



All Points Broadband Connect Hanover Update

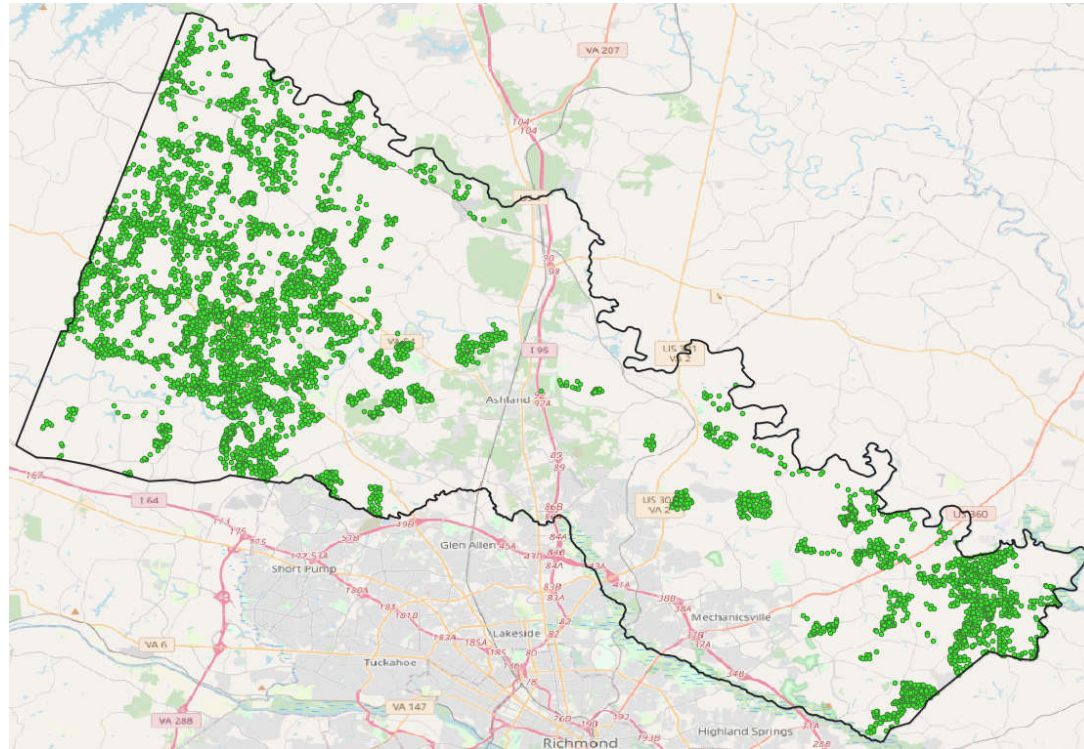
August 24, 2022

Initiative Timeline

- 6/2021: Hanover selects APB as a broadband deployment partner and APB begins network feasibility and grant application process
- 9/2021: Hanover and APB submit application for VATI broadband funding
- 12/2021: Announcement of provisional VATI grant of \$13.97M
- Q1 2022: APB begins procuring long-lead time materials and secures committed manufacturing capacity for required fiber and electronics
- 8/2022: State issues final VATI grant award and 24-month project period commences

VATI Project Overview

- Partnership between Hanover, APB, Dominion Energy Virginia and Rappahannock Electric Cooperative
- ~443 miles of distribution fiber infrastructure
- Making FTTH broadband available to 6,198 passings (currently unserved locations)



Initiative Timeline (anticipated)

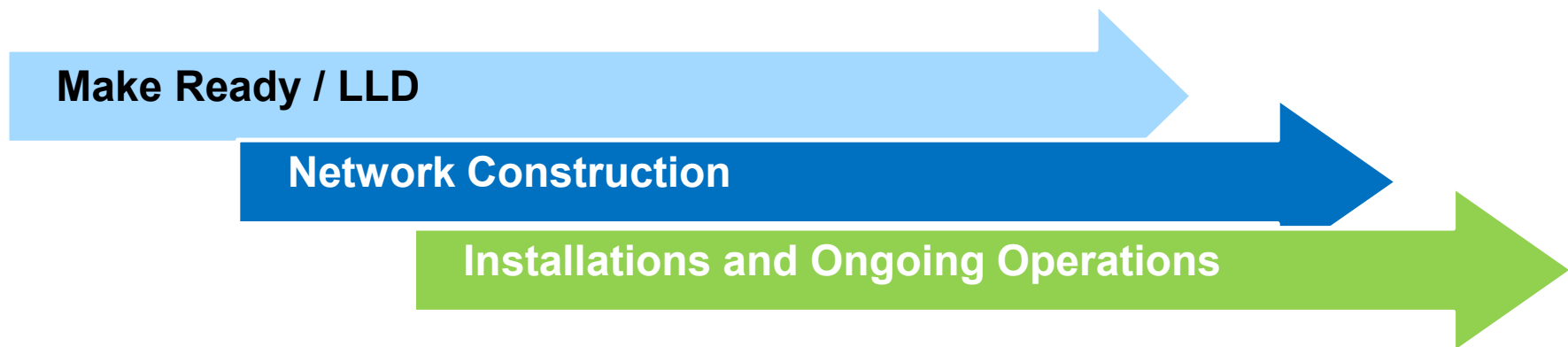
- 8/2022: Commencement of fielding, make ready and low-level design
- Q1/2023: Last-mile construction underway
- Q2/2023: Commencement of customer installations in completed FDAs
- 8/2024: Substantial completion of network

Last Mile Infrastructure

- Key dependencies for last-mile deployment:
 - 1) Middle mile capacity in place to connect to global network
 - 2) Utility pole “make ready” complete for fiber attachment
 - 3) Significant queue of constructable miles for release to vendors
- Electric utility partners executing **unprecedented** make-ready campaign

Construction Sequencing

- Project divided into discrete distribution areas (FDAs)
- FDA construction sequencing based on optimal timeline:
 - Objective is completing the entire project within contract period
 - 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



Periodic Reporting

- 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 in arrears based on milestones achieved

Service Levels and Affordability

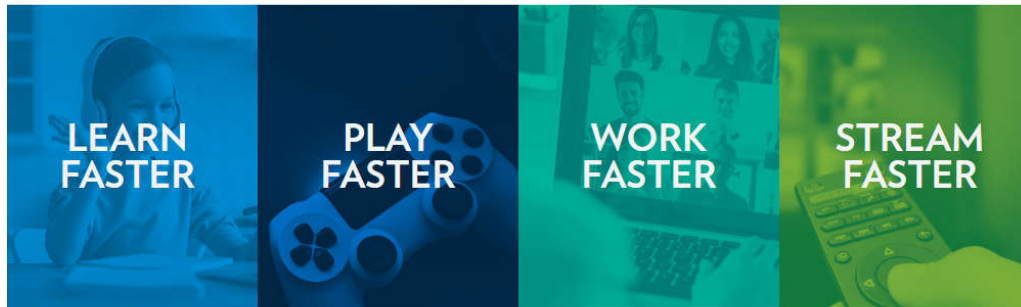
- APB is offering a \$30/month discount to any household that qualifies for the Affordable Connectivity Program (ACP). Qualifiers include:
 - Household income of \$62,080 or less for a family of 5
 - Household with dependent receiving free or reduced school lunch
 - Many, many more...
- Prior to offering broadband service, residents will have the opportunity to confirm ACP eligibility and receive discount
- Residential Service Levels:

Service Tier	ACP Pricing	Undiscounted Pricing
• 50x50 Mbps	\$29.99	\$59.99
• 100x100	\$49.99	\$79.99
• 500x500	\$69.99	\$99.99
• 1000x1000	\$89.99	\$119.99

- Voice Service: \$19.99 with internet plan
- Standard installation fee: \$199

Customer Sign Up: APBFIBER.COM

APBFIBER.COM



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

Don't miss your chance to get faster, more reliable internet with fiber broadband. Experience speeds up to 1 Gig, 24/7 service and unlimited data with monthly plans that work with your budget.

WE'RE READY WITH FIBER BROADBAND. ARE YOU?



GET READY FOR A BETTER INTERNET EXPERIENCE

Speeds up to 1 GIG	Enjoy unlimited DATA	Managed router with built-in WI-FI	Monthly plans starting at \$29.99*	Loved by customers 4.4

Getting Started is Easy:

1. Visit www.apbfiber.com
2. Click the Get Started Button
3. Enter Your Address
4. Select your services (for applicable areas where fiber has already been installed)

Customer Sign Up

CHECK AVAILABILITY



[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:

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 Sign Up

SCENARIO 1: SERVICE IS CURRENTLY AVAILABLE

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:

[Check address](#)

Great news - You may now sign up for services.

Map showing location of 16699 History Land Hwy Warsaw Virginia 22572 United States. The map includes a yellow location pin, a road labeled '3', and a scale bar for 200 feet and 100 meters. The map is credited to Microsoft Bing and OpenStreetMap.

Contact information

Enter your contact information.

First Name <input type="text" value="Enter First Name"/>	Last Name <input type="text" value="Enter Last Name"/>
Phone Number <input type="text" value="Enter Phone Number"/>	Email <input type="text" value="Enter Email"/>
Company (optional) <input type="text" value="Enter Company"/>	
Comments (optional) <input type="text"/>	

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

[Select services >](#)

Great News:

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

Customer Sign Up

SCENARIO 2: SERVICE WILL BE AVAILABLE SOON

Check Availability at Your Address

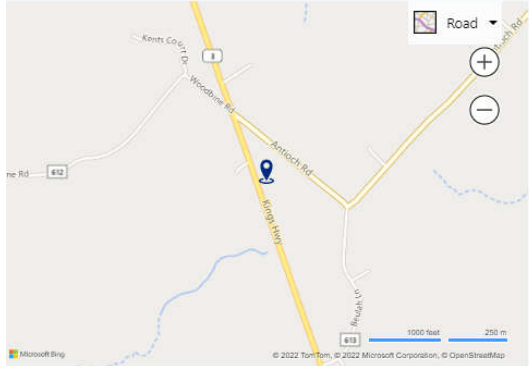
Start typing your address in search field.
Addresses inside of a service area are included in the list.

Enter your address, including city, state and zip:

Check address

You are inside of a planned service area.
Services will be available to you soon.

Want to receive updates as we grow?
We'll contact you as we expand our services.



First Name Last Name

Phone Number Email

Company (optional)

Comments (optional)

Street Address 1 City

Street Address 2 (optional) State

Street Address 3 (optional) Zip code

Send

We are on our way:

Service is planned for this address but not yet available. The customer should register their location so that APB can alert them in advance of service availability.

Timeline:

APB will begin contacting customers **approximately 90 days prior to service availability.**

How You Can Help

- Spread the word:
 - [APBfiber.com](https://www.apbfiber.com)
- We are hiring:
 - [Allpointsbroadband.com/careers](https://www.allpointsbroadband.com/careers)



Thank You