



albertasouthwest.com

Alberta SouthWest

Broadband for Economic and
Community
Development

Bob Dyrda
Project Lead

bob@albertasouthwest.com





Assessing Feasibility

2. Identify
Existing
Assets
Utilities etc.

**4. Define
Business
Models &
Partners**

6. Develop
Financial &
Funding
Plan

1. Document
Community
Needs
Businesses
Infrastructure
initial
engagement

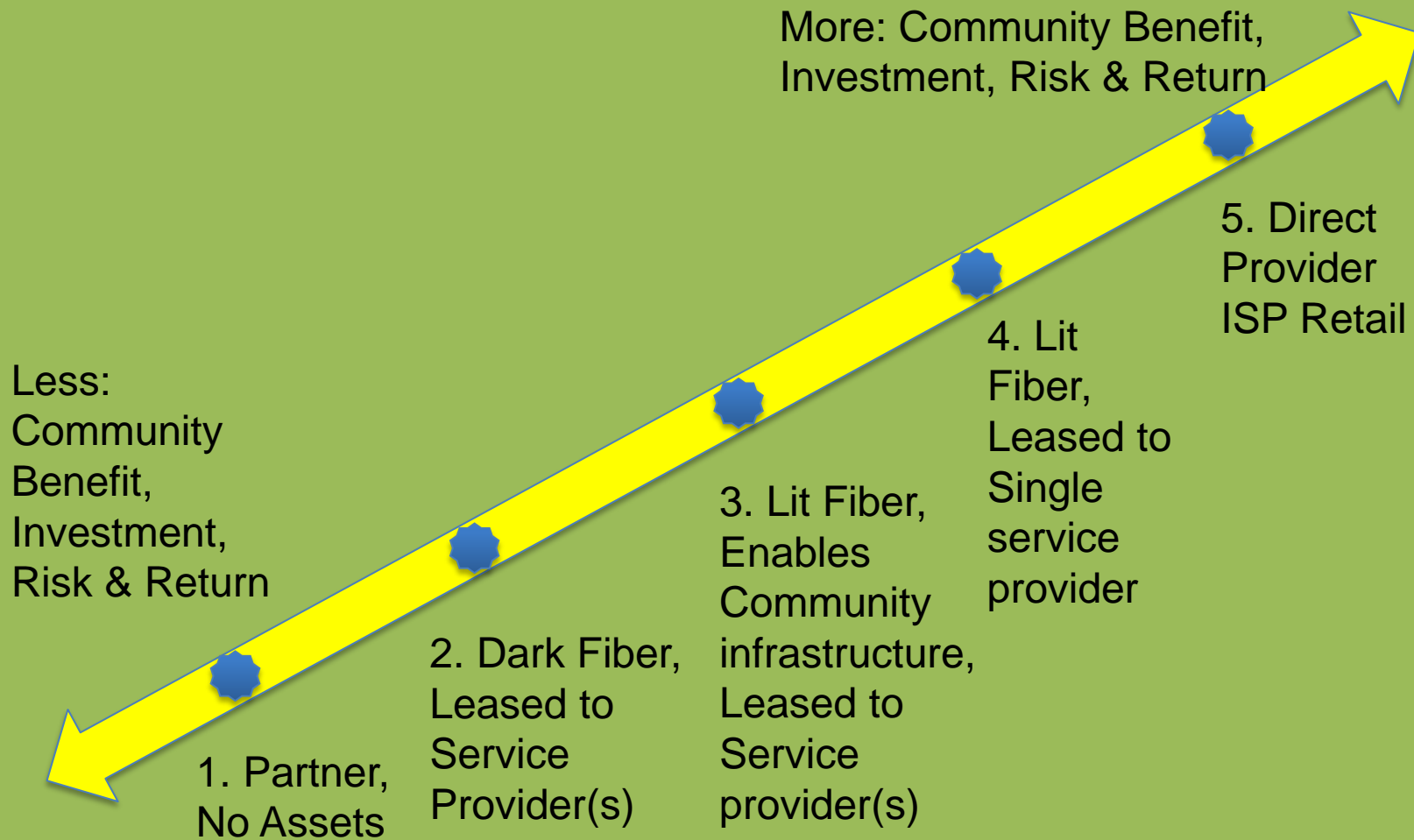
3. Identify
Public
Policy
Tools
All levels

5. Develop
Technical
Design

7. Develop
Action
Plan &
Timeline



Existing Fiber Business Models





Model 1

Model 1: Partner, No Assets

Community is a partner, owns no assets

- Less investment
- Less risk
- Less return
- Low political risk
- Less community benefit





Model 1

Model 1: Partner No Assets cont.

Communities who have taken this approach:

- Nanton, Vulcan, and Nobleford- Axia*
- Taber, Edmonton, Vancouver, Creston, Cranbrook, Kimberley, and Fernie- Telus**

* Open network, retail pricing

** Proprietary network for the near term



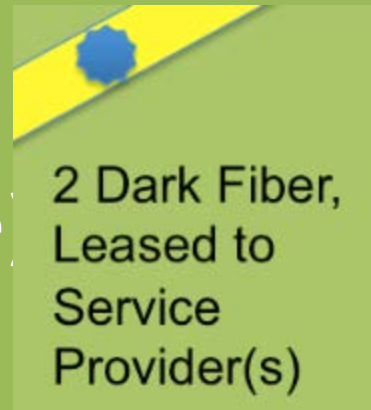


Model 2

Model 2: Dark Fiber Leased to Service Providers

Community owns asset, leases the 'highway'

- Own the asset (fiber in the ground)
- Can start small
- Lease to service providers (revenue)
- Some political risk
- Requires moderate investment






Model 2

Model 2: Dark Fiber Leased to Service Providers

Communities who have taken this approach:

- Cardston County & CCI are exploring this
- US- many more examples
- Southbend, IN & Chelan County, WA
 - Carrier grade network 50 miles
 - Vendor neutral
 - 10 year prepaid leases (7) (non-retail)
 - cash flow positive since inception



2 Dark Fiber,
Leased to
Service
Provider(s)




Model 3

Model 3: Lit Fiber, Enables Community Infrastructure, Leased to Service Providers

Characteristics:

- Owns the fiber asset
- Leases excess capacity to service provider(s)
- Leverage civil works
- Moderate political risk
- Broad community benefit



3. Lit Fiber,
Enables
Community
infrastructure,
Leased to
Service
provider(s)



Model 3

Model 3: Lit Fiber, Enables Community Infrastructure, Leased to Service Providers

Communities who have taken this approach:

- Q-Net- Coquitlam, B.C.
 - Multiple service providers lease their fiber

3. Lit Fiber,
Enables
Community
infrastructure,
Leased to
Service
provider(s)



Model 4

Model 4: Lit Fiber Single Service Provider

Characteristics:

- Owns the fiber asset
- Pay service provider to offer services
- Leverage civil works
- Moderate political risk
- Broad community benefit

4. Lit
Fiber,
Leased to
Single
service
provider



Model 4

Model 4: Lit Fiber Leased to Single Service Provider

Communities who have taken this approach:

- Waterton Community Broadband Network
- RS Fiber Co-Op, MN

10 towns, 17 townships + HBC + Calix

<https://www.youtube.com/watch?v=HKRjy-Us-sM&feature=youtu.be>

4. Lit
Fiber,
Leased to
Single
service
provider



Model 5

Model 5: Direct Provider

Community or community organization owns and operates the network

- Greater community benefit
- High investment
- More risk
- Greater return- community engagement/development
- More political risk

5. Direct
Provider
ISP Retail



Model 5

Model 5: Direct Provider

Community or community organization owns and operates the network

Communities who have taken this approach:

- O-Net- Olds, AB
- Sandy, OR





Self-Assessment

Community Inventory (Steps 1 & 2 of Feasibility Process)

Leadership?

Existing Utility?

Major Civil works?

Businesses threaten to leave?

P2 or P3 partnerships with existing ISP or WISP?

Cooperative potential?

What model works best for your community?

Key question for panel participants in Austin- what keeps you awake at night? (in reference to broadband build outs.)