

2018 - 2019

creating places that
attract & inspire people
& investment to NS

August 2018

engagement session



develop | *shaping places.
charting our future.*
NOVA SCOTIA

agenda

- Who we are
- What we do
- Internet update

who were we?

As Waterfront Development our mandate was to redevelop & revitalize lands surrounding Halifax Harbour & any other lands designated by our shareholder, the Province of Nova Scotia.



develop nova scotia

Mandate

lead sustainable development of high potential property and infrastructure to drive inclusive economic growth in Nova Scotia.

Vision

Nova Scotia is among the world's great places.

Mission

we will create sustainable places in Nova Scotia that attract and inspire people and investment.



develop nova scotia

transition

strategic plan consultation

new legislation

new budget/funding approach

build the team

governance

expanded board with regional representation

provincial presence through staff and partnerships



strategic framework



1. build on ocean advantage

develop highest potential property & infrastructure to attract people & investment to Nova Scotia

2. plan for people

plan & create authentic, sustainable places by & for Nova Scotians

strategic framework



3. foster culture of innovation & action

build & develop & enable communities of creative, courageous problem solvers who draw inspiration from around the province & the world to deliver excellence

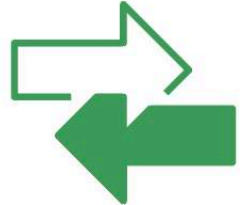
4. preserve & enhance public access & public interest

steward provincial properties & resources to the highest standard & efficiency to maximize value & build trust

placemaking

“Creating or enhancing a community’s assets to improve its overall attractiveness and livability.” International Economic Development Council

- places are spaces with meaning
- great places signify quality of life
- quality of life attracts people
- people attract investment



priority activity



strong places are accessible & connected

- work with NS Internet Funding Trust
- build on provincial reports & progress
- develop & execute rural high-speed Internet implementation strategy
- focus on coverage and service quality, not specific technology
- assemble expertise and build local partnerships
- develop competitive process, incentivize private sector ingenuity

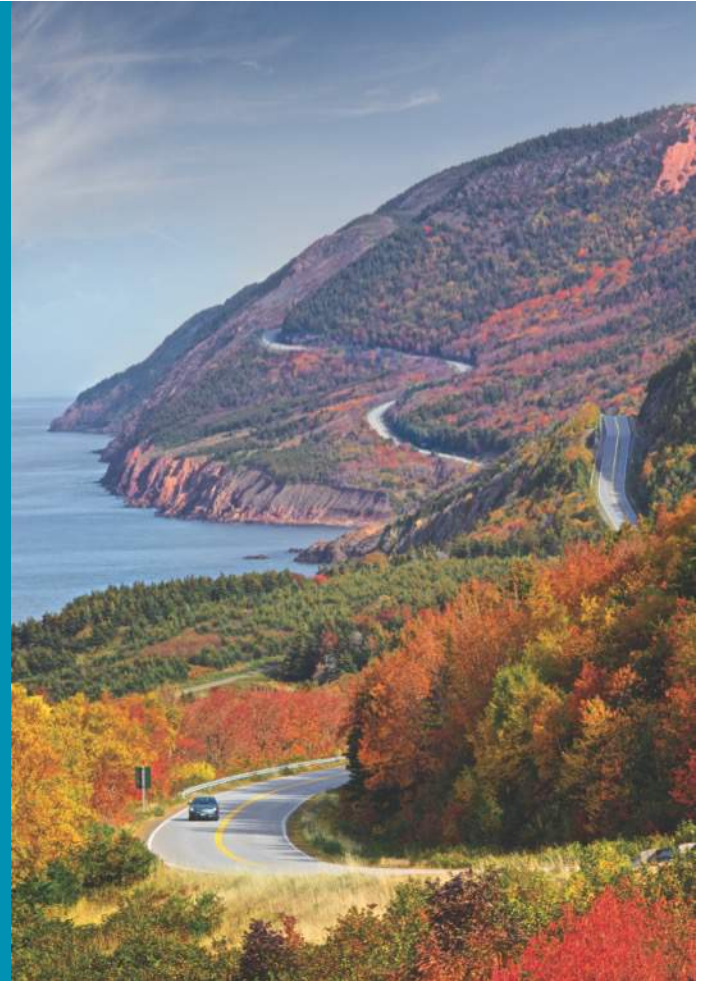
why us?

- large land & infrastructure development projects
- project management with multiple stakeholders
- robust, meaningful public engagement
- public, private partnerships, agreements
- complex financial assembly
- high profile property management & operation



the challenge ahead

1. high-quality, reliable, high-speed internet to greater than 95% of rural Nova Scotians
2. spend as little public \$ as possible
3. build a competitive environment
4. invest in solutions that enable tech / system evolution
5. do it as quickly as possible

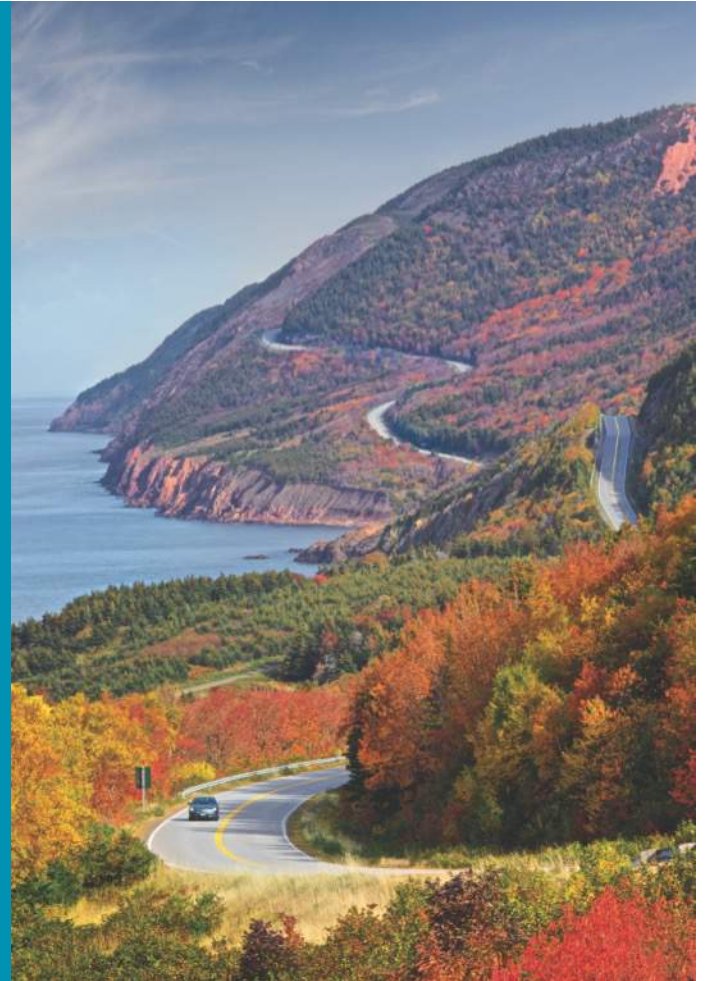


the challenge ahead

we will plan, design, & implement
a compelling Internet solution for
the Province

THIS IS A NEW MODEL

we must work together to reach
>95% Nova Scotians



broadband for rural NS - history

- project launched in 2007 to address 93,500 homes & businesses without high-speed Internet access.
- 100% coverage target, with fixed wireless service standard set at min. 1.5 MBPS
- contract concluded Dec. 31, 2014
- 99% coverage reached



lessons learned



coverage

- reaching 100% of the Province was not feasible

technology

- stipulating technology does not allow for evolution & growth
- focus on results & allow for mix of appropriate solutions

accountability

- contracts must hold proponents accountable for building infrastructure AND maintaining & evolving as demand & technologies change
- service level agreements as key component of contracts

internet 101



Core Network

Routing point that links and authenticates each provider's network back to the worldwide Internet.



Middle Mile

Bringing Internet to a point in a community for broader distribution.

Fiber Link

Fiber Link

Fiber Link



Satellite Link



Last Mile

Distributing Internet from the middle mile in a community to individual homes and businesses.



Distribution Node

Fiber



DSL



COAX



Wireless Transceiver

Wireless Link



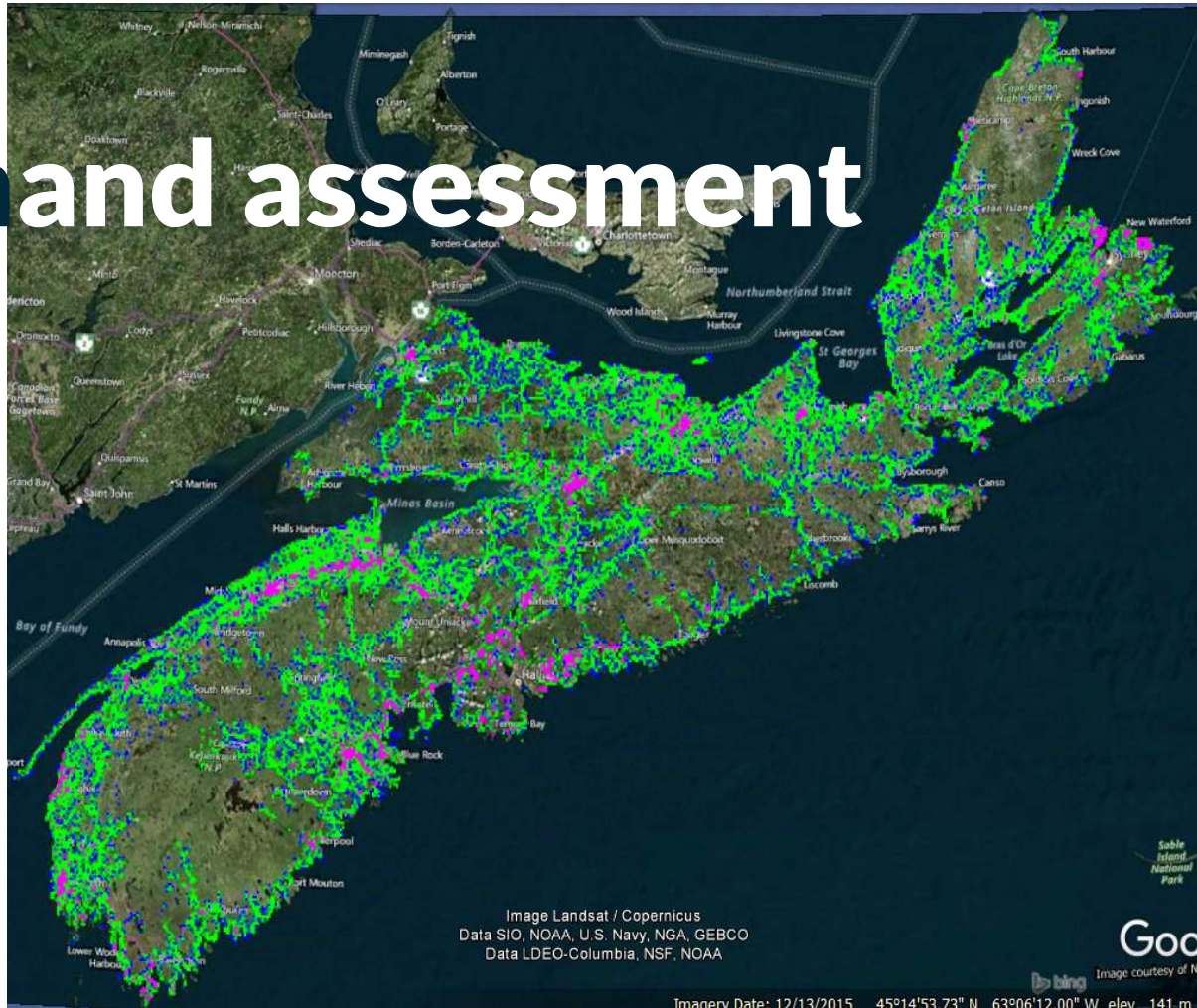
Satellite Link



homework

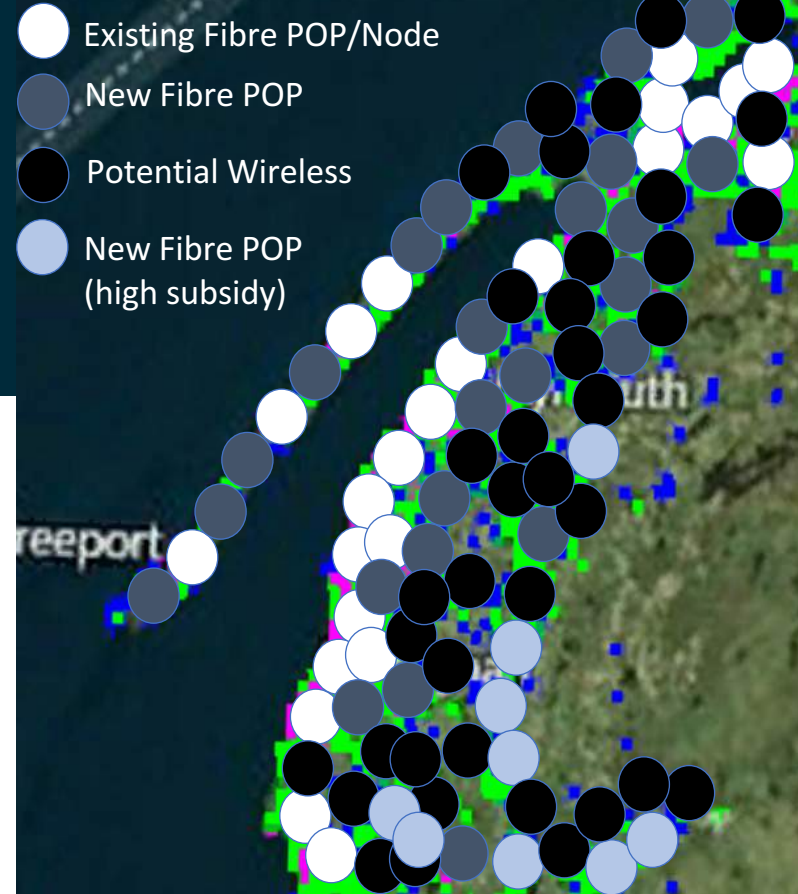


demand assessment



demand & supply

NOTE: POP/Node locations shown are for illustrative purposes & do not reflect actual locations to protect service provider proprietary information



recommendations

Project Goal	Target	Rationale
Data Rates	*25-50Mbps	<ul style="list-style-type: none">•50Mbps target for wireline•25Mbps target for wireless•Align with CRTC recent goals
Coverage Target	>95%	<ul style="list-style-type: none">•Mix of appropriate technologies

financial

estimated cost to implement \$300-\$500M

Fund/program	Lead	Details
Nova Scotia Internet Trust	Nova Scotia Internet Trust	\$190M Eligible beneficiaries: ISPs, Municipalities, successful CTI projects
Connect to Innovate	Innovation, Science and Economic Development	\$500M Now closed – Approx. \$17M announced for Nova Scotia
CRTC Fund	Canadian Radio and Telecommunications Commission (CRTC)	\$750M Details of fund to be announced in 2018

30 / 60 / 90 – next steps

30 Days

Contracts
Key Stakeholder
Engagement
Planning Team

60 Days

Competitive
Process
Communication
Channels

90 Days

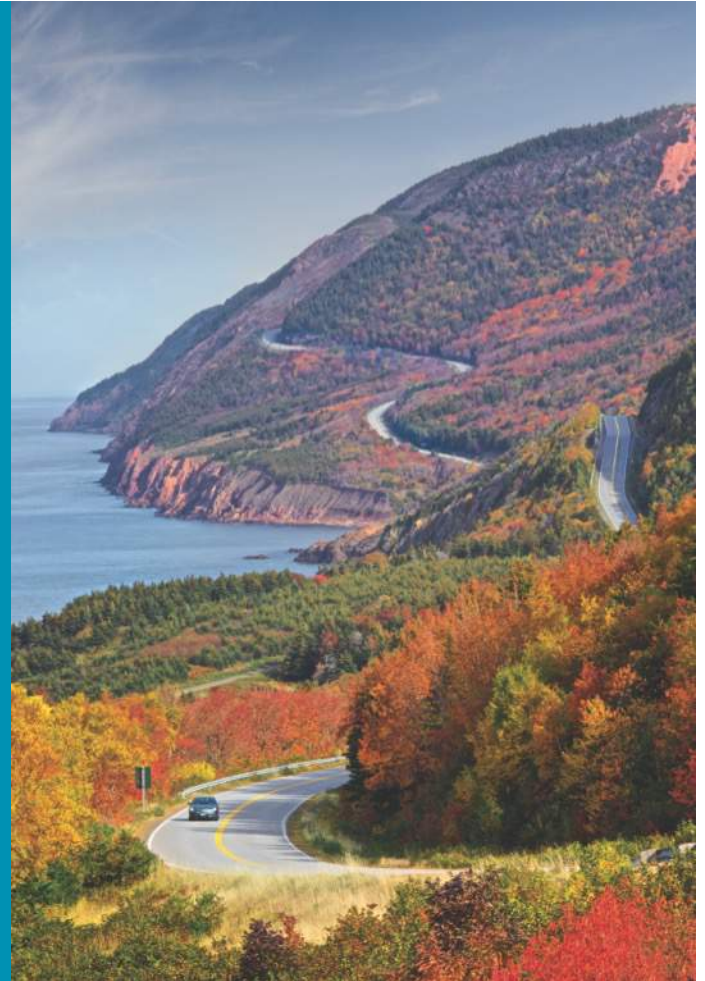
Reporting
Framework/
Contracts
Project Team

In 2018

In Market

discussion

1. what strategic economic infrastructure projects do you see in your region?
2. where do you see partnership opportunities in your region, as they relate to Internet?
3. how can Develop Nova Scotia most effectively reach the community when it comes to communicating about Internet & other initiatives?
4. what do you consider the most significant opportunities/pain points for community in context of inclusive economic growth?



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connect with us

Develop Nova Scotia
1751 Lower Water Street
Halifax, NS B3J 1S5

info@developns.ca



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