

A satellite map of the Huron Shores and Manitoulin Island region. The map shows the coastline of Huron Shores, including locations like Sault Ste. Marie, Elliot Lake, Blind River, and Sudbury. Manitoulin Island is shown in the center, with various smaller islands and lakes labeled, such as St. Joseph Island, Drummond Island, Cockburn Island, Great Duck Island, Clapperton Island, Fitzwilliam Island, and Lonely Island. The text "Rural Broadband Internet", "Huron Shores & Manitoulin Island", and "Community Owned Fibre Infrastructure" is overlaid on the map in a large, white, sans-serif font. The Google Earth logo is visible in the bottom left corner of the map area.

Rural Broadband Internet Huron Shores & Manitoulin Island Community Owned Fibre Infrastructure

Presentation to Municipalities, 30 September 2020

Ensuring Our Future Through a
Community Owned Network

Community Solution for Regional Broadband

- Our Region has always had subpar telecommunications
- Years behind the technology available to suburban & urban Canada
- HNCEA, Blue Sky Net had issued RFPs in late 2019
- A unique opportunity was presented, and they chose not to pursue
- The concept of a community owned network should be considered
- Historically, Governments address the issue every 20 years
- We want to control our destiny through H&M COFI
- This presentation explains why and how it would meet our needs

Community Support will set the course for success

Huron Shore and Manitoulin Island

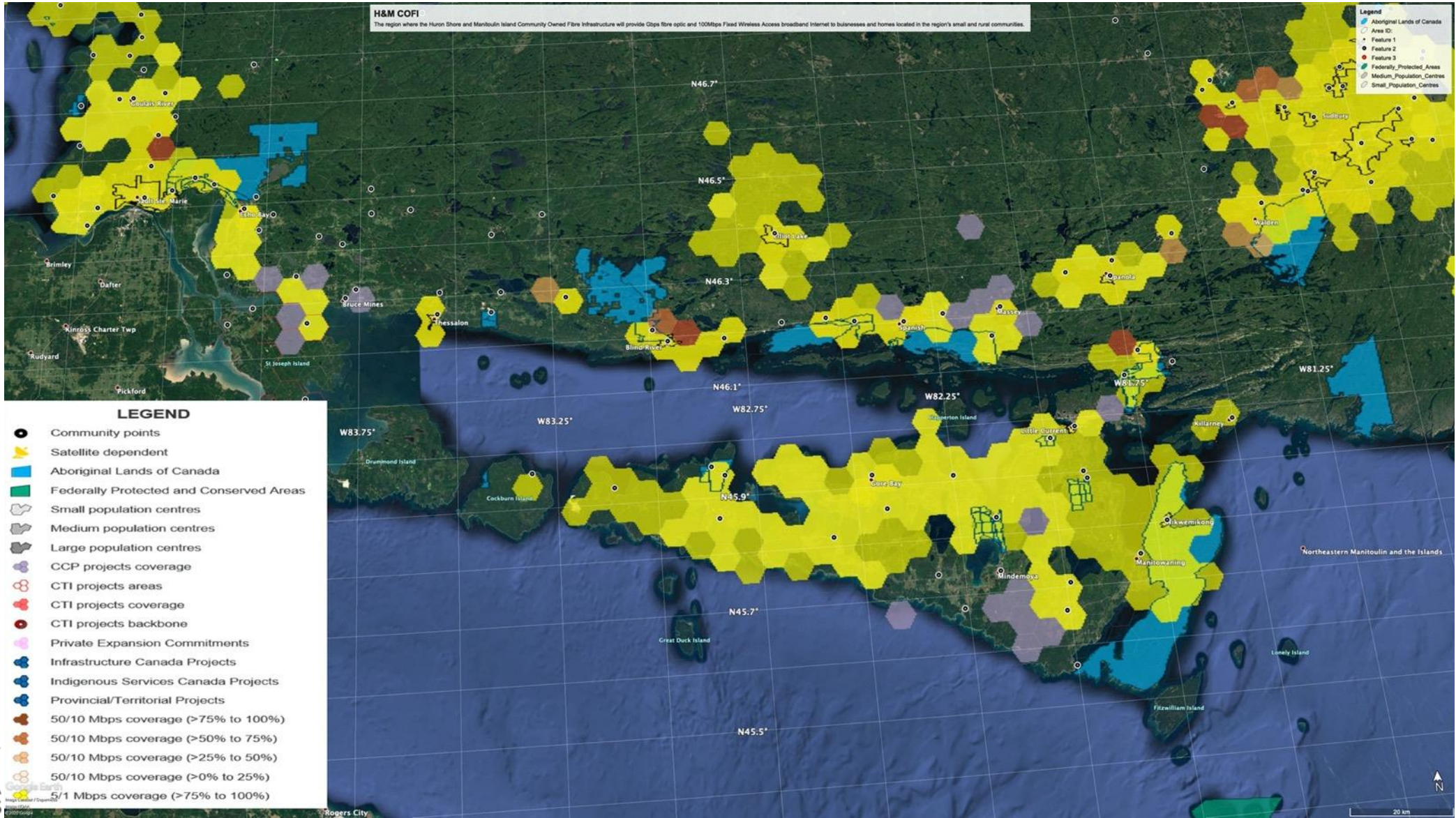
- The region between Sudbury and Sault Sainte Marie is a prime Economic Development Zone.
- Located on the Northern Coast of Lake Huron
- Many Northern focused Industries
- Having the largest freshwater island
- An under-utilized Inland Archipelago

To bring our Region into the 21 Century we require

Real Broadband Internet

Our Community Owned Fibre Infrastructure will provide Giga Bit Data Rates
Securing Future Technological Improvements

Current Rural Broadband Internet (Sep 2020)



Our Community's Internet Pain

The most populated and popular corridor in Northern Ontario is:

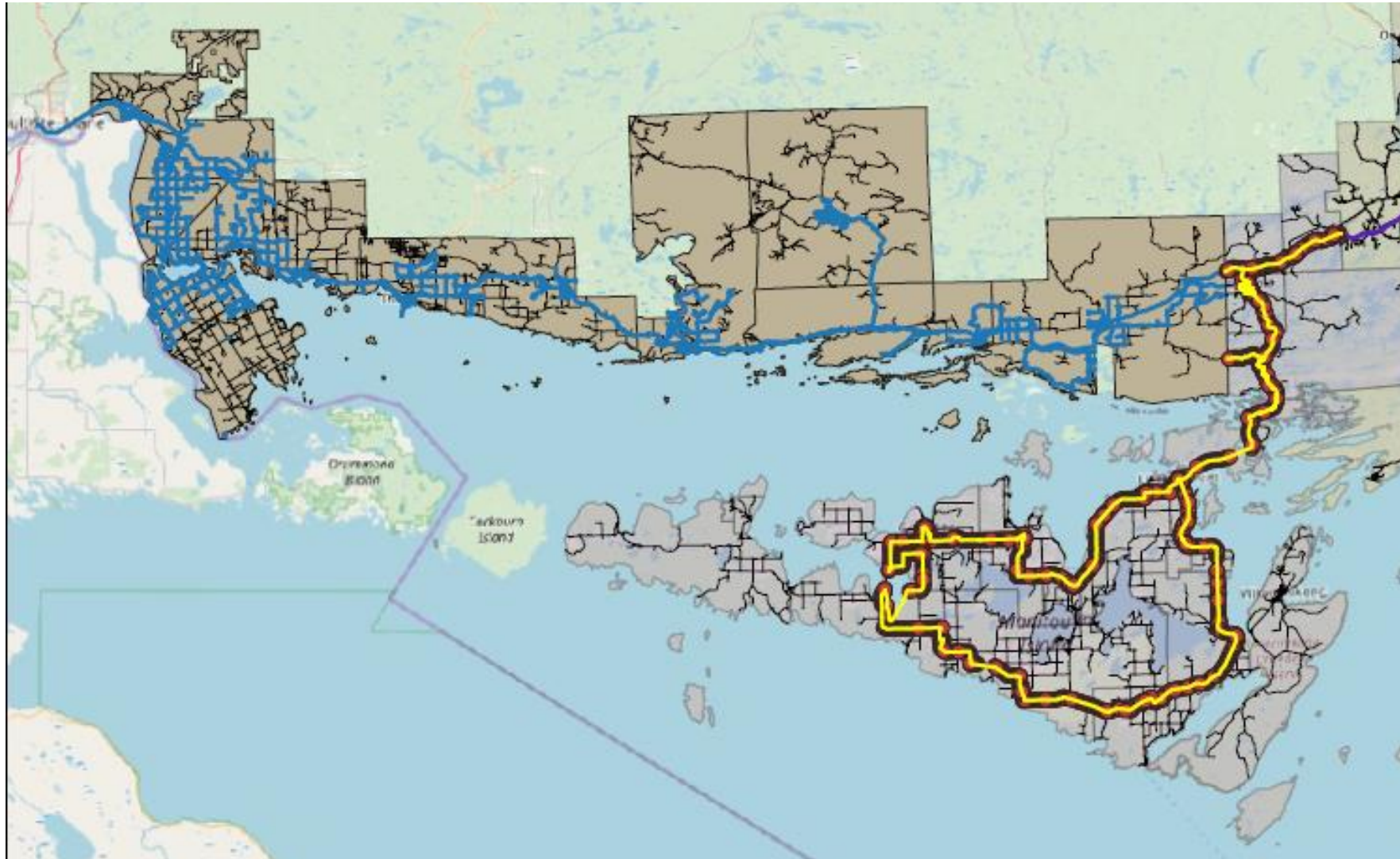
- Underserved
- Disguised data caps through data throttling
- Always 10 to 20 years behind suburban & urban Canada
- Very expensive service
- Poor service and low speeds
- Limited Internet options

This solution puts our Communities in charge of our future technology

Progress To Date

- Your Economic Development and Technical Agencies
 - HNCEA has not addressed our requirements
 - SSMIC and Blue Sky Net are not open to proven alternative solutions
- History has shown that improvements required government funding
- The improvements delivered as part of the Governments' will be in place for the next 20 years
- The proposals offered today are delivering yesterday's technology
- The Community Owned solution is one that we control
- It will meet our Internet demands into the future

Community Owned Network Coverage



The Telecommunication Dollar

- There are 17,500 and 13,500 homes in the H&M Corridor
- Based on \$100/month average price for Internet Service over 10 Years
- $31,000 \text{ homes} \times \$100 \times 12 \text{ months} \times 10 \text{ years}$
- There is a potential of \$372M in revenue
- 60% Take up rate results in \$223M



The Solution: Open Access Networks

An **open-access network (OAN)** refers to a horizontally layered network architecture in telecommunications, and the business model that separates the physical access to the network from the delivery of services.

In an **OAN**, the owner or manager of the network does not supply services for the network; these services must be supplied by separate retail service providers. There are two different open-access network models: the two- and three-layer models.

https://en.wikipedia.org/wiki/Open-access_network



The Vision

COMMUNITY BROADBAND NETWORK



Affordable & High Quality

Serve all residential and commercial needs.



Equitable

Fundamental to the future economic and social prosperity, it is for all citizens and businesses; 100% coverage.



Municipally-Governed

It will be governed by Community Internet Board. A revenue return to the Municipalities from network usage.



Future-Proof

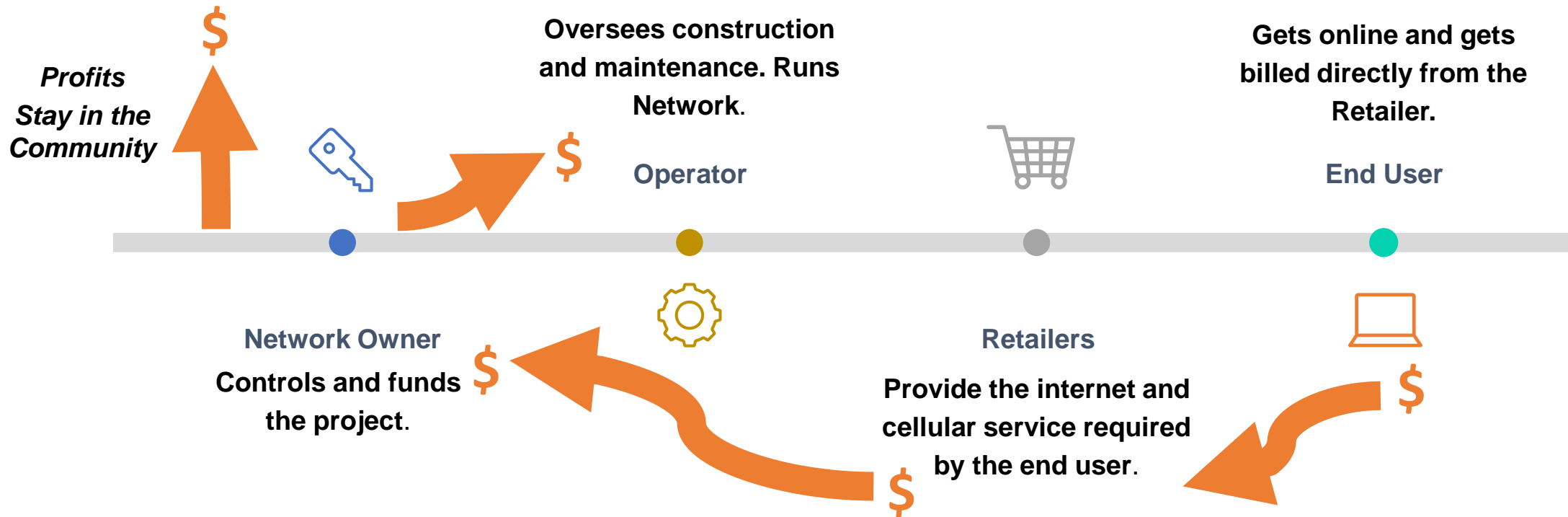
It is based on technologies that are flexible and adaptable to future changes.



Open Access

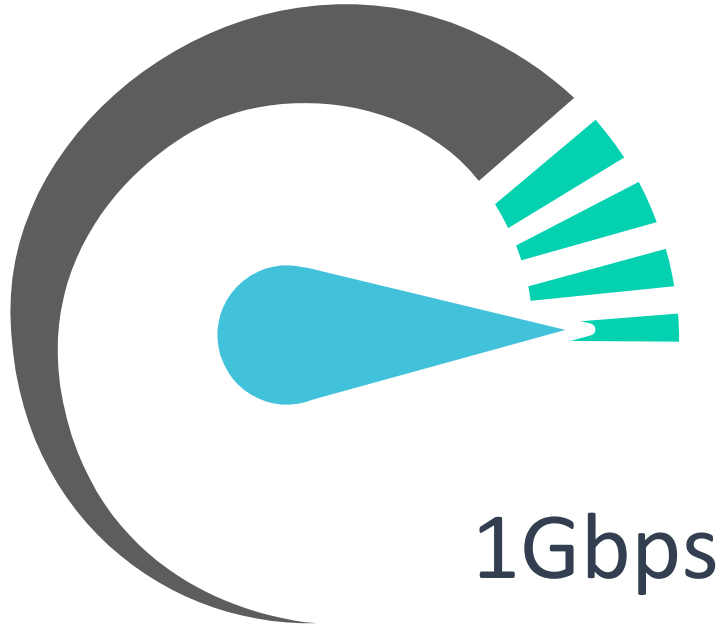
The network is based on a competitive Carrier-neutral model.

How It Works: Open Access Networks



The Difference: Community Broadband Networks

1Gbps for home &
10Gbps business!



Our Solution

VS

CRTC Minimum



Revenue-Sharing Model

- Economic Development Projects
- Stimulate Job Creation
- Improve Social and Education Capabilities
- Keep investments in your community
- Compete globally in the digital economy without leaving your community.



Closing the Digital Divide. It starts with broadband.



Digital Town Hall

- Council meetings
- Live stream
- Hub for business



Smart Water/Waste

- Central dashboard
- Supply monitoring



Smart Traffic /Security

- Community CCTV
- Emergency Control



Smart Education

- Global best instruction
- No “weather days”



Smart Agriculture

- Remote crop/soil monitoring
- Competitive farm analysis



Smart Healthcare

- Patient-specialist hub
- Treatments unified



Smart Energy Network

- Monitor, analyze
- Save money

Community Owned Network Enables an Interconnected Region and Community

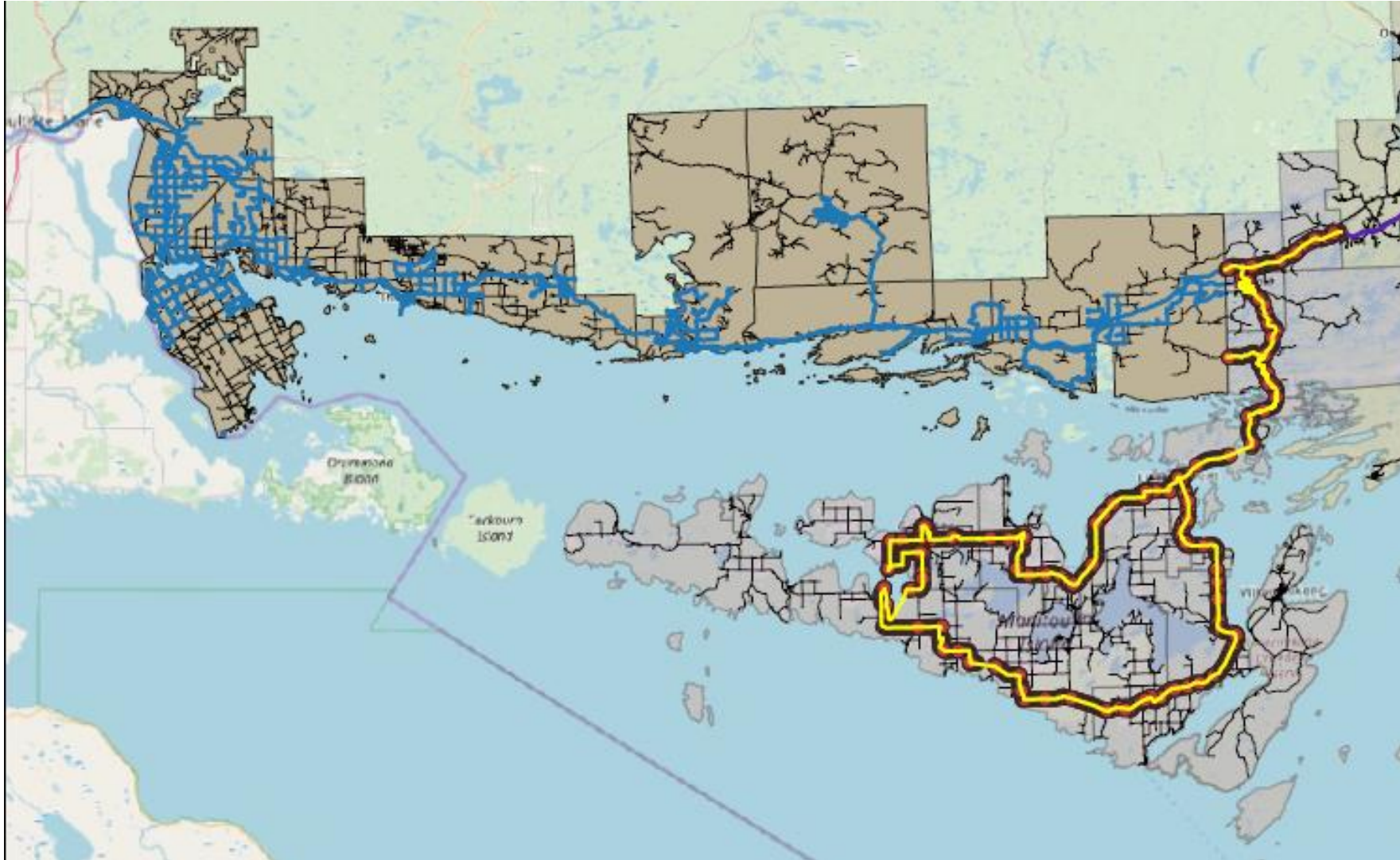
Community Owned Network Delivers

- A Community Owned Fibre Infrastructure (COFI)
 - Hundreds of networks are operating across North America
- 100% Coverage is possible as the community determines the coverage
- Home & Businesses in hamlets would receive Fibre to the Home (FTTH)
 - Data rates 1Gbps and higher
- More remote locations would receive Fixed Wireless Access (FWA)
 - FWA technology, WiFi, LTE & 5G, offers data rates of 100s Mbps
- Internet is now a required infrastructure, like sewer and water
- It becomes a controlled revenue stream for the municipalities:
 - Reinvest revenue for new technology, or
 - Reduce fees to encourage economic development

H&M COFI's Proposal

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H&M COFI



A Community Owned Network in our Region would be a show piece for Rural Broadband solutions.

H&M COFI Support to Date

- The H&M COFI Committee started in March 2020, building on HNCEA's and Blue Sky Net's efforts since Fall 2019
- 86% of the homes represented in the region support the project
- Partnered with Whitefish River First Nation to deliver Internet for all peoples in the region
- Two Economic Developmental Offices support the project
- Health Networks are supporting the project
- Two ISPs are supporting the project
- Federal MP and Provincial MPP support the project

Next Steps

- Request your community's support.
 - Provide a letter of Support, and
 - Administrative point of contact.

Community Owned Networks is the Solution
for
Rural Broadband in Canada

Your Community's Support will Help us Build H&M COFI.

Thank You

Questions and Discussion

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