LEVERAGING PARTNERSHIPS TO DEVELOP RURAL BROADBAND
West Central Colorado Service Area
Goal: Affordable, Redundant and Abundant Broadband

Addressing the Challenges for Rural Broadband:

- Cost of Service
- Middle Mile Connectivity
- Demand Aggregation
- Fiber within a Community
- Increasing Competition
Designing a Solution

Plan Design: Diane Kruse

- Considerations for Plan:
  - Utilization of Existing Assets to Reduce Costs and Prevent Overbuilding
  - Identification of Partners, Stakeholders and Funders for Plan Implementation
  - Ownership and Management Model: Regional Ownership vs. Local Government
  - Engagement and Support of Private Internet Service Providers
Leveraging Existing Assets

Build:
DMEA Routes: $6,022,000
Total Project Buildout: $50-60 million

Leverage:
DMEA deeds Routes to Region 10 for assistance with ROW perfection.
Work with partners for access to GJ-Alb Line
Existing Internet Service Providers (ISPs) for last mile
DOLA/EDA Funding approximately $8.2 million
**Net cost to the communities-about 24% of project costs**
(approximately $2.2 million)
Leveraging Partnerships
# Utilization of Carrier Neutral Locations

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<th><strong>Carrier Neutral Location</strong></th>
<th><strong>Historical Model</strong></th>
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<td>Central Office Private Location</td>
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Leveraging Middle Mile to Last Mile Services

• “The Region 10 network and internet service have in many ways transformed Western’s ability to use internet resources.

• Region 10 is highly reliable, proving to be more reliable than our commercial internet provider. Our network uptime has gone to nearly 99.999% and internet outages to the campus have moved from being a regular problem to basically non-existent. Often the University and the downstream entities it serves are the only institutions online when the major commercial provider is down, providing an internet refuge during those times.”

• Chad Robinson, CIO Western Colorado University

“We have been able to extend our network from the middle mile services Region 10 has assembled. Their network has allowed us to focus on servicing last mile customers and we believe we will continue to extend our network because of their services. They have been flexible in providing the services we need, which has been an advantage over some of the incumbent providers that have not been able to provide the same services.”

Doug Seacat, Clearnetworx, LLC
Chemistry of Rural Broadband
Starting a brand new company, in a brand new industry, with a brand new business model is crazy, right?

WHAT WERE WE THINKING?
SAME STORY. DIFFERENT DAY.

Cooperative roots
High demand, no supply
New "next greatest thing"
OVERWHELMING MEMBER SUPPORT
Deploying our network: funding, construction, and member interest
Any old village can raise a kid,

But...

it takes the whole community
to build broadband

THE SUPPORT AND PARTICIPATION LIST IS LENGTHY

- Region 10
- City of Montrose, Paonia, Hotchkiss, Cedaredge, Olathe, Orchard City, Crawford
- Delta and Montrose Counties
- State and Federal Legislators
- The Governor’s Office
- Colorado Broadband Office
- Office of Information Technology
- Broadband Deployment Board
- School Districts
- Local Businesses
- And certainly the support and interest of the community members throughout our service area
RURAL CONSTRUCTION IS NOT CHEAP

Rugged terrain combined with sparse populations means that some of our zones just don’t pencil out. Grant dollars and infrastructure subsidy programs are vital to bringing these members service.
WHERE ARE WE NOW?

5 years later, nearly 70% of our 33,000 members has access to truly high-speed internet.
OUR PRODUCTS.

Internet
• Residential & Business

TV
• Residential only

Phone
• Residential & Business
RESIDENTIAL

Internet and phone.

- 22% choose 1 Gig.
- 78% of our residential customers order 150 Mbps.
- 14.2% add home phone.

1,000 MBPS/1 GIG
$79.95/month

150 MBPS
$54.95/month

HOME PHONE
$30/month

$30
/month
KNOCKING ON THE DOOR OF 10,000

Total Customers

9,845 subscribers

INTERNET  PHONE  TV
Net Promoter Score (NPS)

84.9
High-speed internet is about so much more than buffer-free streaming.
There is almost no area in which digital technology has not impacted modern life.
Expansion through Regional Partnerships
New Connections, Redundancy & Expansion

• Expansion through Partnerships

• IRU/Build Middle Mile + CNL = Last Mile Results

• Extending middle-mile reach to under-served communities
A New Connection

• New middle mile network along I-70 through CDOT partnership
• Region 10 connects to partner network "Project THOR"
• Region 10 project enables new last mile investment in underserved communities
• Garfield County collaborates on lateral fiber to reach new CNL sites
• Mesa County, Grand Junction and CMU evaluates conduit access and CNL options
Redundancy through Gunnison

- Long history of outages (regional, and foothills)
- Partnership brings diverse fiber route to Gunnison County

- New multi-stakeholder middle-mile fiber build Gunnison to Crested Butte

- Private ISPs are preparing new last mile investments
- Leverages recent fiber construction in Gunnison

- CNLs in Gunnison, Crested Butte and Mt. Crested Butte (CBS)
- New solutions for Lake City(committed) and Pitkin(developing)
Expansion through New Partnerships

• Region 10 explores new connections to partner network SWCCOG administered in Region 9

• Partner UCAR/FRGP facilitates BiSON West network services for education, science & research

• Made possible by collaboration between Region 10 and Project THOR, Region 9

• Adds value to legacy SCAN last-mile investments