

Notes from the Roadshows Fall 2016

➤ Central Sept. 20

- Opportunities
 - Providing better access for carriers (backbone infrastructure)
 - Regional approach
 - HB233
- Challenges
 - How do needs of communities meet needs of industry?
 - Dialogue with industry (industry interested)
 - Many options – bringing together & leveraging → but not all equally provided
 - Residential groups discussing broadband needs *Speed, choice
 - Communities lack the knowledge of their options
 - Public-private partnerships → how to make these happen? Need for public investment?
 - Equality – urban/suburban/rural
 - Digital divide growing
 - Affect basic services (ex. education)
 - Legislative challenges
 - Regional approach
 - Communities are leveraged differently
 - Financially. Resources. Capacity.
- Collaboration
 - Regional approach – MORPC group
 - Public safety as a place to start
 - Who needs to be included?
 - Libraries
 - The industry
- How can the Institute help?
 - Assistance with how to start – resources
 - Assessing existing access – Connect Ohio
 - Support from Institute & other communities
 - Facilitate/convene community or regional stakeholders
 - Education → connecting communities with exiting information data & resources

➤ Northwest Sept. 20

- Opportunities
 - Need to expand
 - Knowledge capital
 - Keeping hi-tech jobs here – urgency to respond
 - Interest in region

- Lots of independent Tel-Cos
 - Diverse economic base
- Challenges
 - Where is the funding?
 - Capacity
 - Still areas without any broadband access
 - Reliability
 - Friction with industry
 - Competition/options – not enough/too much
 - Education → Digital literacy
 - How do you build & keep momentum?
 - Providers – pressure
 - Schools lacking technology
 - Public – private → who provides infrastructure
- Collaboration
 - Workforce development & universities
 - Regional growth/economic development
 - PUCO
 - Jobs Ohio
 - School districts
 - ITCs – 3 in region
 - NWOCA, NOECA, NOACSC
 - Counties
 - Smaller Tel-Cos
- How can the Institute help?
 - Convene key stakeholders in communities
 - Information/best practices on engaging with the industry
 - Model regulations with industry
 - Education for communities → how to and what to negotiate
 - Advocate – PUCO & legislature → for smaller communities
 - Getting info into hands of lawmakers (Ex. White paper)
- **Southwest Sept. 21**
 - Opportunities
 - Public/private partnerships
 - Potential to engage at a national/global level
 - Partnerships with ITCs, schools
 - Collaborate regionally → forget boundaries
 - Challenges
 - Start with end user in mind → How do we leverage resources?
 - Provider coordination
 - Public private → settling pricing for end users

- Determining ROI
- Industry tension
- How much is good enough
 - Need for data – decision making models
- Smaller communities
 - No access
 - Funding limitations
- Not jeopardizing e-rate as work with schools
- Services just good enough so doesn't rise to level of critical need
- Equity (access) among school systems ← cost of service delivery
- Predicting future needs related to new development
- Keeping knowledge workforce
- Collaboration
 - Schools
 - ITCs
 - Small business
 - Local government leaders & elected officials
 - OML
- How can the Institute help?
 - Model best practices
 - Case studies – different approaches & structures
 - Information on communities and broadband across the state → specifically underutilized + under-served
 - How to educate elected officials – marketing the “need”
 - Keeping knowledge workforce → success stories
 - Training
 - How to start
 - Use case examples
- **Southeast Oct. 18**
 - Opportunities
 - Consumption
 - Municipality owned assets
 - R.O.W
 - Zoning/permitting
 - Collaborations (library, provider, etc.)
 - Training
 - Model for other countries
 - CAF (Connect America Fund)
 - Schools as transmission points
 - E-rate
 - Creative with mounting

- Share assets
- Lease assets (revenue stream)
- Economic development
- Lease dark fiber to industry
- RFPs to providers
 - Put on ICF Institute or Connect Ohio sites
- Oil and gas industry with Marcellus Shale
 - Build-out as indirect result of pipeline (Lindsay will look into)
- Miss. State addressing rural imperative
- Municipalities work with Frontier and Horizon
- Healthcare providers (engagement)
- Holistic approach
 - Opportunity for venture philanthropy
- University-surplus equipment
 - \$20 used computers – Amesville
- Challenges
 - How do we attract carriers/industry toward rural areas lacking immediate ROI? How to collaborate and partner?
 - To what extent can schools and other public institutions be hubs for this innovation?
 - Challenge: Regulations/legislation
 - Legal nuances
 - Coming up with creative solutions for rural areas
 - How do we increase awareness of need and availability?
- Collaboration
 - Schools
 - Health and family services
 - State officials and agencies
 - Local development districts (LODs)
 - 4H
 - Healthcare
 - Long-term care
 - Organizations
 - Convening government
 - Convening non-profit organizations
 - Universities
 - Jobs and family services
 - Providers (Large and small)
 - R.E. (developers or agents)
 - Utilities (AEP) and elec. Co-ops
 - Community Action Agencies

- How can the Institute help?
 - Provide platform for communities to submit REPs to providers
 - Legal advice
 - Lobbying role
 - Convening conversations and dialogues
 - Convene partnerships
 - Help find funding
 - Monetize the potential benefits
 - To help attract venture philanthropy
 - Digital skills literacy training
 - Connecting communities with opportunities for discount equipment and infrastructure