

Internet for Nova Scotia Initiative

South Shore (Zone 4)

October 16, 2020

High-Speed Internet – Our Approach

95%

Reach at least 95% NS homes and businesses



Focus on outcomes, not technology

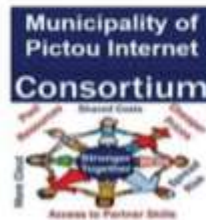


Deliver minimum speeds (50Mbps/10Mbps wired/ 25Mbps/5Mbps wireless)



Hold ISPs accountable to deliver reliable service over time

15 Pre-Qualified Providers



Summary: Connections & Investment



- **Potential Connections**

- Phase 1 – approximately 42,000 access to connections (*18,000 complete)
- Phase 2 – approximately 32,000 access to connections
- Other initiatives – approximately 7,000 access to connections
- Percentage of NS reaching target – 97%



- **NS Internet Funding Trust Contribution**

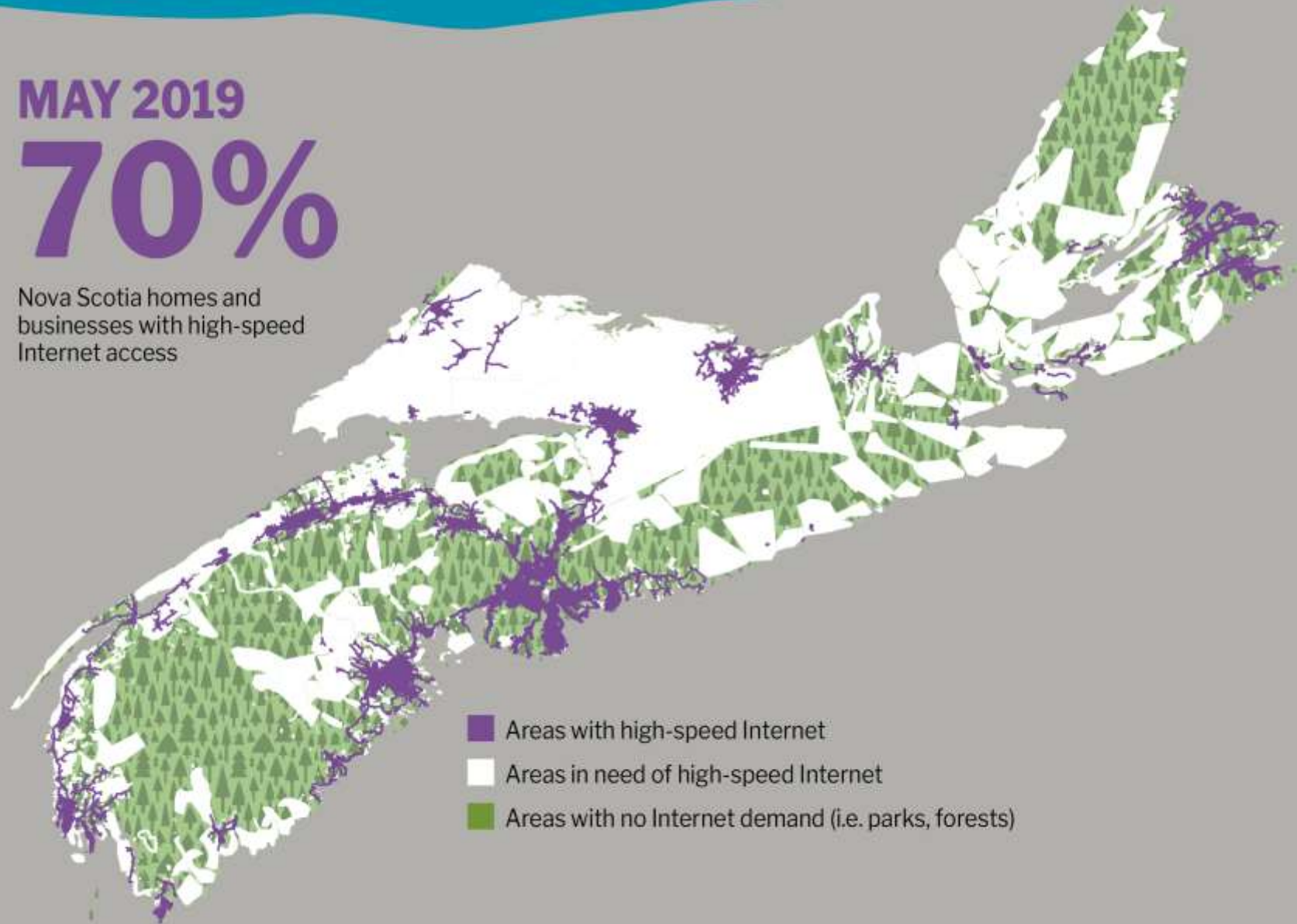
- Connect to Innovate (Fed) - \$500k from Trust
- Phase 1 -\$51M from Trust (inclusive of acceleration funds)
- Phase 2 -\$60M from Trust
- Remaining -\$82M in Trust

- **Leveraged \$102M private sector investment, \$18M other public investment**

MAY 2019

70%

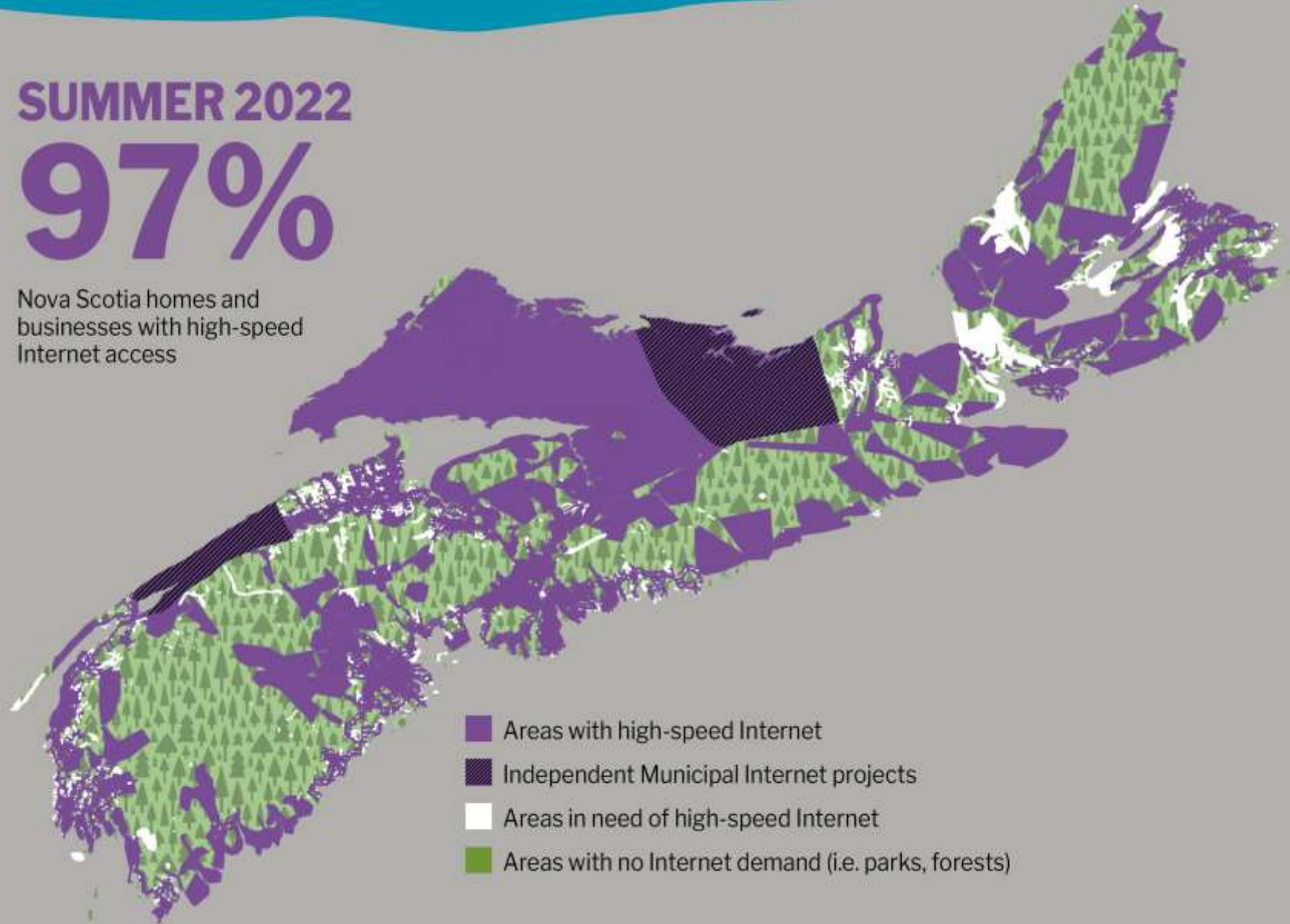
Nova Scotia homes and
businesses with high-speed
Internet access



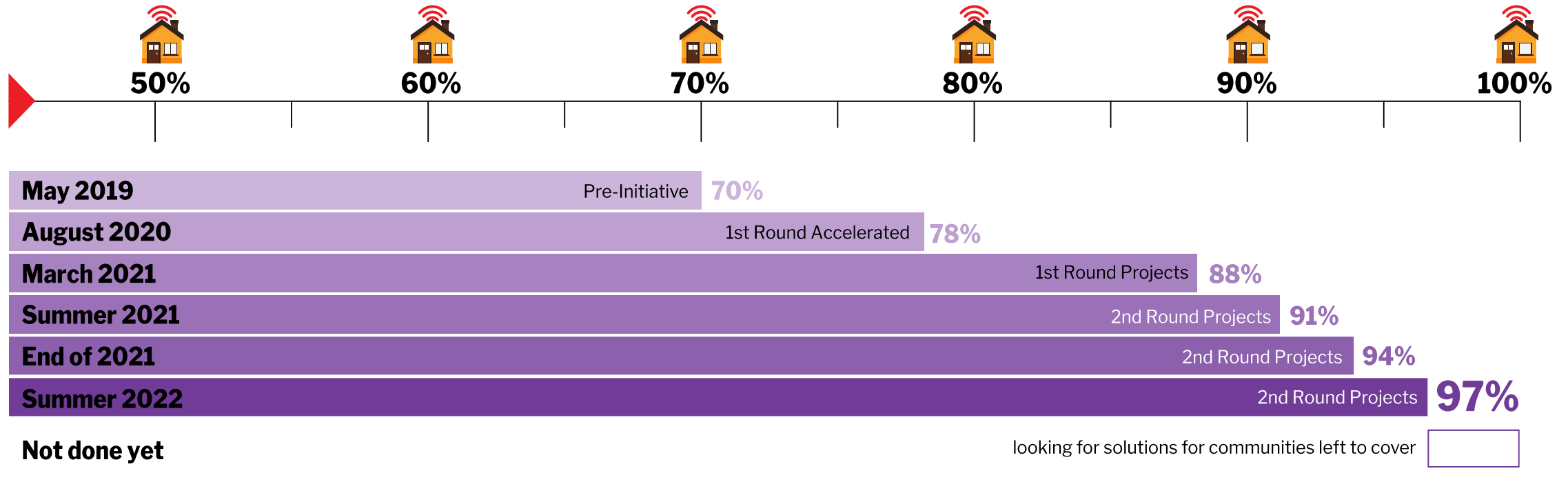
SUMMER 2022

97%

Nova Scotia homes and
businesses with high-speed
Internet access



Internet for Nova Scotia Timeline (August 2020)



Nova Scotia Project Comparisons

- Nova Scotia ranks 4th in Canada for access to coverage at 50Mbps/10Mbps by population in rural communities (CRTC Communications Report)
- At completion of build, it is anticipated Nova Scotia will lead the country
- Nova Scotia is moving 50% faster on most steps of project implementation (compared to industry norms)

Where we are in South Shore Region

After Round 2

- Caledonia | Chelsea | New Germany | New Ross | Mahone Bay North | Bridgewater Area | Queens County North | Queens County South | Lunenburg County North | Lunenburg County south | Lunenburg Area | La Have | Chester Area | Blandford
- Approximately 10-15,000 homes and businesses; substantially complete June 30, 2022
- Bell Canada Project - Wired to home/business (Fibre)
- Acceleration efforts in place to complete ahead of schedule

Now What?

Finish the job. We are not done.

*~ 10-15,000 remaining homes & businesses across NS ~
1900 in South Shore Region (Zone 4)*

The following efforts are already underway:

1. Expand coverage of current approved projects
2. Negotiate directly with Internet Service Providers
3. Invite proposals to cover unserved areas

Common Public Questions

- **New projects – is my home / business included?**
 - Street/address level info not available yet
 - More engineering & design needed by ISP
 - Coverage maps & est. completion dates to be posted on site
- **No project for my area – what now?**
 - We're not done
 - Work underway to find solutions – confident we will for most
 - We know where remaining pockets are

Common Public Questions

- **Price / Service Cost Affordability?**
 - Manage cost competitiveness thru Service Level Agreements
 - Comparable projects must be comparable prices, no matter the location
- **Will we receive inferior service in rural areas?**
 - All projects approved must meet or exceed minimum standards
 - Majority of projects approved deliver much higher speeds
 - Not technology-focused, priority on outcome – high-quality, reliable Internet for Nova Scotia

Low Income Affordability

- Our work to increase access to reliable internet is one part
- Province is actively working on ways to bridge the “digital divide”
 - programming to increase access and digital skills:
 - Communities, Culture & Heritage
 - Education & Early Childhood Development
 - Labour & Advanced Education
- Affordability is an important part of a bigger digital initiative
 - but beyond scope of this project

Updates & Community Outreach

- Learn more: internet.developns.ca (searchable by community; will continue to add information)
- Coverage maps & estimated completion dates to be posted
- Virtual Town Hall Meetings like this one
- Outreach, updates through local media, partner platforms

An aerial photograph of a coastal town, likely in Nova Scotia, Canada, during autumn. The town is built on a peninsula and is surrounded by dense trees with vibrant yellow and orange foliage. A large body of water is visible on the left side of the image. The text "Thank You" is overlaid in large white letters across the top center of the image.

Thank You

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