



November 29, 2024

Tamarah Holmes, Ph.D.
Director, Office of Broadband
Department of Housing and Community Development
600 E Main St, Ste 300
Richmond VA 23219
Via Email to broadband@dhcd.virginia.gov

RE: BEAD Letter of Intent

Dear Dr. Holmes:

Please accept this Letter of Intent on behalf of Virginia Everywhere, LLC and its affiliates, (collectively “All Points” or “APB”) to participate in the Broadband Equity, Access and Deployment (“BEAD”) program. Enclosed is a list of localities where APB intends to expand broadband access through participation in the BEAD program. APB recognizes that it will not be required to submit an application in all localities listed in this letter of intent, but that it cannot submit in any locality that has not been listed in this letter of intent.

APB’s mission is to empower communities by bringing utility-grade broadband to unserved and underserved areas. APB commenced operations in the Mid-Atlantic in 2014. Since that time, APB has grown through strategic acquisitions and organic network expansions and been repeatedly named to Inc. magazine's list of America's 5000 fastest-growing companies. Broadband service offerings, recent news, and company information can be found at <https://allpointsbroadband.com/>.

ABP has a consistent history of investing in public-private partnerships to expand broadband to unserved areas of Virginia in a manner similar to the guidelines in Virginia’s Volume Two Proposal.

All Points is a portfolio company of Searchlight Capital Partners, L.P. (“Searchlight”). Searchlight is a private investment firm with \$15 billion of assets under management with extensive expertise investing in the global telecommunications and media sectors. Over the last four years, Searchlight has invested in excess of \$2.3 billion in All Points and its other FTTH related investments, making Searchlight the number one investor in domestic FTTH infrastructure in that period. Through All Points and its other investments, Searchlight is the fourth largest builder of FTTH in the United States.

Many of the BEAD-eligible locations are in areas of low density and depend on greenfield fiber construction. APB has structured its financial and deployment strategy to align with the



characteristics of low density, greenfield locations. APB has participated in BEAD-related webinars, summits, and listening sessions and has submitted public comments to DCHD regarding BEAD proposals.

The enclosed list includes localities where APB currently provides broadband and/or has an enforceable commitment to provide broadband. The list also includes adjacent localities and localities with a sufficient number of BEAD-eligible locations to justify a competitive BEAD application.

Sincerely,

James G. Carr, CEO

Localities Where APB May Expand Broadband Service:

Counties

Albemarle
Amelia
Augusta
Bath
Bland
Caroline
Carroll
Charles City
Chesterfield
Clarke
Culpeper
Dinwiddie
Essex
Fairfax
Fauquier
Frederick
Giles
Gloucester
Goochland
Grayson
Greene
Hanover

Henrico
Highland
King & Queen
King George
King William
Lancaster
Loudoun
Louisa
Madison
Mathews
Middlesex
Montgomery
Nelson
New Kent
Orange
Northumberland
Page
Powhatan
Prince William
Prince George
Pulaski
Rappahannock
Richmond

Rockbridge
Rockingham
Shenandoah
Spotsylvania
Stafford
Warren
Westmoreland
Wythe

Cities

Buena Vista
Charlottesville
Colonial Heights
Harrisonburg
Hopewell
Lexington
Manassas
Petersburg
Radford
Richmond
Staunton
Winchester