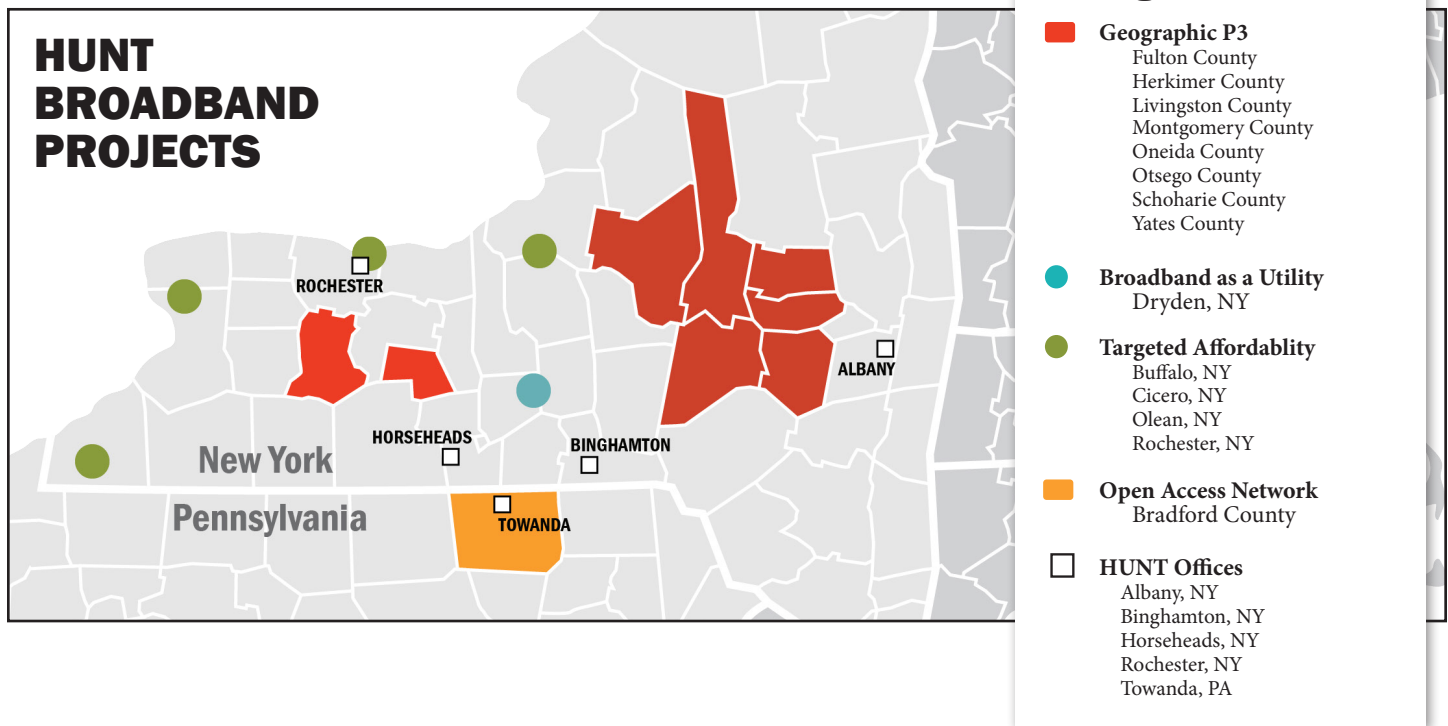# HUNT Broadband Services

Strategic Action Plans for High-Speed Broadband

Affordability is as important as access.

HUNT continues to support municipalities and organizations as they deploy broadband in rural, suburban, and urban environments. HUNT can proudly point to the successes in large-scale accessibility and affordable broadband projects.

Strategic Action Plans

HUNT BROADBAND PROJECTS

New York
Pennsylvania

ROCHESTER
ALBANY
HORSEHEADS
BINGHAMTON
TOWANDA

Legend

Geographic P3
Fulton County
Herkimer County
Livingston County
Montgomery County
Oneida County
Otsego County
Schoharie County
Yates County

Broadband as a Utility
Dryden, NY

Targeted Affordablity
Buffalo, NY
Cicero, NY
Olean, NY
Rochester, NY

Open Access Network
Bradford County

HUNT Offices
Albany, NY
Binghamton, NY
Horseheads, NY
Rochester, NY
Towanda, PA

1. **Geographic P3** — Requires a municipal commitment to the proper action plan that leverages substantial grant funding. The grant creates an attractive arrangement as an Internet Service Provider (ISP) operates the network, and the County receives a share of the revenue. A Geographic P3 plan also aggressively expedites the deployment.

2. **Broadband as a Utility** — A municipal infrastructure model like water and sewer, this plan utilizes municipal ROW, controls user cost, and subcontracts operations.

3. **Targeted Affordability** — Applies to new and existing multi-family housing, whether public or private, affordable, or market-rate. This plan develops an affordable system that allows many owners to include internet service in rental payments and subcontract operations to ISPs.

4. **Open Access Networks** — This is the construction of area-wide, middle-mile infrastructure. Project sponsors receive payment from ISPs that rent network capacity and complete optical Fiber-to-the-Home (FTTH).

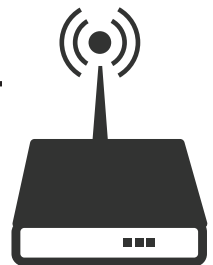# Broadband Services

HUNT Guide to a Successful Action Plan:

1. In developing an action plan, a simple "gap analysis" identifies deficiencies and can be bolstered by a funding plan that includes census tract data that has been examined and thoroughly vetted. A successful grant application would include HUNT's unique mapping method, preliminary network design, environmental review, financials, and a business model. Maximum coverage is the objective. The project needs to deliver a minimum of 100 Mbps Down/100 Up. HUNT recommends symmetrical speeds via optical fiber for future applications.

2. The probable cost of construction needs to be engineering-based. HUNT enhances project planning by calculating a contingency/incidental amount that meets the funding guidelines. This total project cost establishes the grant and local match amounts, after which HUNT advises clients during revenue-sharing negotiations with ISPs.

3. For **Geographic P3** plans, it is essential to engage ISPs early. ISPs' willingness and capability are key to the partnership. A business model is developed that includes revenue sharing with the ISP, take-rates, and schedule. HUNT advises municipalities in these negotiations.

4. **Broadband as a Utility** projects allow municipalities to establish the cost to users. Overhead is avoided by subcontracting all operations, including customer support and solution management.

5. HUNT's **Targeted Affordability** approach places the owner in a strong position to negotiate with ISPs for long-term economical service that extends beyond a single bulk-rate contact. Systems operations will be supported by a technology contractor, thus eliminating overhead costs. This approach will let owners assure low-cost internet to their tenants.

6. **Open Access Networks** connect county buildlings, schools, healthcare, and emergency response providers. This plan provides competition between ISPs wishing to rent network capacity.

HUNT has secured over $20 million in broadband grants. Our submissions are highlighted by developing all data in a format that fits the funding sources.

HUNT Grant Funding Sources:

(Requirements & application deadlines subject to change)

1. **USDA ReConnect:** Award to $25M with 25% match required
2. **USDA Community Connects:** Awards $100K to $3M with 15% match required
3. **Distance Learning & Telemedicine:** Awards $50K to $500K with 15% match required
4. **CDBG Public Infrastructure:** Awards to $750K or $1M with co-funding
5. **EDA Public Works:** No award limits, only areas of high unemployment qualify
6. **American Rescue Plan:** Broadband is an eligible use and may be used for preliminary engineering costs
7. **NYS ConnectALL:** $1.3B investment by NYS for local connectivity and rural broadband

Broadband Services

Sample Action Plans

Geographic P3: Broadband Delivery, Livingston County, NY

This initiative included an engineering report, community internet satisfaction analysis, and funding application support that led to a successful $11.3 million, 2020 USDA ReConnect grant application for new county-wide broadband assets. The funding allowed the County to form a public-private partnership that resulted in a Fiber-to-the-Home (FTTH) network which was implemented in 2021-2022.

Geographic P3: Broadband Delivery, Yates County, NY

In 2019, HUNT and Yates County collaborated on engineering reports and a community internet satisfaction analysis. This data and HUNT's funding application support led to Yates County receiving a $10.3 million, FTTH grant from the USDA ReConnect program on February 4, 2020.

Targeted Affordability: Broadband Delivery, CDS Monarch, Multiple Locations, NY

HUNT aided in reviewing diverse options to provide affordable broadband to tenants and guidance on cost and service features of diverse options, including owner-operated, 3rd party-operated, or bulk purchase. HUNT contacted vendors to solicit costs and capabilities, recommending a 3rd party operator. HUNT facilitated meetings between CDS and the 3rd party operator to discuss potential project delivery methods, ultimately arriving at a building-wide, managed WiFi system. Post-award, HUNT's Technology Team coordinated with the 3rd party operator, incorporating their design into the plan set and providing design oversight. HUNT also provided construction administration in the form of submittal review and punchlist creation.

Targeted Affordability: Broadband Delivery, Rochester Housing Authority, Rochester, NY

HUNT is working with RHA leadership to deliver high-speed broadband to their residents. The project scope includes data analysis, planning, and capital estimates for installation of optical fiber networks in residential towers and apartment buildings. RHA will negotiate a bulk rate broadband service at favorable rates and terms.

Broadband as a Utility: Municipal Fiber-to-the-Home, Town of Dryden, NY

This project provided an engineering report on the financial feasibility of a municipally owned and operated FTTH network. HUNT data identified areas lacking sufficient broadband services, examined existing services, the accuracy of the coverage data, and the associated costs. HUNT's technology team worked quickly and effectively, utilizing *ikeData* and *ArcGIS* software applications. The Town's plan offers broadband to all residents, operating as a utility and utilizing a rate reduction model, splitting operational costs amongst all the users. Subcontractors will support the operations of the utility as well as provide solution management.

Open Access Network: The Progress Authority, Bradford County, PA

This open-access network provides the County with the proper data infrastructure to support all needs, including enhancing emergency services, connecting the County's buildings, connecting electric substations/critical infrastructure, and encouraging broadband internet service for all residents. This connectivity project includes the survey of the proposed cable route, the design of infrastructure, and coordinating with all the entities involved to provide the needed connectivity.