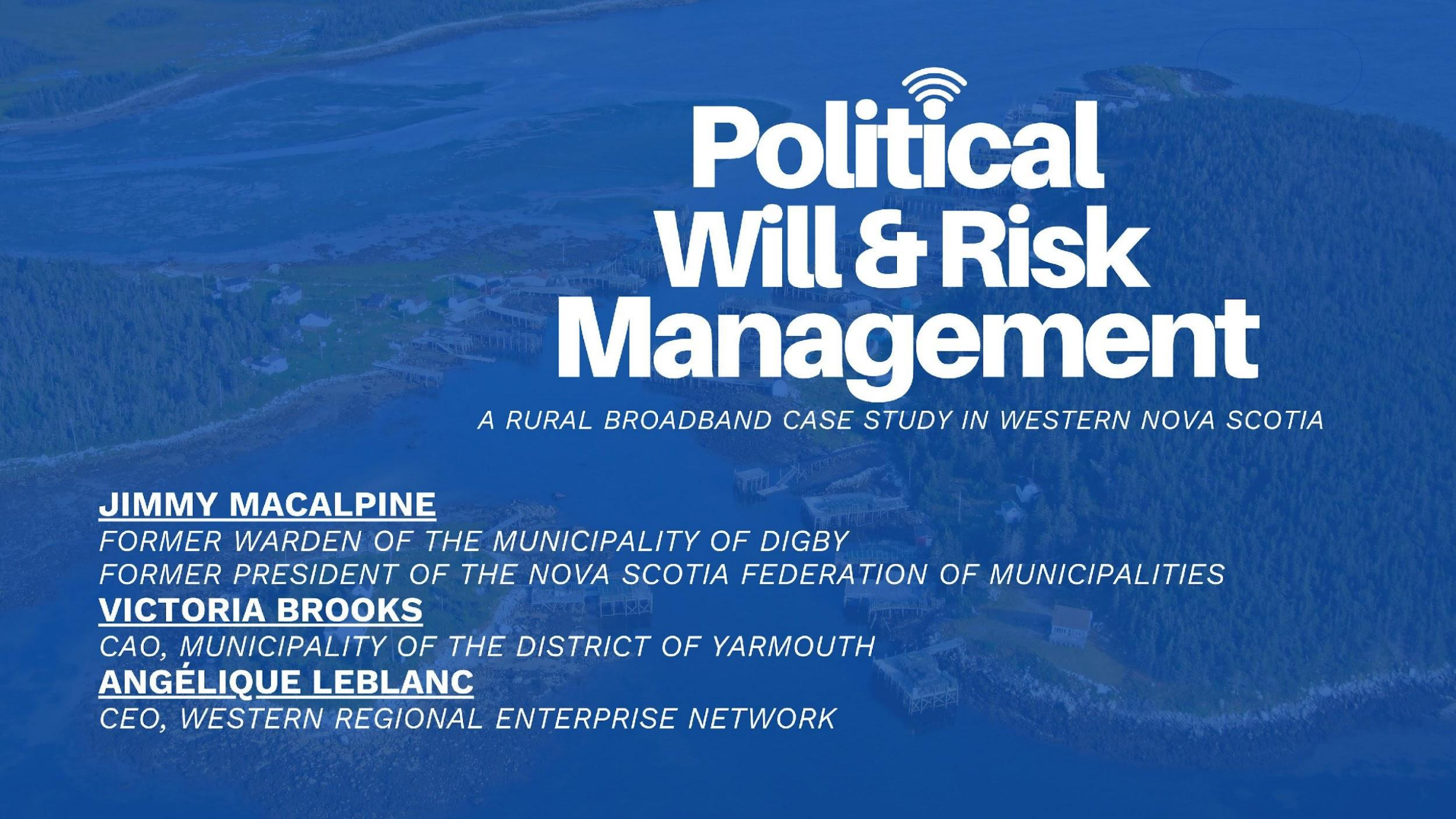




Political Will & Risk Management

A RURAL BROADBAND CASE STUDY IN WESTERN NOVA SCOTIA



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A RURAL BROADBAND CASE STUDY IN WESTERN NOVA SCOTIA

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CAO, MUNICIPALITY OF THE DISTRICT OF YARMOUTH

ANGÉLIQUE LEBLANC

CEO, WESTERN REGIONAL ENTERPRISE NETWORK

Overview

2000's

Pioneering
broadband in
the region

2013-2019

Positioning
Safety
Essential Srvcs
Ec Dev Tool
Data collection

2020-2024

Build Out
Supply Chain
Relationships
In-filling
Comms

2025 →

Close out
Final billing
Comms Plan

**Political
Will & Risk
Management**

Building Political

Will

Study being conducted by the Province of NS through Develop NS (now Build NS)

- Engagement with local business community
- Advocacy via NSFM
- Getting local Municipalities onside


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Momentum

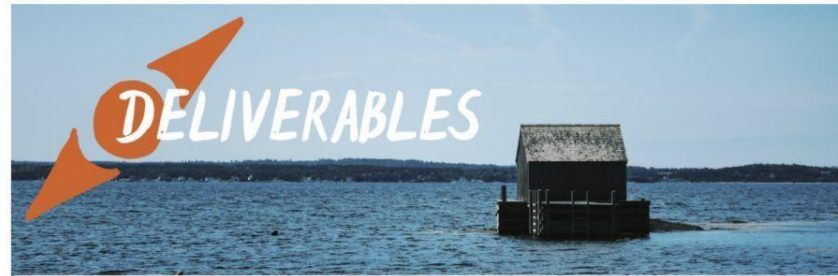
- Municipal partners identified
- Relationship established with Develop NS
- Finding a partner ISP

Costing & Funding

- Internet Trust
- Funding Formula
- MODY Example

\$193,000,000


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DELIVERABLES

Develop Nova Scotia is committed to:

- Delivering a minimum of:
50 Mbps download and 10 Mbps upload
for wired technologies;
25 Mbps download and 5 Mbps upload
for wireless technologies



99.5%

- Access anticipated to reach 99.5%

(includes municipal-led Pictou County project, previous independent Annapolis County project, and independent Bell Wireless project)

Goal is to reach as close to 100% as possible

- Ensure solutions include ongoing
investment in networks & can evolve
to meet new technologies



- Hold providers accountable to deliver
reliable high-quality service over time

Improving rural Internet service is a priority. Having a strong Internet network will help our province build places where businesses and people flourish.

Updated May 2022

internet.developns.ca info@developns.ca 1.833.422.6591

develop
NOVA SCOTIA

Costing & Funding

Internet Trust

- Exceeded its original target of 95%.
- ~102,000 homes and businesses have access to high-speed internet through the project. ~99% coverage
- ~103,000 homes and businesses were identified as underserved when the Internet for Nova Scotia Initiative project started.
- ~approximately 75% had access at that time

Costing & Funding

MODY Example

1. Pinkney's Point and Hebron Business Park ~\$91,000 MODY \$\$\$
2. Carelton/Kempt ~\$260,500 MODY \$\$\$
3. Main Shore/Carelton/Pleasant Valley etc. ~\$278,000 MODY \$\$\$

Approaching 95% of all current civic addresses with Fibre Optic Internet to the home/door committed; Completed 2024

Total approximate Municipal Investment of \$629,500 on project value ~\$9.9 million with an average 7.12% municipal subsidy per civic address!

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Go Time

- Managing Multiple Relationships
- ISP Role
- Using Data to Identify Service Gaps


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Success!

- Service Coverage
- Service Level Agreements


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Winning Conditions

- Political Will → Internet Trust
- Working Together
- Western REN Coordination


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Questions

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