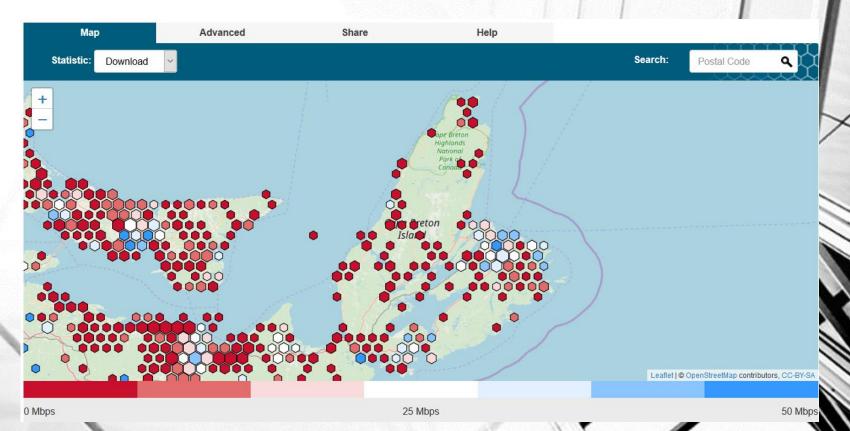


Exemplary Rural Broadband Is Possible For the Municipality of the County of Inverness



i-VALLEY Community-focused not-for-profit

- We help municipalities understand the real-world need
- Create network options for Council decisions,
- Pull together appropriate consortia to build the network
- Where desired, return revenues to the municipalities

It works:

- i-Valley won more CTI funding in Nova Scotia than all other organizations combined
- We obtained the world's first "Smart Rural Region" certification (Annapolis Valley)
- We use world-best tools and programs to help partners











Topics of Discussion Include:

- Why broadband is a community value, important for its health and prosperity.
- Where technology is going and the benefits it will provide.
- How this investment is like investments made in municipal infrastructure projects.
- What works and doesn't work, in lessons from industry experts who can de-risk a project.
- The process/ journey to bringing broadband to your community.
- The opportunity to get your questions answered.



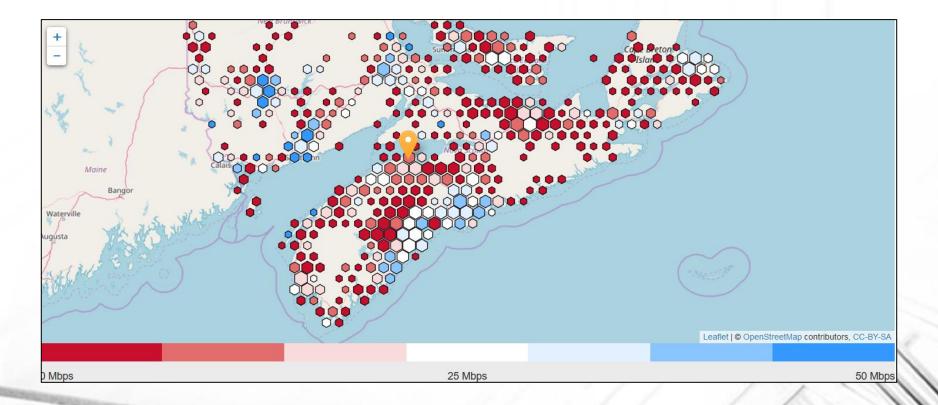
Presentations from:

- Corning
- Nokia
- Graybar Canada
- i-Valley

- Pictou County
- Canadian Rural and Remote Broadband Conference Series

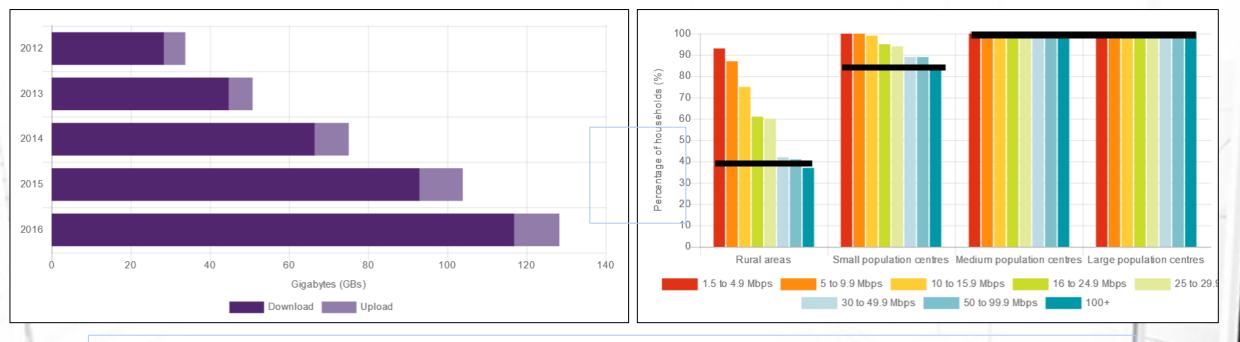
Backdrop: Nova Scotia is slipping

- One-third of the province (340,000 people) has less than 8 Mbps service
- It is getting worse: Nova Scotia was one of the few provinces to have lost ground
- Need for \$300-500 million; province has \$193-million (DNS)



Why:

- Shareholder ROI is too limited to help rural areas
- Only long-term public finance will work for funding and values



Canadian appetite for digital grows while Rural starves



The Key: Municipal Networks' ROI

Harvard Study Shows Why Big Telecom Is Terrified of Community-Run Broadband

Community-owned internet service providers are cheaper and better.

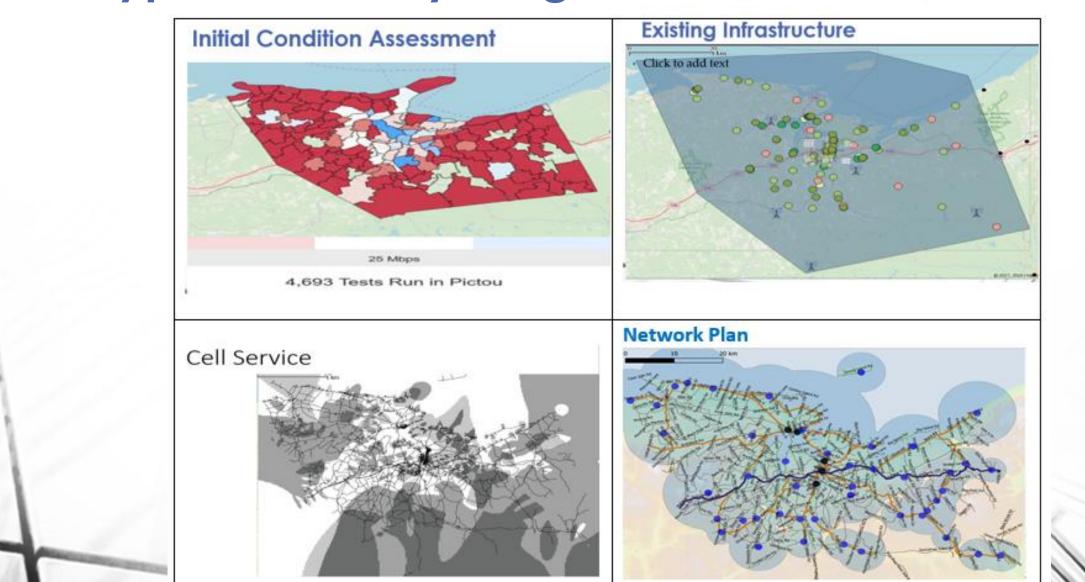
- Telcos have 3-5 year ROI; Muni's have 20-30 year ROI
- Result:
 - In 20 years the ICF has awarded *every* top prize to municipalities

Canadian Telecoms Make The Most Revenue Per Wireless GB In The World: Tefficient Report

It might also be why Canadians use so little data, compared to the rest of the world.



Typical i-Valley Program: MOPC



Typical i-Valley Design: Governing Features

- 100% coverage
- Equitable service pricing, speeds
- Speeds of 50 Mbps download, unlimited
- Transformational technology and approach
- Revenues to community



WCCD ISO Standard

- Dr. Patricia McCarney, U of T
 - Canadians are good at this
- We join the Global Cities Institute and 250 top cities
- Open data on sustainable, prosperous, resilient and Smart
- Certified by third parties
- Steers and measures performance of services and quality of life
- It allows planning, asset sharing, citizen engagement and investment

Federal Funding Sources

- 1. <u>Universal Broadband Fund</u>: IS&ED Canada
 - \$6-billion
 - Take the IPT

2. **Building Canada Fund: Smart Communities**

- 3. Other funds: CIRA Community Fund etc
 - Smart Agriculture, Health Care, Remote Education, Smart Energy...