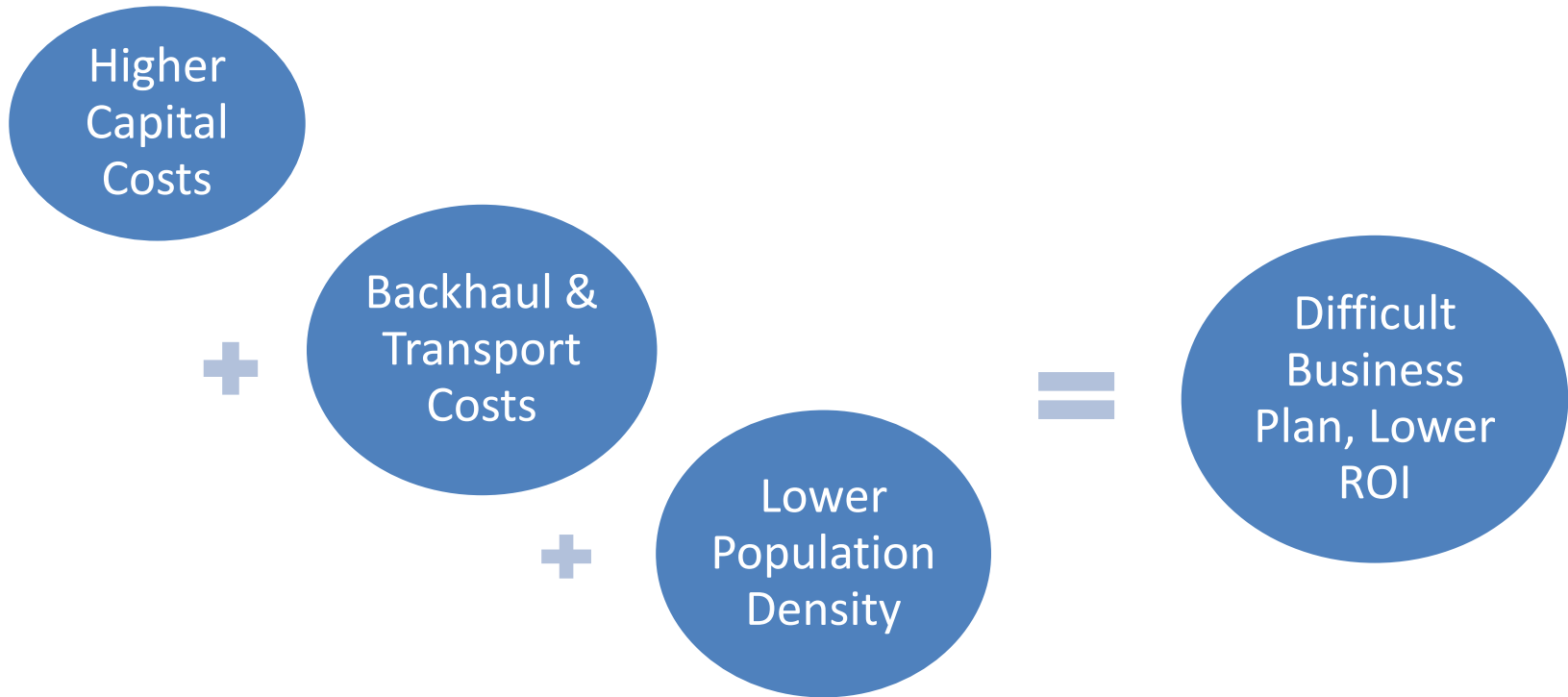# CLUB 20

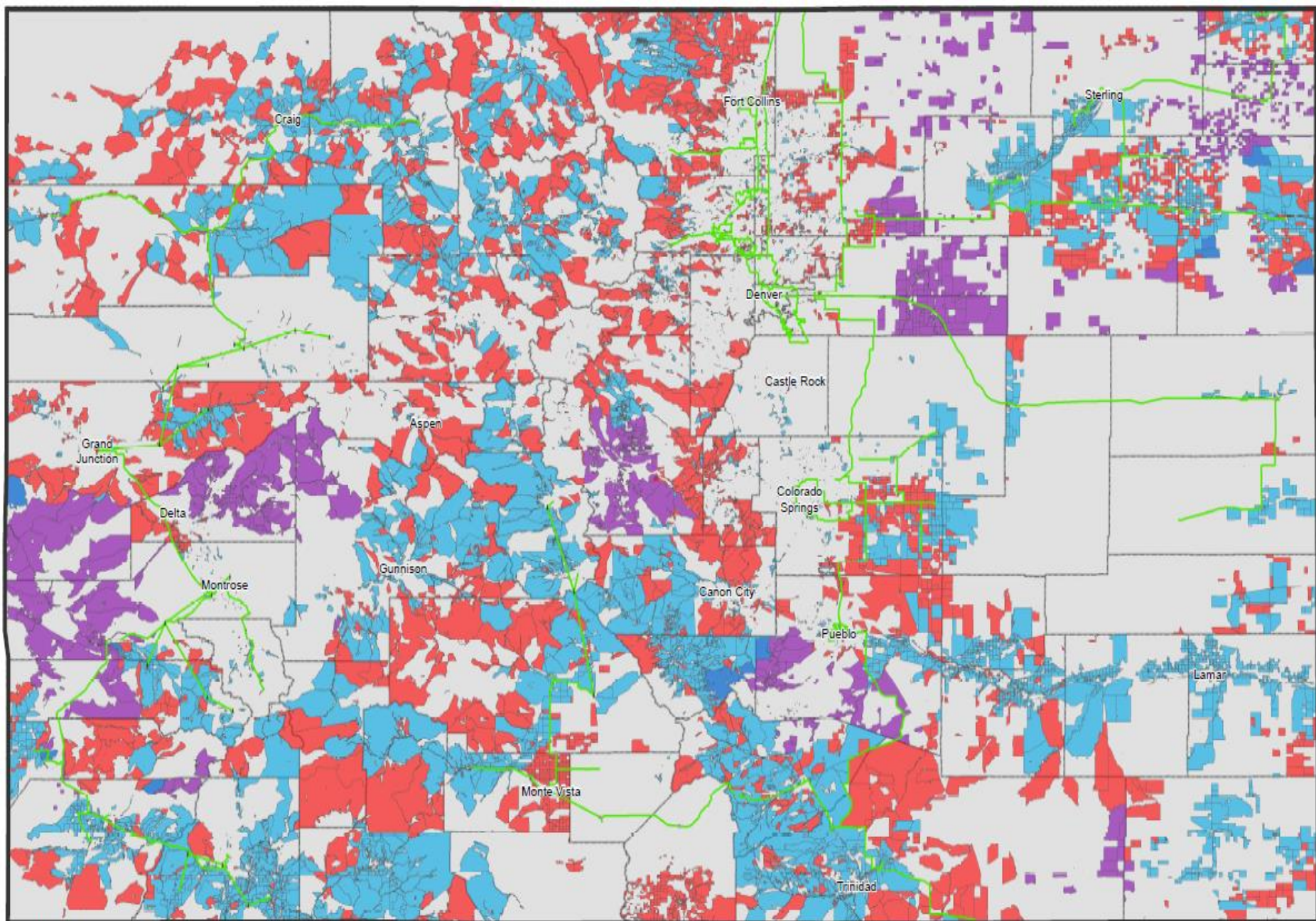## IMPROVING BROADBAND IN COLORADO, WHAT WORKS

INTRODUCTION

- Understanding the Broadband Gap
- Disruption of Status Quo, Duopoly
  - 2010, 2% of U.S. homes have fiber; Verizon
  - 2012, Google entered ISP and Infrastructure Business; 100's of major metropolitan areas were impacted
  - Rural areas could not "wait for Google," Electric Coop, Municipalities, ILECs build
  - Competition Drives Investment

NEO CONNECT

Why are Rural Areas Challenging?

Higher Capital Costs

+

Backhaul & Transport Costs

+

Lower Population Density

=

Difficult Business Plan, Lower ROI

WHAT WORKS?

- Programs and Policies

- Use Existing Assets, Break Down the Silos, Facilitate Joint Builds and Collaborate

- Remove the Obstacles to Use Existing Assets, Easement Perfection

- Allow Any Entity to Fill the Gap

- Expand Grant and Loan Programs

- Look beyond CAF 2, A-CAM Programs

NEO CONNECT

Craig

Fort Collins

Sterling

Denver

Castle Rock

Aspen

Grand
Junction

Delta

Colorado
Springs

Gunnison

Montrose

Canon City

Pueblo

Lamar

Monte Vista

Trinidad

Legend

- ☐ CAF II FUNDING
- ☐ REVERSE AUCTION FUNDING
- ☐ A-CAM FUNDING
- —— EAGLENET (TARP) FUNDING
- ☐ Colorado County Boundaries

STATE OF COLORADO
FEDERAL BROADBAND FUNDING

February 9, 2018

THANK YOU

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