

focus BROADBAND



March 2011

HIGHLIGHTS:

• **Joe Calzone, VP-Operations is speaking at the CompTel Conference in Las Vegas, NV:**

MARCH 21, 2011 • 1:30 PM

<http://www.comptelplus.org/businesstrack#bus1>

Project 9: Southern Tier East Fiber Backbone - 7 Community Network

ION will construct a fiber broadband network across a seven county area; starting from ION's Dryden network POP and ending at the ION network POP in Middleburgh. These counties and the areas within them are vastly under and un-served, and the ION fiber network will provide affordable and reliable broadband access for the creation of new services in these rural areas. The route will be connected to and intends to serve SUNY campuses in Cobleskill, Morrisville, Oneonta, and Cortland, as well as the other anchor governmental, educational, and healthcare institutions, such as Bassett Healthcare.

This build goes through 14 towns with a total population of 86,593; representing 34,834 households, 5,854 businesses, and 69 anchor institutions.

AWARD UPDATE

- FONSI released by the NTIA
- Pole attachment applications to Utility companies submitted for Projects 2, 4b and 1
- Staking completed for Project 9 and expect to submit attachment applications by 3/15/11
- OSP construction and fiber cable RFPs received and expect awards to be completed in March.

Partner Profile:

The Middleburgh Telephone Company

The Middleburgh Telephone Company is a 113-year old family owned Independent telecommunication's company located in Middleburgh, and the scenic Schoharie Valley. The company, founded in 1897 and managed by four generations of the Becker family, serves 340 square miles in Schoharie County and parts of Albany County. The company and its affiliates provide leading edge digital voice services (local and long distance), broadband Internet services, and digital/high definition video services to over 10,000 customers.

Understanding the importance of bring high capacity broadband services to the area, Middleburgh Tel invested in and is part owner in two technology companies, INOC and ION, based in Albany, NY. INOC is a datacenter and backbone Internet aggregator providing critical infrastructure services, and ION is the statewide fiber network that is in receipt of this ARRA stimulus grant.

President and General Manager Marjorie Becker stated, "being on the initial ION network was critical to Middleburgh Telephone and its affiliates, as it brought affordable and redundant broadband services to our rural area, and allowed for the substantial increase in broadband services to our customers at a similar price." Mrs. Becker went on to say, "the economic impact to the area this has caused can not go unnoticed, and we at Middleburgh Tel and our affiliates look forward to future growth based on the new network routes provided by the stimulus grant."

COMMUNITY COMMENTARY

At SUNY Cortland we are very excited about the variety of opportunities that the NYS Infrastructure project will bring to the Cortland community and the College. Alternative providers, redundancy and the point-to-point fiber to connect remote office locations are just a few of the benefits this project will provide to SUNY Cortland and community businesses and organizations.

This project will help to "light up" Cortland as an attractive location for new and existing businesses that depend on network connectivity. Healthcare, local government, schools and community organizations will have greater access to technology application providers through the cloud. Medical networks, eLearning applications, and fast Internet service at lower prices are all on the horizon for Cortland County.

The NYS Infrastructure project is bringing fiber to Cortland County – fiber optic cabling is the interstate highway of communications. Once the fiber is built, carriers and service providers will use that fiber to come to Cortland. We can't wait!

— AMY BERG
Associate Provost for Information Resources
SUNY Cortland



Assemblymember
Peter D. Lopez

New York State
Assembly District 127

One of the over-arching concerns voiced by our families and businesses is the lack of high-speed internet access. It is of paramount importance that our farms, families, and small businesses have access of the internet to be competitive in our global economy. Moreover, when deciding on where to live and work our families and businesses heavily weigh items like internet access in their decision making. The lack of this capability in our rural areas acts as a significant disincentive for investment, preventing our rural and undersized areas from fully realizing their economic potential.

Creating a sustainable economy hinges on the development of necessary infrastructure; Internet access - along with cable and cell phone coverage - have all become required parts of our modern day infrastructure equation. While we once revolved solely around transportation, as well as water and sewer improvements, more is required to support our homes and businesses in an increasingly high-tech environment.

Years ago, this state and nation were revolutionized by the advent of electricity. While city's were quick to take advantage of this resource, improving the quality of life and creating jobs, rural areas were left behind. The federal, Rural Electrification Act changed that equation and gave families and businesses a chance to prosper. The growth of the Internet has offered us even greater promise, but as with the introduction of electricity, rural New York faces similar challenges in realizing its full potential.

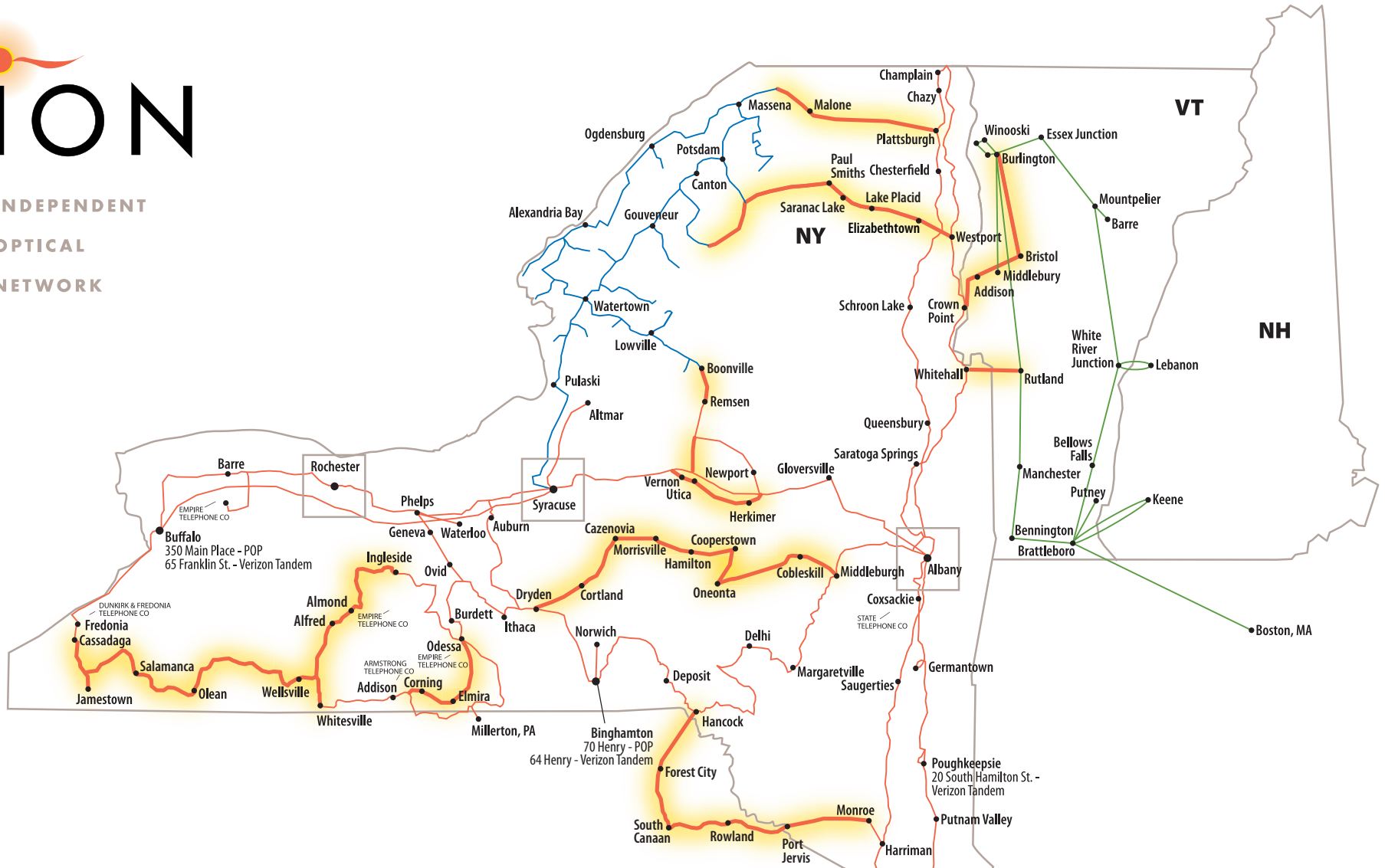
Enter ION with its Southern Tier East Fiber Backbone – 7 Community Network Project. Working with my office, and other partners across the state, ION was successful in competing for federal broadband stimulus funds. With the award, ION will construct a fiber broadband network across a seven county region, starting from ION's Tompkins County location and ending at the ION network in Schoharie County. These counties and the areas within them are vastly underserved; the ION fiber network will provide affordable and reliable broadband access for the creation of new services in these rural areas. The route will be connected to and intends to serve SUNY campuses in Cobleskill, Morrisville, Oneonta, and Cortland, as well as the other anchor governmental, educational, and healthcare institutions, such as Bassett Healthcare. This project will go through 14 towns and serve 86,493 people; representing 34,834 households, 5,854, and the 69 anchor institutions.

ION's vision and leadership will make all the difference for our neighbors in their service area. I commend ION for its efforts, and look forward to a continued partnership that brings opportunity to the people of New York.

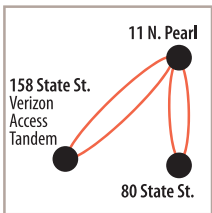
Political Corner



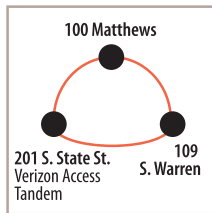
INDEPENDENT
OPTICAL
NETWORK



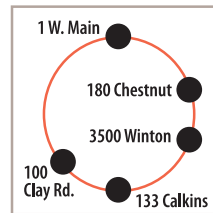
ALBANY METRO NETWORK



SYRACUSE METRO NETWORK



ROCHESTER METRO NETWORK



- ION Existing Network
- ION BTOP Grant Builds
- Sovernet Network
- DANC Network