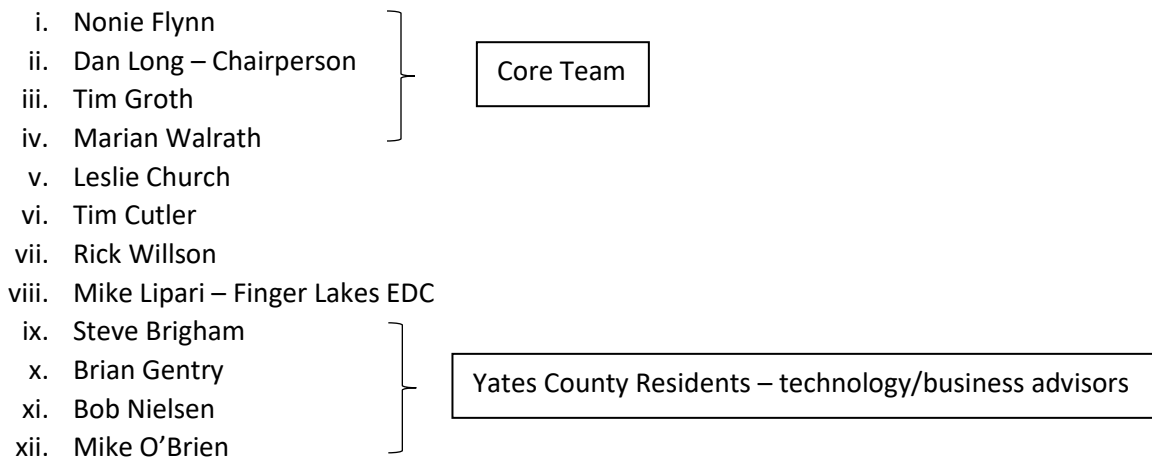


1. Broadband Advisory Committee (BBAC)

- a. Formed when decided to apply for Grant; has provided ReConnect project guidance
- b. Recently added 4 new members with technical/business expertise
- c. Members



- d. Core team meets 1<sup>st</sup> & 3<sup>rd</sup> Tuesday each month; BBAC meets 2<sup>nd</sup> & 4<sup>th</sup> Tuesday each month

2. Board Ready Study

- a. Fujitsu Engineering Feasibility Study commissioned by the 5 County Coalition working with STN
- b. Draft Study scheduled for September 29
- c. Waiting for study but advancing Yates County independently while trying to keep synergies

3. Business Model

- a. Focusing on Private and Public-Private Models – Recommendation from BBAC => Need more data/information/financials to understand what are the Market drivers
- b. Reached out to 15 potential Operators / ISP’s
  - i. Mix of transient and national providers (e.g. Empire Access to Google)
    - 1. 7 – responded with interest (Empire, OTTC, Plexicomm, Ruralnet, STN, Haeefe, FirstLight)
    - 2. 2 – responded but waiting their feedback on interest (Frontier, Verizon)
    - 3. 1 – responded not interested at this time (Spectrum)
    - 4. 5 – no response – Reaching out a second time (Google, GreenLight, Armstrong, Consolidated Communications, Windstream)
  - ii. Drafting Operational RFI/RFP (Request for Information/Request for Proposal)

4. Engineering Firm

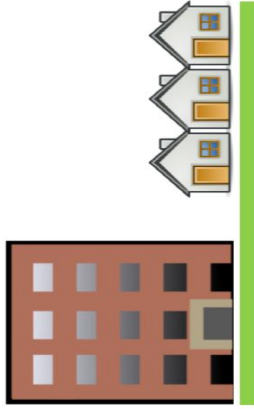
- a. Deliver detailed Plans and Specifications (P&S) and provide Construction Oversight
- b. Will revisit the PFSA’s (Proposed Funded Service Areas) and look to amend (more premises) pending USDA/RUS (Rural Utility Service) approval; Currently collecting resident requests for consideration
- c. Contacted 29 firms
  - i. Local to National Firms using USDA/RUS recommendation that should have STRONG USDA/RUS experience
    - 1. 12 – want to receive the RFP
    - 2. 13 – no response
    - 3. 4 – not qualified e.g. not license in NYS
  - ii. Drafting Engineering RFP

5. Construction

- a. P&S from Engineering Firm will lead to sealed bid process for Construction Firm
- b. Goal to start Construction in 2021

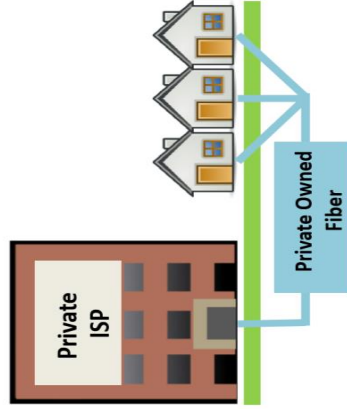
# Operating Models

## (A) Do Nothing



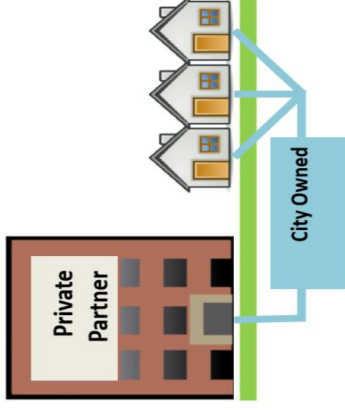
- Leaves market to be driven by incumbent carriers
- Price, service options, and service build outs are dependent on private providers
- No ownership or role by the City or County

## (B) Private ISP Model



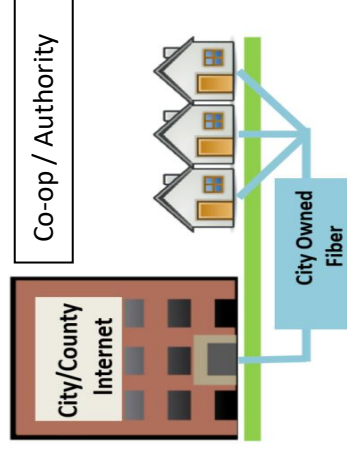
- County facilitates a private operator to build a network
- Price, service options, and service build outs are dependent on private providers
- No ownership by the City or County

## (C) Public – Private Model



- County builds the infrastructure and a private entity provides the service
- County negotiates a financial contract and a contract for services provided
- Typically involves revenue sharing

## (D) Retail ISP Model



- City/County builds the infrastructure; owns, controls and maintains the infrastructure
- City/County operates the entire system
- City provides all customer service and tech support
- Network Functions may be outsourced as needed

+Simplest for YC to implement & run  
 -Less control & less leverage  
 =Financials depend on contracts  
 =More attractive to ISP's

+Revenue source  
 +Cuts out outsourcing costs  
 +Complete control of network  
 +Adds to YC employment

-Long implementation  
 -High level of administrative effort  
 -New to YC  
 -Buck stops here – complaints, liability  
 -Would require a lot of resources (labor & equipment)

+More control  
 +More negotiating power  
 -More implementation resources  
 -On-going management  
 =Less attractive to ISP's  
 =Financials depend on contract