



Internet for Nova Scotia Initiative

Eastern Shore Presentation



September 24, 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**

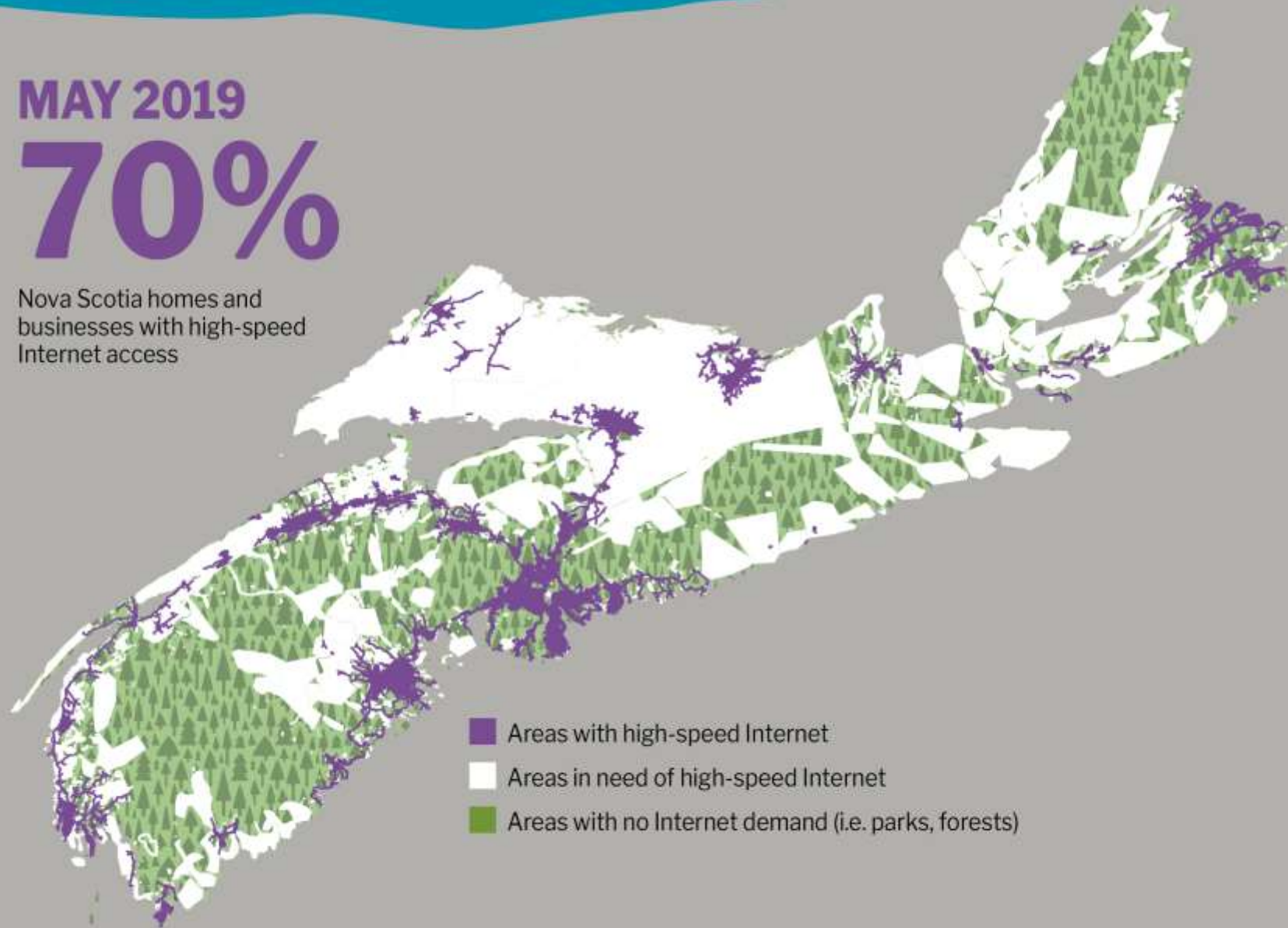
- Connect to Innovate (Fed) - \$500k from Trust
- Phase 1 -\$51M from Trust (inclusive of acceleration funds)
- Phase 2 -\$60M from Trust
- Remaining -\$82M in Trust

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

MAY 2019

70%

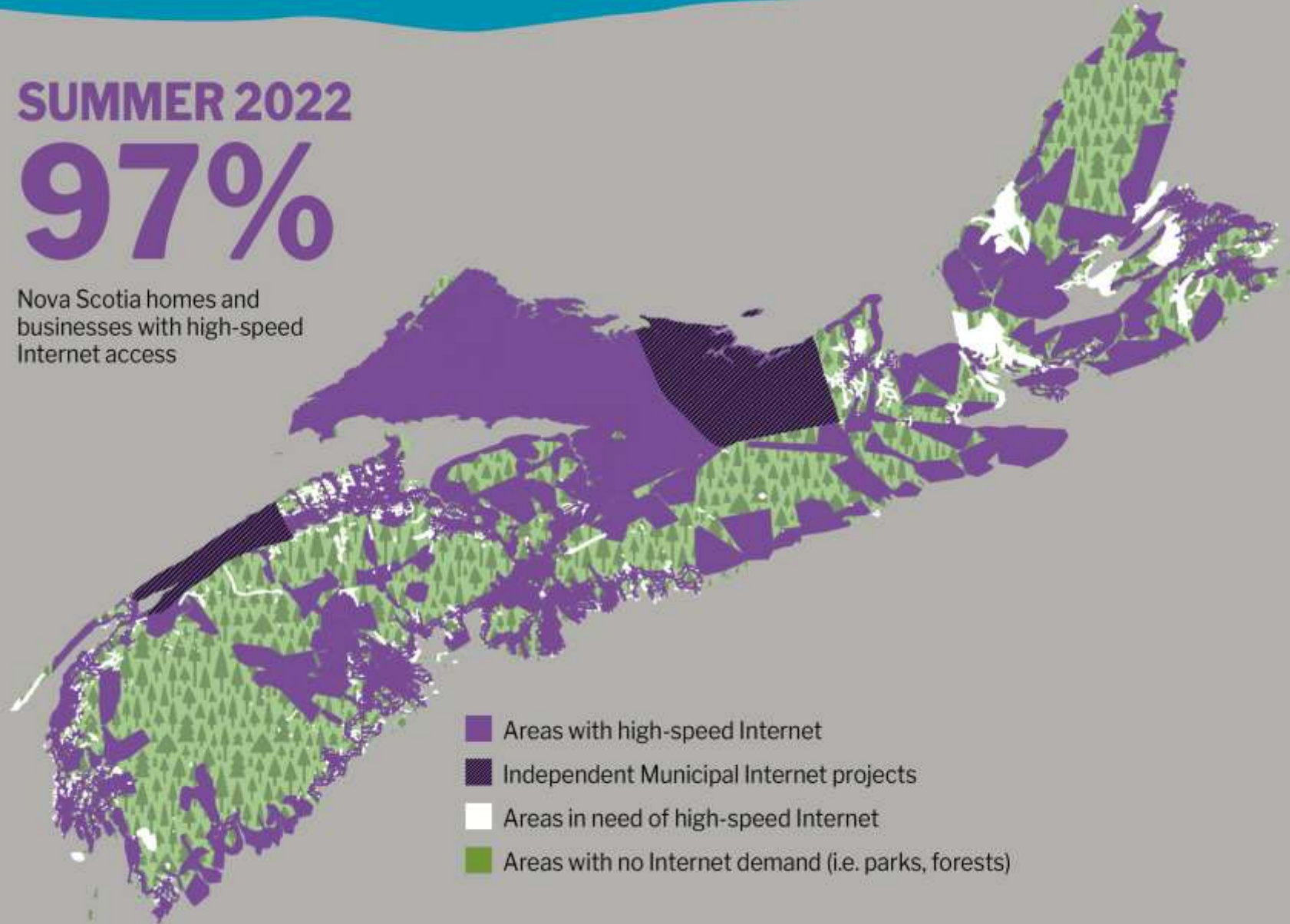
Nova Scotia homes and
businesses with high-speed
Internet access



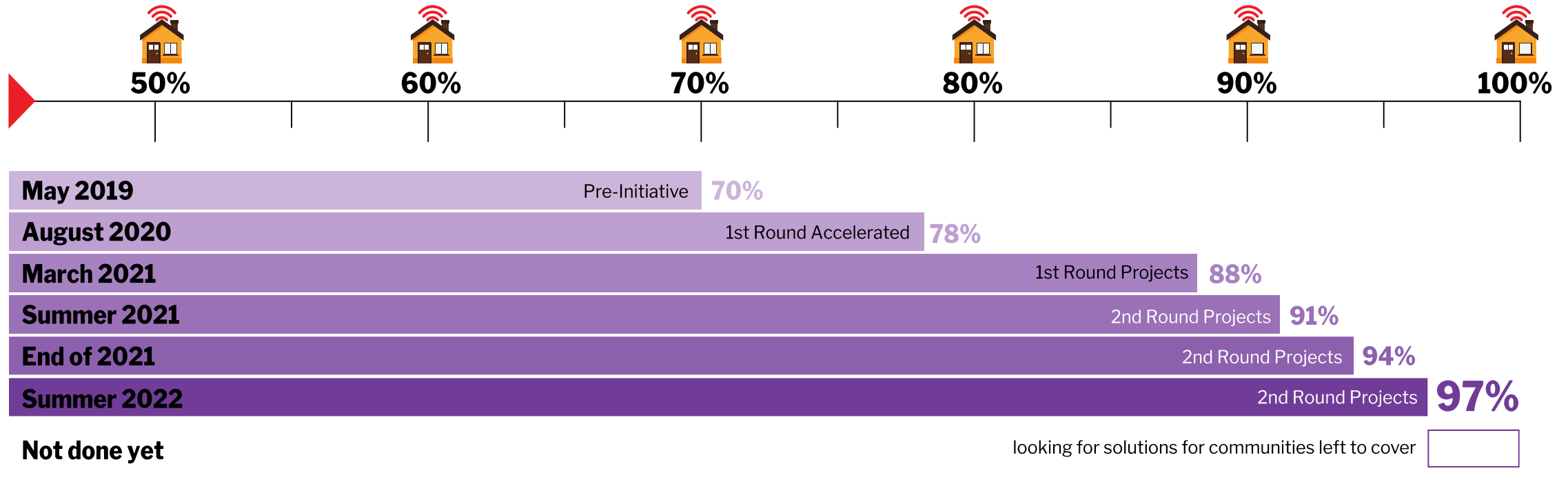
SUMMER 2022

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 on the Eastern Shore

After Round 2

- Melrose | Sherbrooke | Goshen | Ecum Secum | Liscombe | Port Bickerton | Country Harbour | Goldboro | Heatherton | Monastery | Guysborough County | Middle Musquodoboit | Upper Musquodoboit | Sheet Harbour | Tangier | Port Dufferin
- Approximately 9400 homes and businesses; substantially complete June 30, 2022
- Bell Canada Project - Wired to home/business (Fibre)
- Investment: NS Trust \$21M; Bell Canada \$17M
- Acceleration efforts in place to complete ahead of schedule

Now What?

Finish the job. We are not done.

~ 10,000 remaining homes & businesses across NS ~ 2,000 in Eastern Shore Area

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



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