Partnerships for Economic Prosperity
State of the Region Conference

May 21, 2019
Invested in the Region

• Founded 1895 as Home Telephone
  • Competitor to the Incumbent

• Headquartered in Chillicothe

• History of Innovation
  • Cable
  • Videotex (Internet Forerunner)
  • Bright.Net
  • Ethernet
  • Fiber-To-The-Home

• Have Invested Over $150M in Region

• Majority of Wireless Backhaul in Region

• Recent Sale to Novacap Enables Continued Investment in Region
Growth has been Beneficial to the Region

- Cable and Telco Fiber was Limited to Internal Uses
- SOHCN Extended Accessible Fiber to 13 Counties
- BTOP Phase 1 - Middle Mile and Last Mile - Not Funded
- BTOP Phase 2 - Middle Mile and CCIs – Funded
  - All But 3 County Seats in the Region
  - High Reliability, High Redundancy, High Fiber Count
  - State of the Art
Considerable Challenges in the Region

- BTOP Project 20% Over Budget
  - Required Greater Horizon Contribution

- Required Suspension of Several Routes
  - 3 Counties
  - 2nd Route to Columbus
  - Route to Cincinnati

- Primary Challenges
  - Make-Ready on Power Poles
  - Expensive to Bury

- Costs Are About $50,000 per Mile to Extend Fiber

- Low Densities Make Pay-Back Challenging
Fiber Network is Extensive

- Present in All But 3 Counties in the Region
  - Engineered to the Other 3
  - Awaiting a Project to Economically Justify the Build

- New “Capital At Risk” Approach to Build-Out
  - Additional Capital Allows Us to Extend Based on Future Opportunity

- Incumbent Telcos and Cable Companies Also Have Fiber in Region
Collaboration Can Help Significantly

- Pool Purchasing Power
  - Multiple Businesses Purchase in Tandem
  - Government Facilities Purchase Together
  - Pre-Subscribe Residential Neighborhoods

- Last Mile Utilities
  - Power Companies - Minimize Make-Ready Cost/Share Revenue
  - Sewer and Water - Share Trench
  - Roads - Add Conduit
  - Community Government - Easy Permitting

- Common Vision
  - Pool Grant Opportunities
  - Avoid “Toll Gates”
  - Share the Vision - Make Sure Everyone Knows
Thank you!

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