

AGENDA

1. Brief DANC Overview
2. Current Network
3. Customers/locations
4. Recent Initiatives
5. Grant Thoughts

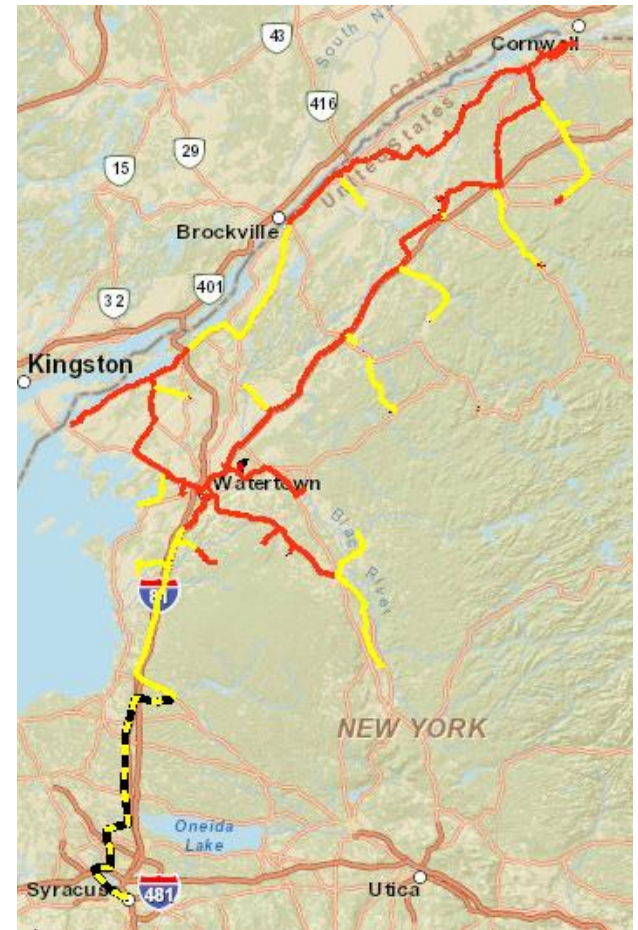
26th Annual Local Government Conference

March 26, 2015



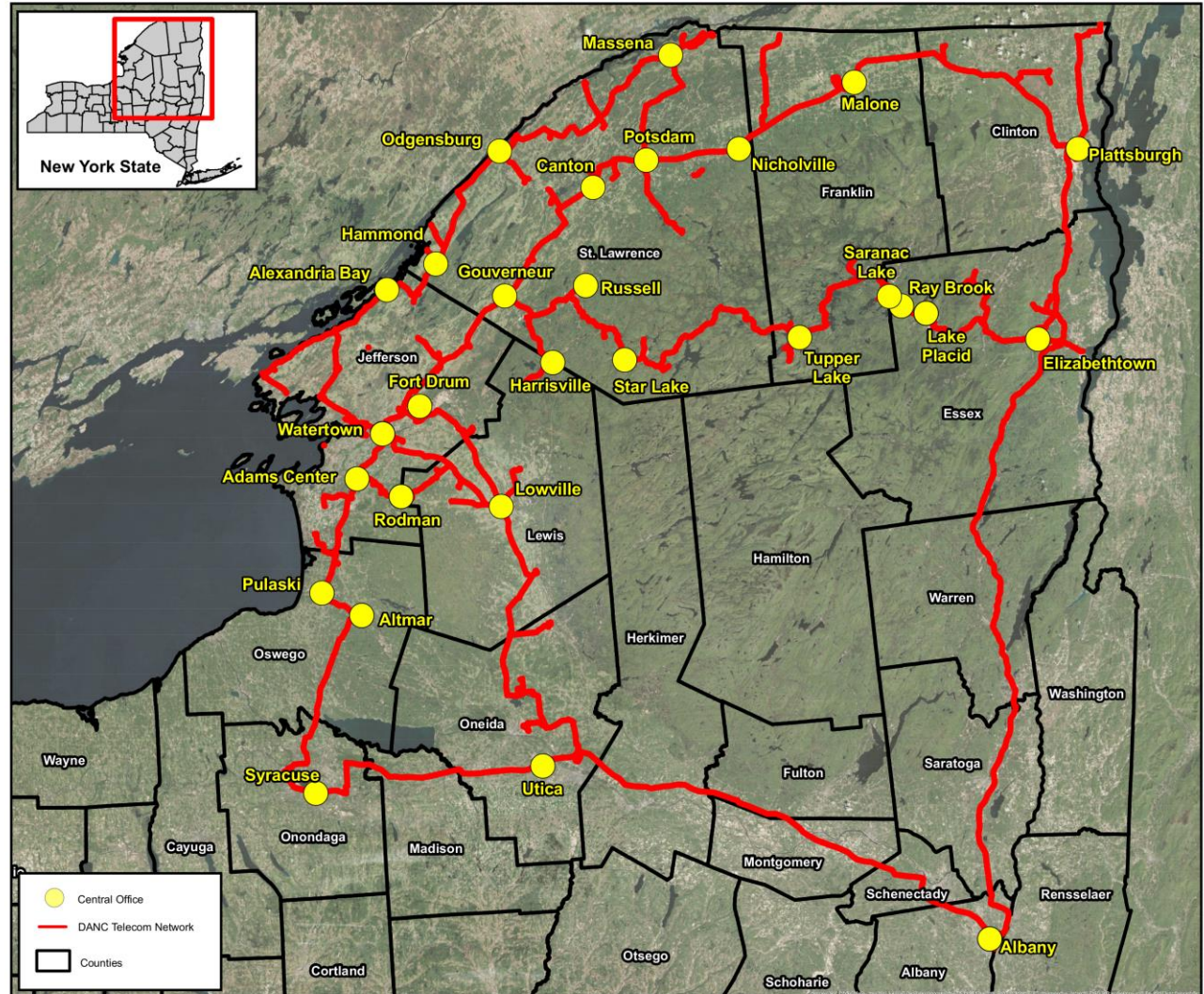
TELECOMMUNICATIONS

- ❑ Completed in 2003, carrier class Open Access Telecommunications Network connecting our region to collocation facilities in Syracuse.
- ❑ Goal was to bring competition to the area, choices in service and prices.
- ❑ Originally 550 miles of fiber optic cable and 10 Central Offices installed
- ❑ Authority is a wholesale service provider, not a retail service provider
- ❑ Focus on middle-mile transport with some private network builds.
- ❑ Economic Development initiatives

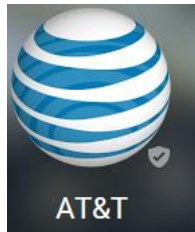


CURRENT NETWORK

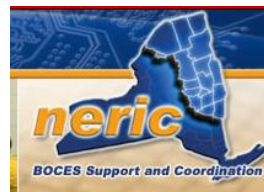
- 1250 Miles of Fiber
- 21 Central Office locations
- World class carrier network
- Largest Public network in NY
- Leased wavelengths to Albany



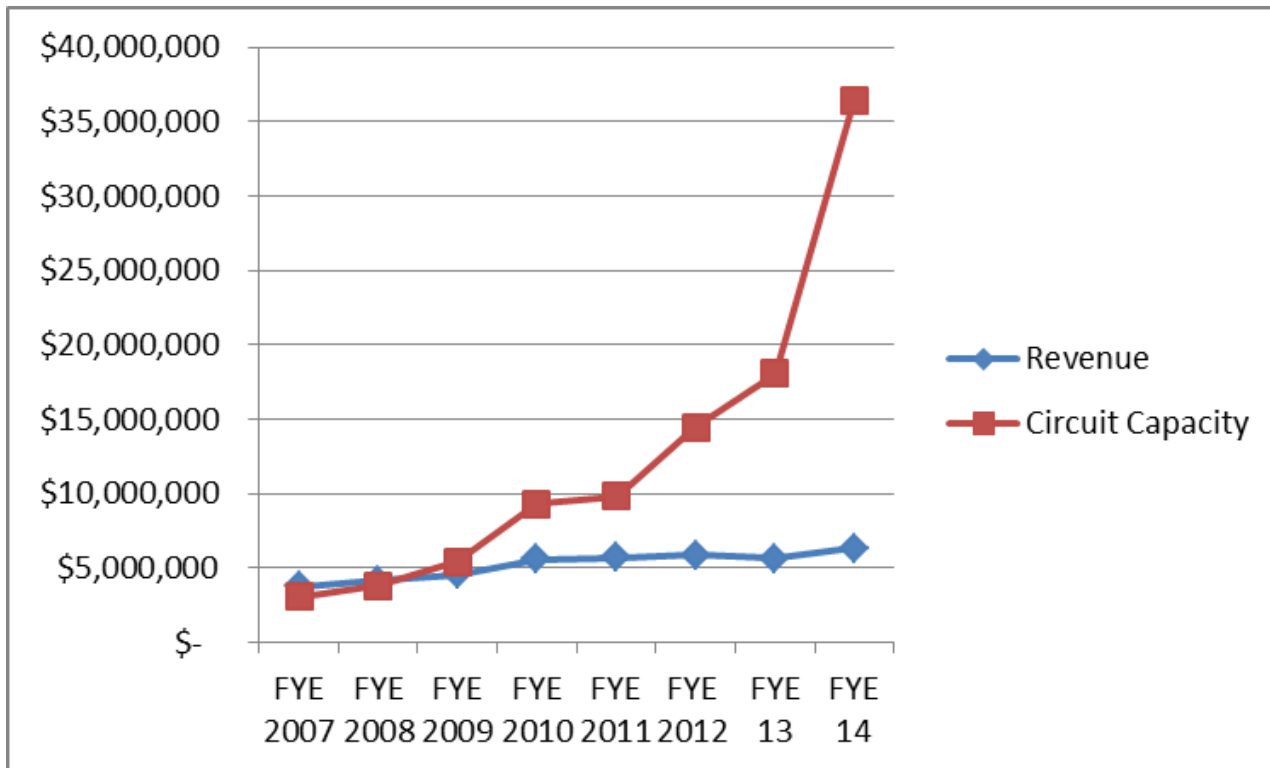
Network Customers



Over 85 healthcare locations across Northern. NY



CUSTOMERS – Aggregate Usage versus Revenue



MAJOR CUSTOMERS

SCHOOLS



- 70 Schools
- 1 Gbps each
- Distance Learning

Healthcare



- 2 Major Telemedicine Networks
- Over 100 Healthcare Facilities
-

Wireless Towers



- 4 G Capability
- Over 50 Cell Towers
-

Municipal and Business

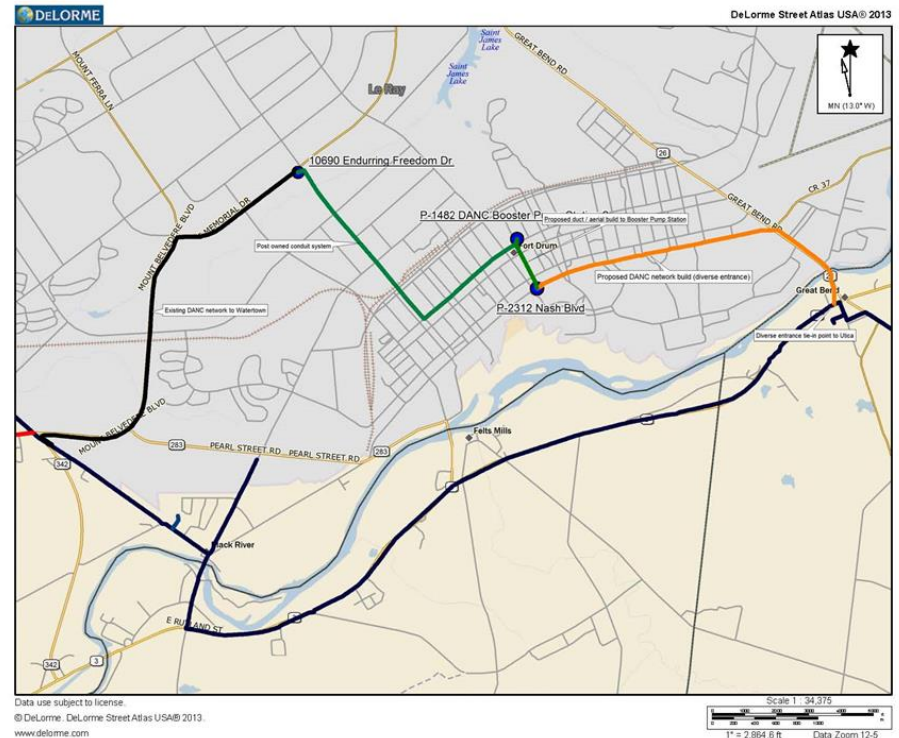


- NY State OFT – 18 sites
- 278 Business
-

Serving Fort Drum



- 2 Diverse paths from Fort Drum to rest of the world
- Delivering multiple services including wavelengths and traditional capacity
- 10 Gbit/s being delivered in total
- Carrying sensitive traffic

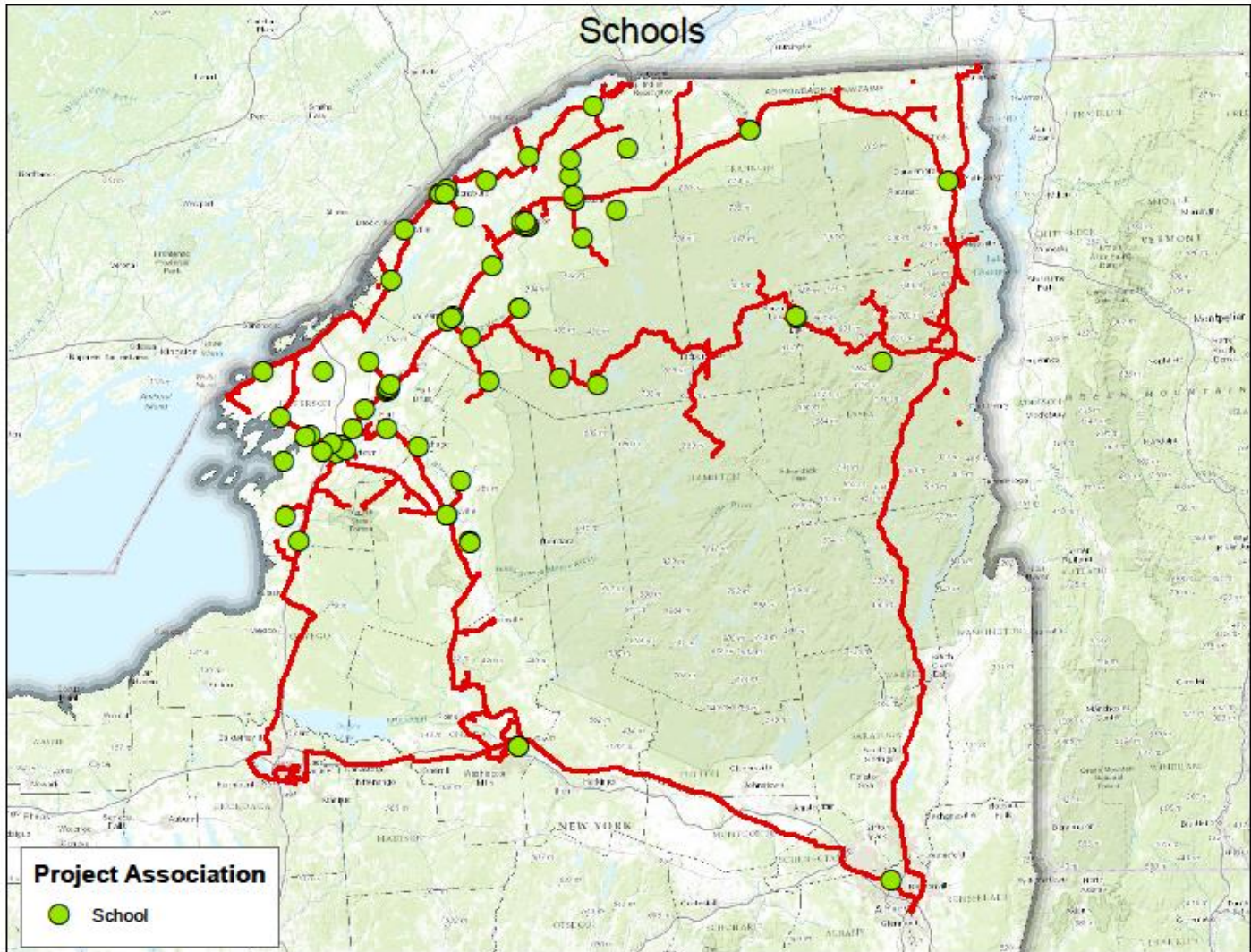


PUBLIC EMERGENCY NETWORK

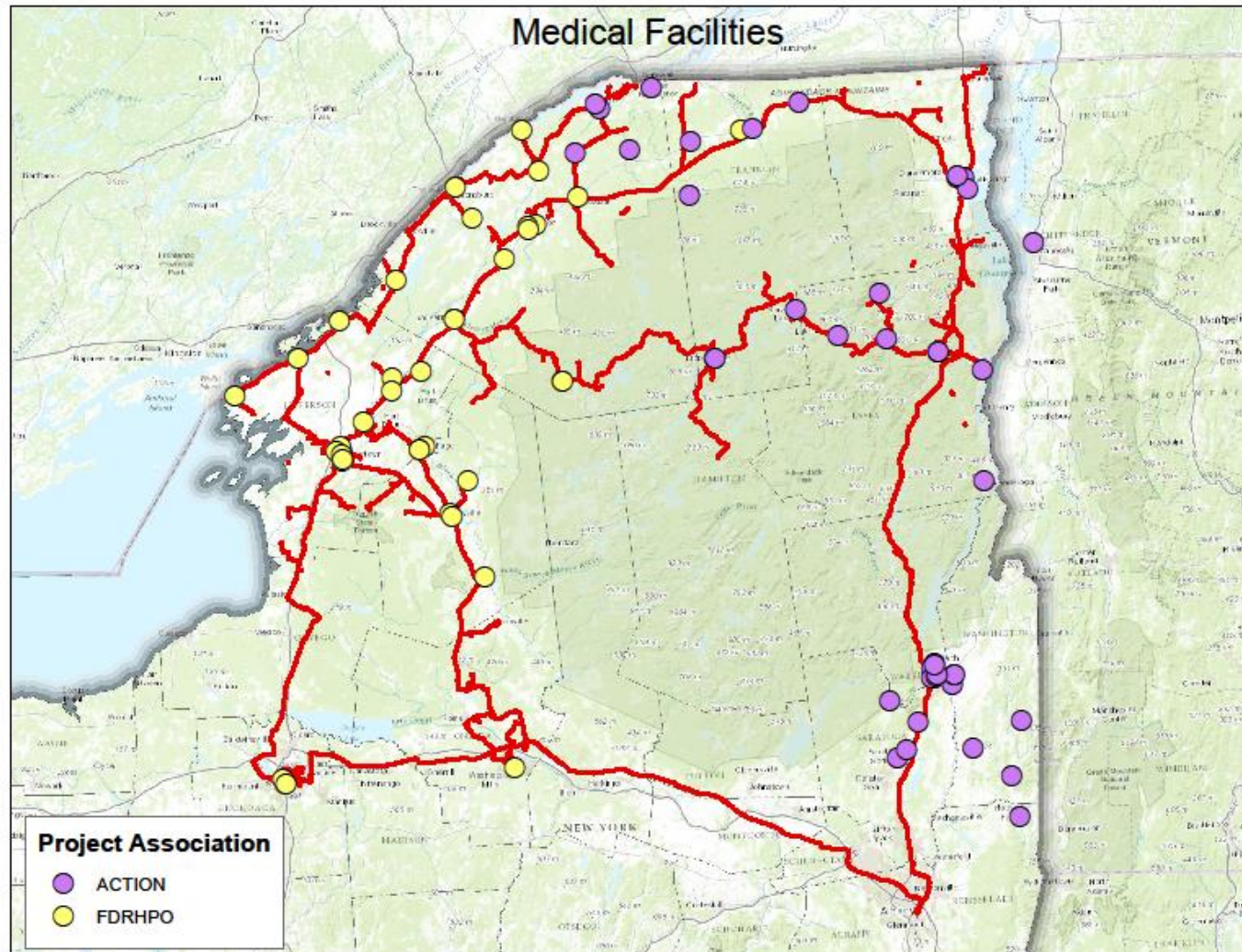
- New initiative
- Linking 911 Centers in 11 Counties
- 20 total locations at this time
- Allows for application sharing and shared services



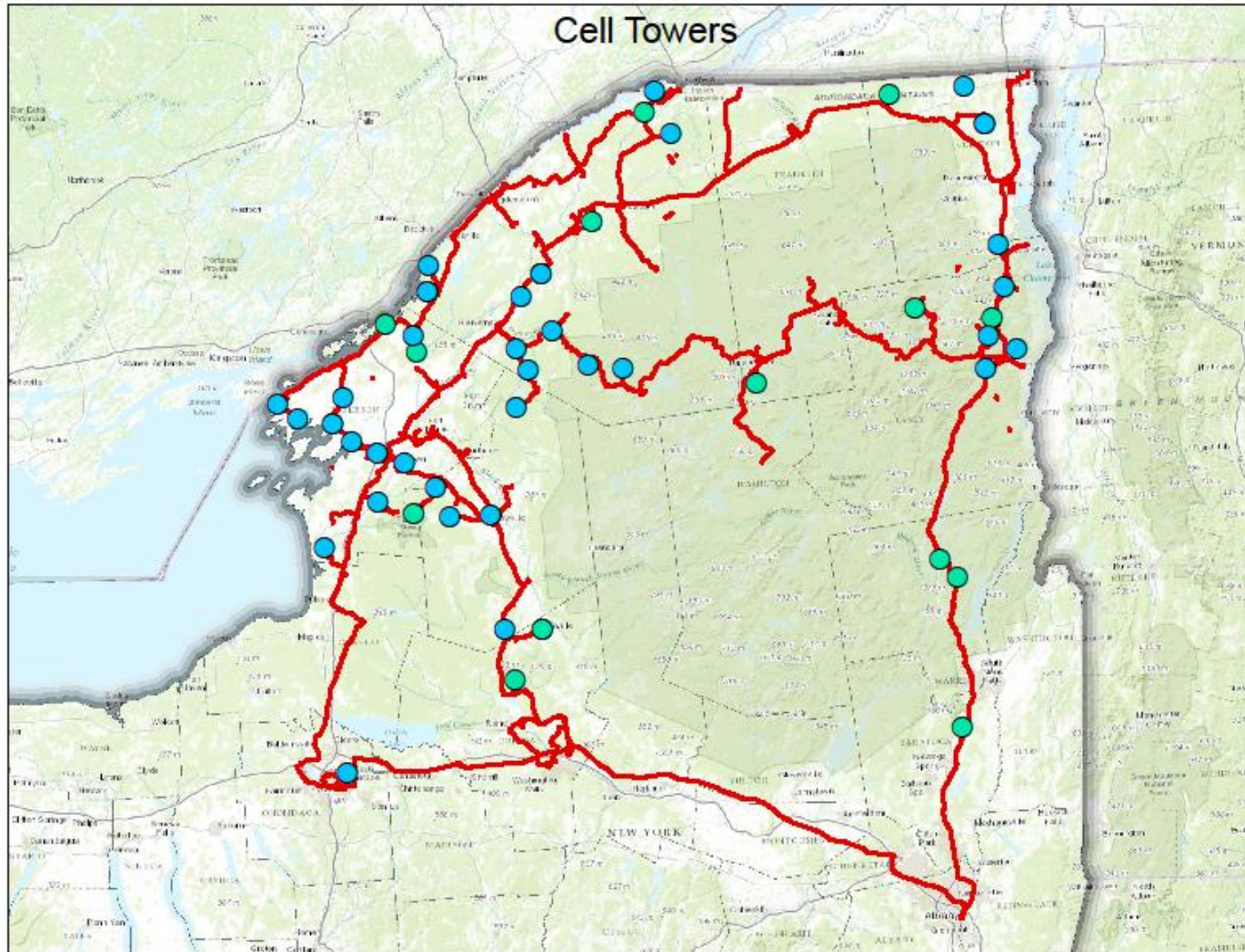
Schools Served



Healthcare Locations



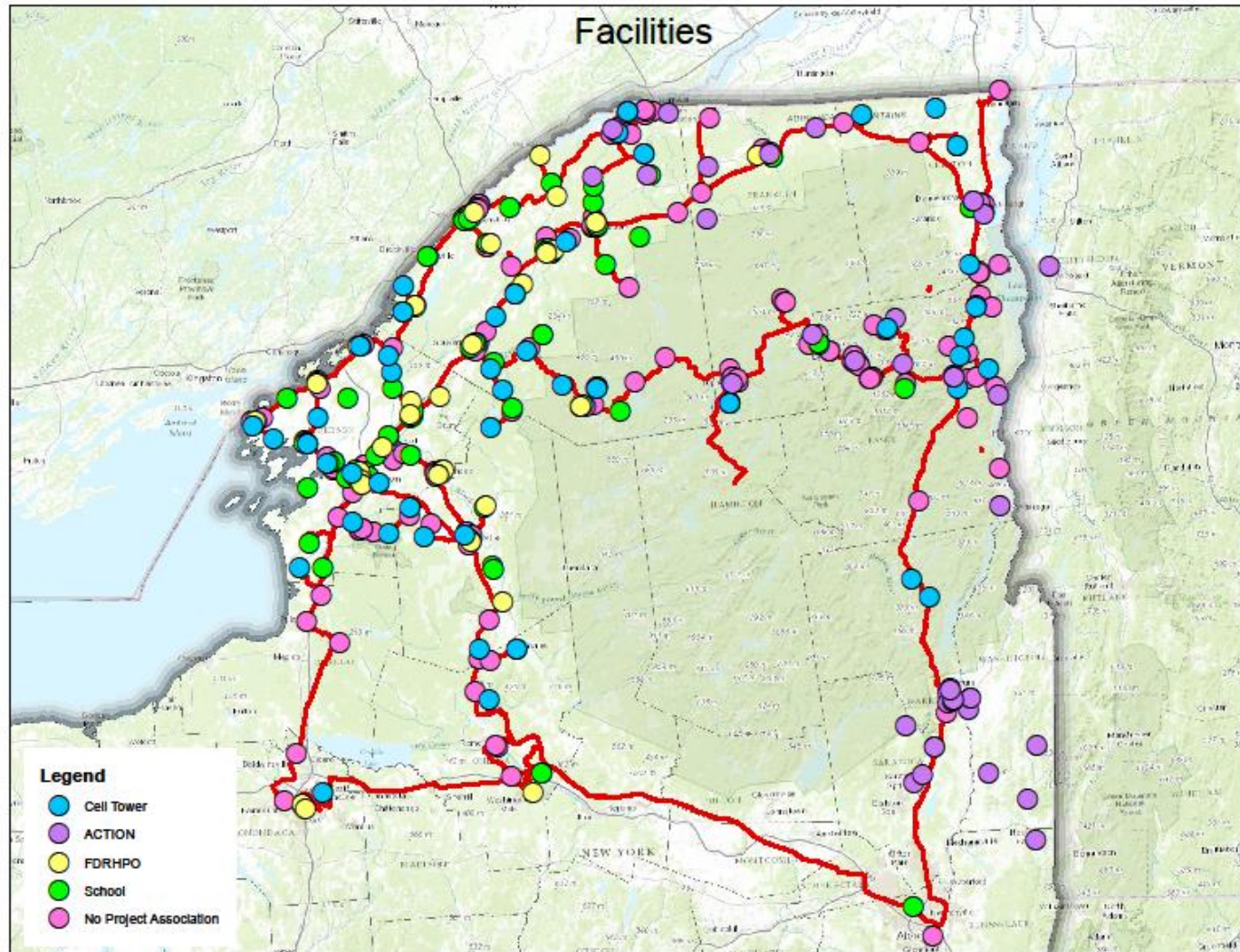
Wireless Towers – 4G Capability



Municipal and Business Customers



All Facilities



DANC Initiatives

- **LAST Mile Loan Fund:** Foster last-mile builds in un-served or underserved (only 1 carrier) areas. Evaluate ways to utilize some of the existing DANC Middle Mile network.
- **Fund Amount:** \$1,000,000 Loan Fund
 - \$500,000 ConnectNY
 - \$500,000 DANC
- **Revenue Share**
 - No up-front cost
 - Seveys Corners
 - Lowers Capex – easier to serve customers
- **Public Emergency Network**
 - Linking 11 Counties for critical services and sharing opportunities.
- **Tupper Lake to Long Lake Build**
- **Fiber swaps**
- **Joint Builds**
 - Piercefield, Cranberry Lake, Childwold, SUNY ESF, Nicholville – Malone

Grant Thoughts

- Revenue Share for underserved/residential areas
- Public Private Partnerships
- Reduce/eliminate network overlap – utilize existing infrastructure
- Joint ownership
- Focus on 100 Mbps service = Fiber
- Local Government Involvement/Municipal Networks



SERVING JEFFERSON, LEWIS, & ST. LAWRENCE COUNTIES 1985-2015

The screenshot shows the website's header with the logo on the left, navigation links in the center, and utility links on the right. The main content area features a large green headline, a sidebar with a 'Transparency' section, and two columns of news items.

Development Authority OF THE North Country

North Country Recycles | LAUNCH DANC GIS APPLICATION

VIEW MEETING SCHEDULE

Search for keywords

ABOUT • OPERATIONS • FINANCIAL & REPORTS • POLICIES & PROCEDURES • ACCOUNTABILITY & TRANSPARENCY • PROCUREMENT & FUNDING

Accountability & Transparency ...

The Development Authority rises above to be accountable and transparent in all of our operations to the people of our region.

Leveraging Our Resources to Promote the Region...

Announcements

- ▶ **Authority Announces Loans To Maple Producers**
The Development Authority of the North Country announces \$45,000 in low-interest loans through its inaugural Maple... [READ MORE]
- ▶ **Public Notice of Scoping Meeting**
The public notice of the Scoping Meeting for the Solid Waste Southern Expansion project can be found here. ... [READ MORE]

News & Press Releases

- ▶ **Program To Target Maple Producers**
12/14/2011: Recognizing that agribusiness is a growing segment of our regional economy, the Development Authority of the North... [READ MORE]
- ▶ **2011 Non-Ambulatory Big Game Hunting Program**
10/17/2011: The Development Authority of the North Country would like to announce the continuation of their Non-Ambulatory Big

www.danc.org