delivered by hand, by nationally-recognized delivery service that guarantees overnight delivery, or by first-class registered or certified mail, return receipt requested, postage prepaid, addressed as follows:

If to Dominion:

Dominion Energy Virginia  
600 Canal Street  
Richmond, Virginia 23219  
Attention: Director, New Technologies and Energy Conservation

with a copy to:

Dominion Energy Services, Inc.  
120 Tredegar Street  
Richmond, Virginia 23219  
Attention: Deputy General Counsel – State Regulatory  
Fax: (804) 819-2677

If to All Points:

All Points Broadband Partners, LLC  
Attn: Legal Notices  
1021 E. Cary Street  
Suite 1150  
Richmond, Virginia 23219

If to the County, to the address set forth on the County's counterpart signature page to this Memorandum.

Any Party may change its address at any time upon notice to the other Parties.

IN WITNESS WHEREOF, the Parties have executed this Memorandum as of the Effective Date.

**VIRGINIA ELECTRIC AND POWER COMPANY  
DBA DOMINION ENERGY VIRGINIA**

DocuSigned by:

*David F. Walker*

\_\_\_\_\_  
Name: David F. Walker

Title: Director, Rural Broadband

**ALL POINTS BROADBAND PARTNERS, LLC**

DocuSigned by:

*James G. Carr*

\_\_\_\_\_  
Name: James G. Carr

Title: Chief Executive Officer

**FAUQUIER COUNTY BROADBAND AUTHORITY, VIRGINIA**

DocuSigned by:

*E Kozanecki*

\_\_\_\_\_  
Name: Erin M. Kozanecki

Title: Authorized Signatory

County Address for Notice:  
Fauquier County Broadband Authority  
Attn: Erin Kozanecki  
10 Hotel Street,  
Warrenton, VA 20186

[SIGNATURE PAGE TO MEMORANDUM OF UNDERSTANDING]

**ATTACHMENT 9 - FUNDING SOURCES TABLE**

<b>Source</b>	<b>Amount</b>	<b>%</b>	<b>Status</b>
Requested VATI	\$ 4,295,859	68.4%	Pending
All Points Broadband	\$ 1,988,800	31.6%	Secured
<b>Total Funding Sources</b>	<b>\$ 6,284,659</b>	<b>100.0%</b>	



December 19, 2023

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: FY 2024 VATI Application

Dear Dr. Holmes:

This letter will confirm All Points Broadband's ("APB") support for this application to the 2024 Virginia Telecommunication Initiative program ("VATI"). APB confirms that it is committing all required financing to satisfy All Points' match commitment set forth in the application.

We are excited to be part of this important project and appreciate your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Carr", is positioned above the printed name and title.

James G. Carr  
Chief Executive Officer

## Attachment 12 - Derivation of Costs

## Page County

<b>Project / Product Cost Category</b>	<b>Total</b>	<b>VATI</b>	<b>Non-VATI</b>	<b>Source of Estimate</b>	<b>Date, Most Recent Revision</b>
Final Design and Engineering	\$ 361,181	\$ 246,884	\$ 114,297	APB	12/19/23
Project & Construction Mgmt.	\$ 447,853	\$ 306,128	\$ 141,724	APB	12/19/23
Headend/Central Office	\$ 106,315	\$ 72,671	\$ 33,644	APB	12/19/23
Field Network Equipment	\$ 135,188	\$ 92,407	\$ 42,781	APB	12/19/23
Aerial Make Ready & Construction	\$ 2,540,984	\$ 1,736,882	\$ 804,102	APB	12/19/23
Underground Construction	\$ 976,575	\$ 667,535	\$ 309,040	APB	12/19/23
Serviceable Units Preconstruction & Construction	\$ 1,406,274	\$ 961,254	\$ 445,020	APB	12/19/23
Serviceable Units Equipment & Labor	\$ 229,437	\$ 156,831	\$ 72,606	APB	12/19/23
Other Capex	\$ 80,853	\$ 55,267	\$ 25,586	APB	12/19/23
<b>Total</b>	<b>\$ 6,284,659</b>	<b>\$ 4,295,859</b>	<b>\$ 1,988,800</b>		

*\*\* please see Attachment 13 for unit basis assumptions used to tabulate total cost*

Attachment 13 - Documentation of Supporting Cost Estimates, Verified Bill of Materials

Group	Id	Description	Unit	Quantity	In Stock, Avail.	Unit Cost	Total Cost
Cable installation - Aerial	AER-PATH	Total distance between poles that have at least 1 cable between them of any size or type (including drops), or total length of strand if using strand	feet	300,960.0	Yes		
Cable installation - Aerial	AER-PATH-DROP	Total distance between poles that have only 1ct drop cables between them	feet	187,657.1	Yes		
Cable installation - Underground	UG-PATH	Total length of path with at least 1 underground cable of any size or type (including drops)	feet	47,520.0	Yes		
Cable installation - Underground	UG-PATH-DROP	Total length of path with only 1ct drop cables	feet	276,982.9	Yes		
Poles	AER-POLE	Total number of poles that are supporting at least 1 cable (including drops) or device	count	2,144	Yes		
Cables	AER-1ct-DROP	Total length of Aerial drop cable, 1ct	feet	187,657.1	Yes		
Cables	AER-12ct	Total length of Aerial cable, 12ct	feet	84,814.1	Yes		
Cables	AER-24ct	Total length of Aerial cable, 24ct	feet	17,855.6	Yes		
Cables	AER-48ct	Total length of Aerial cable, 48ct	feet	25,295.44	Yes		
Cables	AER-96ct	Total length of Aerial cable, 96ct	feet	11,903.7	Yes		
Cables	AER-144ct	Total length of Aerial cable, 144ct	feet	7,439.8	Yes		
Cables	AER-288ct	Total length of Aerial cable, 288ct	feet	2,975.9	Yes		
Cables	UG-1ct-DROP	Total length of Underground drop cable, 1ct	feet	276,982.9	Yes		
Cables	UG-12ct	Total length of Underground cable, 12ct	feet	51,027.0	Yes		
Cables	UG-24ct	Total length of Underground cable, 24ct	feet	10,742.52	Yes		
Cables	UG-48ct	Total length of Underground cable, 48ct	feet	15,218.57	Yes		
Cables	UG-96ct	Total length of Underground cable, 96ct	feet	7,161.7	Yes		
Cables	UG-144ct	Total length of Underground cable, 144ct	feet	4,476.0	Yes		
Cables	AER-D-100	Total count of Aerial and Transitional 1ct drop between 0ft (inclusive) and 100ft (exclusive)	count	74	Yes		
Cables	AER-D-200	Total count of Aerial and Transitional 1ct drop between 100ft (inclusive) and 200ft (exclusive)	count	120	Yes		
Cables	AER-D-300	Total count of Aerial and Transitional 1ct drop between 200ft (inclusive) and 300ft (exclusive)	count	81	Yes		
Cables	AER-D-300+	Total count of Aerial and Transitional 1ct drop 300ft (inclusive) and higher	count	363	Yes		
Cables	UG-D-100	Total count of Underground 1ct drop between 0ft (inclusive) and 100ft (exclusive)	count	108	Yes		
Cables	UG-D-200	Total count of Underground 1ct drop between 100ft (inclusive) and 200ft (exclusive)	count	178	Yes		
Cables	UG-D-300	Total count of Underground 1ct drop between 200ft (inclusive) and 300ft (exclusive)	count	120	Yes		
Cables	UG-D-300+	Total count of Underground 1ct drop 300ft (inclusive) and higher	count	537	Yes		
Terminals, cabinets, splitters	AER-SPL-M	Aerial splice case to branch cables of size up to 144ct	count	88	Yes		
Terminals, cabinets, splitters	AER-SPL-L	Aerial splice case to branch cables of size greater than 144ct	count	3	Yes		
Terminals, cabinets, splitters	UG-SPL-M	Underground splice case to branch cables of size up to 144ct	count	129	Yes		
Terminals, cabinets, splitters	UG-SPL-L	Underground splice case to branch cables of size greater than 144ct	count	3	Yes		
Terminals, cabinets, splitters	PRI-1x32	Primary Splitter Module - 1x32 (in Distribution hubs)	count	44	Yes		
Subscriber count	NIU	Total count of service locations	count	880	Yes		



**Corporate Headquarters**

170 Ridgeview Center Drive, Duncan, SC 29334 USA

TEL: (800) 235-3423 TEL: (864) 433-0333

FAX: (864) 433-5560 WEB: [www.AFLglobal.com](http://www.AFLglobal.com)

December 13, 2023

**RE: Letter of Support for APB's Response to FY24 VATI Application for Page Co./ NSVRC**

To Whom It May Concern:

AFL Global ("AFL") is a leading global manufacturer of fiber optic cables, connectors, terminals, and related hardware. Headquartered in Duncan, South Carolina, AFL manufactures its products at several locations in the United States and abroad, including manufacturing locations in North Carolina, South Carolina, and Bristol, Virginia.

AFL is excited to be partnering with All Points Broadband ("APB") on the Broadband Expansion Project that will deliver best-in-class fiber-to-the-home broadband access to currently unserved locations across Page County.

AFL has a strong working relationship with All Points Broadband and will serve as APB's strategic supplier for all of public private partnerships. AFL's fiber-optic cable technology and dedicated manufacturing capacity enables faster, less complicated deployment that reduces overall time to market at a competitive total cost of ownership.

This letter will confirm that AFL is committed to supporting APB's project. AFL and APB have reviewed the specific projects and related bills of materials associated with the projects APB is submitting and AFL has provided APB with pricing that is incorporated in APB's response. AFL is also allocating committed manufacturing capacity to support APB's requirements and project schedules.

We appreciate the opportunity to support this important initiative to bridge the digital divide in the Page County.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ryan O'Sullivan', with a long horizontal flourish extending to the right.

Ryan O'Sullivan  
Director, Rural Fiber to the Home (RFTTH) Program Management





December 13, 2023

**RE: Letter of Support for Page Co./APB/NSVRC FY24 VATI Application**

To Whom It May Concern:

Calix is a leading global manufacturer of fiber optic network electronics, customer premises equipment, software, and related hardware necessary for broadband deployments including the FCC required Performance Testing. Headquartered in San Jose, California, Calix has offices throughout the United States where our solutions are engineered, supported, and developed.

Calix is excited to be partnering with All Points Broadband (“APB”) on the Page County Broadband Project that will deliver best-in-class fiber-to-the-home broadband access to currently unserved locations throughout the County.

Calix has a strong working relationship with All Points Broadband and serves as APB’s strategic supplier for public private partnerships. APB evaluated multiple technology solutions, ultimately selecting Calix as the best fit for its rural fiber-optic projects. APB will deploy a Calix XGS-PON network in Page County, capable of delivering 10 Gbps speeds to the home with enough capacity to scale for future growth.

This letter will confirm that Calix is committed to supporting All Points Broadband’s Page County Project. Calix and APB have reviewed the specific project and related bills of materials associated and Calix has provided APB with pricing that is incorporated in APB’s response. Calix is also allocating committed manufacturing capacity to support APB’s requirements and project schedules.

We appreciate the opportunity to support this important initiative to bridge the digital divide in Page County.

Sincerely,

Mark Johnson

Vice President – Sales East

2777 Orchard Parkway  
San Jose, CA 95134



December 13, 2023

**RE: Letter of Support for APB's Page County FY24 VATI Project**

To Whom It May Concern:

WESCO | Anixter is a leading provider of business-to-business (B2B) distribution, logistics services and supply chain solutions. WESCO | Anixter streamlines complex supply chain challenges with best-in-class customizable distribution and logistical services including consultation, asset management, eProcurement, VMI, warehousing, project management and kitting. Headquartered in Pittsburgh, PA with warehouse facilities in Ashland, VA, WESCO | Anixter has deployed over 100,000 miles of fiber optic broadband and is set to complete 25,000 miles in 2022 alone.

WESCO | Anixter is excited to be partnering with All Points Broadband ("APB") on the Page County VATI Project that will deliver best-in-class fiber-to-the-home broadband access to hundreds of currently unserved locations throughout the County. WESCO | Anixter has a strong working relationship with All Points Broadband and serves as APB's primary logistics and supply chain management vendor for APB's current Virginia deployments.

This letter will confirm that WESCO | Anixter is committed to supporting APB's Page VATI Project. WESCO | Anixter has reviewed the specific project scope and related supply chain needs, provided APB with pricing that is incorporated in APB's response, and is committed to supporting APB's requirements and project schedules if the Page VATI Project is awarded. WESCO | Anixter helps APB successfully mitigate supply chain constraints by coordinating with APB engineering and design team to forecast their material needs to meet the construction schedule timelines. WESCO | Anixter and APB communicate via weekly calls to monitor progress on lead-times, supply chain fluctuations and manage inventory.

We appreciate the opportunity to support this important initiative to bridge the digital divide in Page County.

Sincerely,

*Jay Monahan*

Jay Monahan – Sales Manager

[jay.monahan@anixter.wescodist.com](mailto:jay.monahan@anixter.wescodist.com)

804.731.1372



## COUNTY OF PAGE

103 South Court Street, Suite F  
Luray, Virginia 22835  
(540) 743-4142  
Fax: (540) 743-4533

### Board of Supervisors:

Keith Weakley – Chairman – At-Large  
D. Keith Guzy, Jr. – District 1  
Allen Louderback – District 2  
Mark Stroupe – District 3  
Larry Foltz – District 4  
Jeff Vaughan – District 5

### County Administrator:

Amity Moler

December 12, 2023

Tamarah Holmes, Ph.D.  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: Support for NSVRC (Page County) VATI FY24

Dr. Holmes:

This letter will confirm the strong support of Page County (the “County”) for the application to be submitted by the Northern Shenandoah Valley Regional Commission and All Points Broadband, as applicant and co-applicant, respectively, to the 2024 Virginia Telecommunication Initiative (the “VATI Application”).

If awarded, this funding will provide broadband access to a very rural area within Page County which is desperately needed.

We appreciate your consideration of this important project.

Sincerely,

Amity N. Moler  
County Administrator

# Form 477 Filing Summary

FRN:  
0023524705

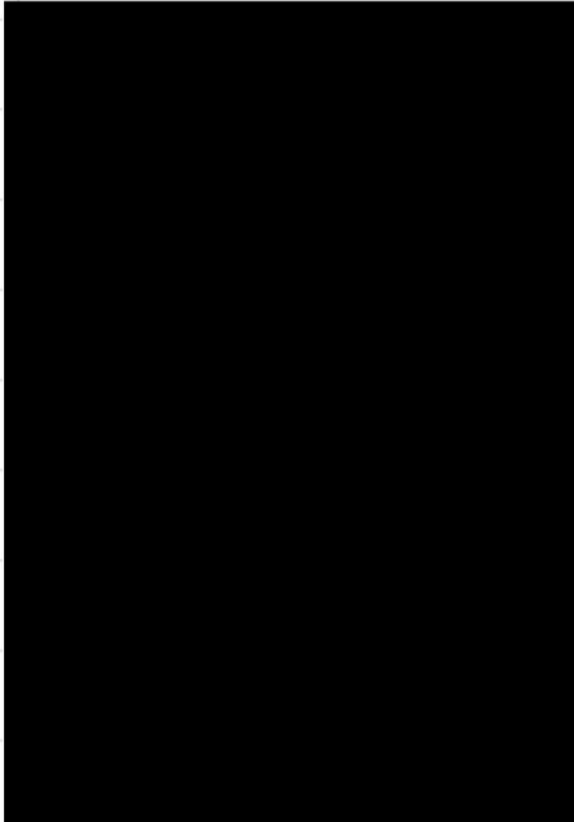
Data as of:  
Dec 31, 2021

Operations:  
Non-ILEC

Submission Status:  
Original - Submitted

Last Updated:  
Mar 1, 2022 09:33  
PM

## Filer Identification

Section	Field	Response
Filer Information	Company Name	All Points Broadband
	Holding Company Name	Virginia Everywhere
	Filing Type	Non-ILEC
	SAC ID	N/A
	499 ID	831251
Data Contact Information	Data Contact Name	
	Data Contact Phone Number	
	Data Contact E-mail	
Emergency Operations Contact Information	Emergency Operations Name	
	Emergency Operations Phone Number	
	Emergency Operations E-mail	
Certifying Official Contact Information	Certifying Official Name	
	Certifying Official Phone Number	
	Certifying Official E-mail	

## Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FCC477-Deployment-DEC2021.csv	Mar 1, 2022 09:28 PM	26,371
Fixed Broadband Subscription	fcc477_20211231.csv	Mar 1, 2022 08:35 PM	823
Fixed Voice Subscription	fcc477_voip_20211231.csv	Mar 1, 2022 11:52 AM	32

# Fixed Broadband Deployment

## Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
Kentucky	All Points Broadband	Optical Carrier/Fiber to the End User	[REDACTED]
		Terrestrial Fixed Wireless	
Maryland	All Points Broadband	Terrestrial Fixed Wireless	[REDACTED]
Virginia	All Points Broadband	Terrestrial Fixed Wireless	[REDACTED]
West Virginia	All Points Broadband	Terrestrial Fixed Wireless	[REDACTED]
<b>Total</b>			[REDACTED]

# Fixed Broadband Subscription

## Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Kentucky	Optical Carrier/Fiber to the End User				
	Terrestrial Fixed Wireless				
Maryland	Terrestrial Fixed Wireless				
Virginia	Optical Carrier/Fiber to the End User				
	Terrestrial Fixed Wireless				
West Virginia	Terrestrial Fixed Wireless				
<b>Total</b>					

## Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
1.000	1.000			
2.000	1.000			
2.000	2.000			
3.000	0.500			
3.000	0.512			
3.000	1.000			
3.000	1.500			
4.000	1.000			
5.000	1.000			
5.000	2.000			
5.000	5.000			

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
6.000	1.000			
6.000	2.000			
9.000	2.000			
10.000	2.000			
10.000	3.000			
10.000	4.000			
10.000	5.000			
10.000	10.000			
12.000	2.000			
12.000	3.000			
15.000	2.000			
15.000	3.000			
15.000	4.000			
15.000	5.000			
15.000	15.000			
20.000	4.000			
20.000	5.000			
20.000	20.000			
24.000	3.000			
25.000	2.000			
25.000	3.000			
25.000	5.000			
25.000	25.000			
30.000	10.000			
30.000	30.000			
35.000	5.000			
50.000	3.000			
50.000	10.000			
50.000	20.000			
50.000	50.000			
100.000	100.000			
200.000	200.000			

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
250.000	250.000			
300.000	300.000			
<b>Total</b>				

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Optical Carrier/Fiber to the End User	10.000	10.000			
	25.000	25.000			
	30.000	30.000			
	50.000	50.000			
	100.000	100.000			
	200.000	200.000			
Terrestrial Fixed Wireless	1.000	1.000			
	2.000	1.000			
	2.000	2.000			
	3.000	0.500			
	3.000	0.512			
	3.000	1.000			
	3.000	1.500			
	4.000	1.000			
	5.000	1.000			
	5.000	2.000			
	5.000	5.000			
	6.000	1.000			
	6.000	2.000			
	9.000	2.000			
	10.000	2.000			
	10.000	3.000			
	10.000	4.000			
	10.000	5.000			
	10.000	10.000			
	12.000	2.000			



Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
	12.000	3.000			
	15.000	2.000			
	15.000	3.000			
	15.000	4.000			
	15.000	5.000			
	15.000	15.000			
	20.000	4.000			
	20.000	5.000			
	20.000	20.000			
	24.000	3.000			
	25.000	2.000			
	25.000	3.000			
	25.000	5.000			
	25.000	25.000			
	30.000	10.000			
	35.000	5.000			
	50.000	3.000			
	50.000	10.000			
	50.000	20.000			
	50.000	50.000			
	100.000	100.000			
	200.000	200.000			
	250.000	250.000			
	300.000	300.000			
<b>Total</b>					

## Fixed Voice Subscription

### VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Kentucky	0	0		

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Virginia				
<b>Total</b>				

## Fixed Voice Subscription (iVoIP)

### Over-the-Top VoIP Subscriptions by State and End User Type

State	Total	Consumer	Business/Govt.
Kentucky			
Virginia			
<b>Total</b>			

### All Other VoIP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

State	Total	by End User Type		by Bundle		by Last-Mile Medium			
		Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Kentucky									
Virginia									
<b>Total</b>									

Reminder: Use 2010 Census geographies for data as of June 30, 2021 and before. Use 2020 Census geographies for data as of December 31, 2021 and after.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an [online e-support ticket](#).

Federal Communications Commission  
 45 L St NE, Washington, DC 20002  
[Phone: 1-888-225-5322](tel:1-888-225-5322)  
[TTY: 1-888-835-5322](tel:1-888-835-5322)  
[Videophone: 1-844-432-2275](tel:1-844-432-2275)  
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# Form 477 Filing Summary

FRN:  
0023524705

Data as of:  
Jun 30, 2022

Operations:  
Non-ILEC

Submission Status:  
Original - Submitted

Last Updated:  
Aug 31, 2022 03:45  
PM

## Filer Identification

Section	Field	Response
Filer Information	Company Name	All Points Broadband
	Holding Company Name	Virginia Everywhere
	Filing Type	Non-ILEC
	SAC ID	818078,819081,820067,826113
	499 ID	831251
Data Contact Information	Data Contact Name	[REDACTED]
	Data Contact Phone Number	(703) 554-6623
	Data Contact E-mail	[REDACTED]
Emergency Operations Contact Information	Emergency Operations Name	Kevin Elmore
	Emergency Operations Phone Number	(703) 554-6623
	Emergency Operations E-mail	[REDACTED]
Certifying Official Contact Information	Certifying Official Name	James Carr
	Certifying Official Phone Number	(703) 554-6600
	Certifying Official E-mail	[REDACTED]

## Data Submitted

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	blocks_covered_06302022.csv	Aug 31, 2022 03:40 PM	[REDACTED]
Fixed Broadband Subscription	fcc477_20220630.csv	Aug 26, 2022 02:27 AM	[REDACTED]
Fixed Voice Subscription	voip_census_tracts.csv	Aug 26, 2022 02:28 AM	[REDACTED]

## Fixed Broadband Deployment

### Census Block Counts by State, DBA Name and Technology

State	DBA Name	Technology	Blocks
-------	----------	------------	--------

State	DBA Name	Technology	Blocks
Kentucky	All Points Broadband	Optical Carrier/Fiber to the End User	[REDACTED]
		Terrestrial Fixed Wireless	
Maryland	All Points Broadband	Terrestrial Fixed Wireless	
Virginia	All Points Broadband	Terrestrial Fixed Wireless	
West Virginia	All Points Broadband	Terrestrial Fixed Wireless	
<b>Total</b>			

## Fixed Broadband Subscription

### Fixed Broadband Subscriptions by State, Technology and End User Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business/Govt.	Total
Kentucky	Optical Carrier/Fiber to the End User		[REDACTED]		
	Terrestrial Fixed Wireless				
Maryland	Terrestrial Fixed Wireless				
Virginia	Optical Carrier/Fiber to the End User				
	Terrestrial Fixed Wireless				
West Virginia	Terrestrial Fixed Wireless				
<b>Total</b>					

### Fixed Broadband Subscriptions by Bandwidths and End User Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
[REDACTED]				

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total

Fixed Broadband Subscriptions by Technology, Bandwidths and End User Type

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total
Optical Carrier/Fiber to the End User					
Terrestrial Fixed Wireless					

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business/Govt.	Total

### Fixed Voice Subscription

#### VGE Lines and VoIP Subscriptions by State and End User Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Kentucky				
Virginia				
<b>Total</b>				

### Fixed Voice Subscription (iVoIP)

#### Over-the-Top VoIP Subscriptions by State and End User Type

State	Total	Consumer	Business/Govt.
Kentucky			
Virginia			
<b>Total</b>			



## All Other VoIP Subscriptions by State, End User Type, Bundle and Last-Mile Medium

State	Total	by End User Type		by Bundle		by Last-Mile Medium			
		Consumer	Business/Govt.	Sold w/ Internet	Sold w/o Internet	FTTP	Coax	Fixed Wireless	Copper
Kentucky									
Virginia									
<b>Total</b>									

Reminder: Use 2010 Census geographies for data as of June 30, 2021 and before. Use 2020 Census geographies for data as of December 31, 2021 and after.

For help or assistance, please contact (877) 480-3201 or (717) 338-2834 (TTY) or you may submit an [online e-support ticket](#).

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 Phone: [1-888-225-5322](tel:1-888-225-5322)

TTY: [1-888-835-5322](tel:1-888-835-5322)

Videophone: [1-844-432-2275](tel:1-844-432-2275)

Fax: [1-866-418-0232](tel:1-866-418-0232)

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### **Answer to Question 15b:**

APB has already performed substantial marketing activities. The County and APB have encouraged potential customers to register on the All Points website at [www.apbfiber.com](http://www.apbfiber.com). APB has mailed flyers to all locations in the FY22 VATI project to inform them of the status of the project. If funded, APB would conduct similar public communications efforts with the FY24 VATI locations.

All Points prepared an extensive marketing campaign to ensure that customers are connected to the network as soon as it is available as described in Attachment 18.

All Points has dedicated a sales manager to oversee marketing and adoption activities and allocated a \$45,760 marketing budget for the project. This marketing budget is not included in the VATI project budget.

The pre-construction marketing phase will begin with a series of mailings to all serviceable units, and a series of joint-marketing events and public meetings conducted in conjunction with community organizations and representatives of the County. All Points will also use its website, social media, door hangers, and yard signs to market the service and spread awareness.

During the pre-construction marketing phase, all marketing communications will direct potential customers to All Points' mobile-friendly tool to register for notifications or subscribe to service as soon as it is available. All Points will use this tool to accept pre-registrations from customers and to keep those customers informed regarding the deployment schedule, so that they will be ready to subscribe and receive service as soon as it is available at their locations.

The County will support All Points as it conducts media events and project tours to keep local media outlets informed about the project and its status, and to generate media coverage that will reinforce All Points' direct marketing activities. As each area of the network is nearing completion, All Points will use the preferred contact method selected by each customer that has pre-registered to inform them of their service availability date and to schedule installations for these pre-registered customers.

Approximately 90 days before service is available at a specific location, All Points will send an additional series of direct mail to potential customers that have not pre-registered for service. These mailers will highlight the project, the services soon to be available, and any promotions to encourage registering, such as half-off installations or a free streaming device with installation. Customers will receive a printed user guide to their Internet connection which includes descriptions of services not previously available to an unserved resident and basic troubleshooting steps.

All Points' marketing materials will also highlight the commitment, for the first 12 months after it is available, to providing a Standard Installation, regardless of drop length, to all funded serviceable units for an installation fee of \$199.00. This unique offering differs greatly from the special construction fee policy of current incumbent providers and is projected to increase take rates within the VATI funded area.

Throughout the construction phase, All Points will continue to use its website and social media channels, billboards, and public meetings in conjunction with the County to market the project. As last-mile construction is completed in each area of the project, All Points will place door hangers at each serviceable location, yard signs in each serviceable neighborhood, and door-to-door sales.

To estimate take rates, All Points commissioned a third party to perform a residential survey and conjoint analysis for Virginia markets. Redacted excerpts from this third-party analysis are attached as part of Attachment 18. As demonstrated in the attached excerpts, the analysis concluded that All Points could achieve market share of broadband subscribers of 75%, 71%, and 95%, respectively, in various portions of the proposed project area, depending on whether the options currently available to consumers are (a) satellite and DSL, (b) DSL and fixed wireless, or (c) only satellite. All Points have applied these projections across the proposed project to estimate a take rate of 75% for the project.

### **Answer to Question 15c:**

The NSVRC and the County will leverage community events with partner organizations to ensure that residents are aware of their access to broadband and the positive impact it can have on their lives. Jointly, the County and All Points will conduct outreach to framers' markets, public libraries and local chambers of commerce as well as other organizations to partner in ways to inform the population how to use broadband access to improve their quality of life and access to economic opportunity.

All Points will offer a free a Digital Inclusion Academy through Google for Education (see Attachment 19), based on best practices and recommendation from the National Digital Equity Center, the National Digital Inclusion Alliance, and NTIA's BroadbandUSA toolkits. The online courses include valuable digital literacy topics like "Use Digital Tools for Everyday Tasks", "Avoid Online Scams", "Build Healthy Digital Habits", "Edit Your Resume", and others of a similar nature. All Points will offer free access to this Academy and all related courses to all locations within the proposed project area and all County residents.

The Page Public Library is part of the Massanutten Regional Library system. The network of libraries serve over 160,000 residents in Harrisonburg, Page and Rockingham Counties. The Regional Library has multiple resources for residents to learn more about digital literacy. These resource include topics like "Managing Your Digital Footprint", "Parenting for the Digital Generation" and "What is Money?: Bartering, Cash Cryptocurrency and More".

The library system also provides online resources where residents can speak to a librarian online, access for business, career and test preparation, online tools for citizen help information and learn a new languages. More details on this can be found in Attachment 19.

### **Answer to Question 19c:**

Digital equity and inclusion are critically important to all broadband deployment projects, especially when connecting currently unserved locations. All Points is participating in the FCC's Affordable Connectivity Program (ACP) and all service offerings made available through the proposed project will be eligible for ACP discount. All service levels are eligible for ACP savings, and APB will harmonize its service level offering with those required for BEAD eligibility across Virginia upon final approval of Virginia's BEAD proposal and APB's participation in that program.

As detailed in Attachment 18, the ACP program is aggressively promoted across All Points' outreach and marketing portfolio, including a dedicated webpage to the program, an ACP specific page in a customer's welcome package, a banner on the landing webpage to register for service, and inclusion of ACP program promotions on advertising materials (mailers, door hangers, etc.) All Points' customer service representatives are trained in the ACP program parameters and the process for registering. All Points has launched an eligibility verification and ACP registration webpage for our customers so they will not have to leave the All Points website to register. All service levels are eligible for ACP savings, and APB will harmonize its service level offering with those required for BEAD eligibility across Virginia upon final approval of Virginia's BEAD proposal and APB's participation in that program.

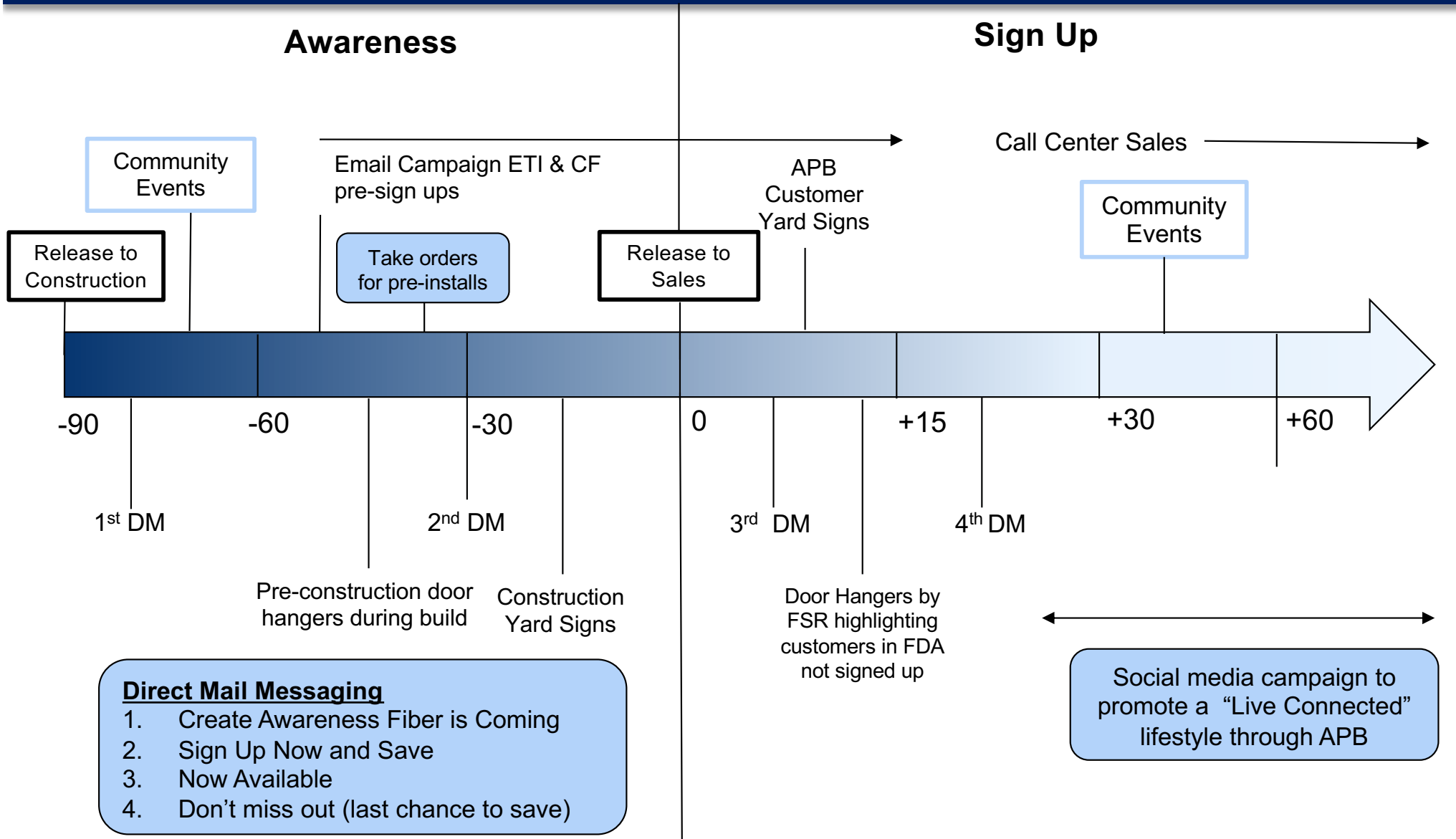
All Points marketing collateral and customer paperwork will include instructions & tips to further reduce telecommunications expenses of subscribers. This includes "cutting the cord" of traditionally bundled offerings or cancelling high-cost mobile hotspot services.

As part of our digital equity strategy, All Points recognizes the importance of lowering the cost of long drops. Therefore, for the first twelve months after service is available, All Points commits to providing a Standard Installation, regardless of drop length, to all locations for the same fixed fee of \$199.00. This promotion will be included in All Points' marketing materials, including door hangers, yard signs, mailers, digital advertising, and other methods. While not all installation costs can be avoided or waived, such as locations requiring an underground drop, those fees will be presented to the County and future customers in a transparent & consistent fashion.

APB has developed a Digital Inclusion Academy through Google for Education (see Attachment 19), based on best practices and recommendation from the National Digital Equity Center, the National Digital Inclusion Alliance, and NTIA's BroadbandUSA toolkits, which includes courses such as "Use Digital Tools for Everyday Tasks", "Avoid Online Scams", "Build Healthy Digital Habits", "Edit Your Resume", and others of a similar nature. All Points will offer free access to this Academy and all related courses to all locations within the proposed project area and all County residents.

# Go To Market: Steady-state marketing timeline

## ANTICIPATED TIMELINE (USING DAYS FROM RTS):



# Marketing Mix

## OUR MESSAGE

**NOW INSTALLING: BLAZING-FAST INTERNET IN CAMBRIA COUNTY**

Postal Notice Here

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

La volupta esentimolupta incidunt molupta tissent laecarclit quoducit il il maximam imeturia cumendi uti vulupad maia. Itac dolor sandemqui volastibus accentum nataintem omi millandiat abcepeu dicitur ad et quatem

**ALL POINTS BROADBAND**  
Fiber Community  
1000 Commonwealth Blvd | Richmond, VA 23227

**FIRST MONTH FREE**  
WHEN YOU SIGN-UP BY DATE XX, 2022

Resident  
1234 Any Street  
Any Town, US 12345-6789

Call today 800-000-0000 or visit [fiber.allpointsbroadband.com](http://fiber.allpointsbroadband.com)

## Initial marketing mix will consist of:

- **Direct Mail:** Target serviceable locations. 4 distinct mailers
- **Email:** Campaign to highlight pre-registered customers ≈ 45 days prior to RTS.
- **Door Hangers:** Use may be limited to higher-density neighborhoods.
- **Yard Signs:** Alert customers that fiber is coming and to sign up as well as demonstrate a happy APB customer after a fiber installation.
- **Community Events:** Increase community engagement and sign up at local events.
- **Field Sales Representative:** Boots on the ground asset charged with signing up new customers and spreading All Points message.
- **Revised Fiber Landing Page:** Designed to entice sign up and capture new leads within the fiber territories of the county.

**FIBER BROADBAND IS COMING**

WORK FASTER + PLAY FASTER

[APBfiber.com](http://APBfiber.com) **ALL POINTS BROADBAND**

# Social Media Outreach

## OUR MESSAGE

"It has been life changing. I can now work from home without dropped calls or missed emails!"

★★★★★




-Sarah C. Warsaw, VA

**All Points Broadband**  
Published by Kyle Frankenfield · October 2 ·

All Points Broadband connects its first Northumberland County customer! We want to thank Northern Neck Electric Cooperative, Dominion Energy, Northumberland County, Virginia, Virginia Department of Housing and Community Development, and the Northern Neck Planning District Commission for their partnership in making this happen.

Get ready to live connected Northumberland. Go to [APBfiber.com](https://www.apbfiber.com) to sign up for service!



**All Points Broadband**  
Published by Kyle Frankenfield · October 12 ·

King William County, Virginia, All Points Broadband and Dominion Energy held a groundbreaking ceremony for a fiber-to-the-home broadband project that will deliver service to more than 2,200 unserved homes and businesses in King William County!

Read the full article here: <https://www.dailypress.com/.../groundbreaking-marks.../>

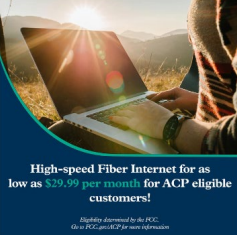


## Social media outreach will consist of:

- Community Events: First customer lightings, groundbreaking Ceremonies, etc.
- Human Interest Stories: Customers uniquely impacted by fiber being installed
- Advertisements: Brand awareness and outreach campaigns

**All Points Broadband**  
Sponsored ·

Get break-out speed without breaking the bank. Fiber broadband internet is not out of reach. Click the button below to find out if your address is in our service area.



High-speed Fiber Internet for as low as \$29.99 per month for ACP eligible customers!

apbfiber.com  
Affordable Internet for a Digital World [Learn more](#)

1  
Like Comment Share

**All Points Broadband**  
Sponsored ·

Stay connected, no matter the distance! Crystal clear video and voice. Click to stay in touch with loved ones today!



**ALL POINTS BROADBAND**  
Live Connected.

onboarding.allpointsbroadband.co... [Sign up](#)


Fast Fiber Internet

Like Comment Share

**All Points Broadband**  
Sponsored ·

Enjoy high-speed internet without sacrifice. Live where you want and stay connected with All Points Broadband's cutting-edge fiber internet.

Live Here.



Connect to Anywhere

allpointsbroadband.com  
Fast Fiber Internet  
click to learn more [Learn more](#)

Like Comment Share

## Eligible Customers Can Save \$30 Per Month



Everyone deserves access to high speed fiber broadband. All Points Broadband is helping our communities Live Connected by participating in the Affordable Connectivity Program (ACP).

The ACP was created by Congress and is administered by the Federal Communications Commission (FCC), with a goal of helping to ensure that households can afford the broadband they need for work, school, healthcare and more.

### You may be eligible for an ACP discount if:

1. You or a member of your household meets at least one of the following requirements.

- Is eligible to receive Supplemental Nutrition Assistance Program (SNAP or food stamps), Medicaid, or Supplemental Security Income (SSI) benefits, or participates in another [Lifeline qualifying program](#);
- Receives Special Supplemental Nutrition Program for Women, Infants, and Children (WIC) benefits;
- Participates in the National School Lunch Program or the School Breakfast Program;
- Is enrolled in a school that offers free breakfast or lunch through the USDA Community Eligibility Provision (CEP);
- Received a Federal Pell Grant during the current award year;
- If your gross annual household income is at or below the [200% of the federal poverty guidelines](#); or, for residents of [qualifying Tribal Lands](#), meets





# Programa de Descuentos para Internet (ACP)

## ¿QUÉ ES?

El Programa de Descuentos para Internet (ACP) es un programa de la FCC que ayuda a mantener la conexión de las familias y hogares con dificultades para pagar por servicios de internet, en tierras Tribales.

### Este subsidio proporciona:

- Máximo \$75 de descuento al mes para hogares elegibles en tierras Tribales.
- Máximo \$30 de descuento al mes para hogares elegibles que no están en tierras Tribales elegibles.
- Un descuento único de hasta \$100 por una computadora portátil, una computadora de escritorio o una tableta electrónica, comprada a través de un proveedor participante, si el hogar elegible contribuye con mínimo \$10 y hasta \$50 de la compra

## ¿QUIÉN ES ELEGIBLE?

Un hogar es elegible si uno de sus miembros participa en alguno de los siguientes programas dirigidos específicamente a tierras Tribales: Asistencia de la oficina de asuntos indígenas (Bureau of Indian Affairs General Assistance); Tribal TANF o Programa de distribución de alimentos en reservas indígenas (Food Distribution Program on Indian Reservations).

## TAMBIÉN SON ELEGIBLES

Los hogares en tierras Tribales también son elegibles para este subsidio si uno de los miembros del hogar tiene un ingreso igual o inferior al 200% de las pautas federales de pobreza (Federal Poverty Guidelines) o cumple con alguno de los siguientes criterios de elegibilidad:

- Participa en ciertos programas de asistencia, como SNAP; Medicaid; Federal Public Housing Assistance (asistencia para la vivienda); SSI; WIC o Lifeline.
- Está aprobado para recibir asistencia de los programas de almuerzos o desayunos gratuitos o a precio reducido (Free and Reduced-Price School Lunch Program o School Breakfast Program), incluso mediante la disposición USDA Community Eligibility Provision.
- Recibió una beca Federal Pell Grant durante el año actual de premiación.
- Cumple con los criterios de elegibilidad de un programa ya existente, para usuarios de bajos ingresos, ofrecido por algún proveedor de banda ancha participante.

## INSCRIPCIÓN EN DOS PASOS

# 1

Visite **AffordableConnectivity.gov** para enviar una solicitud o para imprimir una solicitud y enviarla por correo.

# 2

Contáctese con su proveedor participante preferido para seleccionar un plan elegible y pedirle que el descuento se aplique a su cuenta.

Algunos proveedores podrían usar formularios de solicitud alternativos que le pedirán llenar.

Los hogares elegibles deben hacer dos cosas: presentar su solicitud al programa y contactarse con un proveedor participante para elegir un plan de servicios.

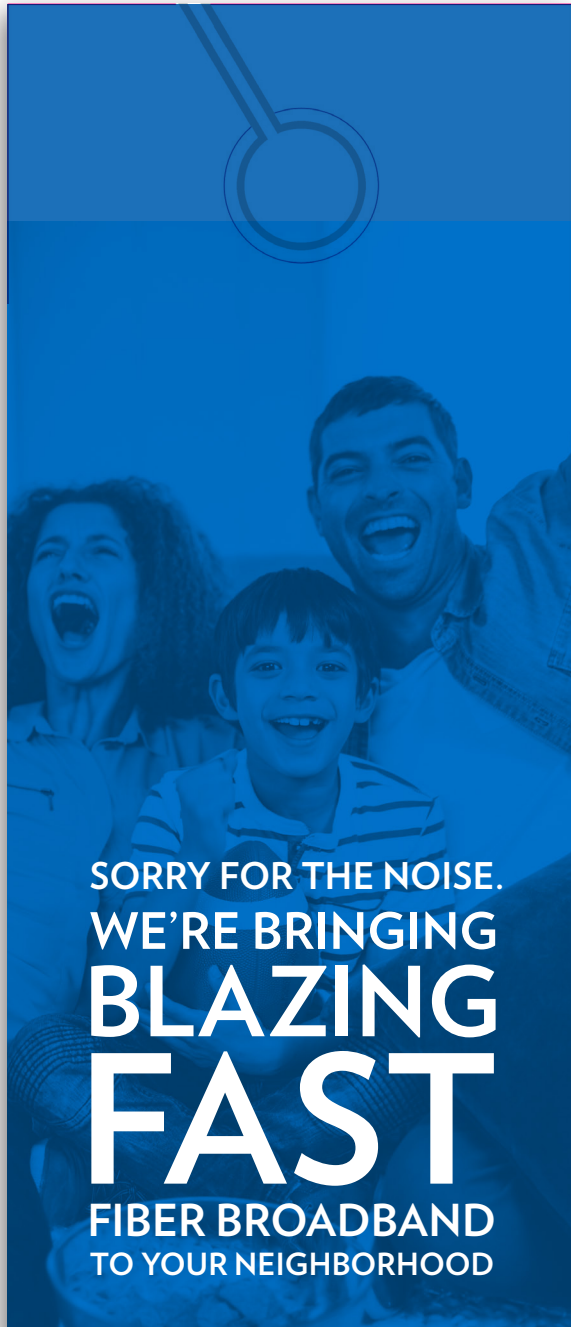
## AVERIGÜE MÁS

Llame al **877-384-2575**, o

Visite **fcc.gov/acp**



FRONT



SORRY FOR THE NOISE.  
 WE'RE BRINGING  
**BLAZING  
 FAST**  
 FIBER BROADBAND  
 TO YOUR NEIGHBORHOOD



SIGN UP NOW FOR  
**50% OFF**  
 INSTALLATION  
 & PRIORITY SCHEDULING

APBFiber.com Need help? Call 888-217-7927



BACK



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



Speeds up to  
**1 GIG**



Enjoy unlimited  
**DATA**



Managed router with built-in  
**WI-FI**



Monthly plans as low as  
**\$29<sup>99</sup>**  
for eligible customers



All weather, service is  
**RELIABLE**



SIGN UP NOW FOR  
**50% OFF**  
 INSTALLATION  
 & PRIORITY SCHEDULING

APBFiber.com Need help? Call 888-217-7927



FRONT



# BLAZING FAST

FIBER BROADBAND IS NOW AVAILABLE IN YOUR NEIGHBORHOOD!



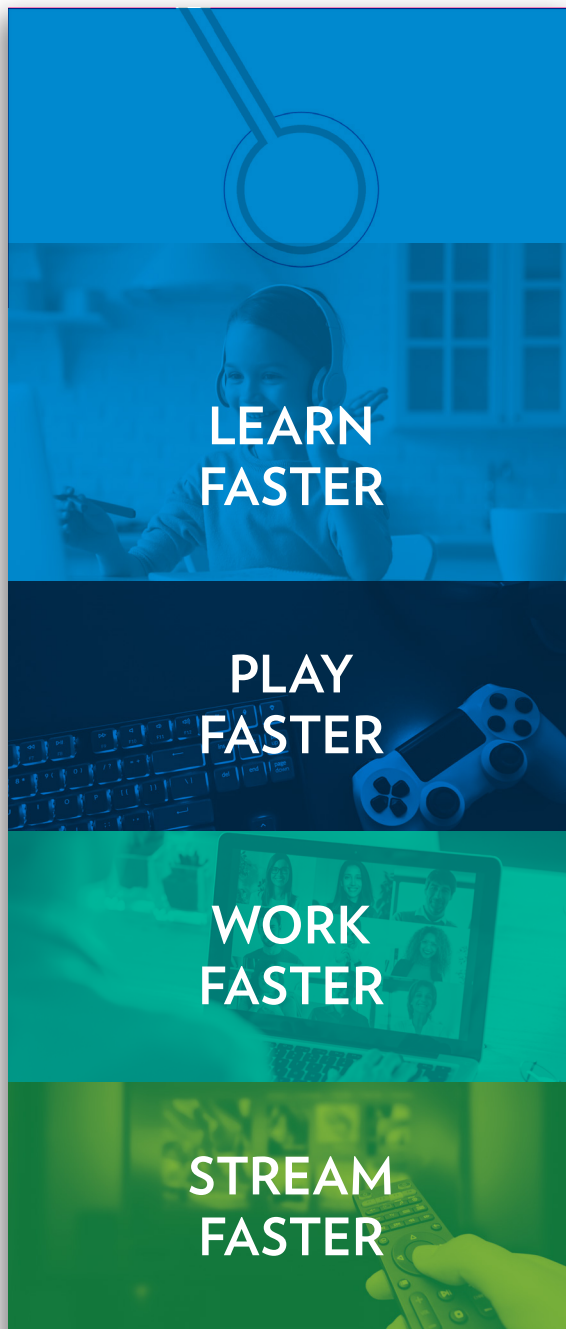
**GET 50% OFF** INSTALLATION **&** **LOCK IN SPECIAL DISCOUNTED PRICING**

[APBFiber.com](http://APBFiber.com)

Need help? Call 888-217-7827



BACK



LEARN FASTER

PLAY FASTER

WORK FASTER

STREAM FASTER



**GET 50% OFF** INSTALLATION **&** **LOCK IN SPECIAL DISCOUNTED PRICING**

[APBFiber.com](http://APBFiber.com)

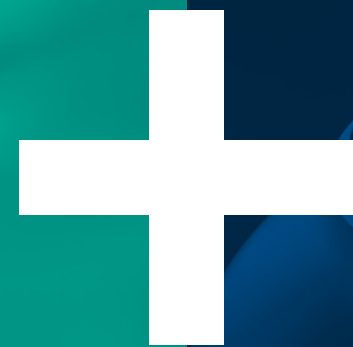
Need help? Call 888-217-7827



# FIBER BROADBAND IS COMING



WORK FASTER



PLAY FASTER

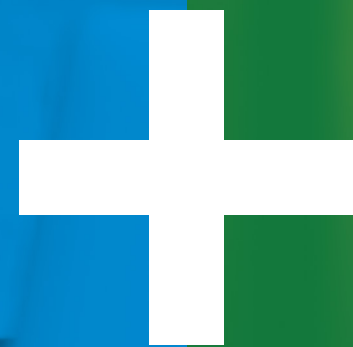
[APBfiber.com](http://APBfiber.com)



**ALL POINTS**  
BROADBAND

# FIBER BROADBAND IS COMING

LEARN FASTER



STREAM FASTER

[APBfiber.com](http://APBfiber.com)

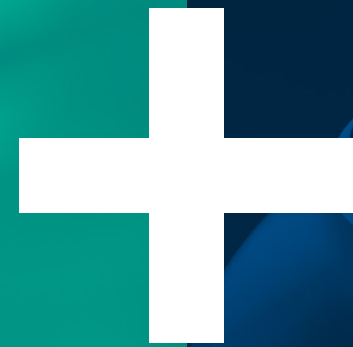


**ALL POINTS**  
BROADBAND

# FIBER BROADBAND IS HERE



WORK FASTER



PLAY FASTER

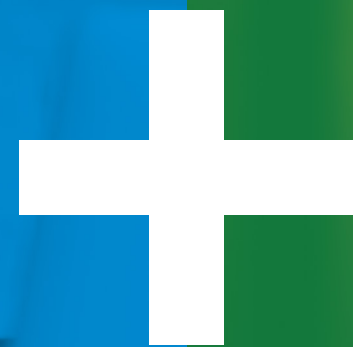
[APBfiber.com](http://APBfiber.com)



**ALL POINTS**  
BROADBAND

# FIBER BROADBAND IS HERE

LEARN FASTER



STREAM FASTER

[APBfiber.com](http://APBfiber.com)



**ALL POINTS**  
BROADBAND



**LEARN FASTER**



**PLAY FASTER**



**WORK FASTER**



**STREAM FASTER**



# COMING SOON: BLAZING-FAST FIBER BROADBAND IS HEADED TO YOUR HOME

Postal  
Indicia  
Here

## IT'S NEVER BEEN EASIER TO LIVE CONNECTED WITH ALL POINTS BROADBAND FIBER IN PARTNERSHIP WITH RICHMOND COUNTY

Whether you're working from home, a movie buff or a gamer, you'll appreciate our super-fast broadband service coming to your area. It's everything you need to live connected. Use the QR code to sign up now.



Speeds up to  
**1 GIG**



Enjoy unlimited  
**DATA**



Managed router with built-in  
**WI-FI**



Monthly plans as low as  
**\$29<sup>99</sup>**  
for eligible customers



All weather, service is  
**RELIABLE**

Don't wait! Get started today at [APBfiber.com](https://APBfiber.com) Need help? Call 888-217-7827.



**ALL POINTS BROADBAND**

*Live Connected.*



SIGN UP NOW FOR  
**50% OFF**  
**INSTALLATION**  
& PRIORITY SCHEDULING

Resident  
1234 Any Street  
Any Town, US 12345-6789  
|||||



**ZOOM  
SMOOTHER**



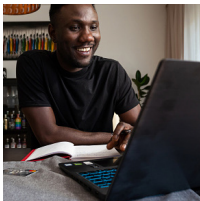
**SCORE  
HIGHER**

# NOW INSTALLING: BLAZING-FAST FIBER BROADBAND TO YOUR HOME

Postal  
Indicia  
Here

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

Put the web to work for you with high-speed broadband. Just what you need to start watching, zooming and gaming. Sign up now to save 50% on your installation and receive priority scheduling.



WORKING



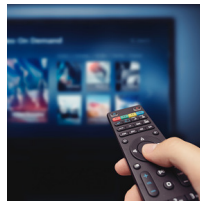
LEARNING



GAMING



CALLING



STREAMING

Don't wait! Get started today at [APBfiber.com](https://www.APBfiber.com)

Need help? Call 888-217-7827.



**ALL POINTS  
BROADBAND**

*Live Connected.*



SIGN UP NOW FOR  
**50% OFF**  
INSTALLATION  
& PRIORITY SCHEDULING

Resident  
1234 Any Street  
Any Town, US 12345-6789  
|||||



**LEARN  
QUICKER**



**LAUGH  
LONGER**

# IT'S HERE! BLAZING-FAST FIBER BROADBAND IS NOW AVAILABLE IN YOUR HOME

Postal  
Indicia  
Here

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

Don't miss your chance to get faster, more reliable internet. Experience speeds up to 1 Gigabit (1000 Mbps), 24/7 service and unlimited data with monthly plans that work with your budget.

**BASIC**

~~\$59<sup>99</sup>~~ / ~~\$29<sup>99</sup>~~  
MO / MO  
WITH ACP\*

50 Mbps DOWN/UP  
Unlimited data usage  
Managed Wi-Fi router

**BLAZE**

~~\$99<sup>99</sup>~~  
MO

~~\$89<sup>99</sup>~~ / ~~\$59<sup>99</sup>~~  
MO / MO  
WITH ACP\*

100 Mbps DOWN/UP  
Unlimited data usage  
Managed Wi-Fi router

**BOLT**

~~\$149<sup>99</sup>~~  
MO

~~\$119<sup>99</sup>~~ / ~~\$89<sup>99</sup>~~  
MO / MO  
WITH ACP\*

1 GIG DOWN/UP  
Unlimited data usage  
Managed Wi-Fi router

\*ELIGIBLE HOUSEHOLDS SAVE AN EXTRA \$30 THROUGH THE AFFORDABLE CONNECTIVITY PROGRAM.

**Don't wait! Get started today at [APBfiber.com](https://www.APBfiber.com)** Need help? Call 888-217-7827.



**ALL POINTS  
BROADBAND**

*Live Connected.*



**GET  
50%  
OFF**  
INSTALLATION

**LOCK IN  
SPECIAL  
DISCOUNTED  
PRICING**

Resident  
1234 Any Street  
Any Town, US 12345-6789  
|||||



**HALF OFF  
INSTALLATION**

**FULL ON  
SAVINGS**

# DON'T MISS OUT ON BLAZING-FAST FIBER BROADBAND IN YOUR HOME

Postal Indicia Here

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

Stream, game, learn or work faster with fiber broadband. You'll get unlimited data for every connected device and 24/7 customer service if you ever need it. Compare for yourself!

	FIBER	FIXED WIRELESS	SATELLITE				
Cost	\$\$	\$\$\$	\$\$\$\$\$	<table border="1"> <tr> <td><b>BASIC</b></td> <td>\$59<sup>99</sup><sub>MO</sub> 50 MBPS</td> <td>\$29<sup>99</sup><sub>MO</sub> THROUGH THE ACP*</td> </tr> </table>	<b>BASIC</b>	\$59 <sup>99</sup> <sub>MO</sub> 50 MBPS	\$29 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*
<b>BASIC</b>	\$59 <sup>99</sup> <sub>MO</sub> 50 MBPS	\$29 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*					
Speed	1,000 Mbps+	~25 Mbps	~50 Mbps	<table border="1"> <tr> <td><b>BLAZE</b></td> <td>\$89<sup>99</sup><sub>MO</sub> 100 MBPS</td> <td>\$59<sup>99</sup><sub>MO</sub> THROUGH THE ACP*</td> </tr> </table>	<b>BLAZE</b>	\$89 <sup>99</sup> <sub>MO</sub> 100 MBPS	\$59 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*
<b>BLAZE</b>	\$89 <sup>99</sup> <sub>MO</sub> 100 MBPS	\$59 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*					
Unlimited Data No Throttling	✓	X	X	<table border="1"> <tr> <td><b>BOLT</b></td> <td>\$119<sup>99</sup><sub>MO</sub> 1 GIG</td> <td>\$89<sup>99</sup><sub>MO</sub> THROUGH THE ACP*</td> </tr> </table>	<b>BOLT</b>	\$119 <sup>99</sup> <sub>MO</sub> 1 GIG	\$89 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*
<b>BOLT</b>	\$119 <sup>99</sup> <sub>MO</sub> 1 GIG	\$89 <sup>99</sup> <sub>MO</sub> THROUGH THE ACP*					
Reliability	★★★★★	★	★★				

\*ELIGIBLE HOUSEHOLDS SAVE AN EXTRA \$30 THROUGH THE AFFORDABLE CONNECTIVITY PROGRAM.

See website for details.



**ALL POINTS BROADBAND**

*Live Connected.*



**GET 50% OFF** & **LOCK IN SPECIAL DISCOUNTED PRICING**  
INSTALLATION

[APBFiber.com](http://APBFiber.com) Need help? Call 888-217-7827

Resident  
 1234 Any Street  
 Any Town, US 12345-6789



# Pronto llegará el internet de fibra

Proporcionado por All Points Broadband



## Exclusivamente para Northern Neck. Le encantará la diferencia:

### Totalmente administrado

Cada sistema GigaSpire BLAST está administrado por All Points Broadband. Podemos solucionar los problemas antes de que ocurran para garantizar una experiencia sensacional y sin complicaciones.

### Wi-Fi de tecnología avanzada

El Wi-Fi 6 ofrece un rendimiento inigualable para todo el hogar. Usted obtiene una experiencia excepcional de entretenimiento y videojuegos en múltiples dispositivos al mismo tiempo.

### Más significa mejor

El ultrarrápido internet de fibra conecta todo en su hogar para que pueda navegar y transmitir audio y video sin interrupciones, y también equilibrar el trabajo y la escuela. Lo mejor de todo es que ¡no hay contratos ni límite de datos!

Reciba GRATIS la instalación de Ultimate Wi-Fi con el potente Wi-Fi 6 de segunda generación.

Totalmente administrado por APB Connect y controlado por usted.



A partir de tan solo  
**\$59.99/mes**

[www.apbfiber.com](http://www.apbfiber.com)



**ALL POINTS  
BROADBAND**

*Live Connected.*





# ALL POINTS BROADBAND

*Live Connected.*

## WELCOME TO ALL POINTS BROADBAND



**We are excited to have you as a customer.**

These resources will help to ensure that you enjoy reliable, fast broadband Internet and phone service and help you *Live Connected*

**In this Welcome Packet we will go over the following:**

- 1 Setting Up The APB Connect Mobile App
- 2 Installing and troubleshooting your router
- 3 Setting up your VOIP service
- 4 Streaming TV services and available options
- 5 Managing your account
- 6 Affordable Connectivity Plan
- 7 Contacting All Points Broadband
- 8 Upgrade Service



888.217.7827



[www.allpointsbroadband.com](http://www.allpointsbroadband.com)

# Welcome



Here is your network login information. Please store in a secure place.

**Network Name:** \_\_\_\_\_

**Password:** \_\_\_\_\_

## Make the most of your new network with the APB Connect App

Thanks for choosing All Points Broadband for your internet service. You are getting the best internet and Wi-Fi experience possible. Now that your professional installation and whole home Wi-Fi optimization is complete, you're ready to start tailoring your Wi-Fi.

**Before you begin your All Points Broadband internet service, download the APB Connect Wi-Fi app now.**

### STEP 1

Go to the app store.



### STEP 2

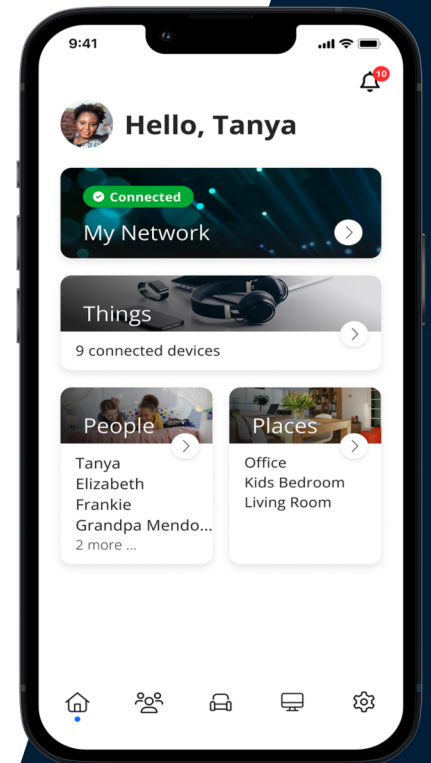
Search for APB Connect Wi-Fi app.



### STEP 3

Download the app!

For detailed app setup instructions, review the APB Connect app quick start guide.



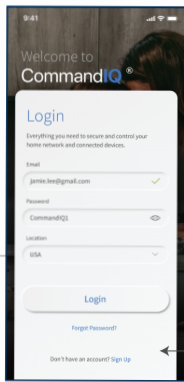
**ALL POINTS  
BROADBAND**

*Live Connected.*

# APB CONNECT QUICK START GUIDE

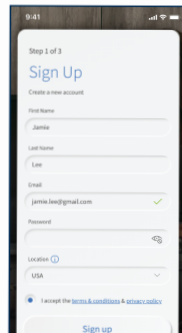
The app allows you to easily manage your home or small business Wi-Fi network within minutes. Download the app and take control of your Wi-Fi network today!

- 1 Download the app. You can search either the Apple App Store or Google Play Store for 'APB Connect', then install it on your mobile device.



- 2 Select "SIGN UP" towards the bottom of the screen.

- 3 Enter your personal information. The password you enter here will be used to access the app.

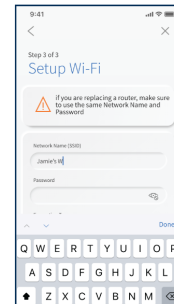
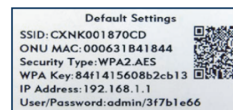


Google Play

- 4 Select "Yes" to continue.



- 5 Tap the QR code that appears within the app. (You will be asked to allow access your camera.) Point your camera at the QR Code found on the bottom of your BLAST System, or on the side of your GigaCenter, (example shown below). Select OK.



- 6 Tap the "Click here to skip" text since your Wi-Fi is already working.



Click Submit and you're done!

## Need help Additional Help?

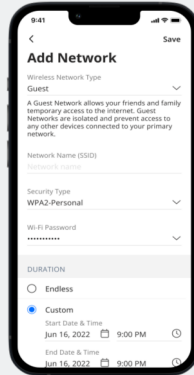
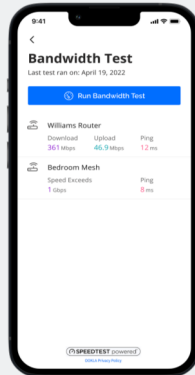
Contact support:  
[www.allpointsbroadband.com](http://www.allpointsbroadband.com)  
1-888-217-7827



# Experience the True Power of the APB Connect App

## Check your internet speed.

Run bandwidth tests to monitor your network performance and give bandwidth priority to specific devices.



## Easily set-up a guest network.

Keep your network passwords secure by setting up separate guest networks for your visitors.

## View and manage all devices connected to your network.

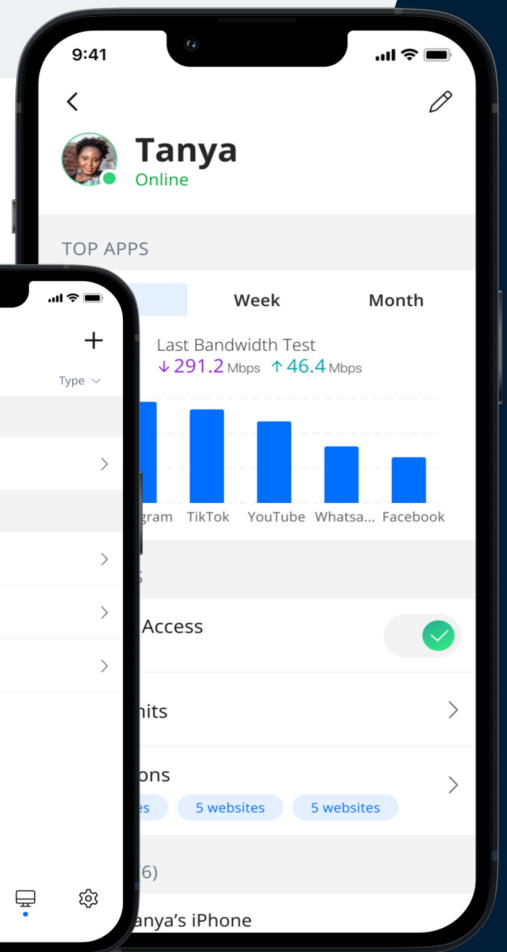
Track a device's bandwidth usage, pause its network access, or disconnect it.

## Set parental controls.

See what apps your kids are using, how long they're used for, and tailor their experience by blocking inappropriate sites and content, or setting usage limits.

## Active threat protection.

View total threats, intrusions, and viruses blocked over time. You can even see protected devices and total protection uptime.



# QUICK START GUIDE

## SETTING UP YOUR GIGASPIRE BLAST U6

### Quick Start Guide:

Setting up your GigaSpire BLAST

1

Connect GigaSpire BLAST to power outlet.



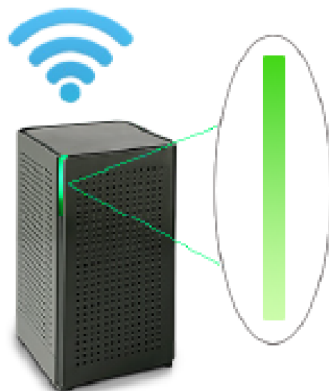
2

Connect one end of the supplied Ethernet cable to one of the LAN ports found on the back of the Internet access device provided by your service provider (e.g., modem or ONT) and the other end of the cable to the WAN port on the back of the GigaSpire BLAST.



4m

Boot-up-time -  
about 4 minutes



3

The solid green light indicates SUCCESS!  
You are connected to the Internet.

4

Refer to the Quick Start Guide for the App to set up  
your Wi-Fi.

# QUICK START GUIDE

## SETTING UP YOUR GIGASPIRE BLAST U4

### Quick Start Guide:

Setting up your GigaSpire BLAST u4

1

Connect GigaSpire BLAST to power outlet.



2

Connect one end of the supplied ethernet cable to one of the LAN ports found on the back of the Internet access device provided by your service provider (e.g., modem or ONT) and the other end of the cable to the WAN port on the back of the GigaSpire BLAST.



4m

Boot-up-time-  
about 4 minutes.



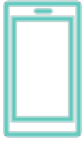
3

The solid green light indicates SUCCESS!  
You are connected to the Internet.

4

Refer to the Quick Start Guide for the App to set  
up your Wi-Fi.

# TROUBLESHOOTING YOUR INTERNET SERVICE



## Check the Internet on other devices

Sometimes when you have trouble accessing the internet, the root cause can be related to the computer or device you are using. Try another device to see if the internet works, if so then the issue is related to that specific device. A simple reboot can typically fix most problems.

## Reboot Your Equipment

Issues that occur with your internet connection can be caused by your equipment. Typically, the simple process of rebooting your equipment can fix most issues. This means powering the equipment off, wait about 20 seconds, and then powering it back on.



- › **Starting** with your equipment to access our network. Locate the Power Supply (POE) and unplug it from traditional power, making sure all the indicator lights (if applicable) have turned off. Wait approximately 5 seconds and then plug the power back in. You'll need to wait approximately 60 seconds for the equipment to re-associate with the network.
- › **Now** let's also do the same for the wireless router. Locate the wireless router, and unplug it from traditional power, making sure all the indicator lights have turned off. Wait approximately 5 seconds and then plug the power back in. Again, you'll need to wait approximately 60 seconds for the equipment to startup and begin working.
- › **Next** check your device to make sure it is attached to your Wi-Fi or network and see if you can get online. If that does not resolve your issue, please call our office at 888.217.7827.



## Wireless Interference

In some cases, the wireless equipment in your home can be a factor in creating issues for your wireless service. Devices such as wireless cameras, baby monitoring devices, etc. can interfere with your internet service. If you have one of our managed wireless routers, we can typically identify sources of interference. Neighboring networks and even old devices can negatively interfere with your Wi-Fi signal.

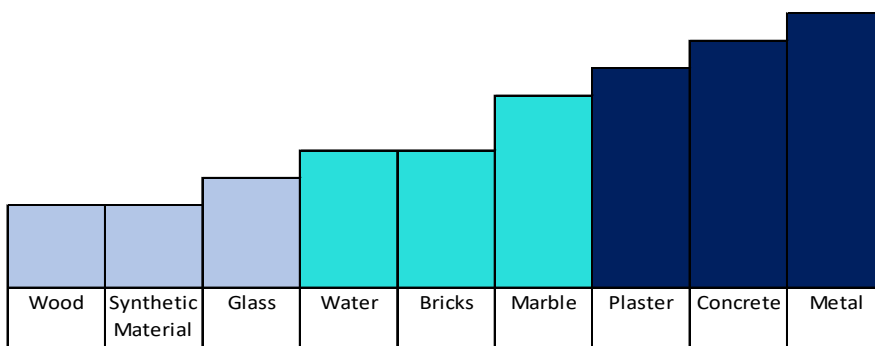


## Material Interference

Our Wi-Fi routers are capable of amazing speeds. However, certain man made barriers and your device distance from the wireless router can impede a signal from getting to the far reaches of your home. If you are experiencing low connectivity issues you may want to consider upgrading your router from a U4 to a U6 or installing a mesh unit in your home.

## Materials which can interfere with the Wi-Fi in your home

Low Medium High



## Distance from your wireless router

Higher Signal Strength

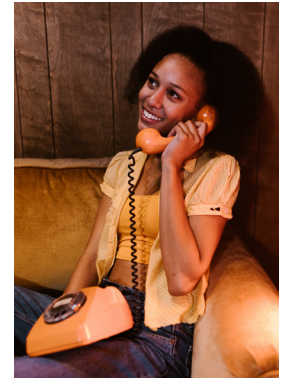


Lower Signal Strength

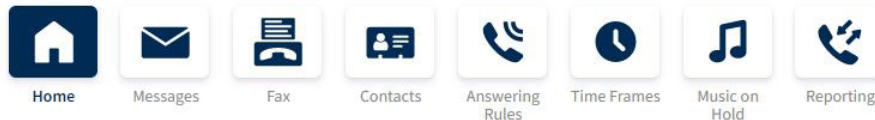
# SETTING UP YOUR VOIP SERVICE

## VOIP Instructions

The portal is located at [voip.allpointsbroadband.net/portal/](http://voip.allpointsbroadband.net/portal/) and can be accessed using the login name and password that will be provided to you. Your login name will be your phone number followed by @apbresidential.com. For example a login name would be 8041112222@apbresidential.com. Make sure to use the area code with your login in name



DJ Test (5025763042) ▾



Home ↻

NEW VOICEMAIL MESSAGES »

From	Date	Duration
No new messages.		

ACTIVE ANSWERING RULE »

Default ▾

**Simultaneously ring:**

- (502) 576-3042

ACTIVE PHONES »

You have no active phones.

RECENT CALL HISTORY »

Number	Name	Date	Duration
1 (502) 576-3042	VMailEscape	Aug 2nd 4:41 pm	1:12

**Setup your Voicemail:** By clicking on the Messages icon towards the top you can enable/disable voicemail as well as set and record your voicemail greeting.



**Change your password** Select the drop down field at the top right corner with the customer name to access your Profile. Here you can change your



**Active Call Log and Contacts:** our online portal will display an active log of recent calls and corresponding call status. You can add contacts to your account by clicking the Contact icon at the top and entering their information.



# STREAMING TV USING YOUR INTERNET SERVICE

## STREAMING VIDEO 101

### What is streaming video?

Streaming video refers to entertainment delivered via the internet rather than a traditional cable TV connection.

### What equipment do I need?

To enjoy streaming video, you need:

- Fast and reliable internet.
- A streaming device such as:
  - an Amazon Fire TV Stick, Apple TV, or Roku Streaming Stick that is connected to your TV and Wi-Fi. Streaming devices include a universal remote control to sync with your TV.
  - a Smart TV that is connected to the internet.
  - a tablet, laptop, or smartphone that is connected to Wi-Fi or data.
- A subscription to a streaming service or channel such as Netflix, Disney Plus, YouTube Live, HBO Max, Prime Video, or ESPN Plus.



### How do I subscribe?

Subscribing to new streaming channels and services is simple. Once you have your streaming capable device connected to the internet and have set up an account, you can then simply navigate to the app menu in your device and select the desired service or channel to preview. Information will be included such as a description of the service and monthly cost. To subscribe, you select the desired service and agree to subscribe.

# STREAMING TV USING YOUR INTERNET SERVICE

## What channels or TV shows are included with a streaming service?

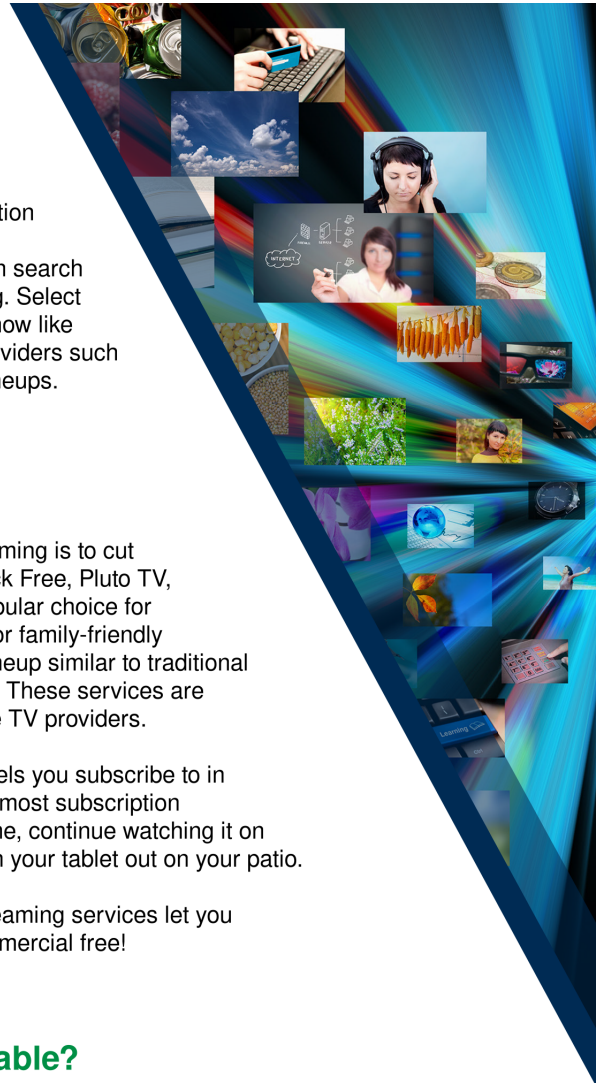
Services like <https://mybundle.tv> make it simple to view channels included. Simply navigate to “Find My Bundle”, enter basic information such as who is watching, your zip code, preferences and favorite channels, and it will make a recommendation for you. You can even search for your favorite TV show to find new ways to watch it via streaming. Select “TV Shows & Movies” from the top menu to search for a specific show like Gunsmoke. You can also visit the website of specific streaming providers such as YouTube Live or Hulu Live and browse the individual channel lineups.

## What are the benefits of streaming video?

- **Cost savings.** One of the main reasons people switch to TV streaming is to cut costs. Many free streaming channels are available such as Peacock Free, Pluto TV, and Crackle. Netflix is less than \$20 per month and is the most popular choice for movies and binge-watching TV. Disney+ is a highly rated service for family-friendly content and is less than \$10 per month. Services with a channel lineup similar to traditional TV are also available including YouTube Live, Hulu Live, and Sling. These services are generally \$20–\$30 less per month than similar offerings from cable TV providers.
- **Convenience.** Streaming TV lets you enjoy the services or channels you subscribe to in multiple places and on multiple devices. Unlike traditional TV, with most subscription streaming services you can start a movie on your Smart TV at home, continue watching it on your smartphone while working out at the gym, and then finish it on your tablet out on your patio.
- **Skip the commercials.** Many of the most popular subscription streaming services let you watch your favorite shows whenever you want and completely commercial free!

## What types of streaming services are available?

- **On-Demand streaming.** On-Demand streaming allows the subscriber to watch a selected movie or TV show whenever he or she likes. Many On-Demand providers allow viewers to pause, play, fast-forward, rewind or rewatch shows as often as they like. Popular On-Demand providers include Netflix, Disney+, HBO Max, and Amazon Prime Video.
- **Live streaming.** Live video streaming lets subscribers watch entertainment like local news, sports, and TV shows live. Features such as video recording, pause, and rewind vary by provider. Popular live streaming platforms include YouTube Live, Sling, DirecTV Stream and Hulu Live.
- **On-Demand and live streaming.** Many providers with live streaming also offer On-Demand content. This means you can watch live shows as they are broadcast, go back and watch them later, or browse On-Demand content to watch whenever you like.



# MANAGING YOUR ACCOUNT



## Customer Portal Instructions

The portal is located at <https://support.allpointsbroadband.com> and can be accessed using the email address and password you entered when creating your account.

**Update your information** by clicking on the Billing Info link on the left side and submitting your credit card information (VISA, MasterCard, Discover) or your Bank acct/routing details for ACH payment.

**Change your password** by clicking "Edit" next to the Password field under Account Info.

**Update your account** contact information by clicking on the Address and Phone links on the left side



## Additional Resources

**How To Videos and guides:** Are you still stuck with connectivity issues? The customer portal can help to serve as a valuable guide with print resources and videos to ensure you remain connected.

**Upgrade Services:** You can upgrade services with the click of a button. Interested in transitioning your existing landline to All Points Broadband, we have a solution for you. Increase to Gig speeds and experience streaming like never before or purchase a battery backup to keep the phone up and running in case of a storm.

**Notify Us:** Plan your next move with limited service disruption. You can notify us that you are moving through the customer portal and we will work with you to ensure limited interruption of service. You may even be able to transfer service if you are remaining in an area that All Points broadband serves.



# AFFORDABLE CONNECTIVITY PROGRAM

## The FCC's Affordable Connectivity Program

- ✓ **UP TO \$30/MONTH**  
*discount for internet service.*
- ✓ **UP TO \$75/MONTH**  
*discount for households on qualifying Tribal lands, and a one-time*
- ✓



### TWO STEPS TO ENROLL

*Step 1: Visit your customer portal to find a direct link to apply or email support for the link.*

*Step 2: Contact All Points Broadband after your approval and have the discount applied to your bill.*

*Eligible households must both apply for the program and contact All Points Broadband after approval.*

### WHO IS ELIGIBLE?

*A household is eligible if one member of the household meets at least one of the criteria below:*

- ✓ Has an income that is at or below 200% of the Federal Poverty Guidelines.
- ✓ Participates in certain assistance programs, such as SNAP, Medicaid, Federal Public Housing Assistance, SSI, WIC, or Lifeline.
- ✓ Participates in Tribal specific programs, such as Bureau of Indian Affairs General Assistance, Tribal TANF, or Food Distribution Program on Indian Reservations.
- ✓ Is approved to receive benefits under the free and reduced-price school lunch program or the school breakfast program, including through the USDA Community Eligibility Provision.
- ✓ Received a Federal Pell Grant during the current award year  
Meets the eligibility criteria for a participating broadband provider's existing low-income program.

***Find out more about ACP qualifications.***

Visit Our Website: <https://allpointsbroadband.com/acp/>  
Contact Us: [acp@allpointsbroadband.com](mailto:acp@allpointsbroadband.com)

Affordable Connectivity Program

# CONTACT

## ALL POINTS BROADBAND

We look forward to hearing from you

### Upgrade your plan

Do you want to harness the power of the U6 router with Gig speeds to stream, game, or talk like never before. Upgrading is as easy as signing onto your customer portal, but we are happy to speak with you over the phone. For examples of upgrade items please refer to the last page of the welcome packet.

### Connectivity issues:

Are you still experiencing connectivity issues after attempting the troubleshooting steps in the welcome packet and reviewing the self help tutorials available through the customer portal? We have a live support staff available to help. Email or call the customer support line below and we will get you back online as soon as we can.



#### TECHNICAL SUPPORT

24 Hours a Day  
7 Days a Week



703.554.6600 - Northern Virginia  
540.953.0283 - New River Valley  
502.722.9292 - Kentucky  
888.217.7827 - Toll Free

#### SALES AND BILLING

M-F / 8 AM - 6 PM



[support@allpointsbroadband.com](mailto:support@allpointsbroadband.com)



Happy with your All Points Broadband Service.?

We want to hear about it. Please leave us a review on Google and let us know how you are Living Connected with your new broadband internet service.


Contact Us

# UPGRADE YOUR SERVICE

GET MORE OUT OF YOUR ALL POINTS BROADBAND EXPERIENCE

## Router Upgrades:

While the standard base Wi-Fi unit does a great job of connecting your home, you can upgrade to the Wi-Fi Plus unit and experience more coverage in the home. Help to ensure that you are gaming, streaming, working, and learning with the power the connectivity.



Trade UP

Upgrade and experience broader connectivity with power of the U6 WiFi Plus!

Trade up Today



## Speed Upgrades:

If you are not taking advantage of the lighting fast speeds of Gig broadband service easily upgrade today experience the difference. Game with confidence knowing that you have a leg up on the competition using the APB Bolt speed tier.

## ADD VOIP and Battery Backup:

It's time to switch to All Points Broadband VOIP phone service and bundle your services. Most customers save over higher priced landline phone services offered by competitors. Help to ensure your phone and internet stay connected during a power outage by adding a battery backup unit.



Upgrade Your Service



# FTTH Rapid Assessment

Follow Up Results

TAKE RATE SURVEY

# Altman Solon has conducted a Rapid primary research study to assess ARPU and take rate viability in underserved areas

## Target Audience Process

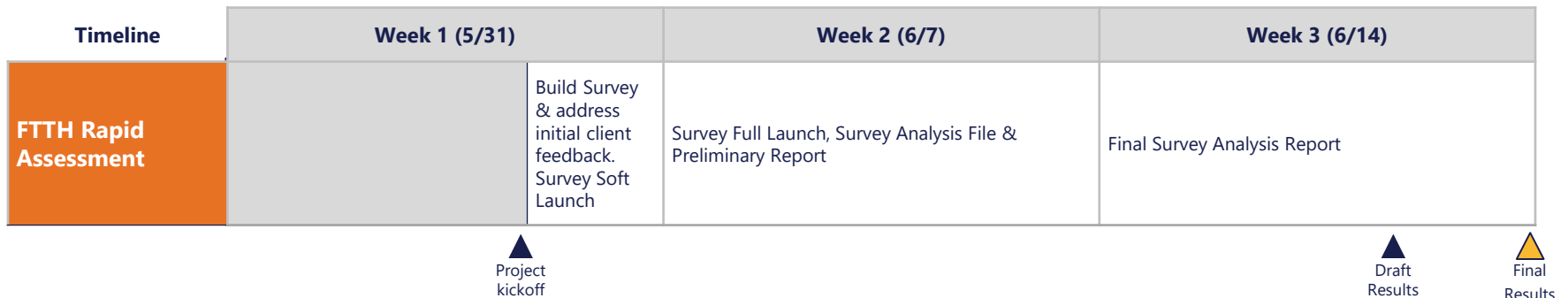
We targeted Zip Codes to address the following priorities:

- **Priority #1 (Underserved BB HHs):** Required 50% of HH within a zip code to have no cable or fiber availability

## Qualification Criteria

### Must

- Be above 18 years of age
- Purchase Wireless Phone or Home Internet
- Be either solely or partially involved in these purchasing decisions
- Not have access to Cable



Sources: Underserved BB Survey (N=1042), Altman Solon Research & Analysis



# In our conjoint, respondents are asked to select product packages they are most likely to purchase

## Sample Choice Based Conjoint (CBC) Question

If these were your only options, which would you choose?  
(1 of 12)

	Satellite Internet (e.g. HughesNet, ViaSat)	Fiber (e.g. Verizon FiOs, MetroNet)	Fixed Wireless / Wireless Broadband (e.g. Belwave, Wisper, Nextlink)	DSL (e.g. Centurylink, Frontier, AT&T, Windstream)
<b>Internet Technology</b>				
<b>Internet Speed</b>	10 Mbps	1 Gbps	100 Mbps	5 Mbps
<b>Landline Phone Offer</b>	Not included	Unlimited	Not included	Unlimited
<b>Monthly Offer Price</b>	\$60	\$225	\$80	\$30
	Select	Select	Select	Select

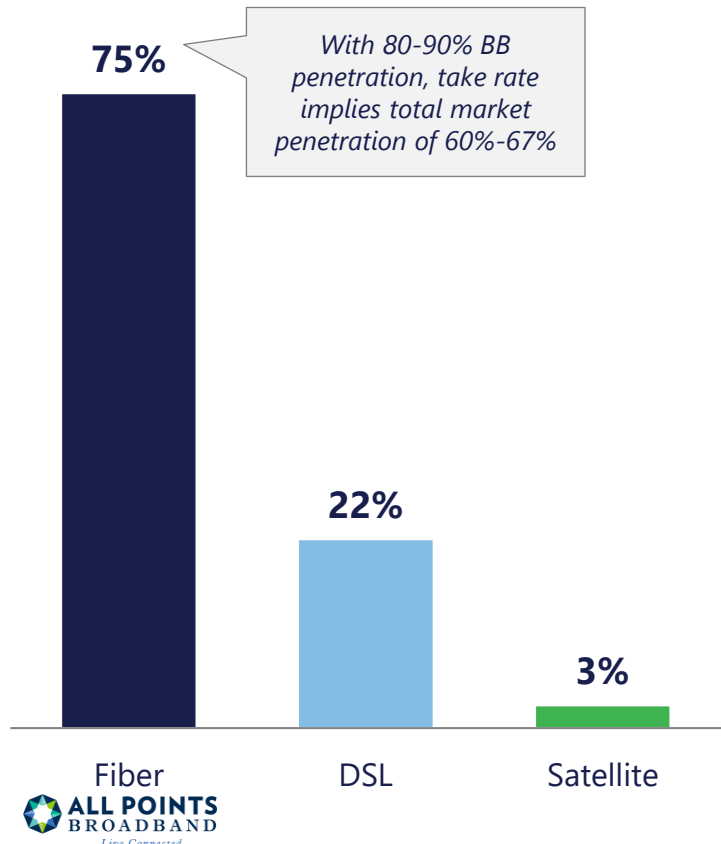
Given what you know about the market, would you really buy the Internet Package you chose above?

- Respondents see 10-12 screens, and on each must select their **favored option out of the given options**, and indicate whether they would purchase this option in the marketplace
- A conjoint has two pieces:
  - **Attributes** (e.g., Internet Technology and Monthly Price)
  - **Levels** (e.g., DSL, Fiber, or \$60, \$120) which define the different options an attribute can take on
- By showing multiple randomized packages, conjoint surveys can determine the **relative value of product features based on survey-taker tradeoffs**
- Altman Solon uses Hierarchical Bayes estimations to determine **relative importance of each attribute and level**

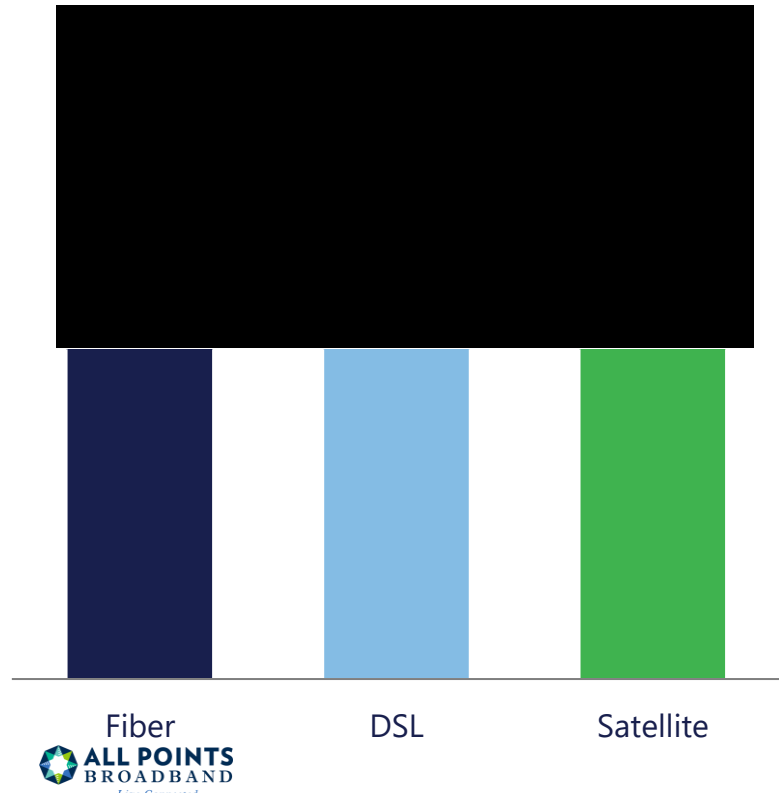
Note: This page would be preceded by a description page which defines each attribute and level, including the channels included in each channel package  
Sources: Underserved BB Survey (N=1042), Altman Solon Research & Analysis

# In Satellite + DSL markets with baseline prices, we observe 75% take rate and an ARPU well in line with APB targets

Take Rate by Technology  
N=1042, % of simulated respondents



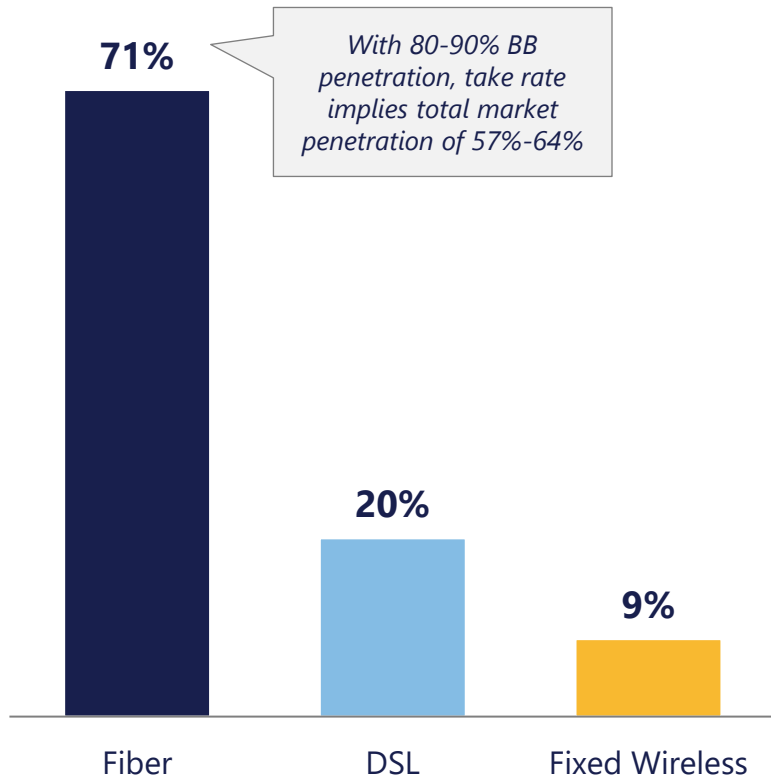
ARPU by Technology  
N=1042, Simulated ARPU<sup>1</sup>



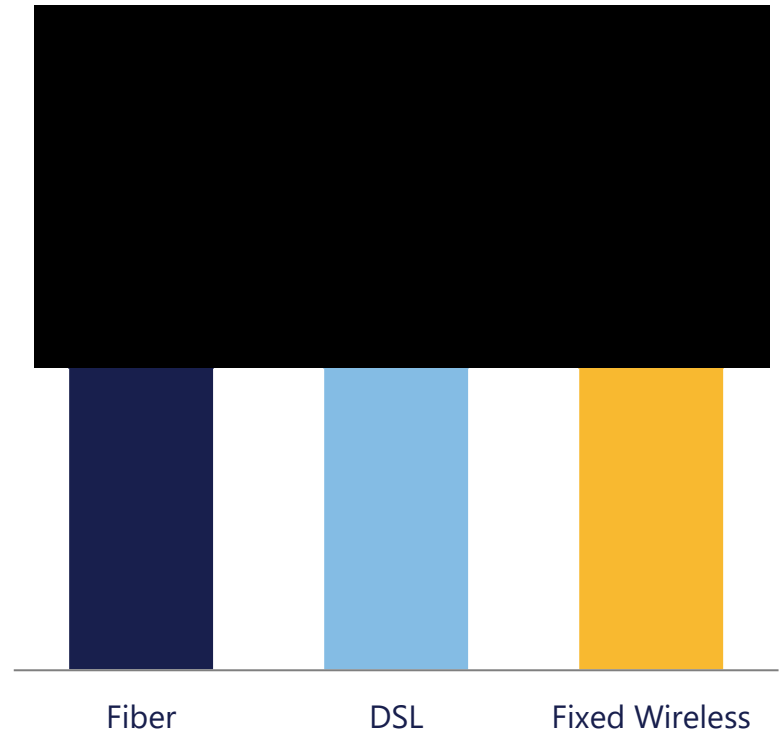
Notes: Calculated by multiplying take rate of each existing promo offer by cost of the promo offer  
Sources: Underserved BB Survey (N=1042), Altman Solon Research & Analysis

# In DSL + Fixed Wireless markets, we observe 71% take rate and an ARPU well in line with APB targets

Take Rate by Technology  
N=1042, % of simulated respondents



ARPU by Technology  
N=1042, Simulated ARPU



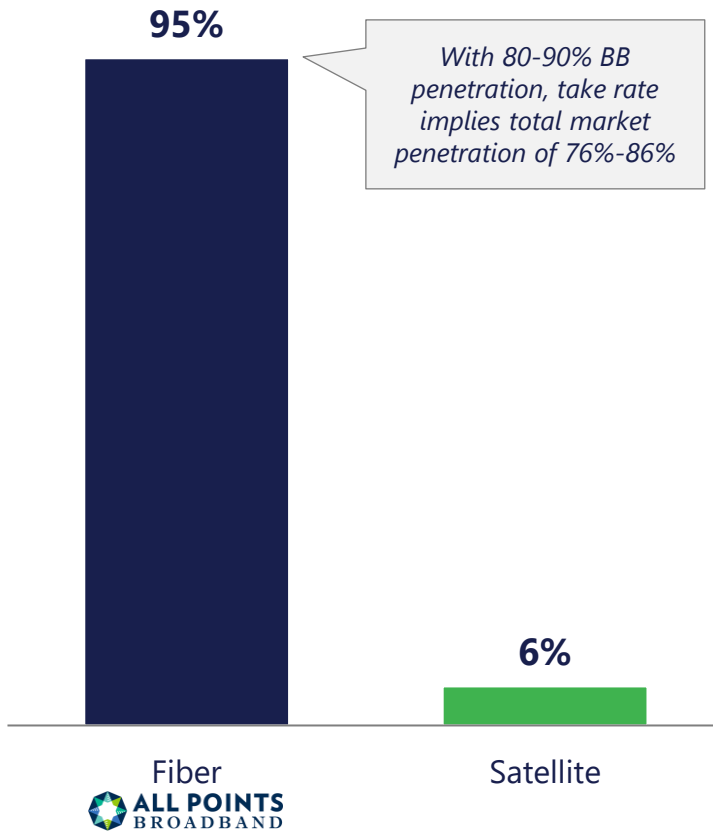
Notes: Calculated by multiplying take rate of each existing promo offer by cost of the promo offer  
Sources: Underserved BB Survey (N=1042), Altman Solon Research & Analysis



# In satellite only markets, we observe 95% take rate

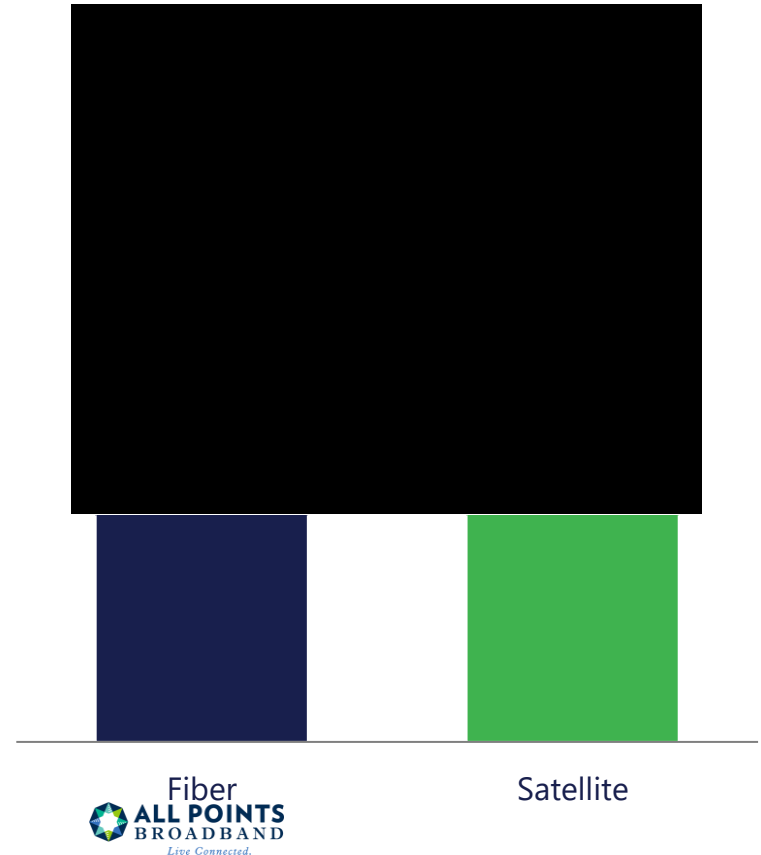
### Take Rate by Technology

N=1042, % of simulated respondents



### ARPU by Technology

N=1042, Simulated ARPU<sup>1</sup>



Notes: Calculated by multiplying take rate of each existing promo offer by cost of the promo offer  
Sources: Underserved BB Survey (N=1042), Altman Solon Research & Analysis

## Live Connected.

At All Points Broadband, we empower communities by bringing utility grade broadband to underserved markets, deploying fiber and state-of-the-art fixed-wireless technology to homes and businesses in communities throughout Virginia, West Virginia, Maryland and Kentucky.

## Register Here for Fiber to Your Home

# CROWD FIBER LANDING PAGE

## Gig Fiber Broadband in Your Home

All Points Broadband is engaged with its electric utility partners in several large scale fiber-to-the-home projects in Virginia. We are collecting information from customers in the zones below to ensure universal coverage and to finalize our construction sequence within each zone. All Point's standard FTTH architecture is capable of offering 10Gbps service to the home.

To get started please follow these directions:

**Step 1:** Enter an address and press Go.

**Step 2:** Confirm your Pin/location is correct. If not, just grab it and move it to the correct location on the map. Press next.

**Step 3:** Enter your contact information. Press next.

**Step 4:** Answer the quick questionnaire so we can provide the same great service for your friends and neighbors. Press next.

**Step 5:** Review your information and then tell everyone the great news and how to get registered. Submit

**NO COMMITMENTS. PAY NOTHING UPFRONT. JUST SHOW YOUR INTEREST!**

## Fiber Internet Plans

At All Points Broadband, we empower communities by bringing utility grade broadband to underserved markets, deploying fiber and state-of-the-art fixed-wireless technology to homes and businesses in communities throughout Virginia, West Virginia, Maryland and Kentucky.

50/50

**\$59.99**

per month

- ✓ Equipment Install & Provisioning fee of \$199 with 1 year commitment
- ✓ Download up to 50 Mbps
- ✓ Upload up to 50 Mbps

GET STARTED

100/100

**\$79.99**

per month

- ✓ Equipment Install & Provisioning fee of \$199 with 1 year commitment
- ✓ Download up to 100 Mbps
- ✓ Upload up to 100 Mbps

GET STARTED

500/500

**\$99.99**

per month

- ✓ Equipment Install & Provisioning fee of \$199 with 1 year commitment
- ✓ Download up to 500 Mbps
- ✓ Upload up to 500 Mbps

GET STARTED

GIGABIT

**\$109.99**

per month

- ✓ Equipment Install & Provisioning fee of \$199 with 1 year commitment
- ✓ Download up to 1,000 Mbps
- ✓ Upload up to 1,000 Mbps

GET STARTED



# GET BETTER BROADBAND NOW!

HIGH SPEED BROADBAND  
IN YOUR NECK OF THE WOODS!

## FASTER INTERNET IS NOW AVAILABLE!

UNHAPPY WITH YOUR INTERNET?  
INTERNET WHERE YOU LIVE



USE PROMO CODE

**ICANSTREAM**

FREE INSTALLATION WITH  
A 12 MONTH TERM

### FEATURES:

- ✓ *Unlimited Data Usage*
- ✓ *Reliable High Speed Internet*
- ✓ *Low Latency for Gamers*
- ✓ *24x7 Customer Support*
- ✓ *Stream your favorite programs*
- ✓ *Online Account Management*

ENJOY FAST DOWNLOADS, SMOOTH STREAMING, AND LOW LATENCY

CALL TODAY TO SCHEDULE YOUR INSTALLATION

**888-888-8888**

SAMPLE FLYERS

- FEATURES:**
- Unlimited Data Usage
  - Reliable High Speed Internet
  - Low Latency for Gamers
  - 24x7 Customer Support
  - Stream your favorite programs
  - Online Account Management



**ENJOY  
FAST DOWNLOADS,  
SMOOTH STREAMING,  
& LOW LATENCY**

CALL TODAY TO SCHEDULE YOUR INSTALLATION  
**888-888-8888**



**GET BETTER  
BROADBAND NOW!**

**HIGH SPEED BROADBAND  
IN YOUR NECK OF THE WOODS!  
FASTER INTERNET  
IS NOW AVAILABLE!**

**UNHAPPY WITH YOUR INTERNET?  
INTERNET WHERE YOU LIVE**

**PICK FROM ONE OF THE PROMOS BELOW**

<p>USE PROMO CODE</p> <p><b>NEED4SPEED</b></p> <p>\$50 INSTALLATION, \$10 DISCOUNT FOR THE FIRST 6 MONTHS (A \$199+ SAVINGS) WITH A 12 MONTH TERM</p>	<p>USE PROMO CODE</p> <p><b>ICANSTREAM</b></p> <p>FREE INSTALLATION WITH A 12 MONTH TERM (A \$99 SAVINGS)</p>	<p>USE PROMO CODE</p> <p><b>GOFASTER</b></p> <p>\$50 INSTALLATION, \$5 DISCOUNT OFF ANY PLAN FOR 12 MONTHS (A \$199+ SAVINGS) WITH A 12 MONTH TERM</p>
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**CALL US NOW AT 888-888-8888**

**FRONT SIDE**

**ALL POINTS  
BROADBAND**  
*Live Connected.*

**GET BETTER  
BROADBAND NOW!**

**HIGH SPEED BROADBAND  
IN YOUR NECK OF THE WOODS!  
FASTER INTERNET  
IS NOW AVAILABLE!**

**UNHAPPY WITH YOUR INTERNET?  
INTERNET WHERE YOU LIVE**

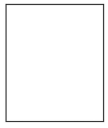
**PICK FROM ONE OF THE PROMOS BELOW**

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**CALL US NOW AT 888-888-8888**

**BACK SIDE**

- FEATURES:**
- Unlimited Data Usage
  - Reliable High Speed Internet
  - Low Latency for Gamers
  - 24x7 Customer Support
  - Stream your favorite programs
  - Online Account Management



**ENJOY  
FAST DOWNLOADS,  
SMOOTH STREAMING,  
& LOW LATENCY**

CALL TODAY TO SCHEDULE YOUR INSTALLATION  
**888-888-8888**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_





**ALL POINTS BROADBAND**  
*Live Connected.*

## HIGH SPEED BROADBAND IN YOUR NECK OF THE WOODS!

**FEATURES:**

- UNLIMITED DATA USAGE
- RELIABLE HIGH SPEED INTERNET
- LOW LATENCY FOR GAMERS
- 24X7 CUSTOMER SUPPORT
- STREAM YOUR FAVORITE PROGRAMS
- ONLINE ACCOUNT MANAGEMENT

ENJOY FAST DOWNLOADS, SMOOTH STREAMING, AND LOW LATENCY ➡

USE PROMO CODE:  
**ICANSTREAM**

FREE Installation with a 12 Month Term  
(a \$199 Savings)

Call Today to Schedule your Installation  
**888-888-888**

**ALL POINTS BROADBAND**  
*Live Connected.*

CALL TODAY TO SCHEDULE YOUR INSTALLATION  
Call us now at 888-888-888!



### HIGH SPEED BROADBAND IN YOUR NECK OF THE WOODS!

Enjoy fast downloads, smooth streaming, and low latency

USE PROMO CODE

**NEED4SPEED**

\$50 Installation, \$10 discount for the first 6 months  
(a \$199+ savings) with a 12 Month Term

Unhappy with your Internet?

Call us now at **888-888-8888**

### Get Better Broadband Now!

Enjoy fast downloads, smooth streaming,  
and low latency



#### Features:

- ✔ Unlimited Data Usage
- ✔ Reliable High Speed Internet
- ✔ Low Latency for Gamers
- ✔ 24x7 Customer Support
- ✔ Stream your favorite programs
- ✔ Online Account Management

USE PROMO CODE

**NEED4SPEED**

\$50 Installation, \$10 discount for the first 6 months  
(a \$199+ savings) with a 12 Month Term



Call Today to Schedule  
your Installation  
**888-888-8888**

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**Unhappy with your Internet?  
Get Better Broadband Now!**  
*Enjoy fast downloads, smooth streaming, and low latency*



**Faster Internet is Now Available!** Call us now at **888-888-8888**



**HIGH SPEED BROADBAND  
IN YOUR NECK OF THE WOODS!**

**Features:**

- ✔ Unlimited Data Usage
- ✔ Reliable High Speed Internet
- ✔ Low Latency for Gamers
- ✔ 24x7 Customer Support
- ✔ Stream your favorite programs
- ✔ Online Account Management

USE PROMO CODE

**ICANSTREAM**

FREE Installation with a 12 Month Term  
(a \$199 Savings)

Call Today to Schedule  
your Installation **888-888-8888**

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**FEATURES:**

- Ⓞ Unlimited Data Usage
- Ⓞ Reliable High Speed Internet
- Ⓞ Low Latency for Gamers
- Ⓞ 24x7 Customer Support
- Ⓞ Stream your favorite programs
- Ⓞ Online Account Management



**ENJOY**  
**FAST DOWNLOADS,**  
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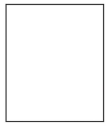
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-  Stream your favorite programs
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- RELIABLE HIGH SPEED INTERNET
- 24X7 CUSTOMER SUPPORT
- ONLINE ACCOUNT MANAGEMENT

**FAST DOWNLOADS**   **LIVE** SMOOTH STREAMING   **LOW LATENCY**

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## FEATURES



- Unlimited Data Usage
- Reliable High Speed Internet
- Low Latency for Gamers
- 24x7 Customer Support
- Stream your favorite programs
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-  STREAM YOUR FAVORITE PROGRAMS
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*Enjoy fast downloads,  
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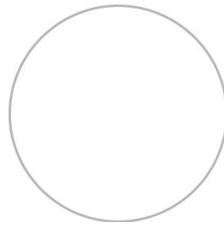
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# Attachment 19 - All Points Broadband Digital Inclusion Academy Sample

My classes >

All Points Broadband Digital Inclusion Academy 

Class code: 7byvf6 

Lessons


People

CURRENT LESSONS

+ Add lessons

## Google Workspace: Gmail

Learn the basic components of Gmail to help you send and receive emails.

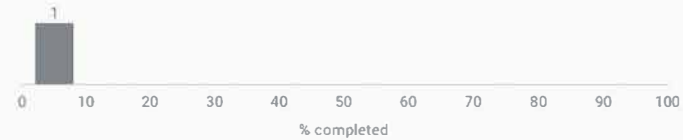
 1 activity

[View lesson](#)

[View materials](#)

### Progress summary

Number of students and percent completed



[Videos watched](#)

[Projects submitted](#)

[Quiz results](#)

## Use Digital Tools for Everyday Tasks

Learn to communicate more efficiently through emails, internet search, and digital documents.

 7 activities

### Progress summary

Number of students and percent completed

1

### Avoid Online Scams

Learn to identify and avoid online scams by analyzing a real-life situation in a group.

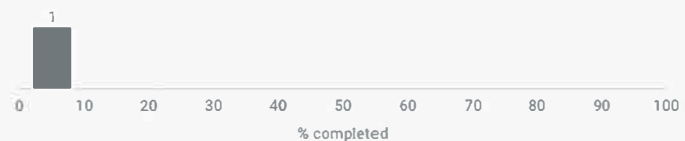
1 activity

[View lesson](#)

[View materials](#)

#### Progress summary

Number of students and percent completed



[Videos watched](#)

[Projects submitted](#)

[Quiz results](#)

### Build Healthy Digital Habits

Create a healthy technology balance by reflecting on digital habits with one of three creative projects.

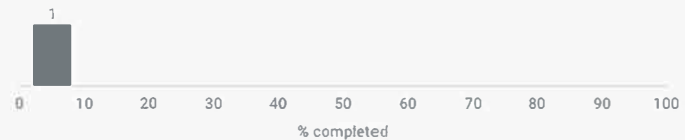
4 activities

[View lesson](#)

[View materials](#)

#### Progress summary

Number of students and percent completed



[Videos watched](#)

[Projects submitted](#)

[Quiz results](#)

### Edit Your Resume

your resume to make it stronger and more appealing to an employer.

#### Progress summary

Number of students and percent completed

### Use Google to Get a New Job

Conduct a successful job search using digital tools.

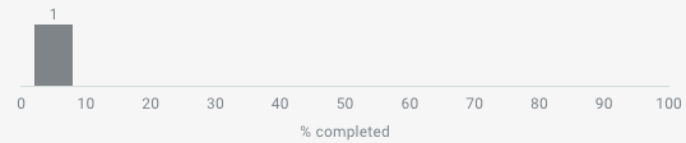
7 activities

View lesson

View materials

#### Progress summary

Number of students and percent completed



Videos watched

Projects submitted

Quiz results

### Create a Budget in Google Sheets

Learn to make good financial decisions by researching and comparing costs and spending in a spreadsheet.

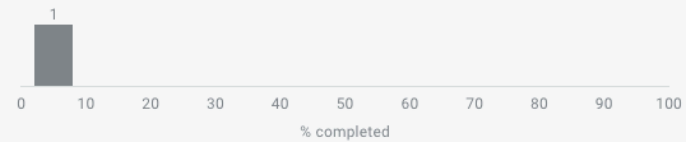
5 activities

View lesson

View materials

#### Progress summary

Number of students and percent completed



Videos watched

Projects submitted

Quiz results

### Plan and Budget

alyze spending, research costs, and plan for purchases using a spreadsheet.

#### Progress summary

Number of students and percent completed

[View lesson](#)

[View materials](#)

[Videos watched](#)

[Projects submitted](#)

[Quiz results](#)

Google

### Track Your Monthly Expenses

Use a spreadsheet to track your monthly expenses.

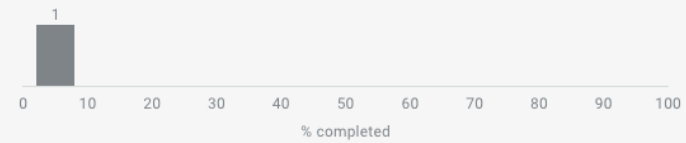
1 activity

[View lesson](#)

[View materials](#)

#### Progress summary

Number of students and percent completed



[Videos watched](#)

[Projects submitted](#)

[Quiz results](#)

### Connect and Collaborate From Anywhere with Digital Tools

Improve your digital collaboration and communication skills using online tools.

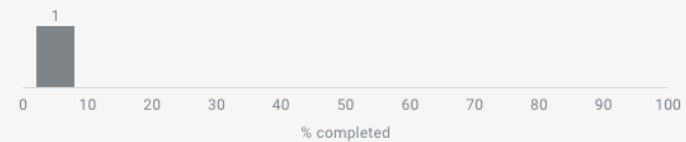
1 activity

[View lesson](#)

[View materials](#)

#### Progress summary

Number of students and percent completed



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## My classes

All Points Broadband Digital Inclusion Academy ⋮

Class code: 7byvf6

**Current lessons**

- [Google Workspace: Gmail](#)  
0/1 activities completed
- [Use Digital Tools for Everyday Tasks](#)  
0/7 activities completed
- [Avoid Online Scams](#)  
0/1 activities completed




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Page County Public Schools - About 20 Hours Ago

This is an important message from Page County Public Schools-- On Tuesday, December 19, 2023, Page County Middle School ... [Read More](#)

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- 

Page County Public Schools - 5 Days Ago

This is a reminder this evening, Thursday, December 14, 2023, is the regularly scheduled school board meeting . The meet... [Read More](#)

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Page County Public Schools - 6 Days Ago

Important Bus Route Information: Notice to Parents in the Luray Area-- BUS 30 students can expect delays this evening as... [Read More](#)

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### Jimmy Carr, Chief Executive Officer

Jimmy is the Chief Executive Officer of All Points Broadband. In this role he is responsible for the Company's strategic direction and is focused on expanding All Points' portfolio of public-private partnerships to provide fiber-to-the-home access to currently unserved areas in partnership with investor-owned and cooperative electric utilities.

After growing a successful rural-focused internet service provider in another market, he founded All Points to bring state-of-the-art connectivity to underserved communities in Virginia, Kentucky and throughout the mid-Atlantic. Jimmy is a former member of the Board of Directors of the Wireless Internet Service Providers Association and former Chairman of its Government Affairs Committee. He represents the rural broadband industry on the Virginia Broadband Advisory Council and has testified before the U.S. Senate and Virginia General Assembly as an expert on rural broadband deployment.

Jimmy was the principal architect of All Points' innovative strategy to partner with investor-owned and cooperative electric utilities to achieve universal FTTH access in APB's partner jurisdictions. He led the APB team that developed and implemented this new approach with two electric utilities and five counties on Virginia's Northern Neck and has developed the specific electric utility partnerships that will apply this approach for this project.

Before joining the telecommunications industry, Jimmy was an associate with the law firm of Sullivan & Cromwell LLP. He previously served as Virginia's Assistant Secretary of Transportation in two administrations, directing legislative and regulatory affairs for six agencies with an annual budget in excess of four billion dollars. He is also the founder and principal architect of the public-private partnership to build the 55-mile Virginia Capital Trail.

Jimmy earned a law degree and an MBA at the University of Virginia, where he was the Managing Editor of the *Virginia Law Review*, President of the JD/MBA society and inducted into the Raven Society. He is an Order of the Coif graduate of the law school and received the business school's Shermet Award and Faculty Award for Academic Excellence. Jimmy graduated from Davidson College *cum laude* and with departmental honors.

### Tom Whitaker, Chief Operating Officer

Tom is an experienced telecom industry leader with 37 years of experience building and operating wired and wireless communications networks. He has been a leader in startup companies and established service operators like Shentel. He has been successful building and operating expansive broadband networks throughout his career.

Tom served on the Board of Directors at the National Cable Television Cooperative (NCTC). He attended and completed the SCTE Leadership Program at the Tuck School of Business at Dartmouth College in 2011 as well as the Change Management Certification Program at Cornell University. In the spring of 2020, Tom completed his graduate degree in Leadership from the University of Virginia. Tom earned his B.A.Sc from West Virginia Wesleyan College.

### Sean Flora, Director of Fiber Construction

Sean Flora is All Points' Director of Fiber Construction, overseeing the Company's OSP engineering and construction activities. Sean and his team are responsible for delivering best-in-class, fiber-to-the-home networks to All Points' partners and customers.

Prior to joining All Points, Sean spent 19 years at Cincinnati Bell in roles of increasing responsibility, including Senior Manager of OSP Construction and Contracts and Senior Manager of OSP Engineering. Sean was instrumental in Cincinnati Bell's FTTH deployments in multiple states.

Sean has been recognized as an ICT Visionary by ISE Magazine. He has served on the Fiber Broadband Association's Technology Committee, as well as the Education Subcommittee for the past 5 years. Sean holds a B.A. in Communications from Northern Kentucky University.

### Brandon Ogilvie, Chief Financial Officer

Brandon leads All Points Broadband's finance and capital investment initiatives and oversees its accounting and administrative functions. He launched his career in Silicon Valley managing high-frequency product lines for telecommunications and networking applications. After relocating to Virginia, he formed a renewable energy company with a team of talented individuals where, as CFO, he led the development and financing of bioenergy facilities with rated outputs up to 50 MW. More recently he served as President and CFO of a national fuel distributor for five years.

Brandon earned an MBA from the University of Virginia's Darden School of Business where he was inducted into the Raven Society, received the Shermet Award, and was awarded the Thomas G. Labrecque Scholarship for Ethics. He graduated from Purdue University with highest distinction earning a B.S. and M.S. in Civil Engineering.

### Tom Innes, Senior Vice President, Public-Private Partnerships

Tom works with All Points' partners to structure public-private partnerships that bring high-quality, FTTH broadband to unserved areas. He also manages APB's human capital functions.

Tom holds an MBA and a Master of Arts in Public Policy from the College of William & Mary. Prior to William & Mary, Tom was a civil engineer at The Louis Berger Group. He graduated from the Virginia Military Institute, where he earned a B.S. in Civil Engineering. He is a native of Richmond, Virginia and is an Eagle Scout.

### Chuck Hogg, Senior Vice President for Fiber to the Home

Chuck is All Points' SVP for Fiber to the Home deployments and technical lead for All Points' groundbreaking partnerships with electric utilities. Prior to joining All Points, Chuck co-founded and spent 13 years growing Shelby Broadband, a highly successful, rural-focused ISP acquired by All Points in 2018.

Chuck is a recognized industry leader and pioneer in the conversion of fixed wireless networks to FTTH. He has served on the Board of the Wireless Internet Service Providers Association for 10 years and currently serves as its Vice Chairman. Chuck's career has included owning and partnering in various internet and technology companies, including Shelby Broadband, QuickLink Wireless, VIA Studio,

FatHosting, AC Ventures, and Avolutia Ads. Chuck earned his BSBA in Information Systems from Xavier University.

#### Darren Glatt, Director and Operating Partner

Mr. Glatt is a Partner and Co-Head of Infrastructure Investing at Searchlight Capital Partners, overseeing the firm's efforts in the Technology, Media and Telecommunications ("TMT") sectors. Mr. Glatt is actively engaged in All Points' public-private partnerships. Prior to joining Searchlight in 2013, Mr. Glatt worked as a Partner in the Private Equity Group at Apollo Management, L.P., where he focused on both equity and credit investing in a range of industries that included TMT, Consumer, Leisure and Shipping, among others. Mr. Glatt also held positions at Apax Partners and The Cypress Group. He started his career at Bear Stearns in 1998 in New York. Mr. Glatt is currently a member of the Boards of Bezeq and B Communications Ltd., and formerly a member of the Boards of Charter Communications, Rackspace, Ocean Outdoor, PatientPoint, MediaMath, 160over90, PlayPower, Veritable Maritime and Core Media. Mr. Glatt received a BS from The George Washington University and an MBA from Harvard Business School.

#### Ajit Pai, Director and Operating Partner

Ajit Pai is a Partner at Searchlight Capital Partners who focuses on the firm's broadband and digital infrastructure efforts and is one of Searchlight's representatives on All Points' Board of Directors. Ajit served as Chairman of the FCC from January 2017 until January 2021. During Pai's tenure at the FCC as both Commissioner and Chairman from 2012-2021, he implemented major initiatives to help close the digital divide including the Connect America Fund and the Rural Digital Opportunity Fund; advance U.S. leadership in 5G, Open Radio Access Networks, Wi-Fi 6, and other wireless technologies; promote innovation; protect consumers, public safety, and national security; and make the agency itself more open, transparent, and data-driven. Earlier in his career, he served in various positions of increasing responsibility at the FCC, the U.S. Department of Justice, and the U.S. Senate. Before becoming a Commissioner at the FCC, he worked as a Partner at the law firm of Jenner & Block and served as in-house counsel at Verizon. Mr. Pai graduated with honors from Harvard University in 1994 and from the University of Chicago Law School in 1997.

#### Brandon Davis, Executive Director, Northern Shenandoah Valley Regional Commission

Brandon is the Executive Director of the Northern Shenandoah Valley Regional Commission. He is responsible for setting the strategic direction of the organization and executing regional projects that promote collaboration among the region's jurisdictions. Prior to joining the Commission in February of 2016, he spent 10 years in service to Virginia local governments in various leadership related to management, planning, and community development. He holds a Bachelor's Degree from James Madison University in Public Administration, a Master's Degree in Business Administration from Liberty University, as well as a Graduate Certificate in Local Government Management from Virginia Tech. A native of rural Bedford County, Virginia, he now resides in the Shenandoah Valley with his wife and three children.