



Northern Neck Regional Broadband Initiative Update

**Lancaster Update
August 24, 2023**

Project Status

- Key dependencies for last-mile deployment:
 - 1) Middle mile capacity in place
 - Significant progress achieved in all counties and on schedule
 - Water crossings, special permits, final splicing matrices
 - 2) Utility pole make ready process
 - MRC underway in all counties
 - 3) Significant queue of constructable miles for Release to Construction (RTC)
- OSP materials deliveries on schedule and inventory levels consistent with plan
 - Innovative supply chain management, including shared NNEC warehouse
- Media events will be scheduled in coordination with the Counties
 - Ongoing construction ride-alongs; cabinet installations
 - Email Tinnes@allpointsbroadband.com
- Frequent communication between APB, Dominion, & NNEC for make-ready
 - Completing 400-800 pole attachment NTPs / week for Northern Neck region
 - Heavily focused on Lancaster County

Remaining Timeline of Last-Mile Construction

- September 2023: Substantial completion of northern Northumberland network
- October 2023: Network Lighting Event - King George
- December 2023: Network Lighting Event – Westmoreland
 - Substantial Completion of Phase I & II King George network
- March 2024: Substantial Completion of Westmoreland network
 - Network Lighting Event - Lancaster
- May 2024: Substantial Completion of Lancaster network and remainder of Northumberland network
- *Additional year of VATI-enabled installation benefits*

Remaining Eligible Locations Outside the FY22 VATI Project

- The FY22 VATI grant is set for the specific locations included in the polygons included with the application that were not successfully challenged – FY22 VATI grant funding cannot be used for locations outside the approved project
- Because of changes in eligibility criteria and shift to new federal mapping, APB expects there will be additional locations outside the project area that will be eligible for additional state and/or federal broadband funding in the future
- APB and County staff are actively working to identify specific solutions for newly eligible locations:
 1. APB direct investment
 2. FY24 VATI / BEAD
 3. Referral to other programs / providers
- How can you help?
 - Send resident inquiries to APBfiber.com
 - Continue sharing data regarding other unserved areas/location; prepare for future grant funding opportunities
 - Assume that most recent FCC data is more helpful but not 100% accurate

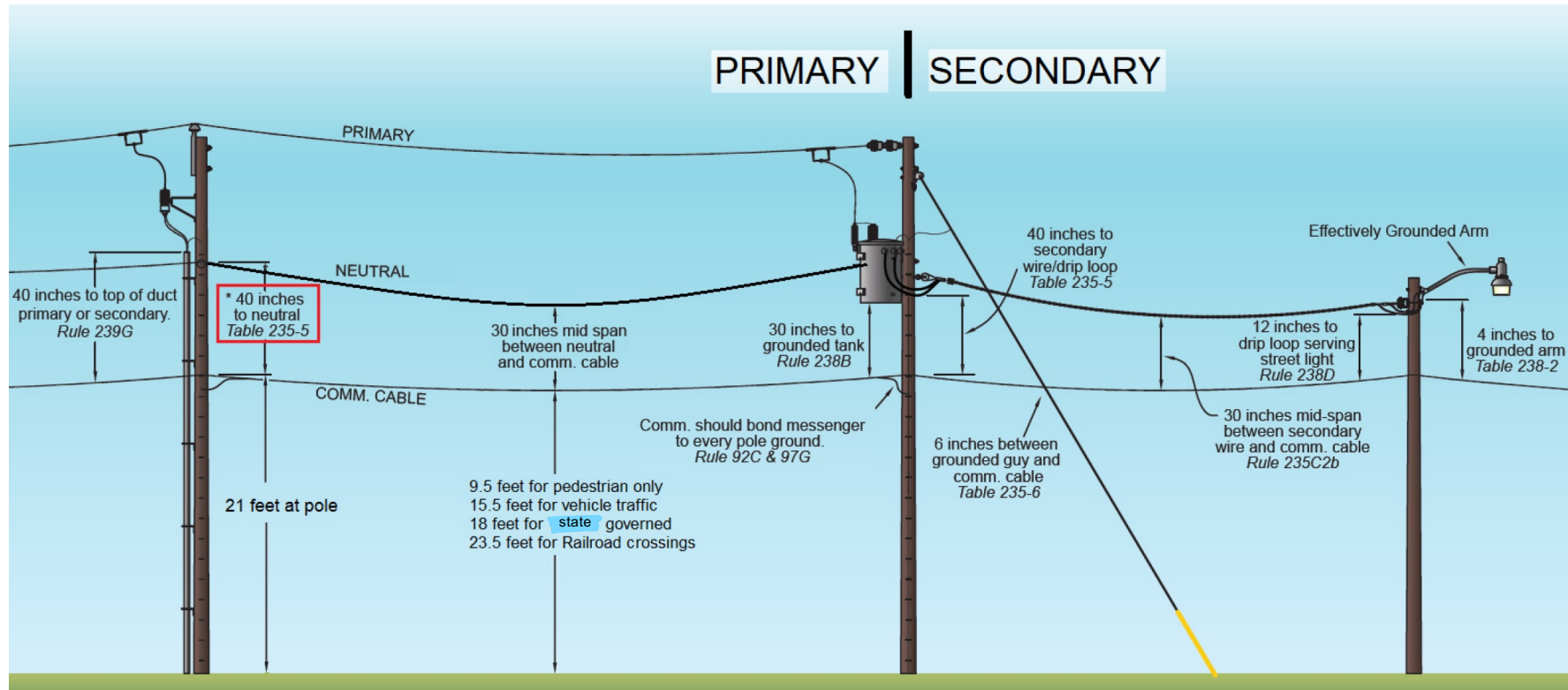
Wicomico UG Installation, Northumberland County April 2023

Rural
Broadband
ProgramSM



Note: These photos are of Dominion Energy Virginia middle mile fiber construction

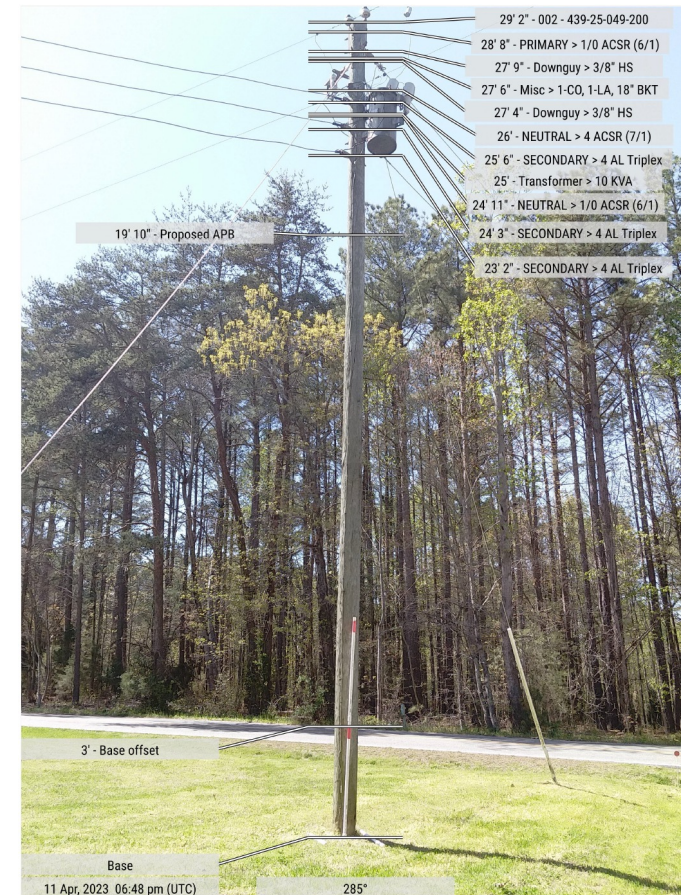
Why is Make Ready Required?



- The National Electric Safety Code (NESC) establishes certain minimum clearances that must be maintained between various components of the electric grid, telecommunications infrastructure, and the ground
- Some utilities condition access to their poles on compliance with requirements in addition to the NESC, such as the requirement to conduct Pole Loading Analysis (PLA) when certain conditions are present (span length, angle change, etc.)

What Does Make Ready Mean?

- Make ready is the process of preparing utility poles to accommodate new communications attachments
- Make ready generally consists of increasing clearances between lines and/or the ground through one or more of the following:
 - 1) relocating communications lines
 - 2) relocating electric equipment
 - 3) adding additional “mid-span” poles
 - 4) replacing existing poles with taller poles
- The first step in the make ready process is pole “fielding”, during which data about current conditions is collected in the field to inform subsequent engineering and analysis



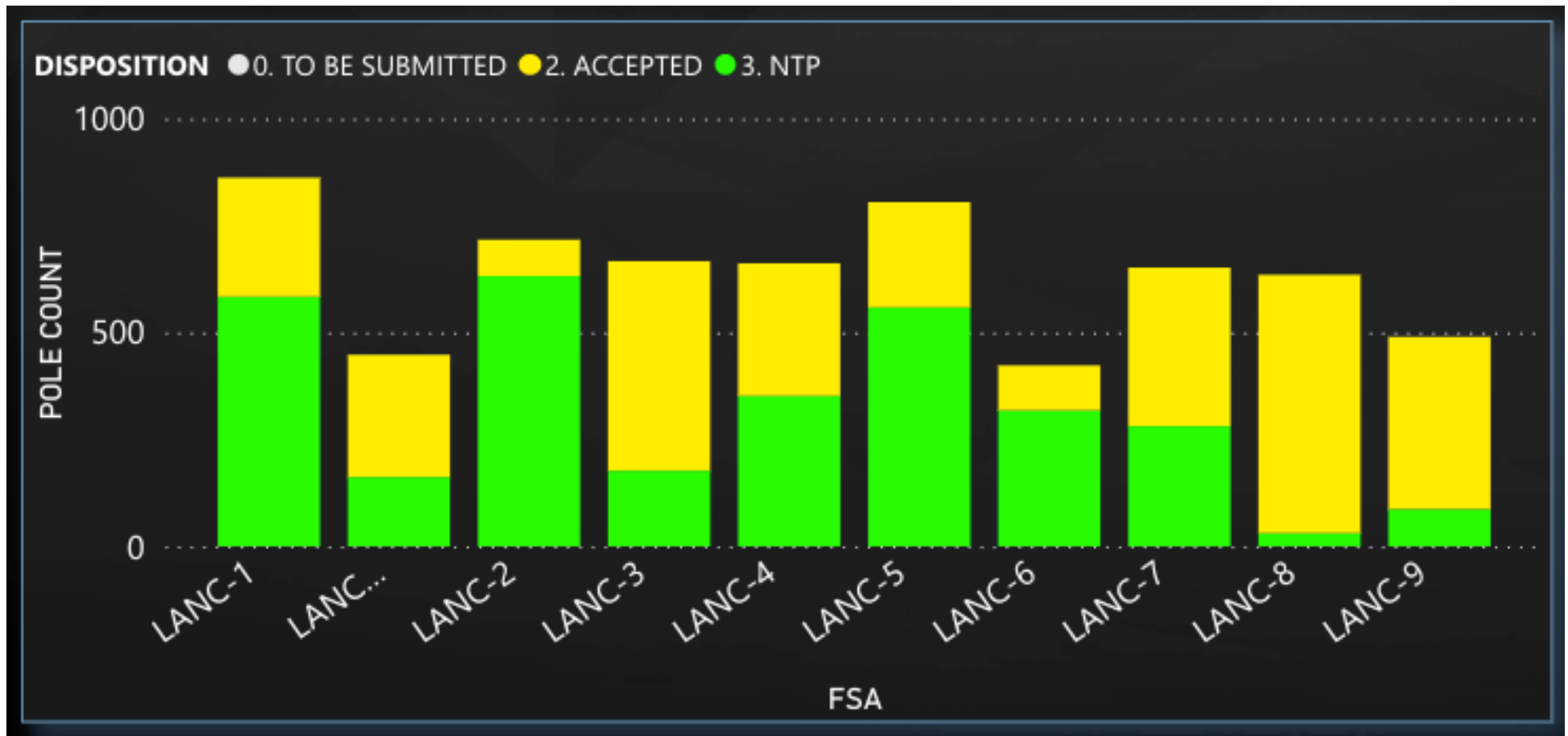
Make Ready Process Overview (oversimplified)

- As an investor-owned utility, DEV is subject to the FCC's make ready timelines
- NNEC is processing 170x the number of pole attachments compared to non-VATI period
- Backdrop of unprecedented demand for materials, engineering and construction labor
- APB, NNEC & DEV are employing new methods and procedures to meet the shared challenge

Stage	Responsible Party	Activity	FCC Timelines for "Large Jobs"
Fielding	APB (including contractors)	Field survey each pole along route to document existing conditions	
Make Ready Engineering (MRE)	APB (including contractors)	Vendor and APB review fielding results, confirm poles for attachment; prepare/submit application to pole owner	
Pole Owner's Evaluation	Pole owner (frequently outsourced)	Review pole attachment applications. Identify make ready scope of work for electric, existing attachers, and APB. Prepare cost estimates for electric MRC	60 days
Electric Make Ready Construction (MRC)	Pole owner (frequently outsourced)	Pole owner performs make ready construction / pole replacement for its owned assets; at which point an "NTP" is issued	105 days
Communications Make Ready Construction (MRC)	3rd party attachers (frequently outsourced)	3rd party attachers relocate their attachments per approved application. Can be performed by APB through "one touch make ready" (OTMR) process with common approved vendor	30 days
Fiber Attachment	APB (outsourced to contractors)	APB releases installation contractor to hang fiber	

Pole Attachment Application & MRC Status

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



Network Cabinet Installation

- Located within VDOT right of way on pole or pad mounted on private easement
- Most are passive cabinets without power requirement; Powered cabinets typically located near “middle mile”



Customer Installation Equipment for Comparison



Network-Customer Terminal

- Pre terminated ports for customer “drops”



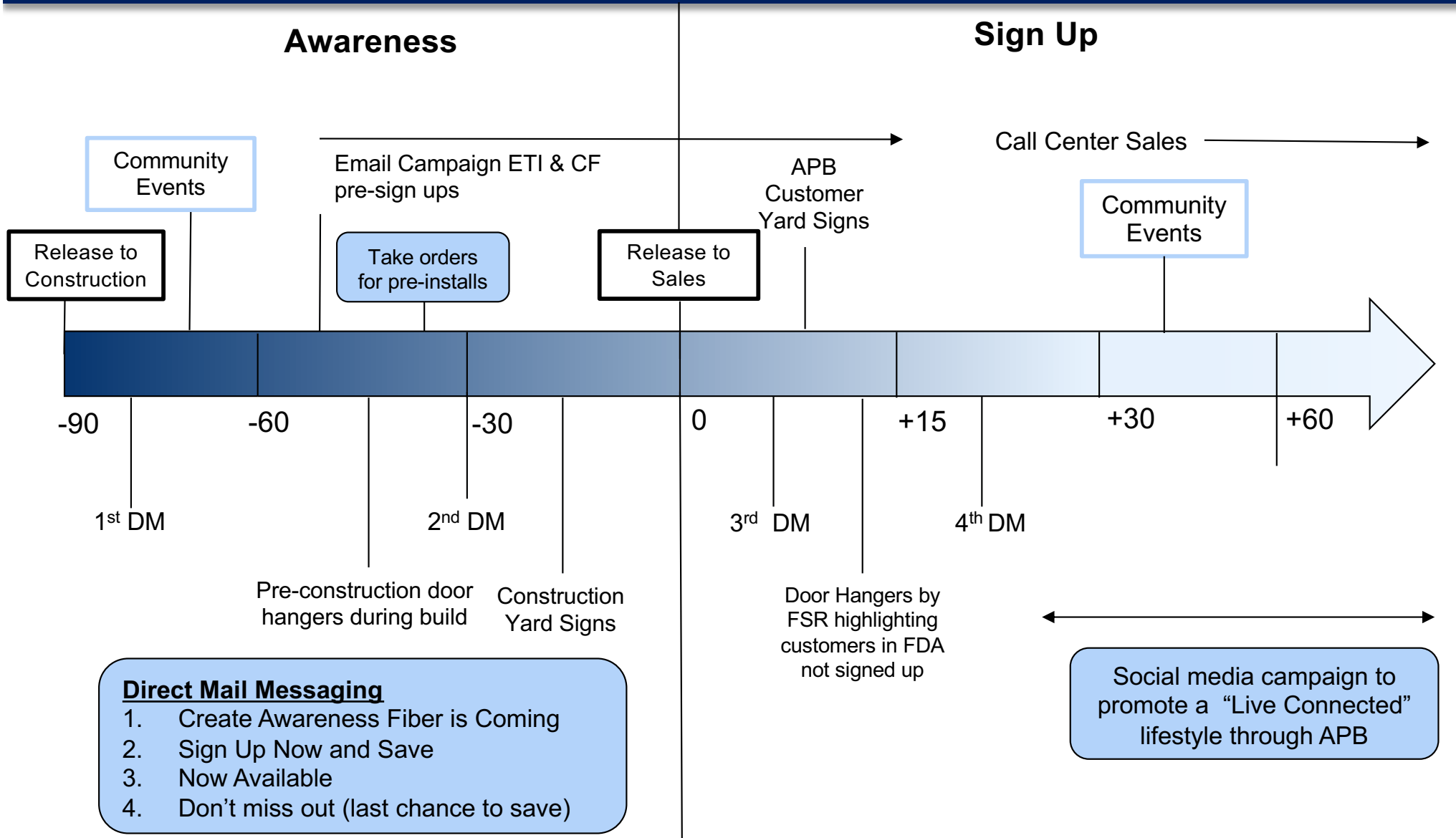
Service Levels and Affordability

- \$30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP). Qualifiers include:
 - Household income of \$62,080 or less for a family of 5
 - Household with dependent receiving free or reduced school lunch (CEP)
 - [Affordableconnectivity.gov](https://affordableconnectivity.gov)
- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount
 - Managed by a 3rd-party but hosted on All Points website customer portal
- Residential Service Levels:

Service Tier	ACP Pricing	Undiscounted Pricing
• 50x50 Mbps	\$29.99	\$59.99
• 100x100	\$59.99	\$89.99
• 1000x1000	\$99.99	\$119.99
- Customer contribution fee for Standard Installation
 - \$99 within 500 feet, \$0/ft between 500-1,000 feet, \$2/ft beyond 1,000 feet
 - In-home portion scheduled at customer's convenience

APB Go To Market Approach

ANTICIPATED TIMELINE (USING DAYS FROM RTS):



Customer Registration – APBfber.com



[Check availability](#) > [Select services](#) > [Installation](#) > [Review order](#) > [Sign in](#)

Check Availability at Your Address

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

Enter your address, including city, state and zip:

ADDRESS

protected by reCAPTCHA
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Check address



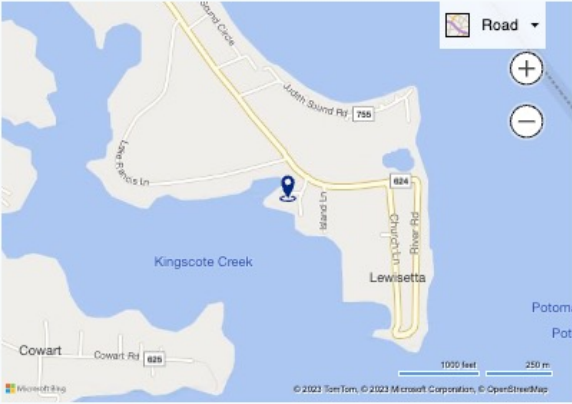
We are a part of The Affordable Connectivity Program (ACP). ACP helps low-income households pay for broadband service and internet connected devices. [Learn more](#)

Check Availability:

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

Customer Registration – APBfber.com

✔ Great news - You may now sign up for services.



Contact information

Enter your contact information.

First Name

Last Name

Phone Number

Email


Company (optional)

Comments (optional)

I would like to apply to Affordable Connectivity Program (ACP). [Learn more](#)

Update billing information

Different billing address Enable if you want to specify different billing address

protected by reCAPTCHA 

[Select services >](#)

Great News:

Service is currently available at this address. The customer will enter their contact information and proceed to select their services pay and schedule service time frames.

Customer Registration – APBfber.com

Check Availability at Your Address

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

Enter your address, including city, state and zip:

22435-2858 Fruit Plain Rd, Callao, VA, United States

protected by reCAPTCHA
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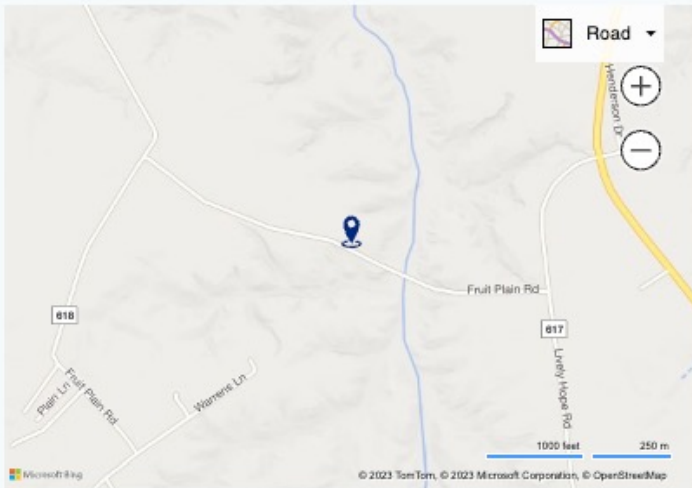


Check address

You are inside of a planned service area.

Services will be available to you soon.

To stay updated on work progress, please provide your contact information.



First Name

Enter First Name

Last Name

Enter Last Name

Phone Number

Enter Phone Number

Email

Enter Email

Company (optional)

Enter Company

Comments (optional)

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Go To Survey

We are on our way:

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



Thank You