



ConnectALL

A Division of Empire State Development

Municipal Infrastructure Program

PILOT PROJECTS PANEL DISCUSSION

March 6, 2024

WELCOME

Municipal Infrastructure Program

Pilot Projects Panel Discussion

Foster **knowledge-sharing** and provide **insights** for the potential applicants on the **inception-to-deployment journey** and **lessons learned** from the pilot projects

- This session is being recorded. The recording will be distributed after the session
- Please use the **Q&A section** for any questions. You may upvote the questions posted in the Q&A section
- Important links and references will be posted in the Chat window
- Questions related to the **open Request For Applications (RFA)** will **not be answered in this forum**; all such questions must be asked via email at mip@esd.ny.gov



INTRODUCING CONNECTALL



Governor Hochul delivering the 2022 State of the State address.

Governor Hochul's **\$1B+ initiative** to bring affordable, reliable, high-speed broadband service to all New Yorkers, build a robust broadband marketplace, and close the digital divide.

ConnectALL Signature Programs

Municipal
Infrastructure
Program

Affordable Housing
Connectivity

Statewide Digital
Equity Plan
& Grant Program

ConnectALL
Deployment

Connectivity
Innovation

MUNICIPAL INFRASTRUCTURE PROGRAM

Objectives:

- Make broadband in New York more like a basic utility by investing in **publicly owned and/or controlled networks**
- Connect **tens of thousands of locations** with future-proof **open-access last-mile broadband infrastructure** that can be used by multiple internet service providers (ISPs)
- **Prioritize** projects that address **unserved and underserved locations** and ConnectALL's mandate to develop a robust, **equitable broadband marketplace**

\$228 million

(Source: American Rescue Plan's
Capital Projects Fund)

OPENING REMARKS

Otho E. Kerr

Director,
Strategic Partnerships and
Community Impact Investing

**Federal Reserve Bank
of New York**

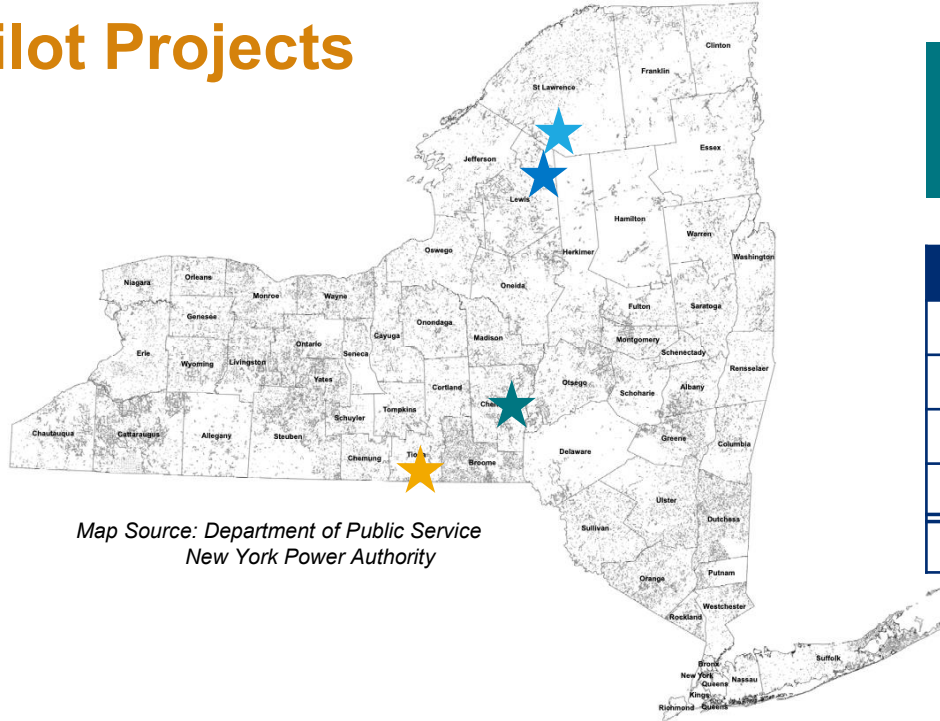
William Farber

Director,
Intergovernmental & External Affairs

**Adirondack Association of
Towns & Villages**

MUNICIPAL INFRASTRUCTURE PROGRAM

Pilot Projects

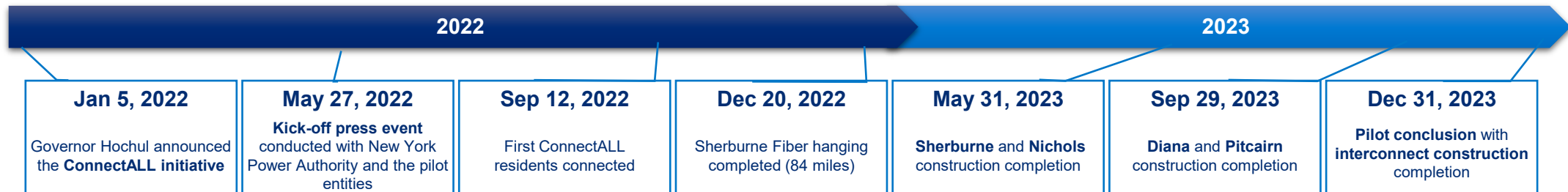


Map Source: Department of Public Service
New York Power Authority

ConnectALL partnered with public infrastructure owners to construct open-access last-mile broadband network for private internet service providers to provide access to 3000+ premises in four communities

County (Town)	# Passings	Fiber Miles	Entity
Chenango (Sherburne)	1800	84	Sherburne Electric
Lewis (Diana)	326	16	Development Authority of the North Country (DANC)
St. Lawrence (Pitcairn)	215	24	
Tioga (Nichols)	847	49	Southern Tier Network (STN)
TOTAL	3,188	173	

High-Level Timeline



PANELISTS INTRODUCTIONS

William Acee	Jeffrey Gasper	David Wolf
Mayor, Village of Sherburne	Chief Executive Officer, Southern Tier Network (STN)	Director of Telecommunications, Development Authority of the North Country (DANC)
Sherburne	Nichols	Diana and Pitcairn
Travis DuBois, Superintendent, Sherburne Electric Department	Ben Rydzewski, Operations Manager	Robert Durantini, Director, OSP Engineering & Construction

SHERBURNE PROJECT



WHY DO IT DECISIONS PARTNERS REACTION

SHERBURNE'S PROBLEMS

1. The grid of the 21st century will require robust fiber infrastructure necessary for emerging grid technologies.
2. Lack of ISP choice / competition delivered poor connectivity at high prices.

SHERBURNE'S SOLUTION

Municipally owned fiber optic infrastructure, open for choice, competition and entrepreneurship.

Current Speeds Offered

100 mb x 100 mb = **\$41**

1 Gig x 1 Gig = **\$61**

Savings

\$1 Million per year savings for local residents.

1. Fiber Network

Fast - Gig Connectivity
Reliable & Stable
Future Proof

2. Open Access

Increased ISP Competition
Leading to lower prices and better service.

3. Network Automation

Customers can switch service providers automatically.

4. Ease of Management

Network Automation
Advanced Troubleshooting
Automated Billing



“This project was a ray of light for us. Today we had our first day with both working remotely from home which was flawless.”

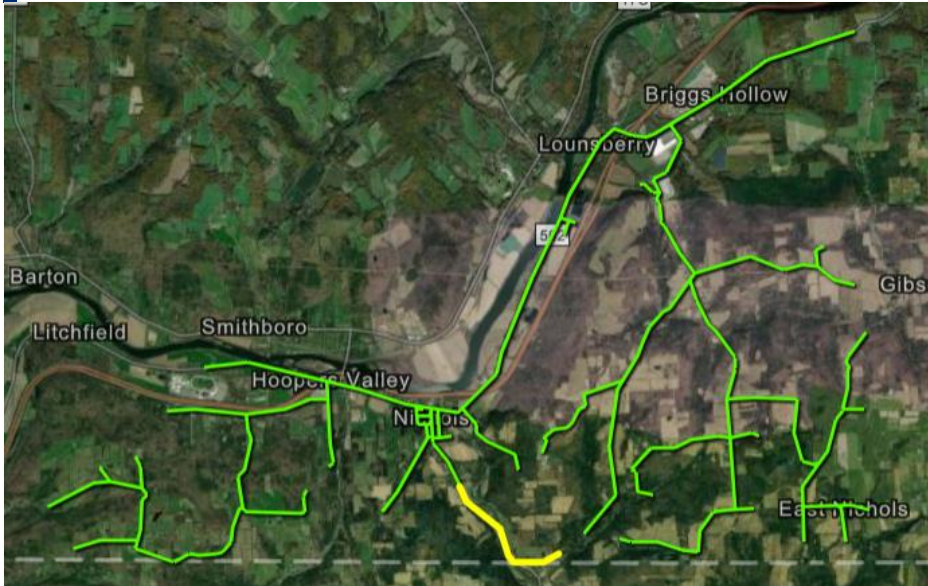
“2 Internet Service Providers and 2 price reductions in one year.”

“We believe that this is the future in internet connection and that Sherburne NY will reap the benefits for years to come.”

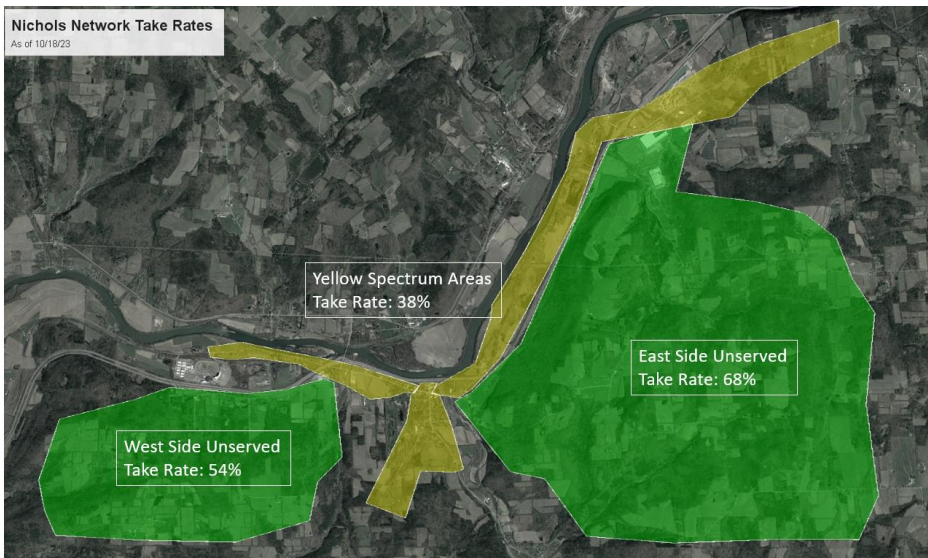
“The future is that much brighter thanks to you all!”

“Sherburne Fiber has brought us to the 21st Century! My wife and I are so grateful to have affordable access to high-speed internet.”

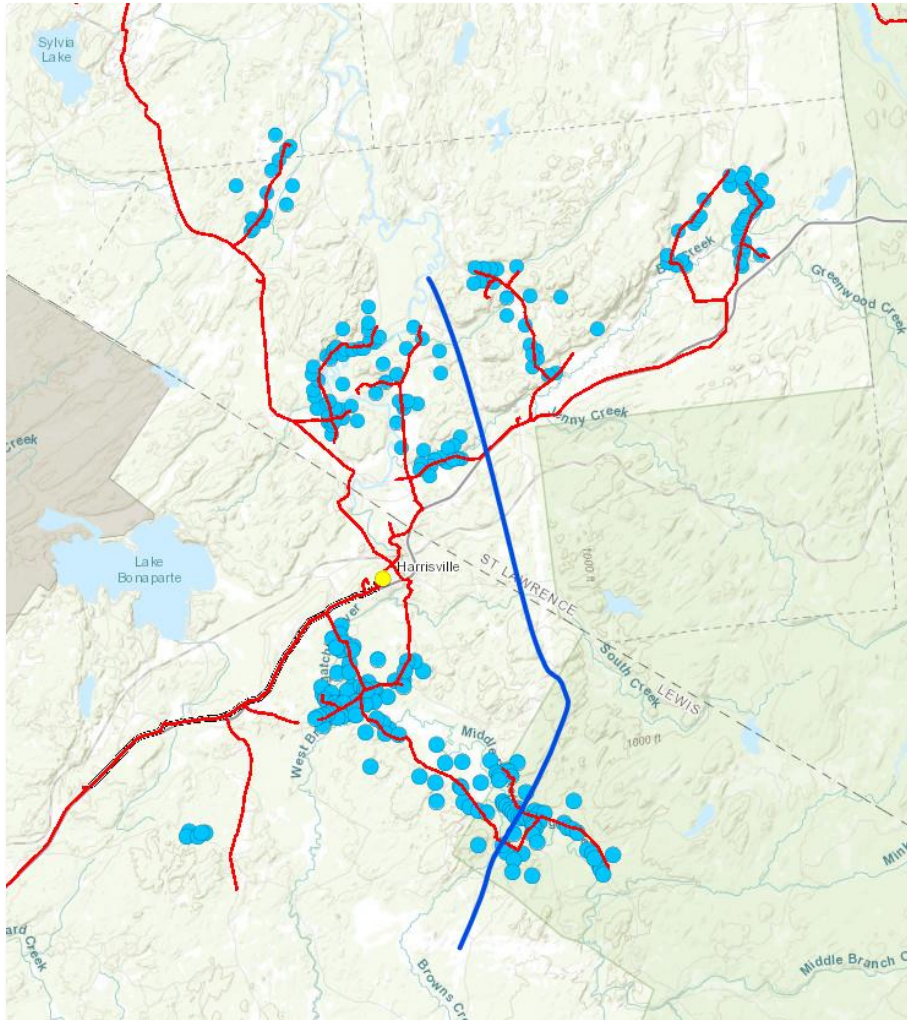
STN (NICHOLS) PROJECT



- **Funding:** \$2.5 Million project supported by Tioga County ARPA funding and ConnectALL-NYPA funding
- **Partnerships:** Tioga County, Town/Village of Nichols, Nichols Fire Department, NYPA, FiberSpark, Nokia
- **Project Scope:** Fiber buildout of 37-miles to reach approximately 800 homes and businesses. STN built, owns, and operates the network. XGS PON Distributed FTTx architecture, open-access design that can support multiple ISPs
- **Community Engagement & Marketing:** held multiple Town Hall meetings throughout the project, utilized banners, door to door, yard signs. Website (NicholsFiber.com) launched early to promote the project, provide periodic buildout updates, and interest forms.
- **Challenges:** Application & Make Ready timing, 300 pole replacements required, JDA & ISP Agreements, construction crew and installer availability when project was in simultaneous build and install phases
- **What we learned:** ‘Build then sell’ was key to early adoption. Continuous buildout updates to community and education of “cutting the cord” was important. The impacts of the project to the residents were multi faceted.
- **Post Pilot:** Building ‘spurs’ off pilot funded areas to reach residents that are still unserved. Expand to nearby towns/villages leveraging Nichols network POP. Add 2+ Gbps symmetrical services. Bring on additional ISPs.



DANC (DIANA AND PITCAIRN) PROJECT



GOALS

- Provide service to very rural areas across 2 counties
- Deliver inexpensive broadband service
- Demonstrate interconnect to NYPA OPGW
- Demonstrate the middle mile/last mile partnership model

STRATEGIC PARTNERS

- ConnectALL – Funding, Project Management, Make-ready assistance
- NYPA – OPGW, Project Oversight, Grant Administration
- SLIC Network Solutions – Service Provider, build drops, install CPE, and service customers

LESSONS LEARNED

- Design and OSS Integration with partners
- Local Municipal Participation for success
- Internal engineering is a big asset

SUCCESS

- First customer had three schoolchildren paying \$400/month for DSL which was barely usable and ineffective
- Now paying \$100/month for 1 Gbps symmetrical and kids are gaming away
- Revenue share with ISP so low start up cost for SLIC





Q&A

REGISTER FOR UPCOMING WEBINARS

The NYS Broadband Challenge Process

Virtual Forum for Internet Service Providers:

March 21, 11am-12pm ET

Virtual Forum for Government Entities and Non-Profit Organizations:

March 21, 3-4pm ET

<https://broadband.ny.gov/connectall-events>

CONTACT INFORMATION

William Acee	David Wolf	Jeffrey Gasper
Mayor, Village of Sherburne	Director of Telecommunications, Development Authority of the North Country (DANC)	Chief Executive Officer, Southern Tier Network (STN)
Contact Travis DuBois travis.dubois@sherburne.org	dwolf@danc.org	jgasper@southerntiernetwork.org

For questions about the Municipal Infrastructure Program RFA:
MIP@ESD.NY.GOV



ConnectALL

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Thank You

FOR MORE INFORMATION ABOUT THE
MUNICIPAL INFRASTRUCTURE PROGRAM:

[HTTPS://BROADBAND.NY.GOV/MUNICIPAL-INFRASTRUCTURE-PROGRAM](https://broadband.ny.gov/municipal-infrastructure-program)