

# Application to DHCD Submitted through CAMS

Northern Neck Planning District Commission

Regional Northern Neck VATI 2021

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**Application ID:** 75706222020083023

**Application Status:** In Progress - DHCD

**Program Name:** Virginia Telecommunications Initiative 2021

**Organization Name:** Northern Neck Planning District Commission

**Organization Address:** P.O. Box 1600  
Warsaw, VA 22572

**Profile Manager Name:** Jerry Davis

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**Project Name:** Regional Northern Neck VATI 2021

**Project Contact Name:** Jerry Davis

**Project Contact Phone:** (804) 333-1900

**Project Contact Email:** jdavis@nnpdc17.state.va.us

**Project Location:** PO BOX 1600  
WARSAW, VA 22572-1600

**Project Service Area:** King George County, Northumberland County, Richmond County, Westmoreland County

**Total Requested Amount:** \$10,784,365.37

**Required Annual Audit Status:** Accepted

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## Budget Information:

Cost/Activity Category	DHCD Request	Other Funding	Total
<b>Telecommunications</b>	<b>\$10,784,365.37</b>	<b>\$19,864,048.06</b>	<b>\$30,648,413.43</b>
Construction	\$10,784,365.37	\$19,864,048.06	\$30,648,413.43
<b>Total:</b>	<b>\$10,784,365.37</b>	<b>\$19,864,048.06</b>	<b>\$30,648,413.43</b>

## Budget Narrative:

This application is requesting \$10,784,365.37 in VATI funding to leverage an additional \$19,864,048.06 in non-VATI funding for the construction of a regional network that will provide gigabit-capable, fiber-to-the-home broadband to all currently unserved locations in the Counties of King George, Northumberland, Richmond and Westmoreland. Detailed cost allocations and budget details are included as attachments with this application. This application is the result of a regional planning process involving the four counties comprising the project area, All Points Broadband, Dominion Energy Virginia and Northern Neck Electric Cooperative. The project will leverage recently adopted legislation that enables nongovernmental ISPs to leverage middle-mile fiber infrastructure deployed by investor-owned electric utilities to provide high quality broadband in areas that are presently unserved by broadband. The project is a unique and time-limited opportunity to achieve universal broadband throughout a four-county region.

## Questions and Responses:

### 1. Project Description and Need

Describe why and how the project area(s) was selected. Describe the proposed geographic area including specific boundaries of the project area (e.g. street names, local and regional boundaries, etc.). Attach a copy of the map of your project area(s). Label map: Attachment 1 – Project Area Map.

### Answer:

This project is a regional initiative being pursued jointly by the Counties of King George, Northumberland, Richmond and Westmoreland (the "Participating Counties"), All Points Broadband ("APB"), Dominion Energy Virginia ("Dominion"), and Northern Neck Electric Cooperative ("NNEC"). In March of 2020, the Participating Counties, All Points, Dominion and NNEC entered into an agreement to develop a comprehensive regional strategy to achieve universal broadband coverage. Collectively, we undertook a regional planning process that was funded with the support of DHCD planning grant programs and overseen by a management team, including the County Administrator of each Participating County, senior leadership from the Northern Neck Planning District Commission ("PDC"), and senior management of All Points, Dominion and NNEC. The project, and this application, is the result of this regional planning process.

The project area was selected because it is the ideal region in which to leverage Virginia Code § 56-585.1:9 (the "Middle Mile Statute") to achieve universal broadband coverage to 100% of the presently unserved locations in all four of the Participating Counties. As part of its overall grid-modernization efforts, Dominion is in the process of planning a regional fiber deployment to connect various assets in the four Participating Counties. The project will leverage the middle-mile infrastructure that Dominion is deploying by extending last-mile fiber-to-the-home broadband to presently unserved locations in the region.

To meet its business needs relating to management of its electric grid, Dominion intends to begin building its fiber-optic network on the

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Northern Neck in 2021. Because Dominion's build is likely to be the last significant extension of middle mile fiber in the region for the foreseeable future, it is imperative that we act now to capture this opportunity to partner with Dominion to leverage its new fiber to extend last-mile fiber-to-the-home service to all remaining unserved locations in the project area. If this opportunity to partner with Dominion to begin last-mile construction in 2021 is lost, there is not likely to be a similar opportunity to extend last-mile fiber to the unserved locations in this region in a cost-effective manner.

As part of the regional planning effort, All Points conducted extensive field surveys in each Participating County to determine unserved areas. All Points then visited and visually inspected 100% of the areas proposed to be served by the project to verify that each such area is not currently served by wireline technology (cable or fiber) that is capable of providing 25/3 service. All of the presently unserved locations within these areas were then mapped, and All Points has undertaken an engineering and design process to develop a last-mile fiber-to-the-home network that will extend service to all unserved locations. The engineering and design process is nearing completion and components of the engineering and design work are included with this application. The engineering and design process is currently being finalized before Dominion submits a petition related to the project (the "SCC Petition") to the State Corporation Commission ("SCC") for approval of the aspects of the project that involve the Middle Mile Statute. Dominion anticipates submitting the SCC Petition in the third quarter of this year. Because SCC approval of Dominion's related middle-mile infrastructure plans will be required to complete the project, we anticipate that certain elements of the project may need to be modified to conform to the SCC's Final Order on the SCC Petition.

A map of the project area is attached as Attachment 1.

2. List existing providers in the proposed project area and the speeds offered. Please do not include satellite. Describe your outreach efforts to identify existing providers and how this information was compiled with source(s).

**Answer:**

The primary broadband provider in the four Participating Counties is Atlantic Broadband ("ABB"). ABB has previously informed the PDC that its buildout within the four Participating Counties is substantially complete. ABB did not provide a map of its current network in response to the PDC's request for such a map. All Points has visited each area proposed to be served by the project to visually verify that ABB does not offer service at the locations in these areas. In addition, as part of the SCC Petition, APB will commit to obtain customer verifications that confirm that new customers are unserved by broadband as required by the Middle Mile Statute.

Three fixed-wireless providers report offering internet service in various portions of the Participating Counties: Virginia Broadband ("VABB"), Signawave, and King George Internet ("KGI").

Neither VABB nor Signawave responded to the PDC's request for a map or other information regarding their coverage areas. We were not able to field-verify that either of these providers offers speeds in excess of 25/3 in any of the areas to be served by the project.

Where KGI claims 25/3 service is available, it is offered for \$79.99/month, with an installation fee starting at \$532.76 that can be as high as \$996.

Attachment 14 includes the PDC's outreach to VABB and Signawave, and pricing information from KGI's website.

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3. Describe if any areas near the project have received funding from federal grant programs, including but not limited to Connect America Funds II (CAF II), ACAM, ReConnect, and Community Connect. If there have been federal funds awarded near the project, provide a map verifying the proposed project area does not conflict with these areas. Describe if there are Rural Digital Opportunity Fund (RDOF) eligible census blocks located in the proposed project area. Label Map: Attachment 2 – Documentation on Federal Funding Area.

**Answer:**

No federal grant funds have been awarded to any portion of the proposed project area, and no federal funds have been awarded near the proposed project area.

Attachment 2 includes one map showing that no CAF II funding was awarded in the project area, plus a second map showing the portions of the project area that are RDOF eligible (which are thus unserved by broadband). The RDOF-eligible areas shown on the map that are not included in the proposed project area were either deemed to be served, or do not contain any serviceable locations (see example in Attachment 2).

The latest FCC data indicate there are 43 RDOF-eligible areas in the four Participating Counties.

4. Overlap: To be eligible for VATI, applicants must demonstrate that the proposed project area(s) is unserved. An unserved area is defined as an area with speeds of 25/3 mbps or less and with less than 10% service overlap within the project area. Describe any anticipated service overlap with current providers within the project area. Provide a detailed explanation as to how you determined the percentage overlap. Label Attachment: Attachment 3 – Documentation Unserved Area VATI Criteria.

**Answer:**

As noted above, All Points conducted extensive field surveys in each Participating County to determine unserved areas. All Points visited and visually inspected 100% of the areas proposed to be served by the project to verify that none of these areas is currently served by wireline technology (cable or fiber) that is capable of providing 25/3 service. These areas were then mapped to determine the project area. This map is included as Attachment 3.

Despite our extensive efforts to verify the unserved status of these areas, it is possible that a small number of locations were incorrectly identified as unserved. Any such inadvertent errors will be addressed by APB's commitment in the SCC Petition to obtain customer verifications confirming that new customers to be served by the project are unserved by broadband, as required by the Middle Mile Statute.

Neither VABB nor Signawave responded to the PDC's request for a map or other information regarding their coverage areas. We were unable to field-verify that either of these providers offers speeds in excess of 25/3 in any of the areas to be served by the project. Nor were we able to field verify that either of these providers offers speeds of 10/1 or greater in any of the areas to be served by the project. According to the June 2020 Virginia Broadband Availability Map, there are a maximum of 181 locations in the project area (3.7% of passings) who can potentially receive fixed wireless service at any speed (including speeds of less than 25/3) (see Attachment 3).

KGI provided the PDC with a rudimentary propagation map, which KGI designated as confidential. This propagation map claims to show that KGI has the ability to offer speeds of 25/3 in certain limited areas of King George and Westmoreland Counties. The propagation map provided by KGI appeared to show access points at one or more locations owned by the King George Service Authority ("KGSA"). The KGSA subsequently informed the PDC that KGI has not yet deployed any equipment at either of the two locations owned by the KGSA (see

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Attachment 15). KGI's propagation maps were deemed not to be a credible representation of its actual service area. Based on the June 2020 Virginia Broadband Availability Map, the maximum number of locations in the project area with access to fixed wireless service is 181 (or 3.7% of passings).

5. Total Passings: Provide the number of total serviceable units in the project area. Applicants are encouraged to prioritize areas lacking 10 Megabits per second download and 1 Megabits per second upload speeds, as they will receive priority in application scoring. For projects with more than one service area, each service area must have delineated passing information. Label Attachment: Attachment 4 – Passings Form
  - a. Of the total number of passings, provide the number of residential, business, non-residential, and community anchors in the proposed project area. Describe the methodology used for these projections.
  - b. Provide the number of serviceable units in the project area that have 10/1 mbps or less. Describe the methodology used for these projections.

**Answer:**

There are 4845 total passings in the project area. To determine total passings, the proposed project area was cross-referenced with the database available through the Virginia Geographic Information Network's Virginia Address Points map service. The resulting data set was then validated against US Postal Service databases using a third-party validation service, to determine total passings.

- a. To determine the number of business, non-residential, and community anchors in the project area, SCC active business registrations and county GIS data were cross-referenced with the serviceable locations in the project area. This analysis indicated that the project area contains 26 non-home based businesses (including 9 commercial farms), 59 businesses believed to be home-based, 3 community anchors, and 18 other non-residential passings (including 3 churches). These locations are shown on the map included with Attachment 4.
  - b. Based on a detailed comparison of our field verification data, the Virginia Broadband Availability Map, and other public data, we estimate that 4,619 (or 95%) of the locations in the project area lack access to 10/1 service (see Attachment 3).
6. For wireless projects only: Please explain the ownership of the proposed wireless infrastructure. Please describe if the private co-applicant will own or lease the radio mast, tower, or other vertical structure onto which the wireless infrastructure will be installed.

**Answer:**

This is not a wireless project.

7. Speeds: Describe the internet service offerings, including download and upload speeds, to be provided after completion of the proposed project. Detail whether that speed is based on dedicated or shared bandwidth, and detail the technology that will be used. This description can be illustrated by a map or schematic diagram, as appropriate. List the private co-applicant's tiered price structure for all speed offerings in the proposed project area, including the lowest tiered speed offering at or above 25/3 mbps.

**Answer:**

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The last-mile fiber-to-the-home network will offer three speed tiers that are fully symmetrical: 50/50 Mbps, 100/100 Mbps, and 1/1 Gbps, with no data caps. The intended monthly pricing for these plans is \$59.99, \$79.99 and \$149.99, respectively, with a flat \$5 service fee to cover applicable taxes and FCC fees. Customers will also have the ability to subscribe to VOIP phone service with multiple calling features and local and continental US long distance calls included for an additional \$14.99 per month. Because it will be an all-fiber network, the only locations sharing of bandwidth may occur are at a fiber concentration cabinet or at the network core, so there is more than adequate capacity to consistently deliver advertised speeds to all customers.

8. Network Design: Provide a description of the network system design used to deliver broadband service from the network's primary internet point(s) of presence to end users, including the network components that already exist and the ones that would be added by the proposed project. Provide a detailed explanation of how this information was determined with sources. If using a technology with shared bandwidth, describe how the equipment will handle capacity during peak intervals. For wireless projects, provide a propagation map for the proposed project area with a clearly defined legend for scale of map. Label Map: Attachment 5 – Propagation Map Wireless Project.

**Answer:**

The project is a new fiber-to-the-home deployment connecting currently unserved locations in the four Participating Counties.

Dominion is deploying new backbone and middle-mile fiber from the Fredericksburg area down through the Northern Neck in order to connect its critical devices and related infrastructure. Subject to the SCC's approval of the SCC Petition, Dominion will locate its backbone and middle-mile fiber in a manner that will enable APB to build last-mile fiber to serve unserved locations, while also supporting Dominion's grid-management objectives. APB will lease strands of Dominion's backbone and middle-mile fibers in the four Participating Counties in order to provide a continuous fiber-optic connection between end users and an upstream demarcation point in the Fredericksburg area. At this demarcation point, traffic will connect to third party middle-mile fiber, connecting the network to APB's network core in Northern Virginia, where APB traffic is routed to key internet peering points and upstream transit providers.

Subject to the ongoing design coordination process underway between Dominion and APB, the network is anticipated to include approximately 749 miles of fiber, of which approximately 292 miles will be backbone and 457 miles will be middle-mile and last-mile distribution infrastructure. The final network configuration and fiber mileage will be contingent upon SCC approval and is subject to modification during the SCC Petition process and as field modifications are made during construction.

Dominion's mainline fiber will be 144-count ADSS fiber with appropriate slack span and coil brackets to adequately manage its electrical grid and to support its current and future needs. Dominion's middle-mile laterals will be 72-count ADSS fiber. Dominion will provide APB access to the Dominion fiber at strategically located splice points throughout the network, which will enable APB to connect its last-mile infrastructure in the project area to its network core in Northern Virginia. Pursuant to the requirements of the Middle Mile Statute, Dominion's infrastructure will not be used to provide service to presently served locations that are outside of the project area.

APB's last-mile fiber deployment will primarily consist of strand and lash, using 48- and 24-count strands based on the capacity requirements for each route. Customer drops are anticipated to be approximately 70% aerial, and 30% underground or hybrid. The other major components of the last-mile network will include up to 16 optical line

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terminals and one network head end and mixed-use office/warehouse facility.

APB's network design was developed in conjunction with the rural broadband planning affiliate of the National Rural Telecommunications Cooperative ("Pulse Broadband"), and is now being modified in conjunction with Dominion as part of the SCC Petition process.

## 9. Project Readiness

Describe the current state of project development, including but not limited to: planning, preliminary engineering, identifying easements/permits, status of MOU or MOA, and final design. Prepare a detailed project timeline or construction schedule, identifying specific tasks, staff, contractor(s) responsible, collection of data, etc., and estimated start and completion dates. Applicants must include Memorandums of Understanding (MOUs) or Memorandums of Agreement (MOAs) between applicants (drafts are allowable). Label Attachments: Attachment 6 – Timeline/Project Management Plan; Attachment 7 – MOU/MOA between Applicant/Co-Applicant.

### Answer:

The project is entering final design, which will be conducted concurrently with the SCC Petition process over the next 45 days. The design is based on similar projects undertaken in the past.

APB and Dominion are presently finalizing the final form of fiber lease providing for APB's access to Dominion's network elements, which lease will be submitted to the SCC as part of the SCC Petition.

A regional MOU was entered into by the four Participating Counties, APB, Dominion and NNEC in March of 2020. The PDC will serve as fiscal agent for the four Participating Counties and administer VATI funds for the project. A draft agreement between the PDC and APB has been developed. Both of these agreements are included with Attachment 7.

Dominion has already scoped the proposed mainline route through the project area and is in the process of researching and identifying each parcel owner along that route. Dominion anticipates initiating contact with potentially affected property owners regarding the project and commencing discussions regarding easements and related rights in September of 2020.

Dominion is presently preparing its environmental permits for the proposed mainline route, which it anticipates beginning to submit for approval in the fourth quarter of 2020.

Dominion's fiber construction is anticipated to commence promptly upon the SCC's Final Order on the SCC Petition, which is anticipated to be in April of 2021. Dominion anticipates completing the construction of its mainline fiber within 12 months of SCC approval. Dominion will begin construction of its middle-mile infrastructure concurrently with mainline construction, and anticipates completing middle-mile construction within 24 months of SCC approval.

APB will commence construction of its last-mile infrastructure concurrently with Dominion's construction. APB will deploy and light last-mile fibers in conjunction with Dominion's construction schedule so that end users can be connected to the last-mile network as soon as there is upstream middle-mile and backbone fiber in place to connect to the last mile. To ensure the network is successfully and promptly used by presently unserved locations, APB will begin marketing the network to potential customers as soon as the SCC has ruled on the SCC Petition. Attachment

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16 includes key elements of the marketing plan that has been developed to support this project.

Because APB's last-mile infrastructure will primarily be located within existing public rights of way and on the property of end-customers that have requested service, APB's easement requirements are anticipated to be minimal.

Given the size and scope of the project, it is anticipated that 24 months will be required to achieve substantial completion.

10. Matching funds: Complete the funding sources table indicating the cash match and in-kind resources from the applicant, co-applicant, and any other partners investing in the proposed project (VATI funding cannot exceed 80 percent of total project cost). In-kind resources include, but are not limited to: grant management, acquisition of rights of way or easements, waiving permit fees, force account labor, etc. Please note the a minimum 20% match is required to be eligible for VATI, the private sector provider must provide 10% of the required match. If the private co-applicant's cash match is below 10% of total project cost, applicants must provide financial details demonstrating appropriate private investment. Label Attachments: Attachment 8 - Funding Sources Table; Attachment 9 – Documentation of Match Funding.

**Answer:**

As set forth in Attachment 8, we are requesting VATI funds in the amount of \$10,784,365.37 representing 35.19% of the cost of this regional initiative to provide universal broadband access. Collectively, the four Participating Counties are contributing \$1,475,000, representing 4.81% of the total project cost, and Dominion, APB and NNEC are collectively investing \$18,389,048.06, representing 60% of the total project cost.

Letters of commitment from each source of non-VATI funding are included as Attachment 9.

11. Leverage: Describe any leverage being provided by the applicant, co-applicant, and partner(s) in support of the proposed project.

**Answer:**

Each of the Participating Counties and the PDC have provided extensive in-kind support to the regional planning process, and this project leverages CDBG planning funds provided by DHCD. The Participating Counties have also agreed to provide all required support for the SCC Petition process on an in kind-basis and at no cost to the project.

Dominion and NNEC have also participated in the regional planning process at no cost to the project, and have provided internal analysis and results of previous broadband planning studies in support of the project's development.

The Participating Counties have provided dedicated GIS resources and personnel to support the planning process at no cost. That support will continue through final design and construction. The Participating Counties will participate in joint marketing events and public meetings to market the project and encourage adoption by their residents.

Dominion and APB will each incur significant costs related to the SCC Petition Process, including legal fees and other related costs that are not included in the project construction costs.

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NNEC is participating in the network design process at no cost to the project. NNEC has agreed to facilitate the project marketing plan through use of its member communication channels, website, and social media presence, to distribute materials and communications, including those set forth in Attachment 16.

In addition to funding construction of its backbone and middle-mile infrastructure, Dominion will also incur significant expenses to acquire the easements and permits necessary to bring the overall project to completion, and these costs are not reflected in project construction costs.

The project will leverage APB's existing network core and related data-center infrastructure, as well as APB's customer service, support, and billing functions.

## 12. Marketing: Describe the broadband adoption plan.

a. Explain how you plan to promote customer take rate, including marketing activities, outreach plan, and other actions to reach the identified serviceable units within the project area. Provide the anticipated take rate and describe the basis for the estimate.

b. Describe any digital literacy efforts to ensure residents and businesses in the proposed project area sufficiently utilize broadband. Please list any partnering organizations for digital literacy, such as the local library or cooperative extension office.

### Answer:

a. APB has already begun accepting indications of interest from serviceable locations within the project area and has prepared an extensive marketing campaign to ensure that customers are promptly connected to the network to begin receiving service as soon as it is available. Sample materials for this marketing campaign can be found in Attachment 16. APB will also hire a sales manager to oversee all sales and marketing activities related to the project.

APB will begin active marketing of the project and start accepting pre-construction registrations from customers as soon as the SCC has issued a Final Order on the SCC Petition. The initial, pre-construction marketing phase will begin with a series of mailings to all serviceable locations in the project area, as well as a series of joint-marketing events and public meetings to be conducted in conjunction with each of the Participating Counties. APB will also use its website, social media platforms, and billboard ads in the project area to market the service.

During the initial, pre-construction marketing phase, APB will also leverage NNEC's customer communication and marketing channels to inform potential customers of the project who are NNEC members. This will include direct communications from NNEC to NNEC's members within the project area via email and regular mail, inclusion of information about the project in NNEC's monthly magazine for members, and use of NNEC's website and social media channels to inform potential customers.

APB and the Participating Counties will also conduct media events and project tours to keep local media outlets informed about the project and its status, and to generate media coverage that will reinforce APB's direct marketing activities.

During the pre-construction marketing phase, all marketing communications will direct potential customers to APB's Crowd Fiber tool to register their desire to subscribe to service as soon as it is available, and to inform APB

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as to how each potential customer desires to be contacted in the future regarding construction progress and service availability. APB will use the Crowd Fiber tool to accept pre-registrations from customers and to keep those customers informed regarding the deployment schedule, so that these customers will be ready to subscribe and receive service as soon as it is available at their locations.

As each area of the network is nearing completion, APB will use the preferred contact method selected by each customer that has pre-registered to inform them of their service availability date and to schedule installations for these pre-registered customers. As each area of the network is nearing completion, APB will also send an additional series of direct mail to all potential customers in the project area that have not yet pre-registered for service, and leverage NNEC's customer communication and marketing channels to inform NNEC's members that have not pre-registered about the availability of service. In addition, APB will continue to use its website and social media channels, billboards, and public meetings in conjunction with Participating Counties to market the project.

As last-mile construction is completed in each area of the project, APB will place door hangers at each serviceable location.

The anticipated take rate for the project is 55%, which is projected to be achieved during the first 36 months. This estimate is based on national studies, NRTC analysis of this project area and similar project areas throughout the country, and experience with other greenfield broadband deployments.

b. If the project is approved, each of the Participating Counties will hold community events to ensure that residents and businesses in the proposed project area are aware of their access to broadband. Farmers' markets, public libraries, and chambers of commerce will be engaged to inform the population regarding how to use broadband access to improve their quality of life and access to economic opportunity.

13. Project Management: Identify key individuals who will be responsible for the management of the project and provide a brief description of their role and responsibilities for the project. Present this information in table format. Provide a brief description of the applicant and co-applicant's history and experience with managing grants and constructing broadband communication facilities. Please attach any letters of support from stakeholders. If applicant is not a locality(s) in which the project will occur, please provide a letter of support from that locality. Attachment 10 – Letters of Support.

**Answer:**

Name	Role	Project Duties
Jerry W. Davis	Executive Director, NNPDC	Oversee NNPDC's activities and manage grant funds to be used for project
Jimmy Carr	CEO, APB	Oversee all of APB's last-mile activities and coordination with other project partners
Chuck Hogg	SVP, APB	Manage APB's final design and construction activities

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Ed Diggs	Rural Broadband Program Manager, Dominion	Lead Dominion's activities and primary liaison to project team
Brad Hicks	CEO, NNEC	Lead's NNEC's activities and primary liaison to project team

The PDC has extensive experience administering grant-funded activities, including projects funded by state agencies including DHCD, DMME, VDEM, DEQ, and VDOT, as well as federal agencies including the USDA and US Department of Commerce's EDA programs.

All Points Broadband is a highly successful rural broadband provider that operates last-mile fiber, fixed-wireless, and hybrid-fiber-wireless networks serving locations in Virginia, West Virginia, Maryland, and Kentucky. All Points has grown through acquisitions and organic network expansions and been named to Inc. magazine's list of America's 5000 fastest-growing companies in each of the last three years. All Points has successfully managed numerous rural broadband deployments in partnership with rural Counties, and it has managed the development of this project through a regional planning grant provided by DHCD and implemented through the PDC and each of the Participating Counties. The company's senior managers hold leadership positions in our national industry association. Our CEO is a member of Virginia's Broadband Advisory Council and has testified before the US Senate on rural broadband deployment strategies.

Additional letters of support from stakeholders are included as Attachment 10.

## 14. Project Budget and Cost Appropriateness

**Budget:** Applicants must provide a detailed budget that outlines how the grant funds will be utilized, including an itemization of equipment, construction costs, and a justification of proposed expenses. If designating more than one service area in a single application, each service area must have delineated budget information. For wireless projects, please include delineated budget information by each tower. Expenses should be substantiated by clear cost estimates. Include copies of vendor quotes or documented cost estimates supporting the proposed budget. **Label Attachments:** Attachment 11 – Derivation of Costs; Attachment 12 - Documentation of Supporting Cost Estimates.

### **Answer:**

Because it is not practical to distinguish which specific miles of fiber or related capital expenses will be funded by VATI funds vs. other funds, cost categories are allocated on a percentage basis. We are requesting VATI funds to support 35.19% of the total project costs, as set forth in Attachment 11.

To develop the pre-Petition project design and related cost figures, APB engaged the services of a third party firm, Pulse Broadband, which is the rural broadband planning affiliate of the National Rural Telecommunications Cooperative. Over the past several years, Pulse Broadband has delivered more than 170 broadband studies throughout the nation, including 42 that were prepared in 2019. The cost figures for the project submitted in this application are based on Pulse Broadband's national cost estimation models for fiber-to-the-home deployments in

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rural areas, which were adjusted to account for local conditions in the project area. Detailed cost estimation figures are included with Attachment 12.

15. The cost benefit index is comprised of three factors: (i) state share for the total project cost, (ii) state cost per unit passed, and (iii) the internet speed. From these statistics, individual cost benefit scores are calculated and averaged together to create a point scale for a composite score. Provide the following:

- a. Total VATI funding request
- b. Number of serviceable units
- c. Highest residential speed available in proposed project area

**Answer:**

- a. Total VATI funding request: \$10,784,365.37
- b. Number of serviceable units: 4845
- c. Highest residential speed available in the proposed project area: 1000 Mbps / 1000 Mbps

16. Commonwealth Priorities

Additional points will be awarded to proposed projects that reflect Commonwealth priorities. If applicable, describe the following:

- a. How the proposed project fits into a larger plan to achieve universal broadband coverage for the locality. Explain the remaining areas of need in the locality and a brief description of the plan to achieve universal broadband coverage.
- b. Businesses, community anchors, or other passings in the proposed project area that will have a significant impact on the locality or region because of access to broadband.
- c. Unique partnerships involved in the proposed project. Examples include electric utilities, universities, and federal/state agencies.
- d. Digital equity efforts to ensure low to moderate income households in the proposed project area will have affordable access to speeds at or above 25/3 mbps.

**Answer:**

a. This project is a unique regional initiative between four Participating Counties, a last-mile ISP, and two electric utilities. The project is designed to achieve universal broadband throughout all four counties. This project does not take an incremental, "cherry picking" approach, and will leave no remaining unserved areas. The project is the region's plan to achieve universal, high quality, fiber-to-the home broadband to every presently unserved location through a single, regionally-coordinated initiative involving many partners. Achieving universal broadband access throughout the Participating Counties will only be possible if this project is leveraged in coordination with Dominion's ongoing fiber-deployment activities in the manner contemplated by the Middle Mile Statute. This project presents a once-in-a-generation opportunity to provide universal access to high quality broadband throughout a four-county region.

# Application to DHCD Submitted through CAMS

Northern Neck Planning District Commission

Regional Northern Neck VATI 2021

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b. Because the remaining unserved areas in the four Participating Counties are the most challenging and least economical areas for broadband deployment, the project area is overwhelmingly residential. Economic development within the project area has been frustrated by the lack of broadband access, which helps to explain the reduced rate of commercial activity in the project area. Completion of this project will support economic development in these areas and will encourage the development and flourishing of new businesses and industries, and the development of additional community anchor institutions.

c. This project is a unique partnership, including an investor-owned electric utility and an electric cooperative, both of which are partnering with a last-mile ISP to make universal broadband access available in areas that would otherwise remain unserved for the foreseeable future. The project has been advanced through grant funding provided by DHCD, and DHCD personnel have provided ongoing support throughout the planning process. Through coordination with Dominion under the Middle Mile Statute, and by partnering with NNEC to leverage last-mile investments that benefit both the NNEC electric grid and rural broadband deployment, this project will be a model for how other presently-unserved regions can create unique partnerships to achieve universal broadband access.

d. The project will provide universal broadband in excess of the current 25/3 standard, with 50 Mbps / 50 Mbps plans starting at \$59.99 per month. The monthly cost of this high quality network will be considerably below what many of the serviceable locations are today paying for sub-standard satellite service, and therefore provide higher quality broadband at a cost that is a net reduction from what unserved residents are paying today. If the project is approved, the four Participating Counties will each engage in extensive community outreach, targeting low- to moderate-income households, to ensure they are aware of and take advantage of access to affordably priced, high-quality broadband. The project will ensure that all residents of the Participating Counties have the ability to telework and participate in distance leaning, so that no child or family is disadvantaged by lack of broadband.

## 17. Additional Information

17. Provide any other information that the applicant desires to include. Applicants are limited to four additional attachments.

Label Additional Attachments as:

- a. Attachment 13 – Two most recent Form 477 submitted to the FCC or equivalent
- b. Attachment 14 – XXXXXXXX
- c. Attachment 15 – XXXXXXXX
- d. Attachment 16 – XXXXXXXX
- e. Attachment 17 – XXXXXXXX

**Answer:**

+

**Attachments:**

# Application to DHCD Submitted through CAMS

Northern Neck Planning District Commission

Regional Northern Neck VATI 2021

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## Optional

Attachment15MemofromKGSAs817202014341.pdf

Map(s) of project area, including proposed infrastructure

Attachment1MapofProjectArea817202033713.pdf

Documentation of Federal Funding (CAF/ACAM/USDA, etc...) in and/or near proposed project area.

Attachment2DocumentationonFederalFundingArea816202050721.pdf

Documentation that proposed project area is unserved based on VATI criteria

Attachment3DocumentationUnservedAreaVATICriteria817202092824.pdf

Passings Form (Please use template provided)

Attachment4PassingsForm817202064315.pdf

Timeline/Project Management Plan

Attachment6TimelineProjectManagementPlan817202052950.pdf

MOU/MOA between applicant/co-applicant (can be in draft form)

CoApplicantNorthernNeck813202084519.pdf

Funding Sources Table

Attachment8FundingSourcesTable8172020112201.pdf

Documentation for match funding

Attachment9DocumentationofMatchFunding8172020125842.pdf

Letters of Support

Attachment10LettersofSupport816202062717.pdf

Derivation of Cost (Project Budget)

Attachment11DerivationofCosts8172020114957.pdf

# Application to DHCD Submitted through CAMS

Northern Neck Planning District Commission

Regional Northern Neck VATI 2021

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Documentation supporting project costs (e.g. vendor quotes)

Attachment12DocumentationofSupportingCostEstimates8172020123143.pdf

Two most recent Form 477 submitted to FCC

APBJuneDecember2019477sredacted813202084538.pdf

Optional

Attachment16MarketingPlanElements817202042304.pdf

Optional

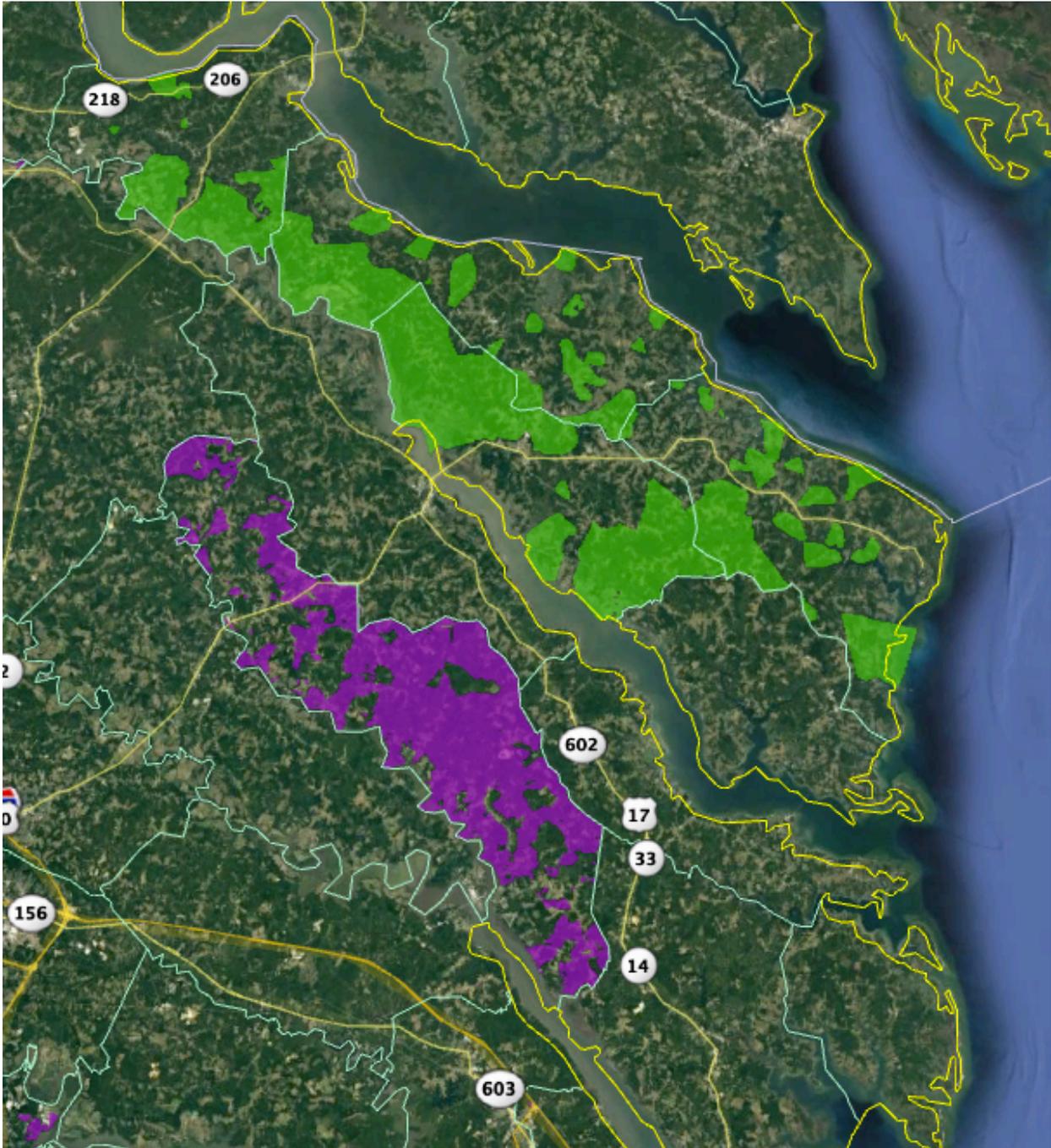
Attachment14PDCOutreachandPricing817202012935.pdf

## ATTACHMENT 1: MAP OF PROJECT AREA



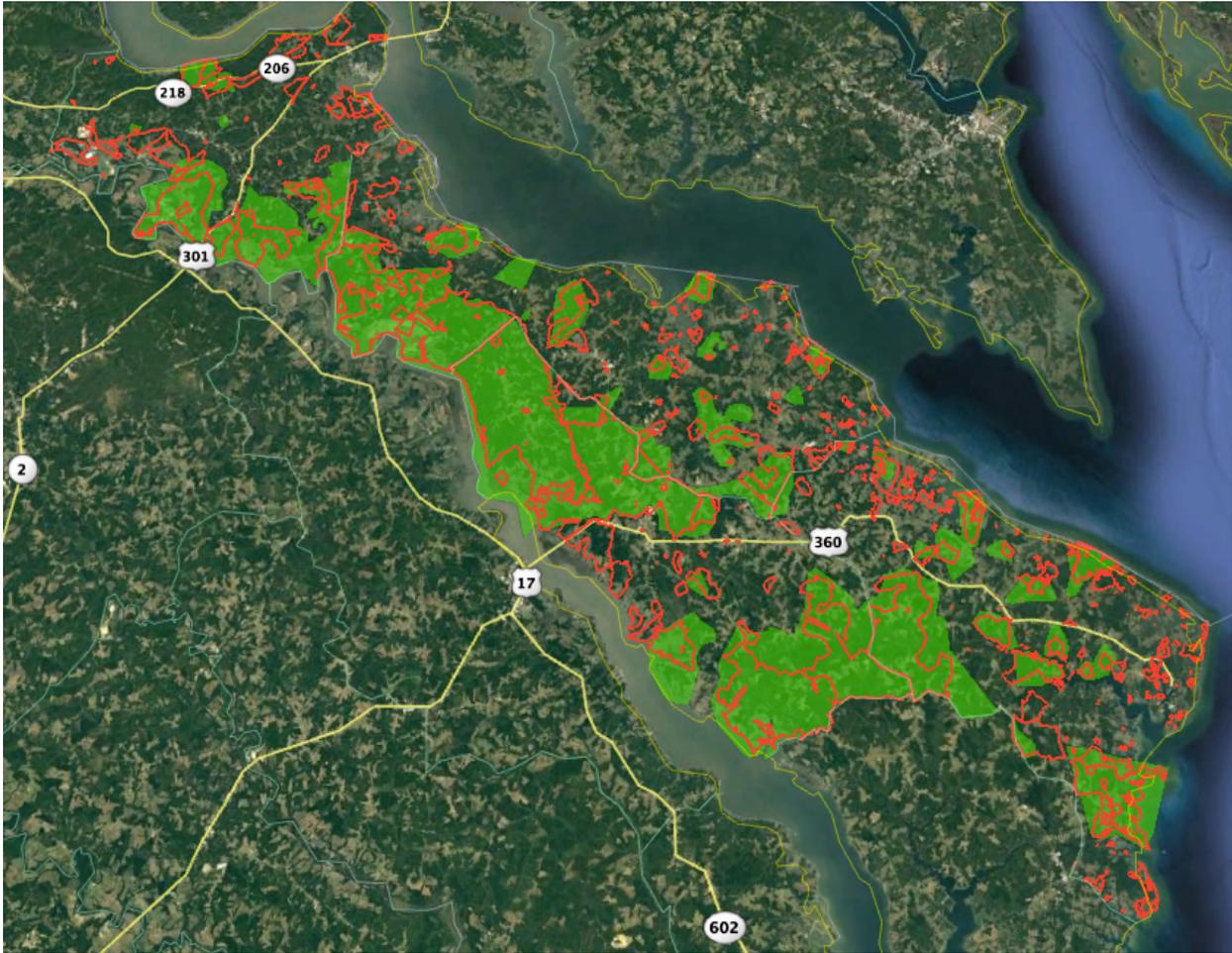
The project will extend fiber-to-the-home broadband to all of the remaining unserved areas (shown in green above) in each of the four Participating Counties. The project will leverage a regional fiber-optic backbone (shown in red) to connect middle- and last-mile fiber infrastructure (shown in white).

## NO CAF II Funding



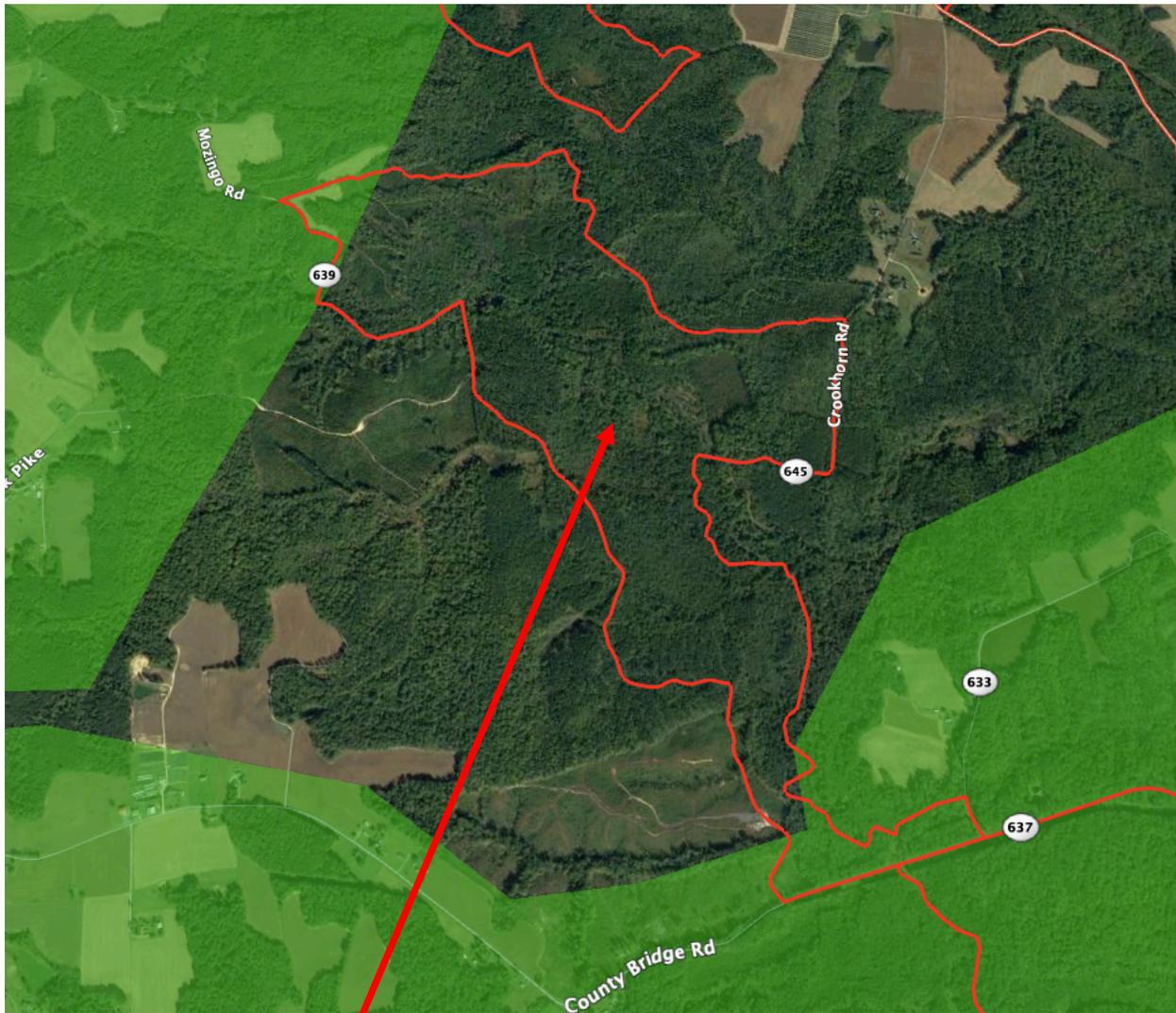
The areas shaded in purple received CAF II funding. No CAF II funding was awarded in the project area (shaded in green).

## RDOF Eligible Areas



The project area (shaded in green) overlaps significantly with RDOF-eligible areas (outlined in red).

Example of RDOF Eligible Area  
Containing No Serviceable Locations



The area outlined in red above is designated as RDOF eligible. However, this area does not contain any buildings, and thus does not include any serviceable locations. Because there are no currently unserved locations in this area, it has not been included in the project area (shaded in green).

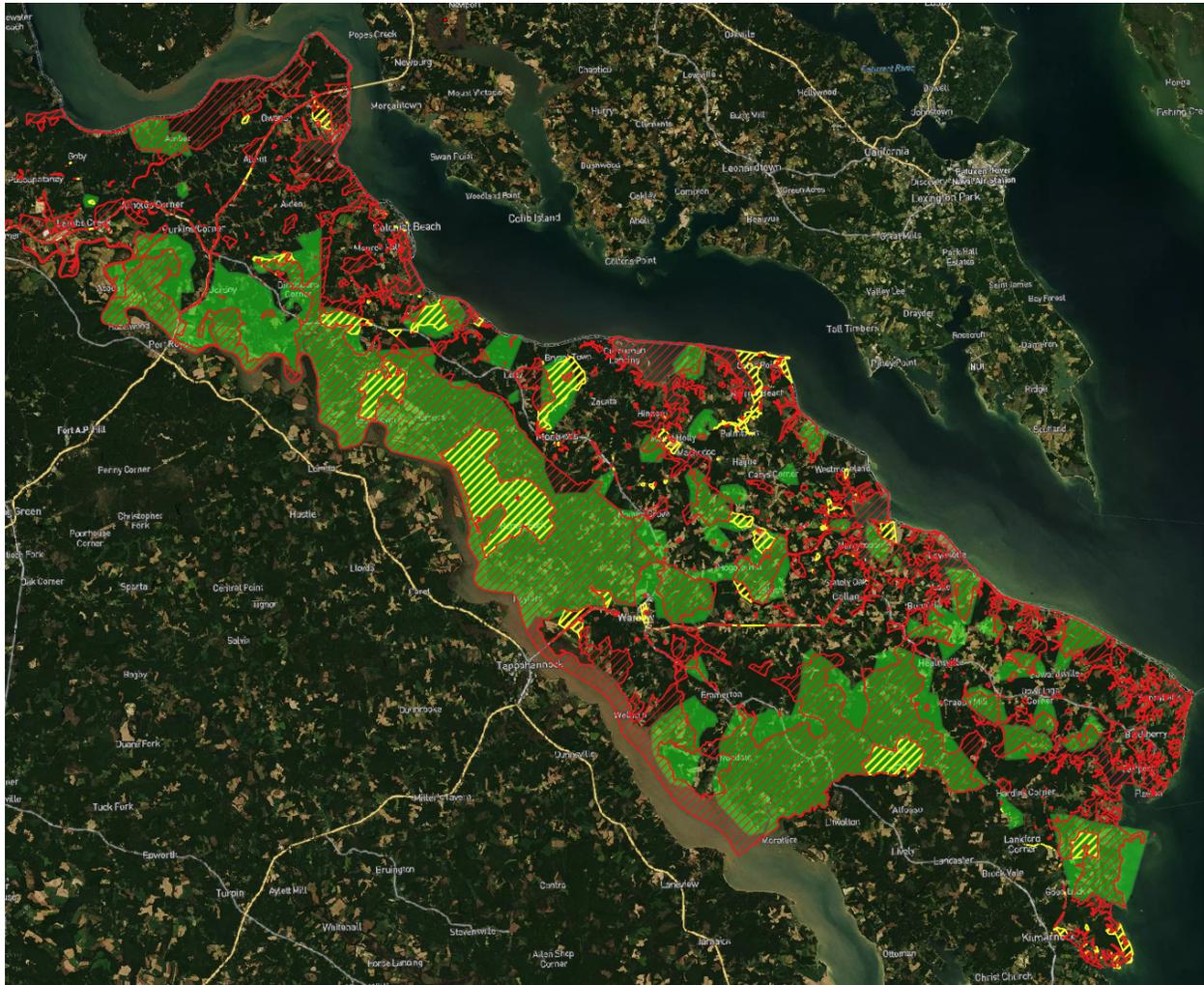
Attachment 3:  
Unserviced Areas Identified for Inclusion in Project Area



The areas shaded in green above were determined to be unserved by 25/3 broadband during the field verification process.

### Attachment 3:

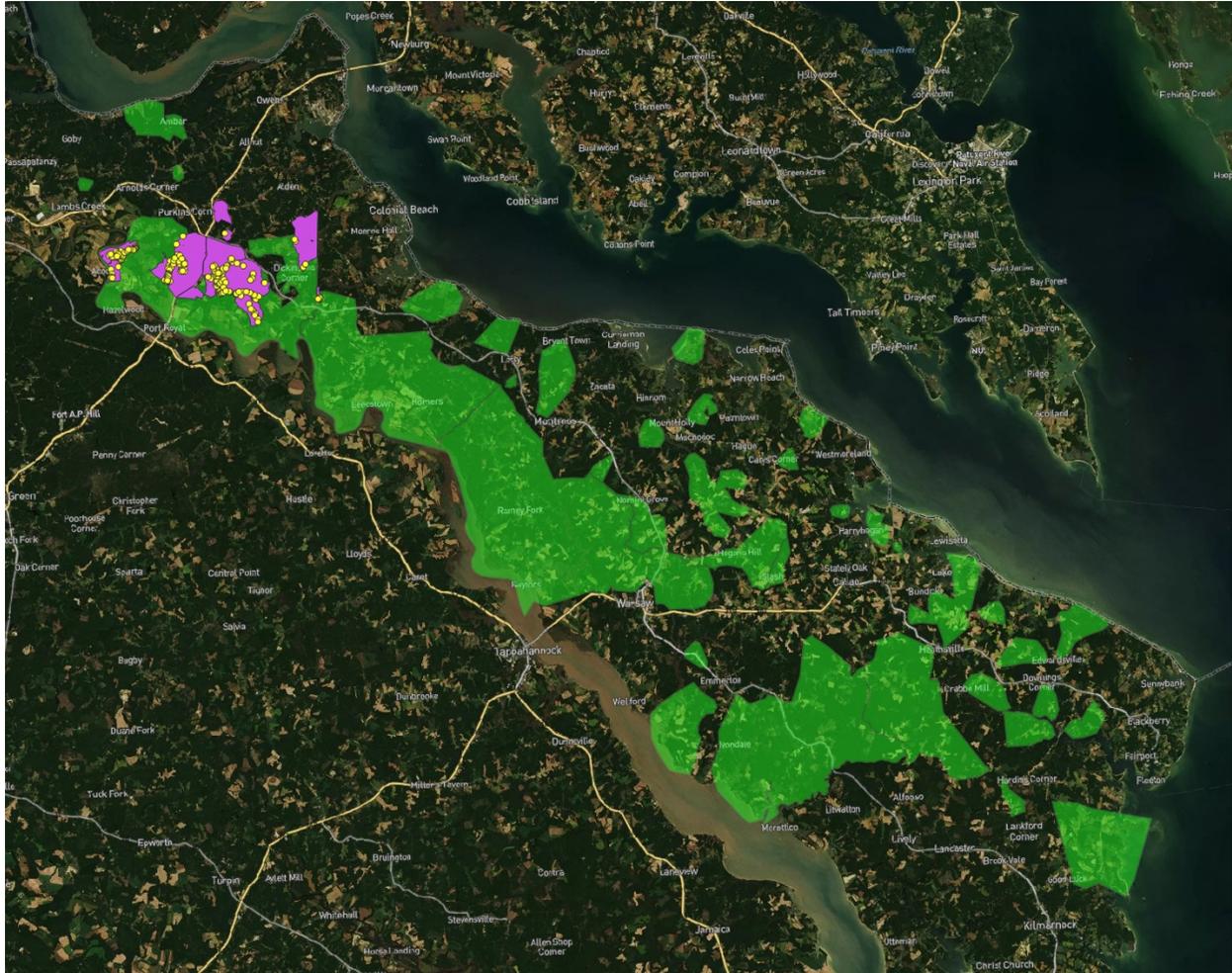
## Virginia Broadband Availability Map Showing Areas Lacking 10/1 Service



The project area is outlined above in green. According to the June 2020 Virginia Broadband Availability Map, areas designated with red lines are completely unserved (lacking service at 10/1 or above), and the areas shaded in yellow are underserved (service available at 10/1 or above, but less than 25/3). While we believe our field verification process results in a more accurate method of determining broadband availability, the field verification results are largely consistent with the Virginia Broadband Availability Map, which confirms that the vast majority of the project area is unserved by even 10/1 service. Based on a detailed comparison of our field verification data, the Virginia Broadband Availability Map, and other public data, we estimate that 4,619 (or 95%) of the locations in the project area lack access to 10/1 service, and that the remaining 226 (or 5%) have access to service of 10/1 or more, but less than 25/3.

### Attachment 3:

## Virginia Broadband Availability Map Showing Limited Fixed Wireless Coverage



The project area is outlined above in green. According to the June 2020 Virginia Broadband Availability Map, the only census blocks in the project area where fixed wireless service of *any kind*—including service at *less than 25/3*—is available to *at least one location* in the census block, are the areas designated in purple. By overlaying the project area with the fixed wireless availability map, and assuming that 100% of locations in each census block can actually receive fixed wireless service, we determined that the *maximum* number of locations in the project area that could *possibly* receive fixed wireless service of *any kind* is 181 (or 3.7%). The locations that are in census blocks where fixed wireless service is potentially available are the locations indicated with yellow dots.

Given the terrain and vegetation in this region, we anticipate that far less than 3.7% of the locations in the project area can actually receive fixed wireless service, and that an even smaller percentage are capable of reliably receiving fixed wireless service at 25/3 or more.

## 2021 Virginia Telecommunication Initiative (VATI) Passing Form

Type of Passings	Total Number in Project Area	Number with Speeds at 10/1 or below in Project Area
<b>Residential</b>	4739	4739
<b>Businesses (non-home based)</b>	26	26
<b>Businesses (home-based)</b>	59	59
<b>Community Anchors</b>	3	3
<b>Non-residential</b>	18	18
<b>Total Number of Passings</b>	4845	4845

*Note: The Total Number of Passings **MUST** be equal to the Residential, Business (non-home based), Non-residential and Community Anchors sum.*

### Definitions

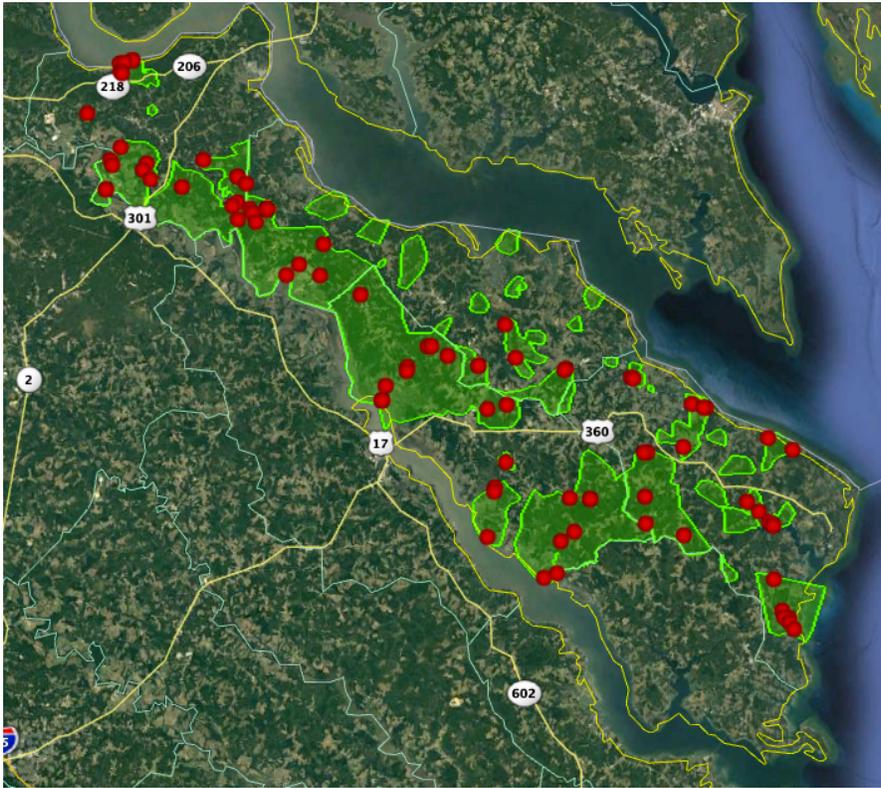
**Passing** – any structure that can receive service.

**Business** – An organization or entity that provides goods or services in order to generate profit. Businesses based in residential homes can count if they are a registered business (BPOL, LLC, etc.).

**Community Anchor** - schools, libraries, medical and health care providers, public safety entities, community colleges and other institutions of higher education, and other community support organizations and agencies that provide outreach, access, equipment, and support services to facilitate greater use of broadband service by vulnerable populations, including low-income, unemployed, and the aged.

**Non-Residential Passing** – places of worship, federal, state, or local facilities or other potential customers that are neither a residence, business or a community anchor as defined above.

## Business, Community Anchor and Non-Residential Passings



The map above shows the project area (in green) and the locations of business, community anchor and other non-residential passings.

## NORTHERN NECK BROADBAND INITIATIVE -- PROJECT TIMELINE

Activity	Responsible Party	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21
Contact Property Owners Along Mainline Route	Dominion							
Complete and Submit Environmental Permits	Dominion							
Finalize APB/Dominion Fiber Lease	Dominion / APB							
Final Design and Engineering for SCC Petition	Dominion / APB							
SCC Petition Preparation	Dominion / APB							
SCC Petition Pending	Dominion / APB							
Obtain Easements and Related Rights	Dominion							
SCC Final Order on Petition	Dominion							
Marketing and Pre-Registration Campaign	APB							
Mainline Fiber Construction	Dominion							
Middle Mile Fiber Construction	Dominion							
Headend and Office Fit-Out	APB							
Last Mile Fiber Construction	APB							
Customer Drops / Installations	APB							
Targeted Marketing Along Newly Activated Last-Mile	APB							





## PHASE ONE MEMORANDUM OF UNDERSTANDING

This Phase One Memorandum of Understanding (this "Memorandum") is made effective as of March 30, 2020 (the "Effective Date"), by and between Virginia Electric and Power Company dba Dominion Energy Virginia, a Virginia public service corporation ("Dominion"), All Points Broadband Partners, LLC, a Virginia limited liability company ("All Points"), Northern Neck Electric Cooperative ("NNEC"), and each of the participating counties who subsequently join this Memorandum in the manner set forth herein ("Participating Counties"). Dominion, All Points and NNEC are, collectively, the "Organizing Parties", and Dominion, All Points, NNEC and each Participating County are each a "Party" and collectively the "Parties".

### RECITALS

- A. Pursuant to the Virginia Code § 56-585.1:9, effective July 1, 2019 (the "Pilot Statute") the Commonwealth of Virginia is seeking to expand broadband service into unserved areas of the Commonwealth. The Pilot Statute further permits electric utilities to pursue pilot programs with broadband providers and local counties and municipalities to facilitate such expansion.
- B. Dominion and All Points have explored the feasibility of Dominion deploying middle mile service to facilitate All Points in extending last-mile service to unserved populations throughout the communities comprising the Northern Neck of Virginia and have identified several counties as viable candidates based on the legislative requirements for such a pilot program.
- C. NNEC desires to collaborate with Dominion and All Points to leverage the proposed middle-mile and last-mile deployments by Dominion and All Points, respectively, to improve the security, reliability and efficiency of NNEC's electric system and to extend broadband availability to as many of NNEC's unserved members as possible.
- D. The Organizing Parties believe their partnership as set forth herein (the "Initiative") can dramatically expand broadband access to presently unserved areas throughout the Northern Neck, and are inviting counties that could benefit from the Initiative to join this Memorandum and become Participating Counties.
- E. The Parties will pursue a relationship whereby: (i) pursuant to the Pilot Statute, Dominion would construct a fiber route that maximizes the number of unserved areas to be served by All Points within each Participating County, (ii) Dominion will leverage the additional fiber installed along the route to connect devices that may not have had fiber connectivity under the original plan pursuant to the Grid Transformation and Security Act, (iii) NNEC will leverage the Initiative to improve the security, reliability and efficiency of NNEC's electric system and to facilitate the extension of broadband availability to as many of NNEC's unserved members as possible, (iv) All Points will collaborate with and invest in each Participating County and use the additional Dominion fiber capacity and network elements contributed by NNEC to serve broadband end users in unserved locations in each Participating County, and (v) each Participating County will share relevant information with the Organizing Parties and collaborate with the Organizing Parties to advance the Initiative. The efforts of the Parties herein in each such Participating County shall be referred to as a "Project", and collectively the "Projects").
- F. It is the intention of the Parties that the Initiative will result in the deployment of a fiber-to-the-premises last-mile broadband network to offer service to all locations within each Participating County that are unserved as of the date hereof. The Parties acknowledge and agree that the specific details and characteristics of each Project will be analyzed and refined

as the Initiative proceeds.

G. The Organizing Parties have divided the Initiative into three phases.

NOW, THEREFORE, the Parties hereby agree as follows:

**1. PROCEDURE TO BECOME A PARTICIPATING COUNTY**

Any county that is invited to join the Initiative by the Organizing Parties shall have until April 1, 2020 to return a counterpart signature page to this Memorandum to the Organizing Parties; provided the Organizing Parties may extend this deadline for good cause if such extension will not materially delay the Initiative. Upon acceptance of the counterpart signature page by the Organizing Parties, such county shall become a Participating County.

**2. INFORMATION SHARING AND COORDINATION**

- a) Each Participating County and each Organizing Party agrees to share with the Organizing Parties such information as it has in its possession related to broadband deployment and availability that may be useful to the Organizing Parties in conducting their analysis or otherwise facilitate the Initiative.
- b) All Points will serve as the central conduit for all information sharing activities and will be responsible for overall coordination of the Initiative.
- c) The Parties will coordinate any communication releases to the public, and all announcements are subject to the prior written consent of Dominion.

**3. PHASE ONE TIMEFRAME AND ACTIVITIES**

- a) The Parties anticipate that Phase I of the Initiative will continue until approximately June 30, 2020.
- b) During Phase I:
  - a. The Organizing Parties will conduct community and stakeholder engagement activities in each Participating County.
  - b. The Organizing Parties will collaborate to develop preliminary plans and design criteria that: (i) are consistent with the Pilot Statute, (ii) support NNEC's desire to leverage the Initiative to improve the security, reliability and efficiency of NNEC's electric system, and (iii) facilitate the extension of broadband availability to as many presently unserved locations as possible.
  - c. All Points will perform a last-mile feasibility study ("Initial Feasibility Study") for the Project within each Participating County.
  - d. All Points will prepare a preliminary financial analysis for the Project within each Participating County.
  - e. The Participating Counties, and each Organizing Party, as applicable, will agree to support an application for one or more grant programs ("Phase I Grants") to partially offset the cost of the Initial Feasibility Study and financial analysis. All Points will coordinate and oversee the development and submission of applications for Phase I Grants. The Parties anticipate that the Phase I Grants will not require any local matching funding.
- c) At the Conclusion of Phase I:
  - a. All Points, in coordination with the other Organizing Parties, will present the results of the Initial Feasibility Study and financial analysis to each Participating County.
  - b. All Points will identify the cost of Proceeding to Phase II for each Participating County and identify grants and other sources of potential funding to reduce or eliminate each Participating County's out-of-pocket costs to proceed.
  - c. Each Participating County will decide whether or not to continue to Phase II. Counties that

elect to withdraw from the Initiative at the conclusion of Phase I will have no further obligations under this Memorandum.

#### 4. PHASE TWO TIMEFRAME AND ACTIVITIES

- a) The Parties anticipate that Phase II of the Initiative will commence upon the conclusion of Phase I and continue until approximately December 31, 2020.
- b) During Phase II:
  - i. Dominion will prepare a petition (the "Petition") under the Pilot Statute to the Virginia State Corporation Commission (the "Commission") seeking approval of the Projects that are then included in the Initiative. All Points will serve as the nongovernmental internet service provider pursuant to the Pilot Statute. All Points and each of the other Parties will provide such information and assistance to Dominion as it may reasonably request to advance the Initiative and will commit to continuing to be involved in the Petition until and after approval of the Petition is received. The Parties agree that implementation of each Project shall be contingent upon Commission approval of such Project on terms and conditions approved by Dominion that are not materially adverse to Dominion.
  - ii. All Points will complete preliminary last-mile designs for each Project based upon the Dominion middle-mile infrastructure and such network elements as NNEC elects to contribute to the Initiative. Such last-mile designs will be tailored to maximize each Project's eligibility for all available state and federal grant, loan, loan guarantee, and other support mechanisms (collectively, "Public Support Mechanisms").
  - iii. All Points will prepare detailed financial plans for each Project. Each financial plan will address initial capital investment needs, ongoing operational expenses and provide more than one indicative approach for funding each Project through a combination of private capital, Public Support Mechanisms and contributions from Participating Counties.
  - iv. The Participating Counties, and each Organizing Party, as applicable, will agree to support an application for one or more grant programs ("Phase II Grants") to partially offset the cost of the activities to be conducted during Phase II. All Points will coordinate and oversee the development and submission of applications for Phase II Grants.
  - v. All Points will coordinate and oversee the development and submission of applications for all available Public Support Mechanisms to fund each Project within the Initiative.
- c) At the Conclusion of Phase II:
  - i. All Points will present the anticipated outcome of its last-mile designs to each Participating County.
  - ii. Each Participating County will decide whether or not to continue to Phase III. Counties that elect to proceed to Phase III will enter into negotiations with All Points for one or more binding mutual definitive agreements ("Definitive Agreements"), setting forth their respective commitments and obligations and such particulars as the parties thereto may deem appropriate. Counties that elect to withdraw from the Initiative at the conclusion of Phase II will have no further obligations under this Memorandum.

#### 5. EXPENSES

The Parties understand that various costs will be incurred in relation to activities contemplated herein. The Parties understand that regardless of which party incurs such costs, none of the Parties herein shall be responsible for reimbursement of expenses to any of the others, unless such reimbursement is to be funded by a Phase I Grant or Phase II Grant, or otherwise agreed to in the Definitive Agreements.

#### 6. GOOD FAITH COMMITMENT TO INITIATIVE

- a) Each Participating County agrees that, for so long as it is a Party to this Memorandum, it shall not participate in any activity or course of conduct that is inconsistent with or competitive to the Initiative, and that it will devote its broadband-related attention and resources to the Initiative.
- b) The Parties understand and agree that, except as provided in the next sentence, this Memorandum (i) constitutes only a statement of intentions, (ii) does not reflect all matters upon which Definitive Agreements must be reached in order for the transactions contemplated hereby to be consummated, (iii) binding obligations with respect to a Project will only result from the execution of one or more Definitive Agreements and subject to the terms and conditions stated therein, and (iv) does not obligate the Parties to enter into any Definitive Agreement relating to any Project. This Memorandum is not intended to be binding, other than Paragraphs 4(b)(i), 5 and 6.

## **7. TERMINATION**

Any Party may terminate its participation in this Memorandum at any time, with or without cause, upon written notice to the other Parties. In addition, this Memorandum shall terminate and be of no further force and effect if the Commission rejects the petition.

## **8. LIMITATION OF LIABILITY**

No Party shall be liable to the others in contract, tort, or otherwise, for any claims, liabilities or losses arising out of this Memorandum or alleged to result from the failure of the other Party to enter into any Definitive Agreements. The Parties hereby waive, in advance, any claims (whether such claims are based on breach of contract, tort, equity or any other theory) for the failure for any reason to enter into the Definitive Agreements. In no event shall any Party be liable to the other for any incidental, indirect, special, punitive or consequential damages (including without limitation damages for lost profits).

## **9. GENERAL**

### **9.1. Governing Law.**

This Memorandum shall be governed in all respects by the laws of the Commonwealth of Virginia.

### **9.2. Amendments.**

No modification, amendment or waiver of any of the provisions of this Memorandum will be binding without the written consent of the Parties hereto.

### **9.3. Binding Effect; Assignment.**

This Memorandum will inure to the benefit of and be binding upon each of the Parties hereto and their respective successors and permitted assigns to the extent provided in Section 6, but in no respect shall give rise to any third party beneficiary rights or claims. No Party may assign any of its rights, interests, or obligations hereunder without the prior written consent of the other Parties, except that any of the Organizing Parties may assign this Memorandum to an affiliated entity upon written notice to the other Parties.

### **9.4. Counterparts.**

This Memorandum may be executed in counterparts, all of which for all purposes shall be deemed to be an original and all of which shall, taken together, constitute one and the same instrument.

9.5. Relationship of Parties.

Nothing in this Memorandum shall be deemed to constitute, create, give effect to, or otherwise recognize a joint venture, partnership, or formal business entity of any kind.

9.6. Notices.

All notices, requests and other communications hereunder shall be in writing and delivered by hand, by nationally-recognized delivery service that guarantees overnight delivery, or by first-class registered or certified mail, return receipt requested, postage prepaid, addressed as follows:

If to Dominion:

Dominion Energy Virginia  
600 Canal Street  
Richmond, Virginia 23219  
Attention: Director, New Technologies and Energy Conservation

with a copy to:

Dominion Energy Services, Inc.  
120 Tredegar Street  
Richmond, Virginia 23219  
Attention: Deputy General Counsel – State Regulatory  
Fax: (804) 819-2677

If to All Points:

All Points Broadband Partners, LLC  
Attn: Legal Notices  
908 Trailview Boulevard, SE  
Suite 170  
Leesburg, Virginia 20175

If to NNEC:

Northern Neck Electric Cooperative  
85 St. Johns Street  
Warsaw, VA 22572

If to a Participating County, to the address set forth on such Participating County's counterpart signature page to this Memorandum.

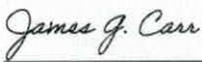
Any Party may change its address at any time upon notice to the other Parties.

IN WITNESS WHEREOF, the Parties have executed this Memorandum as of the Effective Date.

VIRGINIA ELECTRIC AND POWER COMPANY  
DBA DOMINION ENERGY VIRGINIA

  
\_\_\_\_\_  
Joseph A Woomer (Mar 26, 2020)  
Name: Joseph A. Woomer  
Title: Vice President – Grid & Technical Solutions

ALL POINTS BROADBAND

  
\_\_\_\_\_  
Name: Jimmy Carr  
Title: Chief Executive Officer

NORTHERN NECK ELECTRIC COOPERATIVE

  
\_\_\_\_\_  
James A. Moss (Mar 26, 2020)  
Name: James A. Moss  
Title: Vice President - Operations

IN WITNESS WHEREOF, the County named below has executed this Memorandum as of the Effective Date.

[WESTMORELAND COUNTY]

Norm Risavi

Norm Risavi (Mar 30, 2020)

Name: Norm Risavi  
Title: County Administrator

Address for Notice Information:  
County Administrator  
County of Westmoreland  
P. O. Box 1000  
Montross, VA 22520

[KING GEORGE COUNTY]

Neiman C. Young, PhD

Neiman C. Young, PhD (Mar 27, 2020)

Name: Neiman C. Young, PhD  
Title: County Administrator

Address for Notice Information:  
County Administrator  
King George County  
10459 Courthouse Drive, Suite 200  
King George, VA 22485

[RICHMOND COUNTY]

R. Morgan Quicke

R. Morgan Quicke (Mar 30, 2020)

Name: R. Morgan Quicke  
Title: County Administrator

Address for Notice Information:  
County Administrator  
PO Box 1000  
101 Court Circle  
Warsaw, Virginia 22572

[NORTHUMBERLAND COUNTY]

E. Luttrell Tadlock

E. Luttrell Tadlock (Mar 27, 2020)

Name: Luttrell Tadlock  
Title: County Administrator

Address for Notice Information:  
County Administrator  
E. Luttrell Tadlock  
P.O. Box 129  
Heathsville, Virginia 22473

[SIGNATURE PAGE TO PHASE ONE MEMORANDUM OF UNDERSTANDING]

## VATI Applicant and Co-Applicant Agreement

This agreement is made on \_\_\_\_\_, between the Northern Neck Planning District Commission (NNPDC), P.O. Box 1600, Warsaw VA 22572, and All Points Broadband (APB), of 908 Trailview Boulevard SE, STE 170, Leesburg, VA 20175.

### RECITALS:

- A. Whereas, the Department of Housing and Community Development (DHCD) will be implementing the Virginia Telecommunications Initiative (VATI) grant program; and
- B. Whereas, the primary objective of the VATI is to provide financial assistance to supplement construction costs by private sector broadband service providers, in partnership with local units of government to extend service to areas that presently are unserved by any broadband provider; and
- C. Whereas, applications must be submitted by a unit of government with a private sector provider as a co-applicant; and
- D. Whereas, King George, Northumberland, Richmond, and Westmoreland Counties have requested that the NNPDC be the applicant on their behalf; and
- E. Whereas, King George, Northumberland, Richmond, and Westmoreland Counties have designated APB as the co-applicant, and
- F. Whereas, the NNPDC and APB will partner for a grant application for the VATI grant program to serve areas in King George, Northumberland, Richmond, and Westmoreland Counties.

NOW, therefore, the parties agree as follows:

THE NNPDC on behalf of King George, Northumberland, Richmond, and Westmoreland Counties:

1. The NNPDC will act as fiscal agent for the project and maintain accurate records of the financial expenditures of the VATI monies, including, but not limited to financial reports, monthly funding draws; approval of APB expenditures and invoices, documentation of matching funds, etc.; and
2. The NNPDC will provide overall grant management of the VATI project and provide coordination and administration of the project by working as a liaison between the localities, APB and DHCD, and
3. The NNPDC will assist the Counties and APB with educating the public about the project and services to be available in their areas.

APB:

1. APB will provide the NNPDC required information for the management of the VATI grant, including, but not limited to progress reports and monthly invoices; and
2. APB will provide the required documents to the counties for zoning and permit applications; and
3. APB will design, engineer, construct and implement broadband services as designated in the VATI application in compliance with the grant program requirements, and
4. APB will guarantee that the minimum bandwidth offerings for the project will be no less than the Federal Communications Commission's definition of broadband as of the date of project commencement; and
5. APB will own all assets to be funded by VATI grant monies.

This agreement will terminate when DHCD notifies the NNPDC that all grant requirements have been satisfied.

Witness the following authorized signatures on behalf of the parties:

By:

\_\_\_\_\_  
Date

By: \_\_\_\_\_  
Jerry W. Davis  
Executive Director, NNPDC

\_\_\_\_\_  
Date

By: \_\_\_\_\_  
Jimmy Carr  
CEO, All Points Broadband

VATI FUNDING SOURCES TABLE

Please fill in the chart below with a description of the project funding source (local, federal, state, private, other), the amount from that source, the percentage of total project funding that source represents, and a description of the current status of the funds (pending, secured, etc.).

Source	Amount	%	Status
REQUESTED VATI	\$ 10,784,365.37	35.19%	Pending
King George County	\$ 500,000.00	1.63%	Secured
Northumberland County	\$ 325,000.00	1.06%	Secured
Richmond County	\$ 325,000.00	1.06%	Secured
Westmoreland County	\$ 325,000.00	1.06%	Secured
APB/Dominion/NNEC	\$ 18,389,048.06	60.00%	Secured
<b>TOTAL</b>	<b>\$ 30,648,413.43</b>	<b>100.00 %</b>	

Note: Dominion's specific participation is subject to SCC approval.

ANN C. CUPKA  
At-Large Election District

CATHY E. BINDER  
Shiloh Election District

RICHARD A. GRANGER  
James Madison Election District

JEFFREY L. BUECHE  
James Monroe Election District

JEFFREY L. STONEHILL  
Dahlgren Election District

## King George County, Virginia



OFFICE OF THE COUNTY ADMINISTRATOR  
10459 Courthouse Drive  
Suite 200  
King George, VA 22485  
Telephone: (540) 775-9181  
Fax: (540) 775-5248  
[nyoung@co.kinggeorge.state.va.us](mailto:nyoung@co.kinggeorge.state.va.us)  
[www.king-george.va.us](http://www.king-george.va.us)

July 16, 2020

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development (DHCD)  
600 East Main Street, Suite 300  
Richmond, VA 23219

**Re: Commitment Letter**

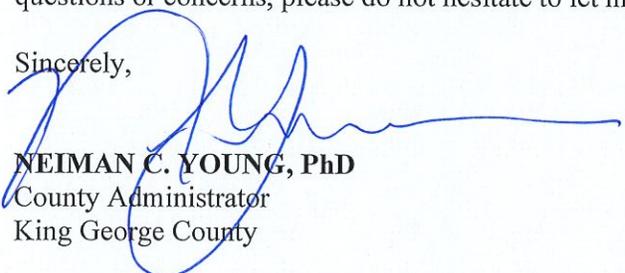
Dear Dr. Holmes,

On behalf of the King George County Board of Supervisors, I would like to advise you of our support of the Northern Neck Planning District (NNPDC) FY 20/21 VATI application.

Please note that on July 14, 2020, the Board took a public vote to commit a local allocation not to exceed \$500,000 in support of the VATI application. I have enclosed an excerpt of the meeting minutes to serve as evidence to this commitment.

I thank the DHCD for your consideration of this critical application. If I can address any questions or concerns, please do not hesitate to let me know.

Sincerely,

  
**NEIMAN C. YOUNG, PhD**  
County Administrator  
King George County

Attachments:  
King George County Board of Supervisors Summary of Minutes (Dated July 14, 2020)

**CATHY E. BINDER**  
Shiloh Election District

**JEFFREY L. BUCHE**  
James Monroe Election District

**ANN C. CUPKA**  
At-Large Election District

**RICHARD A. GRANGER**  
James Madison Election District

**JEFFREY L. STONEHILL**  
Dahlgren Election District

## King George County, Virginia



### OFFICE OF THE COUNTY ADMINISTRATOR

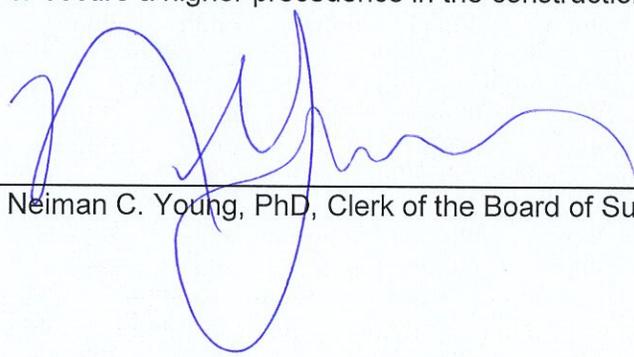
10459 Courthouse Drive  
Suite 200  
King George, VA 22485  
Telephone: (540) 775-9181  
Fax: (540) 775-5248

[nyoung@co.kinggeorge.state.va.us](mailto:nyoung@co.kinggeorge.state.va.us)  
[www.king-george.va.us](http://www.king-george.va.us)

The following is a certified and true excerpt of Minutes from the King George County Board of Supervisors Meeting held on July 14, 2020:

On a motion by Mr. Granger, seconded by Ms. Cupka, and carried by a 5-0 vote, each member voting as follows: Ms. Binder Aye; Mr. Bueche Aye; Ms. Cupka Aye; Mr. Granger Aye; and Mr. Stonehill Aye, the King George County Board of Supervisors approved a letter of commitment to the Northern Neck Broadband VATI Grant and authorized the County Administrator to negotiate a local contribution not to exceed \$500,000 in order to secure a higher precedence in the construction timeline.

A Copy Teste: \_\_\_\_\_

  
Neiman C. Young, PhD, Clerk of the Board of Supervisors

**SUPERVISORS**

*Thomas H. Tomlin, Chairman*  
Wicomico Church, VA 22579  
District IV

*James M. Long, Vice-Chairman*  
Wicomico Church, VA 22579  
District III

*James W. Brann*  
Callao, VA 22435  
District I

*Richard F. Haynie*  
Heathsville, VA 22473  
District II

*Ronald L. Jett*  
Heathsville, VA 22473  
District V



**Northumberland County, Virginia**

**Board of Supervisors**  
P. O. Box 129 • 72 Monument Place  
Heathsville, Virginia 22473

**COUNTY ADMINISTRATOR**

E. Luttrell Tadlock  
Heathsville, VA 22473  
804-580-7666 (Voice)  
804-580-7053 (Fax)  
ltadlock@co.northumberland.va.us

**COUNTY ATTORNEY**

Matson C. Terry II  
804-438-5522 (Voice)  
804-438-5003 (Fax)

July 16, 2020

Tamarah Holmes, Ph.D.  
Director, Office of Broadband  
Department of Housing and Community Development  
600 East Main Street, Ste 300  
Richmond, VA 23219

Dear Dr. Holmes:

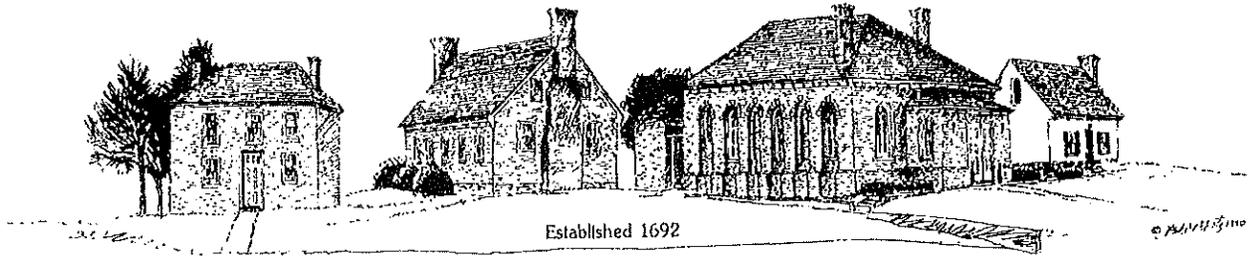
Northumberland County is participating in a regional VATI application this year in collaboration with Dominion Energy, the Northern Neck Electric Cooperative, All Points Broadband, and King George, Richmond, and Westmoreland Counties. This is a first step towards achieving universal broadband coverage for our citizens and businesses. The Northern Neck Planning District Commission will be the applicant.

Please be advised that the Northumberland County Board of Supervisors has approved \$325,000 in matching funds for this application.

Thank you for your consideration, and please let us know if you have any questions regarding our County's participation.

Sincerely,

E. Luttrell Tadlock  
County Administrator



# Richmond County Board of Supervisors

101 Court Circle P.O. Box 1000 Warsaw, Virginia 22572 (804) 333-3415 FAX (804) 333-3408 [www.co.richmond.va.us](http://www.co.richmond.va.us)

July 16, 2020

Tamarah Holmes, Ph.D.  
Director, Office of Broadband  
Department of Housing and Community Development  
600 East Main Street, Ste 300  
Richmond, VA 23219

Dear Dr. Holmes:

Richmond County is participating in a regional VATI application this year in collaboration with Dominion Energy, the Northern Neck Electric Cooperative, All Points Broadband, and King George, Northumberland, and Westmoreland Counties. This is a first step towards achieving universal broadband coverage for our citizens and businesses. The Northern Neck Planning District Commission will be the applicant.

Please be advised that the Richmond County Board of Supervisors has approved \$325,000 in matching funds for this application.

Thank you for your consideration, and please let us know if you have any questions regarding our County's participation.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Morgan Quicke". The signature is stylized and cursive.

R. Morgan Quicke  
County Administrator

DARRYL E. FISHER, CHAIRMAN  
ELECTION DISTRICT NO. 1  
HAGUE, VIRGINIA 22469

W. W. HYNSON, VICE CHAIRMAN  
ELECTION DISTRICT NO. 4  
COLONIAL BEACH, VIRGINIA 22443

RUSS CULVER  
ELECTION DISTRICT NO. 2  
MONTROSS, VIRGINIA 22520

DOROTHY DICKERSON TATE  
ELECTION DISTRICT NO. 3  
MONTROSS, VIRGINIA 22520

TIMOTHY J. TRIVETT  
ELECTION DISTRICT NO. 5  
COLONIAL BEACH, VIRGINIA 22443



NORM RISAVI  
County Administrator  
P. O. BOX 1000  
MONTROSS, VIRGINIA 22520-1000  
PHONE: 804/493-0130  
FAX: 804/493-0134  
E-mail: [nrisavi@westmoreland-county.org](mailto:nrisavi@westmoreland-county.org)  
Web Page: [www.westmoreland-county.org](http://www.westmoreland-county.org)

WESTMORELAND COUNTY, VIRGINIA

*Board of Supervisors*

MONTROSS, VIRGINIA 22520-1000

August 11, 2020

Tamarah Holmes, Ph.D.  
Director, Office of Broadband  
Department of Housing and Community Development  
600 East Main Street, Ste 300  
Richmond, VA 23219

Dear Dr. Holmes:

Westmoreland County is participating in a regional VATI application this year in collaboration with Dominion Energy, the Northern Neck Electric Cooperative, All Points Broadband, and King George, Northumberland, and Richmond Counties. This is a first step towards achieving universal broadband coverage for our citizens and businesses. The Northern Neck Planning District Commission will be the applicant.

Please be advised that the Westmoreland County Board of Supervisors has approved \$325,000 in matching funds for this application.

Thank you for your consideration, and please let us know if you have any questions regarding our County's participation.

Sincerely,

A handwritten signature in blue ink that reads "Norm Risavi".

Norm Risavi  
County Administrator



August 17, 2020

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: 2021 VATI Application for Northern Neck Initiative

Dear Ms. Holmes:

All Points Broadband (“APB”) is pleased to be a party to the Memorandum of Understanding with the Counties of King George, Northumberland, Richmond and Westmoreland, Dominion Energy Virginia (“Dominion”), and Northern Neck Electric Cooperative (“NNEC”) regarding the regional initiative to expand broadband described in this application.

This letter will confirm APB’s support for this application to the 2021 Virginia Telecommunication Initiative program (“VATI”). If the VATI funding requested in this application is awarded, All Points, Dominion and NNEC are collectively committing to make investments representing no less than 60% of the total cost this project. This project involves a unique partnership with Dominion pursuant to Virginia Code § 56-585.1:9, and will be subject to the provisions of that legislation and any related terms established by the State Corporation Commission.

We are excited to be part of this important regional project and appreciate your consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Carr", is positioned above the printed name and title.

James G. Carr  
Chief Executive Officer



August 17, 2020

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: 2021 VATI Application for Northern Neck Regional Initiative

Dear Ms. Holmes:

Dominion Energy Virginia ("Dominion") is pleased to be a party to the Memorandum of Understanding with All Points Broadband, Northern Neck Electric Cooperative, and the Counties of King George, Northumberland, Richmond and Westmoreland (the "Participating Counties") regarding the regional initiative to expand broadband within the Participating Counties (the "NN Initiative"). Dominion's participation in the NN Initiative will be pursuant to, and in a manner consistent with the provisions of, Virginia Code § 56-585.1:9 (the "Middle Mile Statute").

This letter will confirm Dominion's support for the application to the 2021 Virginia Telecommunication Initiative program ("VATI") that is being submitted for a project within the Participating Counties (the "NN Project"). As noted in the application, Dominion, All Points, and NNEC are collectively committing to make investments representing no less than 60% of the total cost of the NN Project.

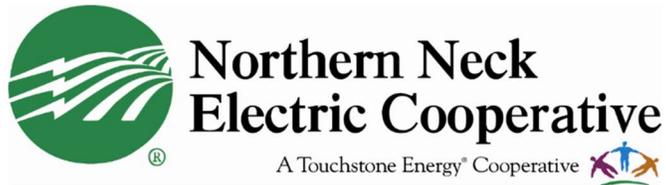
Dominion's specific investments that will support the NN Project will be set forth in a petition under the Middle Mile Statute (the "NN Petition") that is anticipated to be submitted to the State Corporation Commission ("SCC") this fall. Dominion's participation in the NN Project, and its specific level of related investment, will be subject to the approval of the SCC and the terms set forth in the SCC's Final Order on the NN Petition.

Dominion is pleased to be part of this important regional initiative in the manner contemplated by the Middle Mile Statute and offers its strong support for the NN Project.

Sincerely,

A handwritten signature in blue ink, appearing to read "Nathan Frost".  
Nathan Frost (AUG 17, 2020 08:13 EDT)

Nathan Frost  
Director – New Technology & Energy Conservation



August 12, 2020

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: 2021 VATI Application for Northern Neck Regional Initiative

Dear Ms. Holmes:

As a member-focused, cooperative organization, Northern Neck Electric Cooperative (“NNEC”) is committed to improving the communities we serve. NNEC is pleased to be a party to the Memorandum of Understanding with All Points Broadband, Dominion, and the Counties of Counties of King George, Northumberland, Richmond and Westmoreland (the “Participating Counties”) regarding the regional initiative to expand broadband within the Participating Counties (the “NN Initiative”).

This letter will confirm NNEC’s support for the application to the 2021 Virginia Telecommunication Initiative program (“VATI”) that is being submitted for a project within the Participating Counties (the “NN Project”). As noted in the application, NNEC, All Points, and Dominion are collectively committing to make investments representing no less than 60% of the total cost of the NN Project, and NNEC’s specific investments that will support the NN Project will be finalized through the ongoing design and engineering process that is anticipated to be complete in the next 45 days.

We appreciate your consideration of this important regional initiative that will benefit our members for generations to come.

Sincerely,

A handwritten signature in blue ink that reads "Bradley H. Hicks". The signature is written in a cursive style and is underlined.

Bradley H. Hicks  
President & CEO

# SENATE OF VIRGINIA

**RYAN T. MCDOUGLE**  
4TH SENATORIAL DISTRICT  
ALL OF CAROLINE, FISHER, LANCASTER,  
MIDDLESEX, NORTHAMPTON AND  
RICHMOND COUNTIES, AND PART OF HANOVER,  
KING GEORGE, GEORGETOWN AND  
WESTMORELAND COUNTIES  
POST OFFICE BOX 187  
MECHANICVILLE, VIRGINIA 23111



COMMITTEE ASSIGNMENTS  
JUDICIARY  
PRIVILEGES AND ELECTIONS  
REHABILITATION AND SOCIAL SERVICES  
RULES

August 5, 2020

Tamarah Holmes, Ph.D.  
Director, Office of Broadband  
Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

RE: Northern Neck Planning District Commission 2021 VATI Application

Dear Dr. Holmes:

I would like to express my strong support for the Northern Neck Planning District Commission (NNPDC)'s Virginia Department of Housing and Community Development 2021 VATI (Virginia Telecommunication Initiative) grant application. I commend the NNPDC for coordinating this application with the participation of Dominion Energy, Northern Neck Electric Cooperative, All Points Broadband, and four localities.

Approval of this application would help meet a critical and growing need to expand broadband service in counties in the Northern Neck. Bringing broadband to these areas fosters a myriad of benefits, including commercial growth for businesses, educational opportunities for students, and healthcare improvements via access to telemedicine.

Virginia has made progress in the General Assembly over the years to bring broadband to unserved areas. For example, I sponsored legislation three years ago that streamlines the approval process for wireless infrastructure in order to maximize access in unserved areas. Two years ago, House Bill 2691 was passed to allow our Commonwealth's large electric utilities to work with electric cooperatives to bring broadband infrastructure to rural areas. Approval of the VATI grant application would be a significant step forward in the process to reach our goal of universal broadband coverage.

Thank you in advance for your consideration. If you have any questions or concerns, please do not hesitate to call my office.

Sincerely,

A handwritten signature in black ink that reads "Ryan T. McDougle". The signature is written in a cursive style with a large, prominent "R" and "M".

Ryan T. McDougle



COMMONWEALTH OF VIRGINIA

**HOUSE OF DELEGATES**  
RICHMOND

**MARGARET B. RANSONE**

POST OFFICE BOX 358  
KINSALE, VIRGINIA 22488

NINETY-NINTH DISTRICT

COMMITTEE ASSIGNMENTS:  
COURTS OF JUSTICE  
LABOR AND COMMERCE  
AGRICULTURE, CHESAPEAKE AND NATURAL  
RESOURCES

August 11, 2020

Tamarah Holmes, Ph. D  
Director, Office of Broadband  
Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, VA 23219

Dear Dr. Holmes,

As the only Virginia House of Delegates member who represents the Northern Neck region, I would like to officially endorse the Northern Neck Planning District Commission's Virginia Northern Neck Planning District Commission's Virginia Telecommunications Initiative proposal to help extend internet broadband to unserved homes and businesses in King George, Northumberland, Richmond, and Westmoreland Counties.

As a Virginia delegate, I have actively supported two significant laws that support broadband opportunities within rural areas such as the Northern Neck. In 2018, I supported the Grid Transformation and Security Act as a study that focused on the lack of internet in the commonwealth. And in 2019, I strongly backed a broadband pilot program that allows an electric utility to run more fiber cable, then lease the excess to internet service providers of greater access in hard to reach areas.

As a result of these recent legislative actions, Dominion Energy, Northern Neck Electric Co-Operative, and All Points Broadband have entered into a memorandum of understanding to advance a regional broadband partnership that aims to bring a needed service to unserved citizens in my region. In addition, the communities of King George, Northumberland, Richmond, and Westmoreland Counties and the Northern Neck Planning District are all active partners as well.

This plan, one of the first announced in Virginia, will allow homes, businesses, and educational institutions to function in today's "digital commonwealth." We must not allow certain areas of Virginia to fall behind as a result of the lack of internet. Nothing highlights this more than being in a global pandemic and not being able to connect virtually for school or operate a business remotely.

Again, please consider this as my enthusiastic endorsement of the planning commission's proposal relating to broadband. If you have any questions, please do not hesitate to contact me.

Respectfully,

A handwritten signature in blue ink that reads "Margaret".

Margaret B. Ransone  
Ninety-Ninth District  
Virginia House of Delegates

**Dennis Parsons**  
*Chairman of the Board*

**Kenneth M. Knull**  
*Vice Chairman*

**Deborah Warf**  
*Member-At-Large*

(804) 333-4048  
(804) 333-6378 Fax



**WORKFORCE DEVELOPMENT BOARD, Inc.**

P.O. Box 1117 Warsaw, Virginia 22572  
*An Equal Opportunity Employer/Program*

**Percy E. Pollard**  
*Secretary / Treasurer*

**Jackie Davis**  
*Executive Director*

1-800-828-1120  
Relay Service Number

August 3, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021VATI Application

Dear Dr. Holmes,

Without reservation, please accept this letter as endorsement of the Northern Neck Planning District Commission's VATI application to connect currently unserved homes and businesses in four counties in the Northern Neck within the Bay Consortium Workforce Development Board, Inc.'s (WDB) service area. Job-seekers of all ages, those enrolled in workforce training, and employers all need reliable, consistent broadband access to succeed. As the Bay Consortium WDB addresses workforce gaps between employer needs and workforce training in a broad geographic area, internet access is often a barrier to accessing training, skills or even information. WDB is a multi-region effort spanning from Fredericksburg to the Eastern Shore, and applauds the regional approach represented by this application and looks forward to its implementation.

Sincerely,

Jackie Davis  
Executive Director



BAY CONSORTIUM REGION

A proud partner of the American  JobCenter network



August 10, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021 VATI Application

Dear Dr. Holmes:

The Bay Rivers Telehealth Alliance is pleased to support the Northern Neck Planning District Commission's VATI application to extend internet availability to currently unserved homes and businesses in several counties in the Northern Neck.

The Northern Neck is part of the service area of Bay Rivers Telehealth Alliance which is designed to expand access health services through telehealth and other virtual health services in the area. Like other rural areas across Virginia, the Northern Neck has an older population requiring a diversity of health services, but the region lacks the widespread, high-speed connectivity for healthcare providers to offer care. The current opportunity outlined in this application to leverage the network to be installed by Dominion Energy and Northern Neck Electric Cooperative will increase access to health care in the Northern Neck, especially for low-income families, elderly, and disabled residents whose care options are restricted by their circumstances.

The Bay Rivers Telehealth Alliance has supported increased broadband in the Northern Neck for seventeen years, and is pleased that this worthwhile project has emerged to solve this longstanding barrier to healthcare access in the region. Please don't hesitate to contact me for more information about how Broadband Access will support Telehealth and Virtual Health Services in the region.

Sincerely,

A handwritten signature in black ink, appearing to read "Donna Ditman-Hale".

Donna Ditman-Hale, MHA  
Executive Director

COLONIAL BEACH CHAMBER OF COMMERCE  
106 HAWTHORN STREET  
COLONIAL BEACH, VA . 22443  
804-224-8145

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021 VATI Application

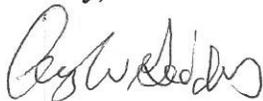
Dear Dr. Holmes,

The Colonial Beach Chamber of Commerce fully supports the Northern Neck Planning District Commission's VATI application to connect currently unserved homes and businesses in Colonial Beach and other areas in the region.

Business growth in the region depends on reliable, universal internet access, which is not yet widely available in Colonial Beach. Many businesses in the Northern Neck are home-based businesses, located in 'last-mile' zones that are targeted for coverage in this application. Broadband is essential to strengthening our small businesses, and creating and retaining jobs in Colonial Beach, a seasonal community that has recently completed a downtown business district revitalization project.

The Colonial Beach Chamber of Commerce is delighted to endorse this application in the hope that its implementation will bolster business growth and community and economic development at the Beach.

Sincerely,



Carey Geddes  
President  
Colonial Beach Chamber of Commerce

**King George Chamber of Commerce**

BOX 164 • King George, VA 22485 • PHONE: (540) 358-1542  
www.KingGeorgeChamber.com



**King George  
Chamber of Commerce**

August 4, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021VATI Application

Dear Dr. Holmes,

The King George County Chamber of Commerce fully supports the Northern Neck Planning District Commission's VATI application to connect currently unserved homes and businesses in King George County and other areas in the region.

Business growth in the region depends on reliable, universal internet access, which is not yet widely available throughout King George County. Many businesses in King George are home-based businesses, located in 'last-mile' zones that are targeted for coverage in this application. Broadband is essential to strengthening our small businesses, diversifying our economy and creating and retaining jobs in King George.

The King George Chamber of Commerce is delighted to endorse this application in the hope that its implementation will bolster business growth and community and economic development in King George County.

Sincerely,

A handwritten signature in black ink that reads 'Don Smith'. The signature is written in a cursive style and is enclosed within a large, hand-drawn oval.

Don Smith, President  
King George Chamber of Commerce



Glenns Campus  
12745 College Drive  
Glenns, VA 23149

July 30, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021VATI Application

Dear Dr. Holmes,

Without reservation, please accept this letter as endorsement of the Northern Neck Planning District Commission's VATI application to connect currently unserved homes and businesses in four counties in the Northern Neck within Rappahannock Community College's service area.

Online access for students, faculty, and staff has never been more critical for the Northern Neck. With the pandemic, remote learning has not waited for the region to achieve universal broadband access before becoming the expected venue for continuing education for those enrolled in the academic track, and delivering the even more critical workforce training that is needed to support the regional economy. While the lack of broadband coverage was evident and widespread prior to 2020, the current opportunity outlined in this application to leverage the network to be installed by Dominion Energy and Northern Neck Electric Cooperative makes this application not only timely, but also imperative, if this rural region is to participate in Virginia's increasingly digital economy.

Please be assured of Rappahannock Community College's complete support of this application, and, on behalf of the students, faculty and staff, of our appreciation for your consideration.

Sincerely,

A handwritten signature in blue ink that reads 'Shannon L. Kennedy'.

Shannon L. Kennedy, Ed.D.  
President

# WESTMORELAND COUNTY PUBLIC SCHOOLS

*Vision: To provide an exemplary learning environment that empowers ALL students to find their voices and make meaningful contributions to the world.*

Ralph Fallin, Chairman  
Daniel Wallace, Ph.D., Vice Chairman  
Iris Lane  
Sandra Ramsey  
Katherine Lewis  
Tina Withers, Clerk of the Board

141 Opal Lane  
Montross, Virginia 22520  
Telephone (804) 493-8018  
Fax (804) 493-9323  
[www.wmlcps.org](http://www.wmlcps.org)

Dr. Michael D. Perry  
Superintendent

August 3, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021 VATI Application

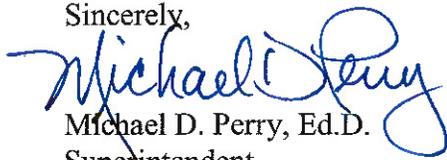
Dear Dr. Holmes,

Without reservation, please accept this letter as endorsement of the Northern Neck Planning District Commission's VATI application to increase internet availability to currently unserved homes in Westmoreland County.

Online access for students, teachers, and parents has never been more critical for Westmoreland County. As the pandemic introduces wider-scale distance learning for students and work-from-home for teachers, our rural, dispersed population in Westmoreland County continues to struggle with spotty and unreliable internet coverage, especially in far reaches of the county. The current opportunity outlined in this application to leverage the network to be installed by Dominion Energy and Northern Neck Electric Cooperative represents a first step in addressing the digital divide that impedes educational access in Westmoreland County.

Please be assured of Westmoreland County Public School's complete support of this application, and, on behalf of the students, teachers and parents, of our appreciation for your consideration.

Sincerely,

  
Michael D. Perry, Ed.D.  
Superintendent

# WARSAW-RICHMOND COUNTY CHAMBER OF COMMERCE

---

PO BOX 1141, Warsaw, VA 22572  
804-313-2252  
warsawrcchamber@gmail.com



Friday, July 31, 2020

Dr. Tamarah Holmes, Ph.D.  
Virginia Department of Housing  
& Community Development  
600 E. Main Street, Suite 300  
Richmond, VA 23210

RE: Northern Neck Planning District Commission 2021VATI Application

Dear Dr. Holmes,

The Warsaw-Richmond County Chamber of Commerce (WRCCC) fully supports the Northern Neck Planning District Commission's VATI application to connect currently unserved homes and businesses in Richmond County and other areas in the region.

Business growth in the region depends on reliable, universal internet access, which is not yet widely available in Richmond County. Many businesses in the Northern Neck are home-based businesses, located in 'last-mile' zones that are targeted for coverage in this application. Broadband is essential to strengthening our small businesses and creating and retaining jobs in Richmond County, challenged by a 15.9% poverty rate.

WRCCC is delighted to endorse this application in the hope that its implementation will bolster business growth and community and economic development in the area.

Sincerely,

A handwritten signature in black ink that reads "Sara Carroll". The signature is written in a cursive, flowing style.

Sara Carroll  
President  
Warsaw-Richmond County Chamber of Commerce

CDBG Derivation of Cost

Product	Total	VATI	Non-VATI	Source of Estimate	Date
<i>Final Design and Engineering</i>	\$ 2,056,731.71	\$ 723,709.44	\$ 1,333,022.26	Pulse Broadband / APB	8/17/20
<i>Project &amp; Construction Mgmt</i>	\$ 1,350,781.64	\$ 475,304.30	\$ 875,477.34	Pulse Broadband / APB	8/17/20
<i>Headend/Office Space</i>	\$ 411,982.35	\$ 144,965.68	\$ 267,016.67	Pulse Broadband / APB	8/17/20
<i>Field Network Equipment</i>	\$ 1,288,384.00	\$ 453,348.22	\$ 835,035.78	Pulse Broadband / APB	8/17/20
<i>Aerial Construction</i>	\$ 15,826,261.17	\$5,568,842.36	\$10,257,418.81	Pulse Broadband / APB	8/17/20
<i>Underground Construction</i>	\$ 483,794.39	\$ 170,234.44	\$ 313,559.95	Pulse Broadband / APB	8/17/20
<i>Fiber Contingency</i>	\$ 2,141,793.53	\$ 753,640.45	\$ 1,388,153.08	Pulse Broadband / APB	8/17/20
<i>Fiber Drop Construction</i>	\$ 3,362,769.36	\$1,183,269.52	\$ 2,179,499.84	Pulse Broadband / APB	8/17/20
<i>Subscriber Equipment &amp; Installation Labor</i>	\$ 985,984.15	\$ 346,941.72	\$ 639,042.43	Pulse Broadband / APB	8/17/20
<i>Drop, Subscriber Equipment &amp; Installtion Labor Contingency</i>	\$ 434,875.35	\$ 153,021.12	\$ 281,854.23	Pulse Broadband / APB	8/17/20
<i>Other Capex</i>	\$ 2,305,055.77	\$ 811,088.11	\$ 1,493,967.67	Pulse Broadband / APB	8/17/20



August 17, 2020

Tamarah Holmes, Ph.D  
Director, Office of Broadband  
Virginia Department of Housing and Community Development  
600 East Main Street, Suite 300  
Richmond, Virginia 23219

RE: Cost Estimates for 2021 VATI Application for Northern Neck Initiative

Dear Ms. Holmes:

To develop the network design and associated cost estimates contained in this application, All Points Broadband (“APB”) engaged the services of a third-party professional services firm, Pulse Broadband, which is the broadband planning affiliate of the National Rural Telecommunications Cooperative (“NRTC”). NRTC is a member owned cooperative of more than 1,500 rural electric cooperatives and independent and cooperative telephone companies. APB selected NRTC’s Pulse Broadband in light of its significant experience with rural broadband deployment projects that leverage electric company infrastructure to reduce costs and achieve network efficiencies.

The cost estimates contained in the application are derived from Pulse Broadband’s national cost estimation models for fiber-to-the-home deployments in rural areas that leverage electric company infrastructure, and were adjusted to account for the specific network configuration and local conditions in the project area.

Sincerely,

A handwritten signature in blue ink, appearing to read "J. Carr", is positioned above the printed name.

James G. Carr  
Chief Executive Officer

**Summary Capex Calculations (\$000's)**

	<b>Unit Cost</b>	<b>Units</b>	<b>Total</b>
Design and Engineering	\$2,746	749	\$2,057
Project & Construction Mgmt	\$1,803	749	\$1,351
Headend/Office Space	\$411,982	1	\$412
Field Network Equipment	\$80,524	16	\$1,288
Aerial Construction	\$21,457	738	\$15,826
Underground Construction	\$41,993	12	\$484
Contingency	10.0%		<u>\$2,142</u>
<b>Total Fiber Construction</b>			<b>\$23,560</b>
Fiber Drop Construction	\$1,194	2,817	\$3,363
Subscriber Equipment & Installation Labor	\$350	2,817	\$986
Contingency	10.0%		<u>\$435</u>
<b>Total Customer Equip &amp; Install</b>			<b>\$4,784</b>
Other Capex			<u>\$2,305</u>
<b>Total Project Capital Costs</b>			<b>\$30,648</b>

**Fiber Cost per Mile Cost Calculations**

**AERIAL**

**ADSS**

**Strand and Lash**

	Backbone Standard	Laterals	Distribution	Weighted Average
Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$6,600	\$6,600	\$6,600	\$6,600
Technical Labor	\$1,801	\$1,801	\$1,801	\$1,801
Fiber	\$3,116	\$3,116	\$3,116	\$3,116
Materials	\$500	\$500	\$500	\$500
Technical Materials	\$2,505	\$2,505	\$2,505	\$2,505
<b>24 COUNT</b>	<b>\$19,523</b>	<b>\$19,523</b>	<b>\$19,523</b>	<b>\$19,523</b>

	Backbone Standard	Laterals	Distribution	Weighted Average
Make Ready	\$4,000	\$4,000	\$4,000	\$4,000
Plant Labor	\$6,600	\$6,600	\$6,600	\$6,600
Technical Labor	\$1,801	\$1,801	\$1,801	\$1,801
Fiber	\$3,116	\$3,116	\$3,116	\$3,116
Materials	\$500	\$500	\$500	\$500
Technical Materials	\$1,133	\$1,133	\$1,133	\$1,133
<b>24 COUNT</b>	<b>\$17,150</b>	<b>\$17,150</b>	<b>\$17,150</b>	<b>\$17,150</b>

Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$8,044	\$8,044	\$8,044	\$8,044
Technical Labor	\$4,790	\$4,790	\$4,790	\$4,790
Fiber	\$2,640	\$2,640	\$2,640	\$2,640
Materials	\$2,056	\$2,056	\$2,056	\$2,056
Technical Materials	\$196	\$196	\$196	\$196
<b>48 COUNT</b>	<b>\$22,726</b>	<b>\$22,726</b>	<b>\$22,726</b>	<b>\$22,726</b>

Make Ready	\$4,000	\$4,000	\$4,000	\$4,000
Plant Labor	\$8,044	\$8,044	\$8,044	\$8,044
Technical Labor	\$4,790	\$4,790	\$4,790	\$4,790
Fiber	\$1,920	\$1,920	\$1,920	\$1,920
Materials	\$1,363	\$1,363	\$1,363	\$1,363
Technical Materials	\$196	\$196	\$196	\$196
<b>48 COUNT</b>	<b>\$20,313</b>	<b>\$20,313</b>	<b>\$20,313</b>	<b>\$20,313</b>

Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$8,120	\$8,120	\$8,120	\$8,120
Technical Labor	\$6,313	\$6,313	\$6,313	\$6,313
Fiber	\$3,960	\$3,960	\$3,960	\$3,960
Materials	\$2,056	\$2,056	\$2,056	\$2,056
Technical Materials	\$227	\$227	\$227	\$227
<b>96 COUNT</b>	<b>\$25,676</b>	<b>\$25,676</b>	<b>\$25,676</b>	<b>\$25,676</b>

Make Ready	\$4,000	\$4,000	\$4,000	\$4,000
Plant Labor	\$8,120	\$8,120	\$8,120	\$8,120
Technical Labor	\$6,313	\$6,313	\$6,313	\$6,313
Fiber	\$3,240	\$3,240	\$3,240	\$3,240
Materials	\$1,363	\$1,363	\$1,363	\$1,363
Technical Materials	\$227	\$227	\$227	\$227
<b>96 COUNT</b>	<b>\$23,263</b>	<b>\$23,263</b>	<b>\$23,263</b>	<b>\$23,263</b>

Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$8,120	\$8,120	\$8,120	\$8,120
Technical Labor	\$7,761	\$7,761	\$7,761	\$7,761
Fiber	\$4,858	\$4,858	\$4,858	\$4,858

Make Ready	\$4,000	\$4,000	\$4,000	\$4,000
Plant Labor	\$8,120	\$8,120	\$8,120	\$8,120
Technical Labor	\$7,761	\$7,761	\$7,761	\$7,761
Fiber	\$4,620	\$4,620	\$4,620	\$4,620

Materials	\$2,056	\$2,056	\$2,056	\$2,056
Technical Materials	\$353	\$353	\$353	\$353
<b>144 COUNT</b>	<b>\$28,148</b>	<b>\$28,148</b>	<b>\$28,148</b>	<b>\$28,148</b>

	\$1,363	\$1,363	\$1,363	\$1,363
	\$353	\$353	\$353	\$353
	<b>\$26,217</b>	<b>\$26,217</b>	<b>\$26,217</b>	<b>\$26,217</b>

Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$8,427	\$8,427	\$8,427	\$8,427
Technical Labor	\$12,509	\$12,509	\$12,509	\$12,509
Fiber	\$9,926	\$9,926	\$9,926	\$9,926
Materials	\$2,056	\$2,056	\$2,056	\$2,056
Technical Materials	\$454	\$454	\$454	\$454
<b>288 COUNT</b>	<b>\$38,372</b>	<b>\$38,372</b>	<b>\$38,372</b>	<b>\$38,372</b>

	\$4,000	\$4,000	\$4,000	\$4,000
	\$8,427	\$8,427	\$8,427	\$8,427
	\$12,509	\$12,509	\$12,509	\$12,509
	\$7,800	\$7,800	\$7,800	\$7,800
	\$1,363	\$1,363	\$1,363	\$1,363
	\$454	\$454	\$454	\$454
	<b>\$34,553</b>	<b>\$34,553</b>	<b>\$34,553</b>	<b>\$34,553</b>

Make Ready	\$5,000	\$5,000	\$5,000	\$5,000
Plant Labor	\$8,090	\$8,120	\$7,524	\$8,090
Technical Labor	\$5,993	\$6,313	\$3,714	\$5,993
Fiber	\$3,612	\$3,960	\$2,812	\$3,612
Materials	\$2,056	\$2,056	\$1,496	\$2,056
Technical Materials	\$240	\$227	\$1,027	\$240
<b>Weighted Average</b>	<b>\$24,990</b>	<b>\$25,676</b>	<b>\$21,573</b>	<b>\$24,990</b>

	\$4,000	\$4,000	\$4,000	\$4,000
	\$8,090	\$8,120	\$7,524	\$7,524
	\$5,993	\$6,313	\$3,714	\$3,714
	\$2,988	\$3,240	\$2,351	\$2,351
	\$1,363	\$1,363	\$1,052	\$1,052
	\$240	\$227	\$533	\$533
	<b>\$22,674</b>	<b>\$23,263</b>	<b>\$19,174</b>	<b>\$19,174</b>

## Drop Construction Cost Calculations

Aerial Drops	71.0%
% of Aerial Drops that are hybrid	10.0%

	Aerial	UG Bore	UG Trench	Avg UG	Hybrid
% of Drop Type	63.9%	10.0%	90.0%	29.0%	7.1%
Feet for drop along main	500				500
Feet for main to ONT	224				224
Total Drop Length	724	224	224	224	724
<b>Plant Labor Per Drop</b>	<b>Aerial</b>	<b>UG Bore</b>	<b>UG Trench</b>	<b>Avg UG</b>	<b>Hybrid</b>
Labor cost per foot	\$0.81	\$11.70	\$5.40	\$6.03	\$2.43
Aerial Bond, Grounding / drop	\$40.05	\$0.00	\$0.00	\$0.00	\$40.05
Riser Guard, House Cane / drop	\$0.00	\$34.20	\$34.20	\$34.20	\$34.20
<b>Cost per Drop</b>	<b>\$627</b>	<b>\$2,660</b>	<b>\$1,246</b>	<b>\$1,388</b>	<b>\$1,833</b>

<b>Total Plant Labor per Drop</b>	<b>\$933</b>
<b>Technical Labor per Drop</b>	<b>\$86</b>
Fiber per foot	\$0.18
Average Drop Distance	579
<b>Fiber per Drop</b>	<b>\$104</b>
<b>Materials per Drop</b>	<b>\$44</b>
<b>NID Enclosure per Drop</b>	<b>\$26</b>
<b>Total Drop Construction</b>	<b>1,194</b>

## Headend / OLT Cost Calculations

	Item
Headend Room Build to Suit	\$225,000
JNP204/MX204	\$36,900
EX4600	\$29,430
GPON SFP OIM	\$14,040
E7-2 8 Card PON unit	\$17,634
Power, Licenses, etc.	\$28,979
Labor, Project Mgmt	\$60,000
<b>Main Office Equipment</b>	<b>\$411,982</b>
<i>Recurring License/Maintenance/yr</i>	<i>\$9,524</i>
<i>% of initial capex</i>	<i>2.3%</i>

Item	Units	Capex
ODC Cabinet Package	16	\$280,000
Pad Construction	16	\$104,000
SFP 10G and GPON	16	\$6,240
Ethernet Switch	16	\$176,000
E7-2 8 Card PON unit	16	\$282,144
Misc Material	16	\$40,000
Labor, Project Mgmt	16	\$400,000
<b>Remote Offices/Hubs</b>		<b>\$1,288,384</b>
<i>Recurring License/Maintenance/yr</i>		<i>\$66,629</i>
<i>% of initial capex</i>		<i>5.2%</i>

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Form 477 Filing Summary

FRN: 0023524705 | Data as of: Jun 30, 2019 | Operations: Non-ILEC | Submission Status: Revised - Submitted | Last Updated: Jun 2, 2020 15:00:43

**Filer Identification**

Section	Question	Response
<b>Filer Information</b>	Company Name	All Points Broadband
	Holding Company Name	Virginia Everywhere, LLC
	SAC ID	
	499 ID	831251
<b>Data Contact Information</b>	Data Contact Name	██████████
	Data Contact Phone Number	(703) 554-6600
	Data Contact E-mail	████████████████████
<b>Emergency Operations Contact Information</b>	Emergency Operations Name	Don McElroy
	Emergency Operations Phone Number	(703) 554-6600
	Emergency Operations E-mail	████████████████████
<b>Certifying Official Contact Information</b>	Certifying Official Name	James Carr
	Certifying Official Phone Number	(703) 554-6600
	Certifying Official E-mail	████████████████████

**Data Submitted**

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	fcc477_deployment_20190701v2.csv	Jun 2, 2020 14:56:38	████
Fixed Broadband Subscription	fcc477_subscriptions_20190701.csv	Jun 2, 2020 14:53:49	██
Fixed Voice Subscription	fcc477_voip_20190701.csv	Jun 2, 2020 14:53:49	██

**Fixed Broadband Deployment**

**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
<b>Kentucky</b>	All Points Broadband	Optical Carrier/Fiber to the End User	██
		Terrestrial Fixed Wireless	████
<b>Maryland</b>	All Points Broadband	Terrestrial Fixed Wireless	████
<b>Virginia</b>	All Points Broadband	Terrestrial Fixed Wireless	████
<b>West Virginia</b>	All Points Broadband	Terrestrial Fixed Wireless	████

State	DBA Name	Technology	Blocks
Total			█

## Fixed Broadband Subscription

Fixed Broadband Subscriptions by State, Technology and End-user Type

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
Kentucky	Optical Carrier/Fiber to the End User	█	█	█	█
	Terrestrial Fixed Wireless	█	█	█	█
Maryland	Terrestrial Fixed Wireless	█	█	█	█
Virginia	Terrestrial Fixed Wireless	█	█	█	█
West Virginia	Terrestrial Fixed Wireless	█	█	█	█
Total		█	█	█	█

Fixed Broadband Subscriptions by Bandwidths and End-user Type

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
0.384	0.128	█	█	█
0.768	0.128	█	█	█
0.768	0.256	█	█	█
1.000	0.384	█	█	█
1.000	0.500	█	█	█
1.000	1.000	█	█	█
1.500	1.000	█	█	█
1.500	1.500	█	█	█
2.000	1.000	█	█	█
2.000	2.000	█	█	█
3.000	0.512	█	█	█
3.000	1.000	█	█	█
3.000	1.500	█	█	█
4.000	1.000	█	█	█
5.000	1.000	█	█	█
5.000	2.000	█	█	█
5.000	5.000	█	█	█
6.000	2.000	█	█	█
8.000	2.000	█	█	█
10.000	2.000	█	█	█



Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	1.000	0.384	■	■	■
	1.000	0.500	■	■	■
	1.000	1.000	■	■	■
	1.500	1.000	■	■	■
	1.500	1.500	■	■	■
	2.000	1.000	■	■	■
	2.000	2.000	■	■	■
	3.000	0.512	■	■	■
	3.000	1.000	■	■	■
	3.000	1.500	■	■	■
	4.000	1.000	■	■	■
	5.000	1.000	■	■	■
	5.000	2.000	■	■	■
	5.000	5.000	■	■	■
	6.000	2.000	■	■	■
	8.000	2.000	■	■	■
	10.000	2.000	■	■	■
	10.000	3.000	■	■	■
	10.000	4.000	■	■	■
	10.000	5.000	■	■	■
	10.000	10.000	■	■	■
	15.000	2.000	■	■	■
	15.000	3.000	■	■	■
	15.000	4.000	■	■	■
	15.000	10.000	■	■	■
	20.000	4.000	■	■	■
	20.000	20.000	■	■	■
	25.000	2.000	■	■	■
	25.000	3.000	■	■	■
	25.000	5.000	■	■	■
	30.000	10.000	■	■	■
	35.000	5.000	■	■	■



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Form 477 Filing Summary

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**Filer Identification**

Section	Question	Response
<b>Filer Information</b>	Company Name	All Points Broadband
	Holding Company Name	Virginia Everywhere, LLC
	SAC ID	
	499 ID	831251
<b>Data Contact Information</b>	Data Contact Name	██████████
	Data Contact Phone Number	(703) 554-6600
	Data Contact E-mail	████████████████████
<b>Emergency Operations Contact Information</b>	Emergency Operations Name	Don McElroy
	Emergency Operations Phone Number	(703) 554-6600
	Emergency Operations E-mail	████████████████████
<b>Certifying Official Contact Information</b>	Certifying Official Name	James Carr
	Certifying Official Phone Number	(703) 554-6600
	Certifying Official E-mail	████████████████████

**Data Submitted**

Form Section	File Name	Date & Time	Number of Rows
Fixed Broadband Deployment	FCC477-Deployment-2H2019v2.csv	Jun 2, 2020 14:58:00	████
Fixed Broadband Subscription	fcc477_20200103.csv	Jun 2, 2020 14:58:00	██
Fixed Voice Subscription	voip-subs-20200103.csv	Jun 2, 2020 14:58:00	██

**Fixed Broadband Deployment**

**Census Block Counts by State, DBA Name and Technology**

State	DBA Name	Technology	Blocks
<b>Kentucky</b>	All Points Broadband	Optical Carrier/Fiber to the End User	██
		Terrestrial Fixed Wireless	██
<b>Maryland</b>	All Points Broadband	Terrestrial Fixed Wireless	██
<b>Virginia</b>	All Points Broadband	Terrestrial Fixed Wireless	██
<b>West Virginia</b>	All Points Broadband	Terrestrial Fixed Wireless	██

State	DBA Name	Technology	Blocks
<b>Total</b>			█

**Fixed Broadband Subscription**

**Fixed Broadband Subscriptions by State, Technology and End-user Type**

State	Technology	Census Tracts	Subscriptions		
			Consumer	Business / Govt	Total
<b>Kentucky</b>	Optical Carrier/Fiber to the End User	█	█	█	█
	Terrestrial Fixed Wireless	█	█	█	█
<b>Maryland</b>	Terrestrial Fixed Wireless	█	█	█	█
<b>Virginia</b>	Optical Carrier/Fiber to the End User	█	█	█	█
	Terrestrial Fixed Wireless	█	█	█	█
<b>West Virginia</b>	Terrestrial Fixed Wireless	█	█	█	█
<b>Total</b>		█	█	█	█

**Fixed Broadband Subscriptions by Bandwidths and End-user Type**

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
0.384	0.128	█	█	█
0.768	0.128	█	█	█
0.768	0.256	█	█	█
0.768	0.300	█	█	█
1.000	0.384	█	█	█
1.000	0.500	█	█	█
1.000	1.000	█	█	█
1.200	0.400	█	█	█
1.500	0.500	█	█	█
1.500	1.000	█	█	█
1.500	1.500	█	█	█
2.000	1.000	█	█	█
2.000	2.000	█	█	█
3.000	0.500	█	█	█
3.000	0.512	█	█	█
3.000	1.000	█	█	█
3.000	1.500	█	█	█
4.000	1.000	█	█	█
5.000	1.000	█	█	█

Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
5.000	2.000	■	■	■
5.000	5.000	■	■	■
6.000	1.000	■	■	■
6.000	2.000	■	■	■
8.000	2.000	■	■	■
9.000	2.000	■	■	■
10.000	2.000	■	■	■
10.000	3.000	■	■	■
10.000	4.000	■	■	■
10.000	5.000	■	■	■
10.000	10.000	■	■	■
12.000	2.000	■	■	■
12.000	3.000	■	■	■
15.000	2.000	■	■	■
15.000	3.000	■	■	■
15.000	4.000	■	■	■
20.000	4.000	■	■	■
20.000	5.000	■	■	■
20.000	20.000	■	■	■
25.000	2.000	■	■	■
25.000	3.000	■	■	■
25.000	5.000	■	■	■
25.000	25.000	■	■	■
30.000	10.000	■	■	■
30.000	30.000	■	■	■
35.000	5.000	■	■	■
50.000	3.000	■	■	■
50.000	20.000	■	■	■
50.000	50.000	■	■	■
100.000	100.000	■	■	■
200.000	200.000	■	■	■
1000.000	1000.000	■	■	■
<b>Total</b>		■	■	■

**Fixed Broadband Subscriptions by Technology, Bandwidths and End-user Type**

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
<b>Optical Carrier/Fiber to the End User</b>	10.000	10.000	█	█	█
	25.000	25.000	██	█	██
	30.000	30.000	█	█	█
	50.000	50.000	██	█	██
	100.000	100.000	█	█	█
	200.000	200.000	█	█	█
	1000.000	1000.000	███	██	███
<b>Terrestrial Fixed Wireless</b>	0.384	0.128	██	█	██
	0.768	0.128	█	█	█
	0.768	0.256	██	█	██
	0.768	0.300	█	█	█
	1.000	0.384	██	█	██
	1.000	0.500	█	█	█
	1.000	1.000	█	█	█
	1.200	0.400	█	█	█
	1.500	0.500	█	█	█
	1.500	1.000	██	█	██
	1.500	1.500	█	█	█
	2.000	1.000	█	█	█
	2.000	2.000	█	█	█
	3.000	0.500	██	█	██
	3.000	0.512	██	█	██
	3.000	1.000	██	█	██
	3.000	1.500	█	█	█
	4.000	1.000	██	█	██
	5.000	1.000	██	█	██
	5.000	2.000	█	█	█
	5.000	5.000	█	█	█
	6.000	1.000	██	█	██
	6.000	2.000	███	█	███
	8.000	2.000	█	█	█

Technology	Downstream Bandwidth (in Mbps)	Upstream Bandwidth (in Mbps)	Consumer	Business / Govt	Total
	9.000	2.000	■	■	■
	10.000	2.000	■	■	■
	10.000	3.000	■	■	■
	10.000	4.000	■	■	■
	10.000	5.000	■	■	■
	10.000	10.000	■	■	■
	12.000	2.000	■	■	■
	12.000	3.000	■	■	■
	15.000	2.000	■	■	■
	15.000	3.000	■	■	■
	15.000	4.000	■	■	■
	20.000	4.000	■	■	■
	20.000	5.000	■	■	■
	20.000	20.000	■	■	■
	25.000	2.000	■	■	■
	25.000	3.000	■	■	■
	25.000	5.000	■	■	■
	30.000	10.000	■	■	■
	35.000	5.000	■	■	■
	50.000	3.000	■	■	■
	50.000	20.000	■	■	■
	50.000	50.000	■	■	■
	100.000	100.000	■	■	■
	200.000	200.000	■	■	■
<b>Total</b>			■	■	■

### Fixed Voice Subscription

VGE Lines and VoIP Subscriptions by State and End-user Type

State	Total VGE Lines	Consumer VGE Lines	Total VoIP Subscriptions	Consumer VoIP Subscriptions
Kentucky	0	■	■	■
Virginia	■	■	■	■
<b>Total</b>	■	■	■	■



From: **Alex Eguiguren** <[aeguiguren@nnpdc17.state.va.us](mailto:aeguiguren@nnpdc17.state.va.us)>  
Date: Mon, Aug 3, 2020 at 1:49 PM  
Subject: SignaWave Service Area  
To: <[support@nnwireless.com](mailto:support@nnwireless.com)>

Dear SignaWave,

The Northern Neck Planning District Commission is putting together a grant application to request grant funding from the Virginia Telecommunication Initiative (VATI).

The goal of the application is to expand broadband access to unserved areas within King George, Westmoreland, Richmond, and Northumberland Counties.

All Points Broadband---with the assistance of Dominion Energy and the Northern Neck Electric Cooperative---will be the service provider for the proposed expansion.

Guidelines from VATI request that our application provide maps showing where existing providers offer their services, to ensure that our efforts concentrate on currently unserved areas (defined by VATI as areas "having broadband speeds at or below 25 Megabits per second (Mbps) download and 3 Megabits (Mbps) upload."

For our application to avoid overlaps with your existing service in the region, please provide our office maps showing the coverage of your service in the counties listed above, along with the download and upload speeds in the areas you serve.

Thank you for your assistance.

Alex Eguiguren  
Project Manager  
Northern Neck Planning District Commission  
P.O. Box 1600  
Warsaw VA 22572  
Voice: 804.333.1900, ext. 32  
Fax: 804.333.5274  
[aeguiguren@nnpdc17.state.va.us](mailto:aeguiguren@nnpdc17.state.va.us)  
[www.northernneck.us](http://www.northernneck.us)

----- Forwarded message -----

From: **Alex Eguiguren** <[aeguiguren@nnpdc17.state.va.us](mailto:aeguiguren@nnpdc17.state.va.us)>  
Date: Mon, Aug 3, 2020 at 1:46 PM  
Subject: Virginia Broadband Service Area  
To: <[support@vabb.com](mailto:support@vabb.com)>

Dear Virginia Broadband,

The Northern Neck Planning District Commission is putting together a grant application to request grant funding from the Virginia Telecommunication Initiative (VATI).

The goal of the application is to expand broadband access to unserved areas within King George, Westmoreland, Richmond, and Northumberland Counties.

All Points Broadband---with the assistance of Dominion Energy and the Northern Neck Electric Cooperative---will be the service provider for the proposed expansion.

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Thank you for your assistance.

Alex Eguiguren  
Project Manager  
Northern Neck Planning District Commission  
P.O. Box 1600  
Warsaw VA 22572  
Voice: 804.333.1900, ext. 32  
Fax: 804.333.5274  
[aeguiguren@nnpdc17.state.va.us](mailto:aeguiguren@nnpdc17.state.va.us)  
[www.northernneck.us](http://www.northernneck.us)

# KGI Service Offerings and Pricing



## DIAMOND PACKAGE

### DIAMOND<sup>^</sup>

up to 150 Mbps download  
up to 50 Mbps upload

Monthly (contract): \$199.99\*

Exorbitant Use: The fastest speed available for residential customers. This plan is great for the one who wants a lot of upload and download speed.

UNLIMITED USAGE  
NO THROTTLING

## PLATINUM PACKAGES

### PLATINUM PREMIUM<sup>^</sup>

up to 100 Mbps download  
up to 20 Mbps upload

Monthly (contract): \$149.99\*

Extreme Use: Very fast speed available for residential customers. This plan is good for the one who wants a lot of speed.

UNLIMITED USAGE  
NO THROTTLING

### PLATINUM<sup>^</sup>

up to 50 Mbps download  
up to 10 Mbps upload

Monthly (contract) \$119.99\*

Enormous Use: With this speed, customers can do the functions of the Gold Premium profile as well as very heavy streaming, gaming, programs, music, tutorials, videos, and HD movies for a large amount of devices.

UNLIMITED USAGE  
NO THROTTLING

## GOLD PACKAGES

### GOLD PREMIUM<sup>^</sup>

up to 30 Mbps download  
up to 7 mbps upload

Monthly (contract) \$89.99\*

In addition to the uses of the Gold Plus profile, these speeds allow for heavier usage for multiple devices.

UNLIMITED USAGE  
NO THROTTLING

### GOLD PLUS<sup>^</sup>

up to 25 Mbps download  
up to 3 Mbps upload

Monthly (contract) \$79.99\*

In addition to the uses of the Gold profile, these speeds allow heavier usage than the Gold profile.

UNLIMITED USAGE  
NO THROTTLING

## KGI Service Installation Charges

\*\*2020 VATI BROADBAND GRANT WINNER\*\*KG: Scheduling Installs  
Rollins Fork/Index Area\*\*

HOME RESIDENTIAL BUSINESS ACCOUNT PORTAL More

### SET UP, INSTALL CHARGES (PLUS TAXES) - KGI TOWER 1, 2, 3, 4

<b>Install A</b> Standard Install \$532.76	<b>Install B</b> Tripod/Pole or Reflector (T2/P10/R) 642.00	<b>Install C</b> Tripod/Pole (T2/P15) \$654.40		
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; vertical-align: top; width: 50%;"> <b>Install D</b>                              Tripod/Pole (T5/P10)                              \$697.09                         </td> <td style="text-align: center; vertical-align: top; width: 50%;"> <b>Install E</b>                              Tripod/Pole (T5/P15)                              \$739.23                         </td> </tr> </table>			<b>Install D</b> Tripod/Pole (T5/P10) \$697.09	<b>Install E</b> Tripod/Pole (T5/P15) \$739.23
<b>Install D</b> Tripod/Pole (T5/P10) \$697.09	<b>Install E</b> Tripod/Pole (T5/P15) \$739.23			
<b>Install F</b> Reflector/Ant \$794.93	<b>Install G</b> Reflector/Ant/Tripod/P ole (T2/P10) \$843.00	<b>Install H</b> Reflector/Ant/Tripod/P ole (T2/P15) \$854.70		
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="text-align: center; vertical-align: top; width: 50%;"> <b>Install I</b>                              Reflector/Ant/Tripod/P                              ole (T5/P10)                              \$897.48                         </td> <td style="text-align: center; vertical-align: top; width: 50%;"> <b>Install J</b>                              Reflector/Ant/Tripod/P                              ole (T5/P15)                              \$996.00                         </td> </tr> </table>			<b>Install I</b> Reflector/Ant/Tripod/P ole (T5/P10) \$897.48	<b>Install J</b> Reflector/Ant/Tripod/P ole (T5/P15) \$996.00
<b>Install I</b> Reflector/Ant/Tripod/P ole (T5/P10) \$897.48	<b>Install J</b> Reflector/Ant/Tripod/P ole (T5/P15) \$996.00			

### SET UP, INSTALL CHARGES (PLUS TAXES) - KGI TOWER 5

**Install KGI-5**  
 Standard Install  
 \$900.00

### STAFFORD GRANT LOCATIONS-SET UP, INSTALL CHARGES (PLUS TAX)

**Install ST**  
 \$350.00

### MISCELLANEOUS FEES (PLUS TAXES)

<p style="text-align: center; margin: 0;"><b>CAT 5</b></p> <p style="font-size: x-small; margin: 0;">(First 40' is included in the installation price)</p> <p style="text-align: center; margin: 0;"><b>\$1.50 per foot</b></p>	<p style="text-align: center; margin: 0;"><b>CAT 5E Tape Shielded</b></p> <p style="font-size: x-small; margin: 0;">(First 40' is included in the installation price)</p> <p style="text-align: center; margin: 0;"><b>\$1.97 per foot</b></p>
<p style="text-align: center; margin: 0;"><b>CAT 6</b></p> <p style="font-size: x-small; margin: 0;">(First 40' is included in the installation price)</p> <p style="text-align: center; margin: 0;"><b>\$2.85 per foot</b></p>	<p style="text-align: center; margin: 0;"><b>Moving CPE/Router</b></p> <p style="font-size: x-small; margin: 0;">If after installation, the customer requests the CPE/router to be moved and the signal is still good, then a tech rate of <b>\$100/hr</b> will be charged.</p>

#### Installation Pricing Details

KGI uses very good equipment. We have four different spectrums on various towers. The manufacturers of the equipment for each spectrum are different so the CPE and routers installed in the business or residence may vary depending on what the KGI technician suggests. KGI uses the best manufacturer for the spectrum in which they specialize. If the signal is not good, KGI will not

*King George County, Virginia*



KING GEORGE COUNTY  
SERVICE AUTHORITY  
*"Quality on Tap"*

9207 Kings Highway  
King George, Virginia 22485  
Telephone (540) 775-2746  
Fax (540) 775-5560

## MEMORANDUM

**To:** Dr. Neiman Young, County Administrator  
**From:** Jonathon Weakley, General Manager   
**Subject:** KGI  
**Date:** August 17, 2020

**King George County Service Authority entered into an agreement on February 1, 2020 with KGI to locate equipment for broadband internet services on the Oakland Park and Arnold's Corner water towers.**

**As of August 17, 2020, no equipment has been installed.**

ATTACHMENT 16: Marketing Plan Elements  
Pre-Construction Marketing Materials (General Flyer)



**ALL POINTS BROADBAND**  
*Live Connected.*

**WE ARE BRINGING GIGABIT FIBER INTERNET WHERE YOU LIVE**

Indicate Your Interest Today!  
Starting Pre-Signups for Fiber  
in the Northern Neck

**FIBER.ALLPOINTSBBROADBAND.COM**



**ALL POINTS BROADBAND**  
*Live Connected.*

**NORTHERN NECK FIBER PROJECT**

**AM I IN THE PROPOSED COVERAGE AREA?**  
IF YOU RECEIVED THIS POSTCARD, WE THINK YOU'RE COVERED! WE ARE BRINGING GIGABIT FIBER TO THE BLUE AREA ON THE MAP. PLEASE SIGNUP!

**I WANT FIBER, HOW DO I GET MORE INFORMATION?**  
SUBMIT YOUR INTEREST AT [FIBER.ALLPOINTSBBROADBAND.COM](http://FIBER.ALLPOINTSBBROADBAND.COM)

**WHEN WILL YOU START?**  
WE WILL TARGET AREAS WITH THE GREATEST INTEREST AND INTEND TO BEGIN CONSTRUCTION IN 2021.

**SUBMIT YOUR REQUEST FOR GIGABIT FIBER AT  
[FIBER.ALLPOINTSBBROADBAND.COM](http://FIBER.ALLPOINTSBBROADBAND.COM)**

**A COOPERATIVE EFFORT WITH**

 **Dominion Energy**

 **Northern Neck Electric Cooperative**  
A Touchstone Energy® Cooperative

Follow-Up Marketing Materials (90-Days Out Flyer)



Indicate Your Interest Today!  
Starting Pre-Signups for Fiber  
in the Northern Neck

**FIBER.ALLPOINTSROADBAND.COM**



**AM I IN THE PROPOSED COVERAGE AREA?**  
IF YOU RECEIVED THIS POSTCARD, WE THINK YOU'RE COVERED! WE ARE BRINGING GIGABIT FIBER TO THE BLUE AREA ON THE MAP. PLEASE SIGNUP!

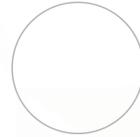
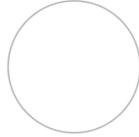
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**A COOPERATIVE EFFORT WITH**





## GET FIBER BROADBAND

MONTHLY PLANS STARTING AT \$59.95

FIBER BROADBAND  
INSTALLATION STARTING AT \$99

*We Just Installed Fiber Broadband for  
One of your Neighbors and It's Avail-  
able at your Home Today!*

Sign Up NOW at:  
<https://fiber.allpointsbroadband.com>



**CALL TODAY**  
TO SCHEDULE YOUR INSTALLATION  
 **(888) 217-7827**



### FEATURES



Unlimited  
Data Usage



Reliable High  
Speed Internet



Low Latency for  
Gamers



24x7 Customer  
Support



Stream Your  
Favorite Programs



Online Account  
Management

✔ Enjoy fast downloads    ✔ Smooth streaming    ✔ Low latency



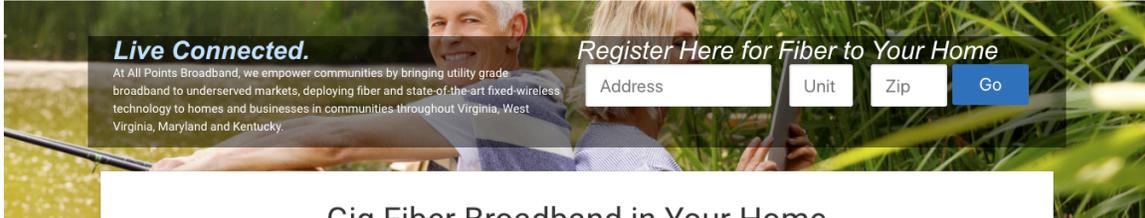
**CALL TODAY**  
TO SCHEDULE YOUR INSTALLATION  
 **(888) 217-7827**

# Crowd Fiber Platform for Pre-Registrations

Already registered? | Sign in here



FREQUENTLY ASKED QUESTIONS FIBER ZONES



## Live Connected.

At All Points Broadband, we empower communities by bringing utility grade broadband to underserved markets, deploying fiber and state-of-the-art fixed-wireless technology to homes and businesses in communities throughout Virginia, West Virginia, Maryland and Kentucky.

## Register Here for Fiber to Your Home

## Gig Fiber Broadband in Your Home

All Points Broadband is engaged in a multi-regional approach to providing Broadband across Virginia. With your help, we can determine areas where Fiber Broadband will be built to your home. All Points Broadband is focused on providing the delivery of faster broadband today.

We are collecting information about our customers to decide which location will be first in line to receive APB Fiber. We plan to offer services with no data caps and speeds up to 1,000Mb/s.

To get started please follow these directions:

**Step 1:** Enter an address and press Go.

**Step 2:** Confirm your Pin/location is correct. If not, just grab it and move it to the correct location on the map. Press next.

**Step 3:** Enter your contact information. Press next.

**Step 4:** Answer the quick questionnaire so we can provide the same great service for your friends and neighbors. Press next.

**Step 5:** Review your information and then tell everyone the great news and how to get registered. Submit

**NO COMMITMENTS. PAY NOTHING UPFRONT. JUST SHOW YOUR INTEREST!**

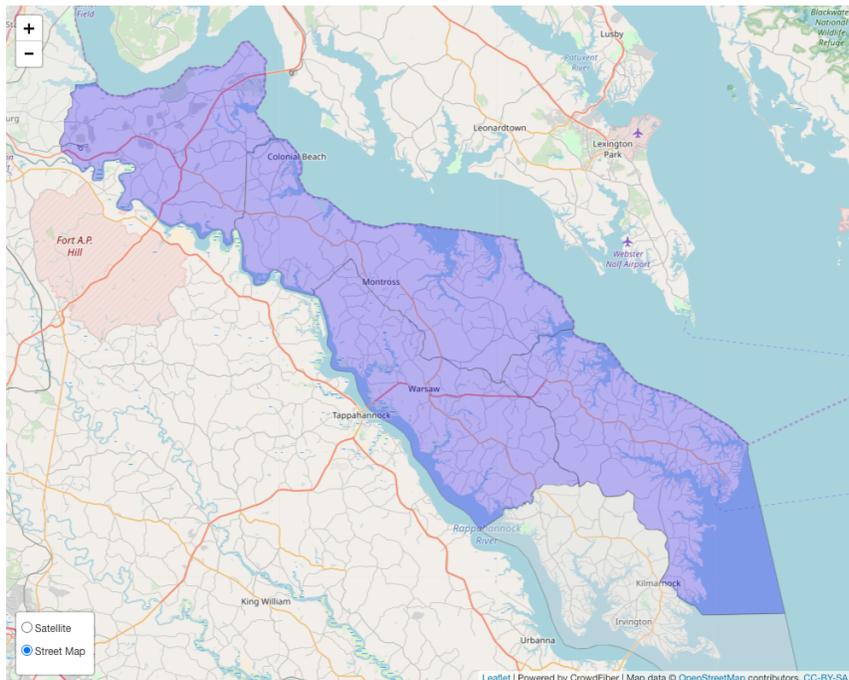
ZONES WORKING TOWARDS SERVICE

5

SUPPORTERS REGISTERED

3430

## Fiber Survey Zones



# Project Leads Registered in Crowd Fiber

The screenshot displays a web application interface for managing project leads. On the left is a dark sidebar menu with the user's name "Jimmy" and a profile icon. The menu items are: Dashboard, Map (highlighted), Tasks, Addresses, Contacts, Sales, Products, Zones, Documents, Terms, Engagement, Users, Settings, and Integrations. The top navigation bar contains a "Check Address" button and links for "Homepage", "View my open tickets", "Support", "What's New", and "Sign out". The main area is a map showing a geographic region with numerous blue circular markers representing project leads. The map includes labels for "Fort A.P. Hill", "Colonial Beach", "Leonardtown", "Lexington Park", "Montross", "Warsaw", "Tappahannock", "Rappahannock River", "King William", "Urbanna", "Irvington", and "Kilmarnock". A legend at the bottom right of the map reads "CrowdFiber | Map data © OpenStreetMap contributors, CC-BY-SA".

# Customer Plan Selections



## Residential Fiber Broadband Plans

At All Points Broadband, we empower communities by bringing utility grade broadband to underserved markets, deploying fiber and state-of-the-art fixed-wireless technology to homes and businesses in communities throughout Virginia, West Virginia, Maryland and Kentucky.

Please select from one of our plans below to request for service.

50 MEGABIT

**\$59.99**

per month

- +Equipment Install & Provisioning fee of \$199 with 1 year commitment
- +Download up to 50 Mbps
- +Upload up to 50 Mbps

GET STARTED

100 MEGABIT

**\$79.99**

per month

- +Equipment Install & Provisioning fee of \$199 with 1 year commitment
- +Download up to 100 Mbps
- +Upload up to 100 Mbps

GET STARTED

GIGABIT!

**\$149.99**

per month

- +Equipment Install & Provisioning fee of \$99 with 1 year commitment
- +Download up to 1000 Mbps
- +Upload up to 1000 Mbps

GET STARTED