All Points Broadband
King William Broadband Initiative

November 7, 2022

King William Timeline

- 9/2020: APB and King William commence Broadband Partnership
- 2/2021: APB secures federal funding to support portion network
- 3/2021: APB, Dominion and the Pamunkey Indian Tribe enter into agreement to expand initiative into additional unserved areas
- 5/2021: REC joins universal broadband initiative for King William
- 12/2021: Announcement of King William's $5.4M VATI award
- 5/2022: Dominion submits SCC filing for King William Middle-Mile
- 8/2022: State issues final VATI award and 12-month* project period commences
- 10/2022: Dominion middle mile filing approved by SCC
- 11/2022: Commencement of low-level design

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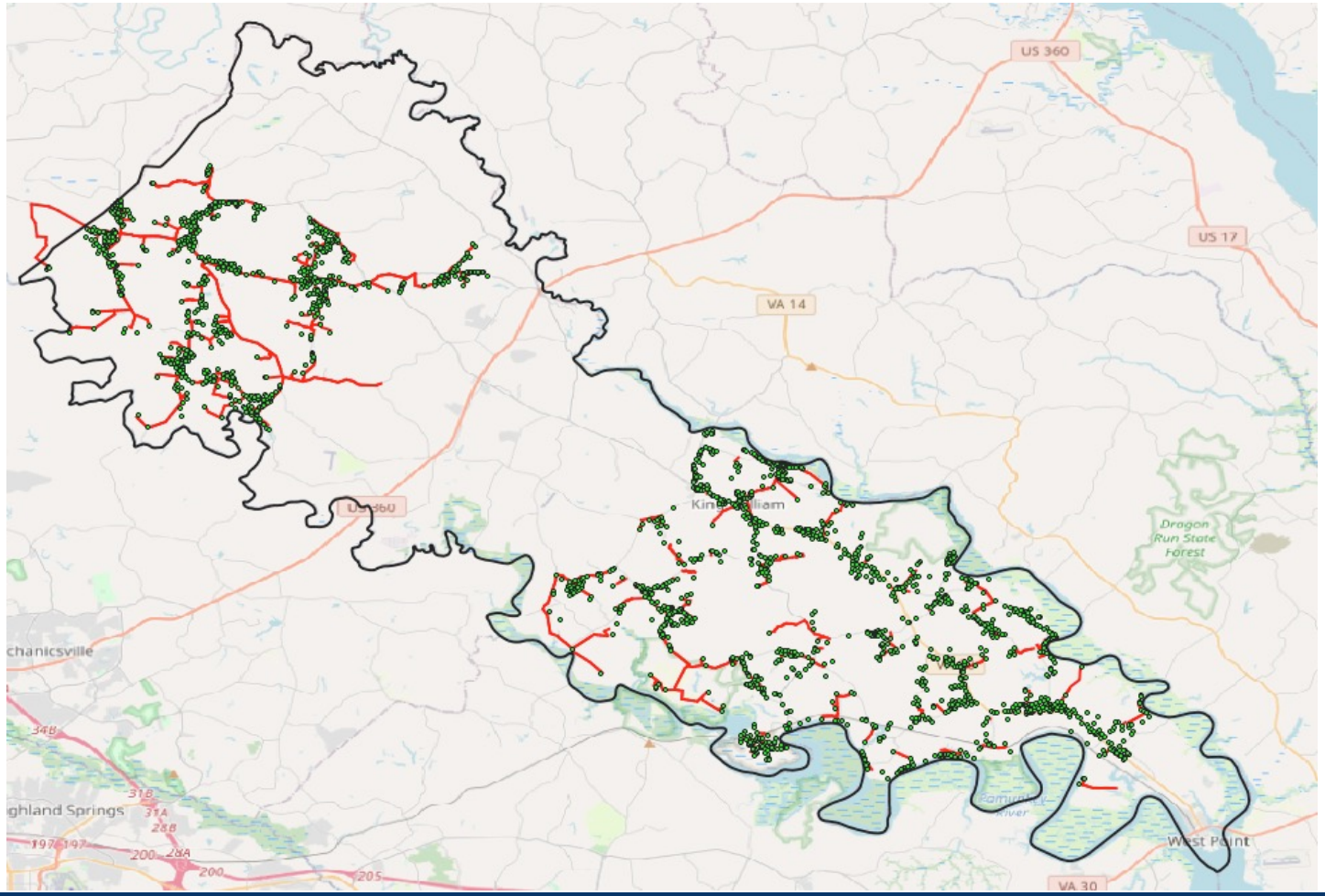
King William Network

- Project will deliver fiber broadband to 2,236 currently unserved locations; construction will be complete by 8/2023
- Partners include REC and Dominion Energy



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Last Mile Construction

- Key dependencies for last-mile deployment:
    - 1) Middle mile capacity in place
    - 2) Utility pole “make ready” complete for fiber attachment
    - 3) Significant queue of constructable miles
- Electric utility partners initiating make-ready cadence ramp to 1,000+ total poles/month
    - Orders of magnitude greater than typical cadence

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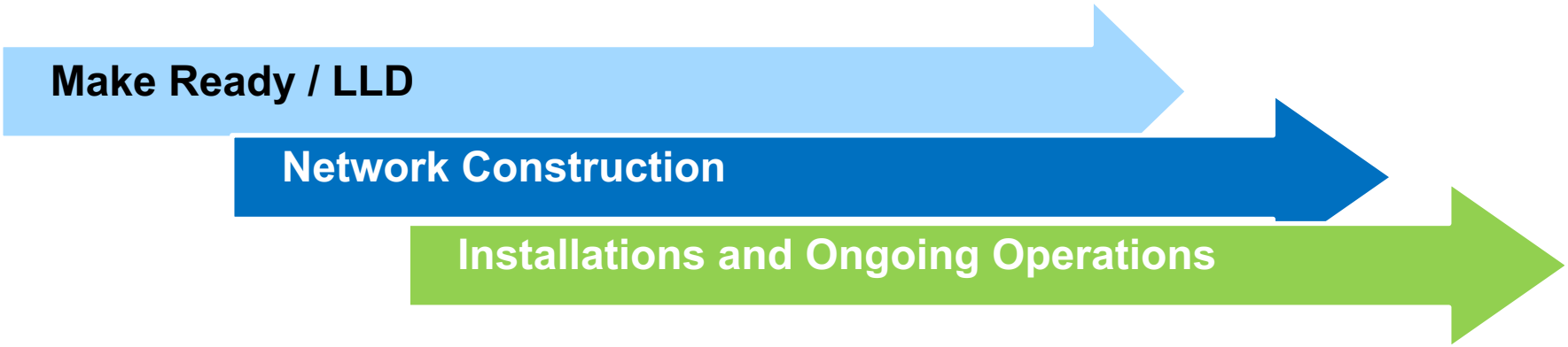
Construction Sequencing

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



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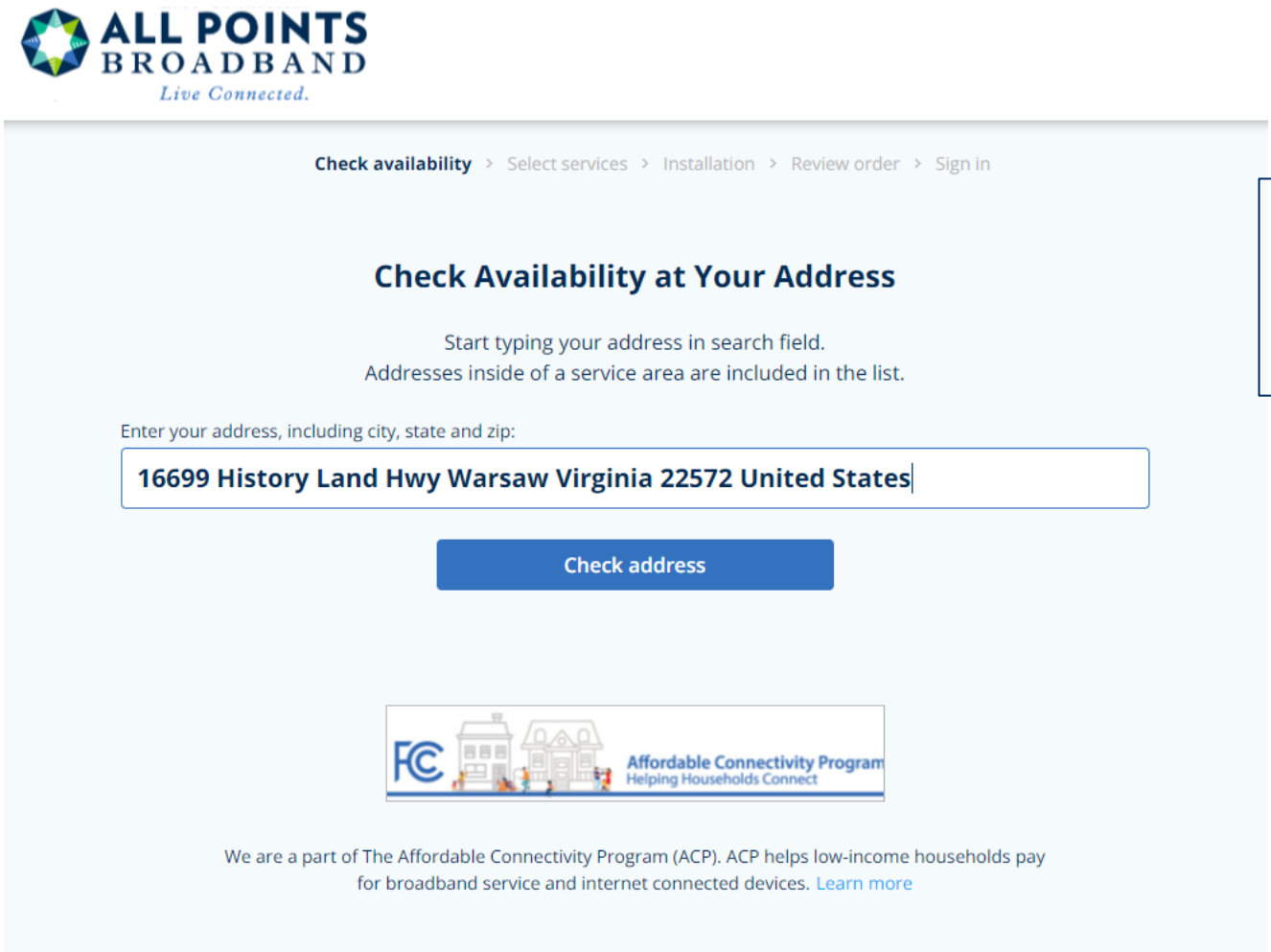
New website - APBFiber.com

CUSTOMER SIGN UP



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

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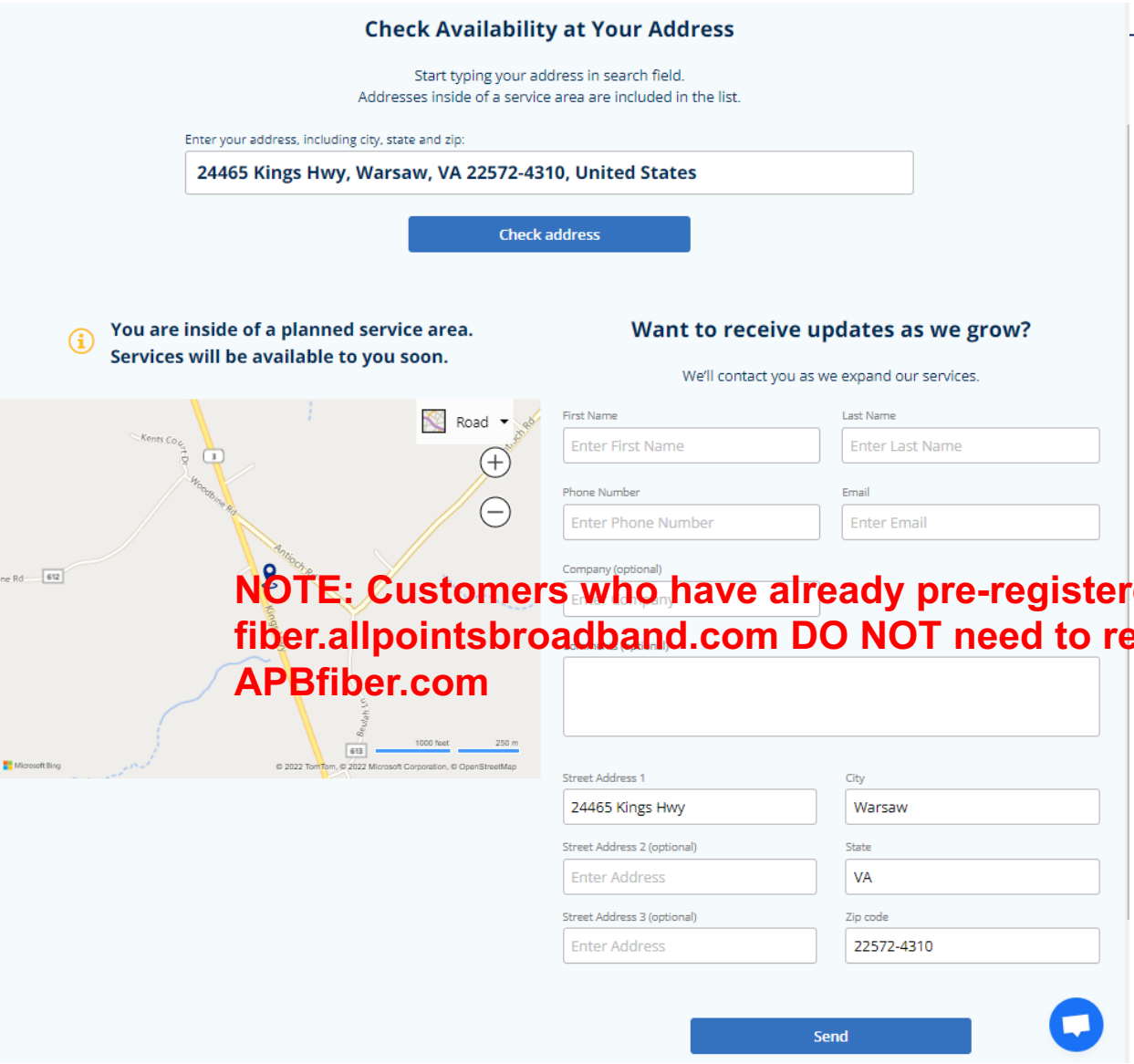
Customer Sign Up



NOTE: Customers who have already pre-registered at fiber.allpointsbroadband.com DO NOT need to re-register at APBfiber.com

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

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Service Levels and Affordability

- APB is offering a $30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP). Qualifiers include:
  - Household receiving free or reduced school lunch, SNAP, Medicaid, more

- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount

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

- Standard Installation fee $199 for first 12 months - **regardless of length**

- After first 12 months, Standard Installation is within 500ft of nearest terminal

- Beyond 500ft, locations will have transparent and fair per foot charge

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Reporting and Communication

- APB will provide monthly reporting against three categories of milestones:
    - 1) Miles released from LLD
    - 2) Miles constructed
    - 3) Serviceable units passed
- State and County funds are released to APB only when work is complete and based on milestones achieved
- County, APB, and electric utility partners (when applicable) will hold quarterly project coordination meetings
- APB and County will hold public event marking project milestones (2023)

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How You Can Help

- Spread the word:
  - APBfiber.com
- We are hiring:
  - Allpointsbroadband.com/careers
- Appreciate the scale:
  - Supply chain
  - Labor availability
  - Manage expectations

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Thank You