

## C. Executive Summary

### Executive Summary of Project for BIP and BTOP:

#### 8. Infrastructure Projects Executive Summary

New Visions was founded in 2003 upon the empirical evidence that access to the Internet in rural New York is needed and that fiber-based broadband infrastructure is the best solution to answer that need. New Visions is a privately held company based in Syracuse, New York. Our business model is to deliver affordable high-speed broadband (Data, Voice & IPTV) to rural America. The State of New York has repeatedly expressed confidence in New Visions: In 2004, Governor George Pataki awarded New Visions \$300,000 to expand a trial deployment in the Village of Solvay, and in 2008, Governor Paterson awarded New Visions \$1,456,631 to expand our broadband network to 12,000 homes in Onondaga County.

New Visions has been consulted by fifteen rural New York counties to research the viability to build-out a fiber-to-the-home (FTTH) infrastructure in their area. Since June 2008, New Visions has worked in partnership with various county officials from Schoharie, Oswego, and Cortland Counties. [REDACTED]

[REDACTED] The counties also share the goals of connecting their municipal governments, upgrading their emergency radio communications to create interoperability, and enhancing health, education, and community services in their communities. [REDACTED]

[REDACTED] in upstate New York are now seeking to implement projects using the model New Visions has created with Cortland, Oswego, and Schoharie.

[REDACTED] All three of the counties are 100% rural as defined by the joint RUS/NTIA NOFA.

Cortland County lies in the northern part of the Appalachian Mountain Range known as the Allegheny Plateau, and the southeastern section of the Finger Lakes Region. Cortland is comprised of 15 towns containing within them 1 city, 3 villages, and 2 CDPs. According to the 2000 Census, the county's population is 48,599 living in 18,210 households. There are 870 businesses and 121 strategic facilities in Cortland County. Oswego County is located in northwestern New York State, just north of Syracuse and northwest of Utica, on the eastern shore of Lake Ontario. It is divided into 22 towns containing within them 2 cities, 7 villages, and 2 census defined places (CDP). According to the 2000 US Census, the county has a population of 122,377 living in 45,522 households. There are 1,530 businesses and 297 strategic facilities in the Oswego County. Schoharie County is located in the east-central part of New York State, 30 minutes southwest of Albany. The county is divided into 16 townships which contain 6 villages. According to the 2000 Census, there are 11,991 households and the population is 31,582, most of which is concentrated predominantly in the county's villages located in the northern half of the county. There are 1,007 businesses and 222 strategic facilities in Schoharie County. Project funding is requested for all locations in Cortland, Oswego, and Schoharie County [REDACTED]

New Visions is proposing a new fiber backbone and FTTH build-out using key components of the proven [REDACTED] Triple Play service delivery architecture. Our company has proven success in delivering retail services to residents using FTTH at an affordable cost per month. The proposed network will offer an entry level speed plan of [REDACTED] Mbps downstream / [REDACTED] Mbps upstream at [REDACTED] per month. For a bundled package of Internet and VoIP, the cost is [REDACTED] per month, and for all three services- Internet, VoIP, and [REDACTED]-Channel Cable- the cost is [REDACTED]. The only competitor for triple play services is Time Warner offered only in small pockets of the service areas at [REDACTED]. Education, health care institutions, public safety entities, and governmental agencies will receive a 25% discount off the advertised cost of business services.

New Visions has developed strategic public-private partnerships with entities that require ubiquitous, interoperable service throughout the county at very high speeds, and fiber is the only true medium that can provide the required service, speed, and reliability. Our model of fiber deployment across the county with end-to-end coverage is critical in order to accomplish the e-government, distance learning, and telemedicine programs that our rural citizens read about, but have yet to benefit from due to selective, solely profit-seeking build-outs.



New Visions will adhere to the principles contained in the FCC's broadband policy statement (FCC 05-15, adopted August 5, 2005) as follows: New Visions will preserve and promote the open and interconnected nature of the public Internet, ensuring that its consumers are entitled to access lawful Internet content of their choice; run applications and use services of their choice, subject to the needs of law enforcement; to connect their choice of legal devices that do not harm the network; and are entitled to competition among network providers, application and service providers, and content providers. New Visions will also display the company's non-discrimination and interconnection policies in a prominent location on the New Vision's website and provide notice to customers of changes to these policies. The company commits to offering wholesale access to the project facilities at reasonable rates and terms. The company commits to allowing more than one provider to serve end users in the proposed funded service area. The company commits to binding arbitration of disputes concerning its interconnection obligations.

A report by The Information Technology & Innovation Foundation, "The Digital Road to Recovery: A Stimulus Plan to Create Jobs, Boost Productivity and Revitalize America" explains that investments in digital infrastructure that create a network effect will offer superior job creation benefits because of the "network multiplier." The reason is that broadband itself increases business productivity, spurs upstream investment (e.g., of higher speed computer equipment), and contributes to the creation of new industries. The report estimates a network multiplier of 1.7 to 2 times the number of direct and

indirect jobs created. [REDACTED]

New Visions has extensive telecom and data experience covering all facets of communications over the past 30 years. New Visions has played a principal role in driving federal and state regulation and has maintained strategic relationships with leading suppliers of communication components. The executive and management team possess superior qualifications and expertise, having managed and administered RUS Broadband Loans and overseen divisions for some of the largest technology and cable companies in the nation.

The New Visions project is “shovel ready.” All suppliers and contractors have expressed readiness and commitment to deliver their products and services when and where they are needed [REDACTED]

The overall infrastructure cost of the broadband system is \$79,996,683. New Visions’ matching contribution is [REDACTED] The expected subscriber projection over 5 years is [REDACTED]

1. New York State Council for Universal Broadband  
([http://isoc-ny.org/wiki/New\\_York\\_State\\_Council\\_for\\_Universal\\_Broadband](http://isoc-ny.org/wiki/New_York_State_Council_for_Universal_Broadband))
2. Atkinson, R., Castro, D., and Ezell, S. The Digital Road to Recovery: A Stimulus Plan to Create Jobs, Boost Productivity and Revitalize America. The Information Technology & Innovation Foundation, Jan. 07, 2009. <http://www.itif.org/index.php?id=212> accessed on August 01, 2009.