

Agenda

- Overview
- Partnership Milestones
- 2022 VATI Application Strategy

Overview

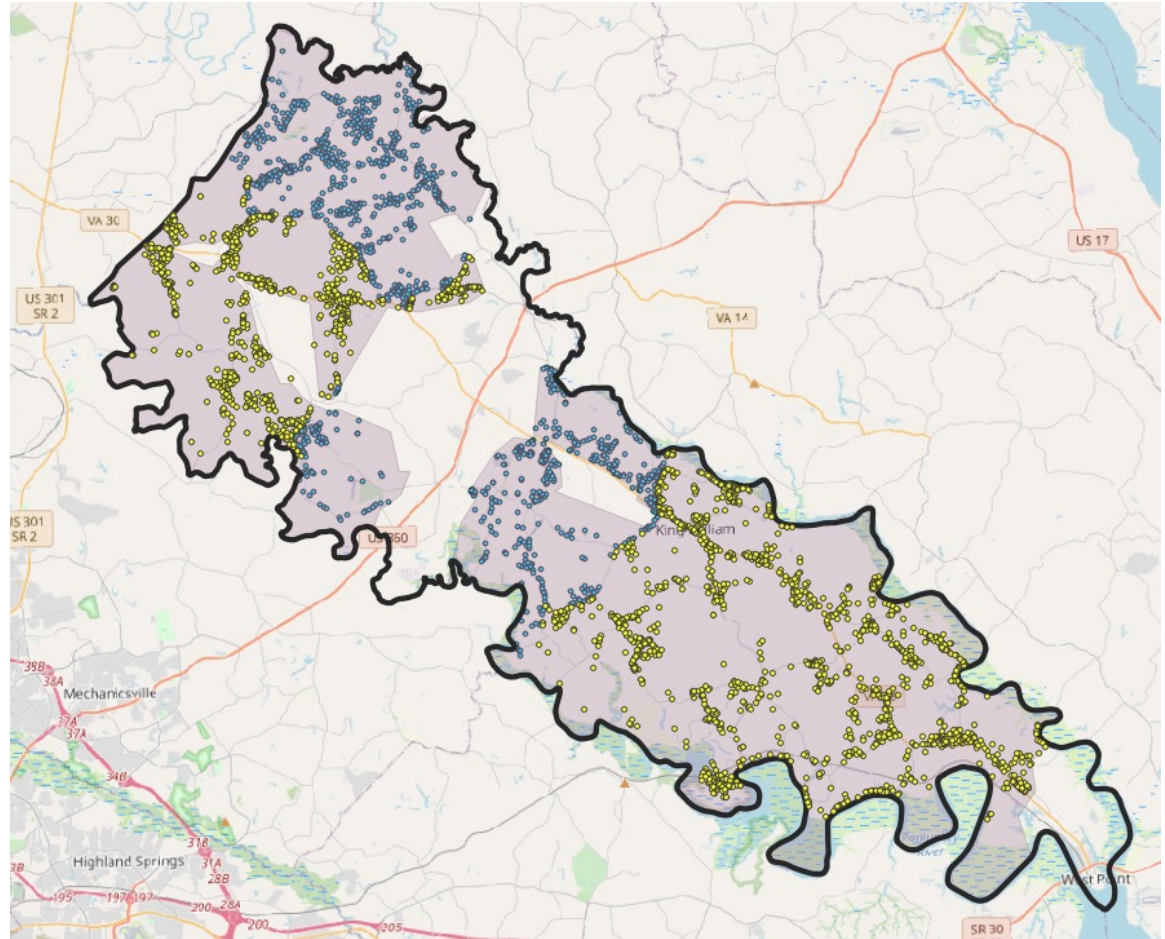
- In September 2020, King William engaged All Points as its partner to develop and execute a strategy to achieve universal, fiber-to-the-home broadband for all unserved locations in the County
- We have recruited Dominion Energy Virginia (“Dominion”), Rappahannock Electric Cooperative (“REC”), and the Pamunkey Indian Tribe, to partner with King William and All Points to finally bridge the County’s digital divide
- The partners have completed high level design for a universal, fiber-to-the-home broadband network to serve the 2,250 locations in King William that are not served by gigabit broadband today and not required to be served by wired, gigabit broadband by other providers through related federal programs
- All Points’ network and partnerships are specifically designed to secure Virginia Telecommunications Initiative (VATI) grant funding in the current VATI application cycle, due mid-September, and to be an eligible use of ARP funds
- Today we are seeking the Board’s approval of the proposed VATI project and recommended local match component

Partnership Milestones

- 9/2020: APB and King William commence Broadband Partnership
- 10/2020: APB prepares preliminary network design for Phase I and begins applying for relevant funding programs
- 11/2020: King William, APB and Dominion enter into agreement to advance fiber-to-the-home initiative through the “Middle-Mile Statute”
- 2/2021: APB secures federal funding to support first phase of 2-phase strategy for universal broadband
- 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
- 8/2021: APB and electric utility partners complete network design to achieve universal fiber-to-the-home broadband in King William

Project Overview

- The project includes ~250 miles of fiber infrastructure to extend to all remaining unserved areas
- Overall project cost will require ~\$17.2M in funding
- All Points would secure \$9.2M (56%) of total project cost
- VATI application would provide \$5.4M (30%)
- County contribution would be \$2.5M (14%) and eligible for ARP funding



Project Outcome

- Fiber-to-the-home broadband available to 100% of currently unserved locations
- Network based on XGS-PON architecture which is scalable to symmetrical 10 Gbps to each location
- Standard installation fee of \$199:
 - All customer premises equipment
 - 500-foot service drop included
 - Long drop charges waived for 12 months
 - Then additional drop length charged at cost plus 10%
 - 12-month initial service commitment
- Residential service offerings:
 - 50 x 50: \$59.99 (fixed)
 - 100 x 100: \$79.99
 - 500 x 500: \$99.99
 - 1000 x 1000: \$109.99

Timeline for Completion

- King William's local match would be contingent on receipt of VATI grant award and execution of an agreement with All Points regarding the project
- Grant application to be submitted September 14th
 - All Points will begin purchasing fiber and other long-lead time components as soon as the County's match commitment is finalized
- VATI awards to be announced in December
- King William and All Points would have ~90 days after grant award to enter into an agreement reflecting the VATI grant application and to formally accept the grant award
- Project would be substantially complete within 18 months of VATI grant award
- King William is well positioned:
 - High quality network and design, optimized for VATI scoring
 - Strong partnerships in place
 - Whole-of-Jurisdiction solution

