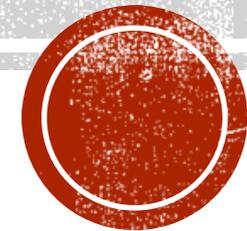


HANOVER COUNTY INTERNET SERVICE MEETING

Patrick Henry High School
February 10, 2015



Hosted by:

Wayne Hazzard, Chairman and South Anna District Representative

Aubrey "Bucky" Stanley, Vice Chairman and Beaverdam District Representative

COMMUNITY MEETING OBJECTIVES



- I.** Clarify the County role and provide information
- II.** Gain an improved understanding of the additional internet needs of our residents
- III.** Provide access to our service providers, share information on available services, and identify opportunities for providers to address “gaps” in service



HANOVER COUNTY POSITION ON INTERNET SERVICE PROVISION



- Hanover County recognizes the importance of high speed internet access to all residents and businesses. Internet service provision is critical to the county's growth in economic development, quality of life, and educational program offerings. The County encourages all providers of high-speed internet services to provide services to all residents in Hanover County regardless of their proximity to current service areas.



HANOVER COUNTY ROLE IN INTERNET SERVICE REGULATION

- The County does not have the authority to approve or deny high-speed internet services offered by any company; companies offer a service, or choose not to, based on their own business plans.



“PUBLIC PRIVATE PARTNERSHIPS”

■ Current Efforts

- We make available existing facilities and communication tower infrastructure to internet service providers. In fact the county currently has 20 agreements in place with providers on our existing infrastructure.
- We also are evaluating potential contractors to more actively promote available tower sites and infrastructure to private internet service providers.
- We meet with emerging providers of wireless technology to provide expanded service to residents and welcomes new opportunities to discuss expansion with providers.



“FRANCHISE AGREEMENT”

- "Franchise" means an initial authorization, or renewal thereof, issued by a franchising authority, including a locality”
 - “that authorizes the construction or operation of a cable system, a telecommunications system, or other facility in the public rights-of-way, including either a negotiated cable franchise or an ordinance cable franchise.”
 - § [15.2-2108.1:1](#). Franchise fees and public rights-of-way fees on cable operators.
- 15-Year agreement approved October 1997 (company then was MediaOne of Virginia)
- The County reserved the right, at its discretion, to grant other franchises in accordance with the Cable Ordinance.





DOES THE COUNTY HAVE AN EXCLUSIVE CONTRACT WITH COMCAST?

- No
 - The County has a Franchise Agreement with Comcast governing only the provision of cable TV services.
 - This franchise agreement does not address County-wide internet service.
 - The franchise agreement with Comcast is non-exclusive; all cable providers are welcome to and encouraged to expand their service into Hanover County.
 - While access to cable television does increase the probability of Internet access because both can be provided through the same cable, the franchise agreement does not govern internet services.



WHY CAN'T THE COUNTY FORCE COMCAST TO SERVE ALL RESIDENTS?



- Under the terms of the franchise agreement for cable TV, Comcast is required to:
 - Extend cable service when the extension will provide service to 25 potential subscriber units per mile, provided the potential subscribers are within 150 feet of the nearest connection point.
 - Comcast is not obligated to provide cable TV or other service in areas where it would not be financially feasible or otherwise meet Comcast's business objectives.
 - Aside from the franchise agreement, Hanover County has no authority to require Comcast or any other private sector company to expand service. Such decisions by the private section are market based.



WHY IS HANOVER COUNTY STOPPING VERIZON FIOS FROM EXPANDING?



- It has been shared with the County that a perception exists that “the County” is in some way prohibiting Verizon from expanding FIOS in the county. This information is inaccurate. The county encourages and fully supports FIOS or any other internet expansion.



VERIZON POSITION ON FIOS EXPANSION

“Verizon has no current plans to deploy FiOS TV or FiOS Internet services in Hanover County. This decision is based strictly on the business factors that determine the allocation of investment capital...”

John P. Welch

Senior Consultant - Government Affairs

Verizon

Verizon **FiOS**



INITIATIVES TO DATE

- Permitting process have been streamlined to promote tower expansion and additional tower capacity.
- We make high-speed internet service available in its branches of the Pamunkey Regional Library to the greatest extent possible and will continue to seek opportunities to expand public access to internet at public facilities.
- All known Internet Service providers have been contacted by the County to encourage expansion within Hanover County.
 - Most providers have expressed concern over their lack of opportunity to see a ROI (Return on Investment) for the needed capital to provide service within less densely populated areas of the county.





INITIATIVES TO DATE CONTINUED

- Evaluated the potential for the creation of a utility to provide Internet Service in the less populated areas of the County
 - Evaluated operating models, capital investments, and changing technology impacts were projected
 - At this time, the Board of Supervisors has determined not to proceed with this option or otherwise invest public tax dollars to provide a service more appropriately met by the private sector.
- Engaged Secretary of Technology's office for assistance on identifying solutions to meet the needs of Hanover County Residents
- Created list of providers and numbers to call that will be placed on the County website at www.hanovercounty.gov



OPPORTUNITIES FOR SUPPORT

■ Grants

- The County will support applications for grants and other incentives provided by the State and Federal government and private foundations to expand internet service to underserved areas of our community.

■ Tax Districts

- The County is open to exploring opportunities to support resident groups who would be willing to make the financial commitments necessary to potentially create a special tax district within specific neighborhoods or geographical regions that have inadequate access to internet services. Services would be provided through private providers.





RESOURCES

- Information from this meeting will be available this week on www.hanovercounty.gov
- <http://www.gis.vt.edu/mapbook/>
- <https://technology.virginia.gov/initiatives/broadband-strategies-workshops/>
- Provider Websites



PROVIDERS

- All Points Broadband
 - Tom Ennis
- AT&T
 - Alex Madlinger
- CenturyLink
 - Rich Schollmann, Glenn Butler
- Comcast
 - Ken Dye
- Exede High Speed Satellite Internet
 - Ed Durham, Alana Pilkington
- Global Web Solutions, Inc.
 - Randy Armbrecht



PROVIDERS

- **HughesNet**
 - Christii Watkins
- **Last Mile**
 - Keith McMichael, Miguel Labor, Whitt Whittaker
- **Sprint**
 - Joseph O'Donnell, Richard Letter
- **SCS Broadband**
 - Clay Stewart
- **T-Mobile**
 - Tim Dwyer
- **Verizon Wireless**
 - Marshall Pearsall



OPEN QUESTIONS - COUNTY REPRESENTATIVES AND PROVIDERS



- 8:00 p.m. - One on One with County Representatives and Providers

