



# Northern Neck Regional Broadband Initiative Update

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## Lancaster County

**LCBA Update  
December 14, 2023**

# Project Overview

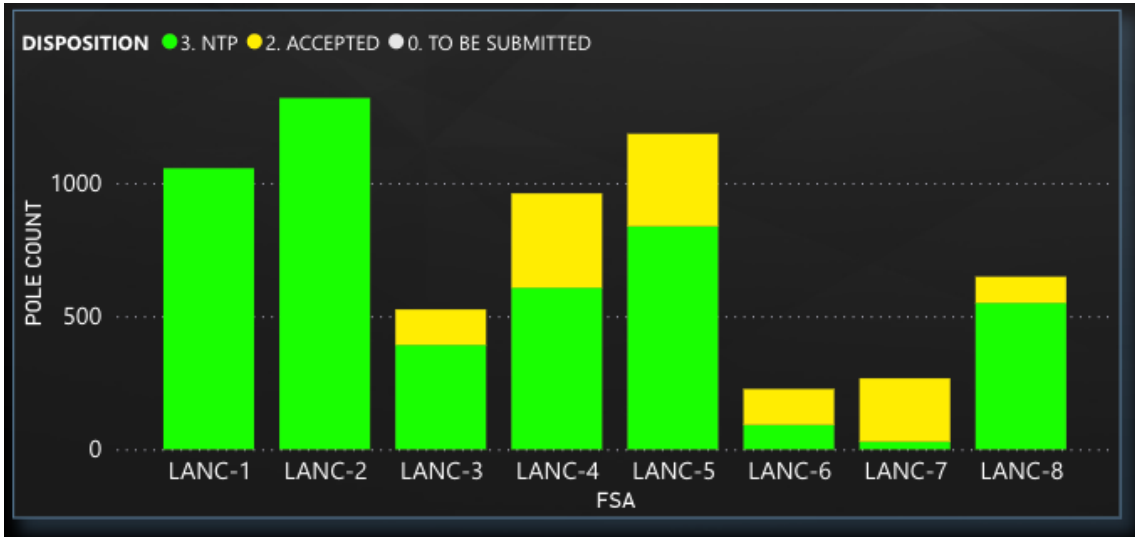
- Historic, public-private partnership convened by regional planning commission and involving 5 Counties
- First successful use of Virginia's utility middle-mile program (~330 miles of DEV investment)
- Groundbreaking partnership between All Points, Dominion and NNEC
- Targeted county investments leveraging All Points' private capital and four separate federal and state funding programs
  - 1:20 leverage ratio for forward-thinking counties
- ~1,000 miles of new fiber infrastructure to connect ~10,000 currently unserved locations
  - Locations met the then-current definition of unserved
  - Maps and eligibility have changed in ways that will render additional locations eligible for funding

## Project Status

- Key dependencies for last-mile deployment:
  - 1) Middle mile capacity in place
    - Dominion Energy Virginia middle mile is substantially complete in all counties
  - 2) Utility pole make ready process
    - Make ready construction well underway; *80% of poles complete in Lancaster*
    - NNEC completed all MRC – 12,000 poles!
  - 3) Significant queue of constructable miles to release (RTC)
    - Dependent on make-ready throughput and underground “locate” / permitting work
- OSP materials deliveries on schedule and inventory levels consistent with plan
  - Innovative supply chain management, including shared NNEC warehouse
- Time to NTP for remaining poles is exceeding FCC targets; however,
  - Generational level of work taking place and breaking the status quo at every step
  - NNEC is leading the industry; completed 160x number of previous attachment requests
  - Dominion’s productivity has improved and needs to continue acceleration; compare APB’s submission of 30k attachment requests to average of 8500 poles/year across all of Dominion territory prior to rural broadband projects

# Make Ready Status

- All Points cannot make service available until the entire FSA is made ready (bar turns green) *and* fiber has been installed (typically 90 days later)
- APB is waiting for NTP on ~1,300 poles to complete the Lancaster section
- The pending applications have been in Dominion's queue for an average of 243 days
- This is why last-mile fiber construction is ~90 days behind target schedule



### TIME OUTSTANDING

CLEAR FILTER

Time Outstanding Outliers

SUBMITTED

**252 Days**

ACCEPTED

**243 Days**

MRC COMPLETE

**127 Days**

APPLICATIONS

**49**

POLES

**1306**

APPLICATIONS

**49**

POLES

**1306**

APPLICATIONS

**185**

POLES

**4887**

ACCEPTED: Multiple select... | NTP: All

COUNTY	PART	Ticket Number	Owner	Outstanding Submitted	Outstanding Accepted	Outstanding NTP	Disposition	Pole Count
VA-LANC	VA-LANC-3 10	5448574	DOM	311	311	0	2. ACCEPTED	34
VA-LANC	VA-LANC-3 7	5448827	DOM	311	311	0	2. ACCEPTED	37
VA-LANC	VA-LANC-3 9	5450011	DOM	310	310	0	2. ACCEPTED	40
VA-LANC	VA-LANC-3 12	5450353	DOM	310	310	0	2. ACCEPTED	32
VA-LANC	VA-LANC-3 12-1	5450449	DOM	310	310	0	2. ACCEPTED	4
VA-LANC	VA-LANC-3 14	5450545	DOM	310	310	0	2. ACCEPTED	29
VA-LANC	VA-LANC-3 15	5451651	DOM	309	309	0	2. ACCEPTED	32
VA-LANC	VA-LANC-3 16	5451928	DOM	309	309	0	2. ACCEPTED	31
VA-LANC	VA-LANC-9 2	5454234	DOM	308	308	0	2. ACCEPTED	13
VA-LANC	VA-LANC-3 6	5454663	DOM	308	308	0	2. ACCEPTED	30
<b>Total</b>				53	51	100		619

WALL COMMENTS: 0 / 348

OWNER: All

DISPOSITION: All

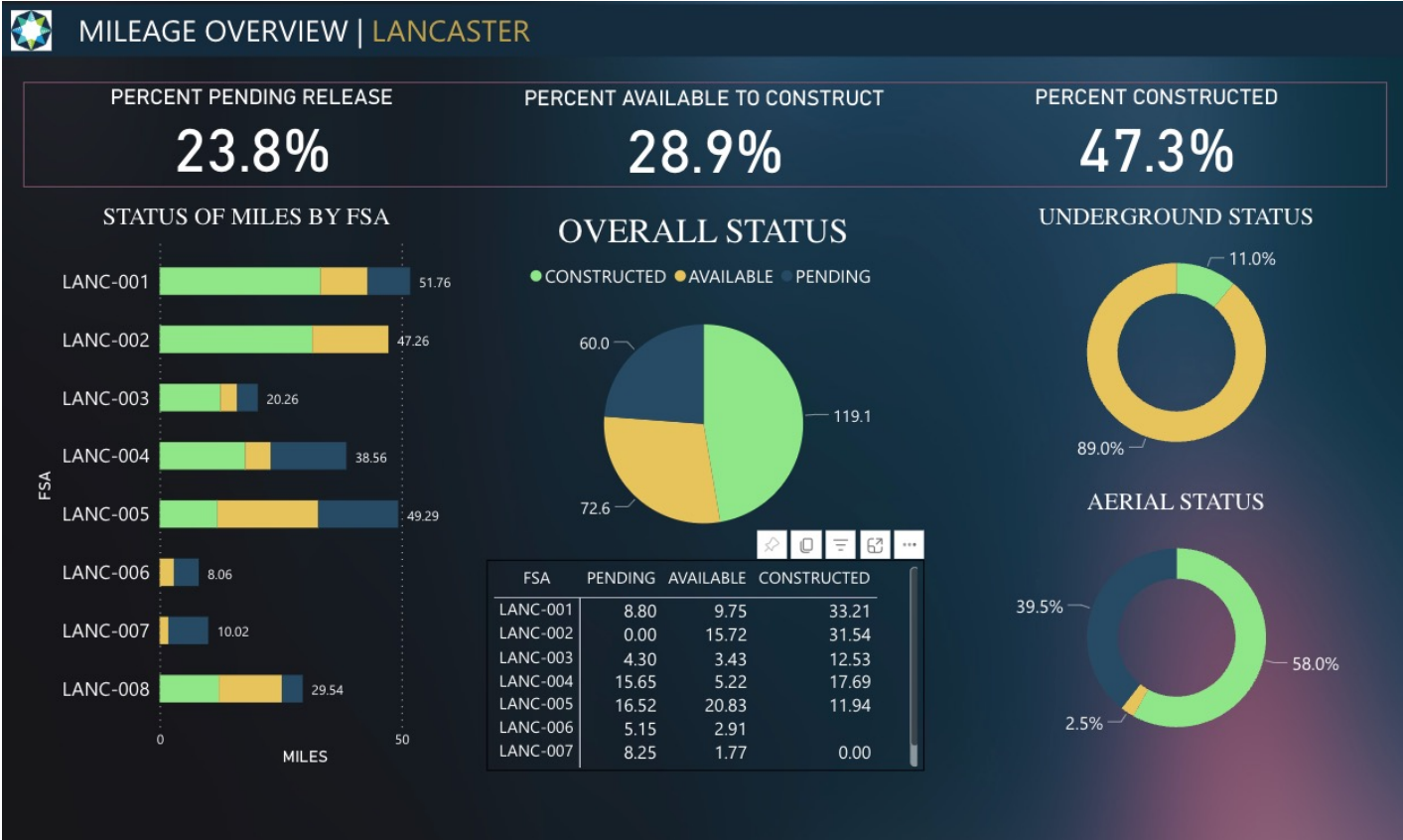
PRIORITY: All

PROJECT | COUNTY: Northern Neck (PROJECT...)

FSA: All

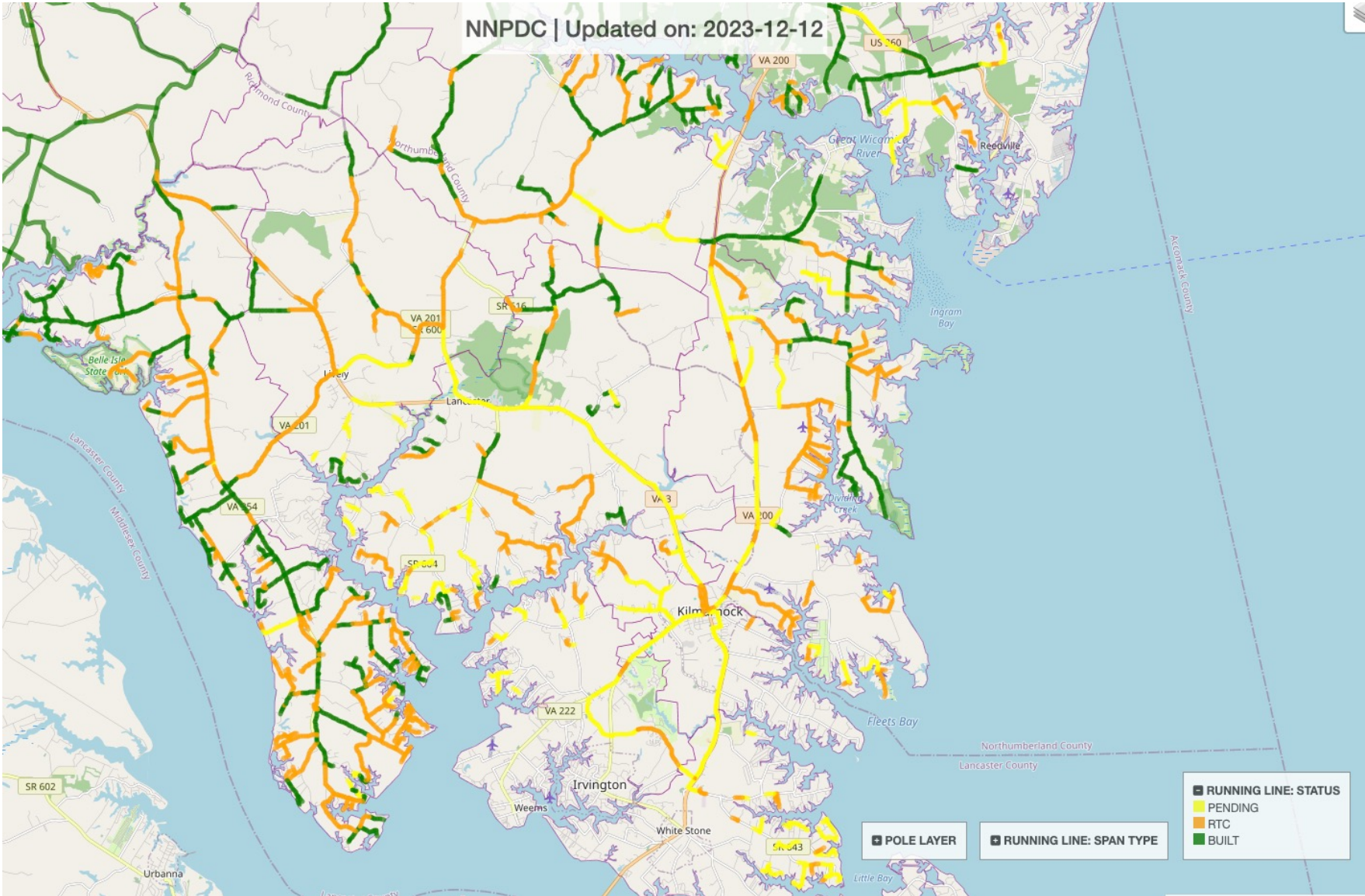
PART: All

# Last-Mile Fiber Construction Status



- 119 APB miles constructed; 73 APB released to construction; 60 APB miles pending make ready / permits
- APB is releasing any available, logical segment to construction to mitigate make-ready and permitting delays

# APB Construction Map (Lancaster)



# Service Levels and Affordability

- \$30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP).
- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount

Residential Service Levels:

<b>Service Tier</b>	<b>ACP Pricing</b>	<b>Undiscounted Pricing</b>
• 50x50 Mbps	\$29.99	\$59.99
• 100x100	\$59.99	\$89.99
• 1000x1000	\$99.99	\$119.99

- Customer contribution fee for Standard Installation:
  - Phase 1: \$99 within 500 feet, \$0/ft 500-1,000 feet, \$2/ft beyond 1,000 feet
  - Phase 2: \$199 – long drop fee waived for 12 months
  - In-home portion scheduled at customer’s convenience

## Remaining Eligible Locations Outside the VATI Project

- The VATI grants are set for the specific locations included in the polygons included with the application that were not successfully challenged –VATI grant funding cannot be used for locations not included in the approved project
- Because of changes in eligibility criteria and shift to new federal mapping, there are additional locations outside the project area eligible for additional state and/or federal broadband funding in the future
- APB, NNPDC and County staff are actively working to identify specific solutions for newly eligible locations:
  1. APB direct investment
  2. BEAD program (no County match)
- How can Counties help?
  - Send resident inquiries to [APBfiber.com](https://www.apbfiber.com)
  - Continue sharing data regarding other unserved areas/locations
  - Pay attention to the BEAD eligibility maps with assistance from All Points





Thank You

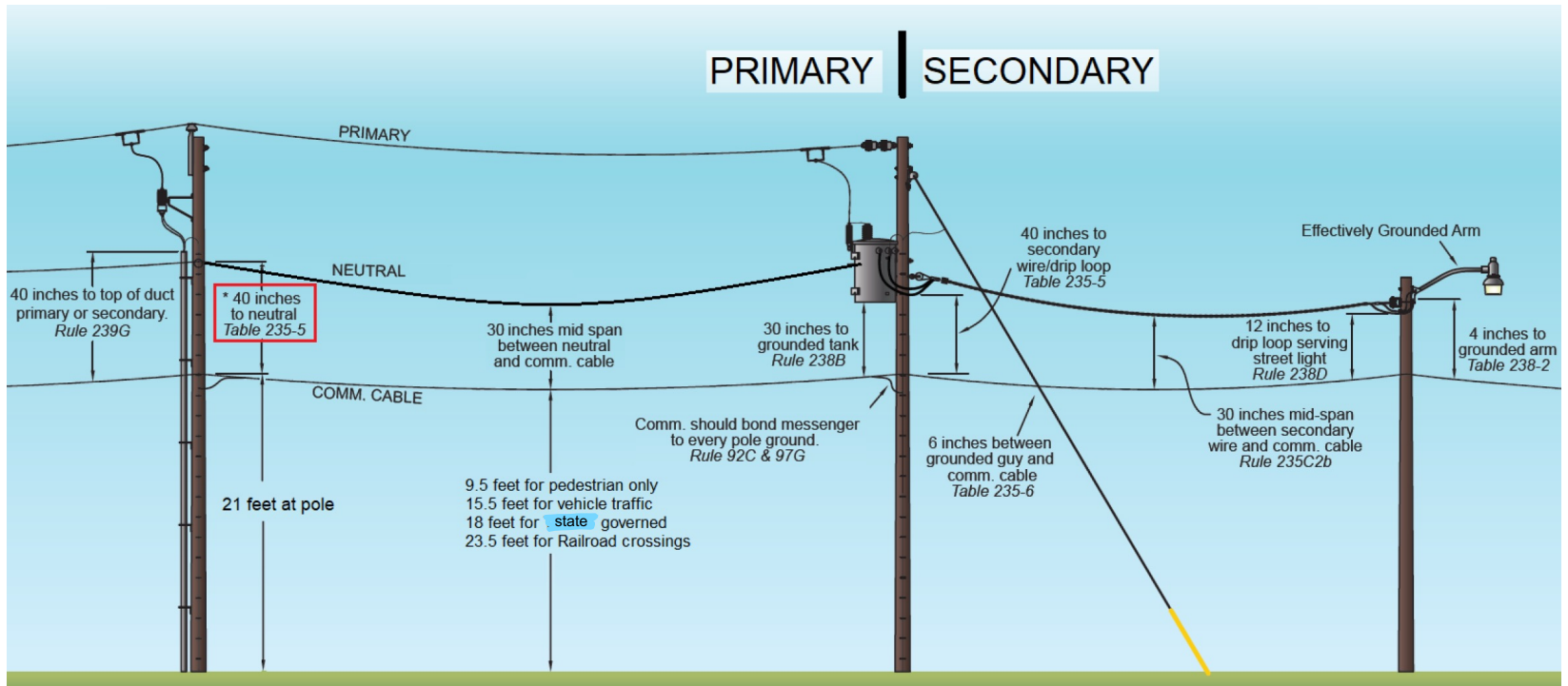
## Overview of Virginia's Implementation of BEAD (Infrastructure Act)

- Virginia's Office of Broadband at DHCD will administer \$1.48B of federal Infrastructure Act funding through program similar to VATI with key differences
  - **Final program guidelines are pending review & approval by NTIA**; however, Virginia is first state to submit all proposal documents
  - VA allocated sufficient funding available for high proportion of FTTH deployment to remaining unserved & underserved locations
  - Only available to "Broadband Serviceable Location" as of 6/15/2023
- Challenge process occurs *prior* to the BEAD application period
  - <https://broadband-challenge-portal.dhcd.virginia.gov/>
  - 30-day submittal window closed on Nov 30<sup>th</sup>
    - *APB submitted over 100,000 challenges (42% of challenges statewide)*
    - Maximize funding to truly unserved locations regardless of APB desirability
  - Challenged ISP have opportunity to rebut; DHCD to finalize ~1Q2024
- DHCD to receive letters of intent for BEAD within 60 days of challenge process completion *and* approval of its BEAD proposal by NTIA before application window
  - See submitted, unapproved Volume Two (the BEAD proposal):  
<https://www.dhcd.virginia.gov/sites/default/files/Docx/vati/bead-ipv2-postpubliccomment-submittedontia-unapproved.pdf>

## Overview of Virginia's Implementation of BEAD (Infrastructure Act)

- BEAD applications must be submitted to served 95% of unserved and underserved locations (including community anchor institutions) within a specific Zip Code Tabulation Area (ZCTA)
  - Reduces the number of unincluded locations and predefines BEAD project areas by existing geographic boundary (as opposed to allowing providers to draw their own cherry-picked project areas)
- Providers have 90 days from Letter of Intent period to submit full BEAD application(s) for DHCD evaluation
  - Remaining <5% of locations will require direct engagement by DHCD and likely provider(s)
- Proposed scoring criteria in addition to baseline requirements in BEAD Notice of Funding Opportunity (the NOFO)
  - 45%: BEAD funding per project location
  - 20%: Gigabit affordability relative to FCC's Urban Rate Survey
  - 10.2%: Fair Labor Practices of Provider According to NOFO
  - 5%: Speed to Deployment Within 3 Years of Award
  - 9.9%: Universality, Ranging from 95%-100% Locations Included
  - 9.9%: Locality Letter of Support

# Supplemental Information: 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.)

# Supplemental Information: Make Ready Process Overview

Stage	Responsible Party	Activity	FCC Timelines for "Large Jobs"
Fielding	ISP (including contractors)	Field survey each pole along route to document existing conditions	
Make Ready Engineering (MRE)	ISP (including contractors)	Vendor/ISP 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 ISP. 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 ISP through "one touch make ready" (OTMR) process with common approved vendor	30 days
Fiber Attachment	ISP (outsourced to contractors)	ISP releases installation contractor to hang fiber	



- FCC’s make-ready timelines apply to investor-owned utilities (DEV & AEP) and are the baseline for other pole owners (cooperatives, etc.)
- Backdrop of unprecedented demand for materials, engineering and construction labor, trends which will accelerate as BEAD funds flow through individual states
- FCC’s OTMR rules intended to reduce delays caused by incumbent attachers

# Supplemental Information: APB Go To Market Approach

## ANTICIPATED TIMELINE (USING DAYS FROM RTS):

