

EDITORIAL DIRECTOR

Scott DeGarmo

PUBLISHER

Nancy McCain

nancym@broadbandproperties.com

EDITOR IN CHIEF

Steven S. Ross

steve@broadbandproperties.com

ADVERTISING SALES

Irene Gonzales

irene@broadbandproperties.com

DESIGN & PRODUCTION

Ken Lasley

ken@broadbandproperties.com

COLUMNISTS

Bruce Bahlmann, Birds-Eye.net

Bill Burhop, IMCC

Orrin Charm, InfiniSys

Amy Cravens, Cahners In-Stat.

Greg Heifner, Orbital Data Net inc.

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Broadband Properties LLC

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Nancy McCain

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Robert L. Vogelsang

BUSINESS & EDITORIAL OFFICE

Broadband Properties LLC

1909 AVENUE G

ROSENBERG, TX 77471

281.342.9655, FAX 281.342.1158

WWW.BROADBANDPROPERTIES.COM



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Our 2005 Summit: One Hot Program

See You In Dallas: September 12 – 14.



As you read our outstanding article on Brambleton by law professor Jill Kasle, bear this in mind: You will meet the leaders from such landmark Fiber-to-the-Home developments at our Broadband Properties Summit in Dallas, September 12-14.

Don't miss this event. This year's Summit will be among the hottest networking events ever. As in years past, exciting deals will get done and crucial relationships will be forged.

This is the year. It's a year that is getting ever more exhilarating. This year, the *vision of ultra-connectivity* is at last catching fire. Ultra-connectivity? Months ago I leaped on that phrase upon reading it in an article by our contributor, analyst Amy Cravens. Last December we put the words permanently on our cover as part of our mission: *Building the Ultra-Connected Community*. Amy's definition — she repeats it this month in her article on greenfield marketing strategies, which starts on page 36 — is *to enable every home in a development with a high-speed connection over which any combination of data, video, and voice services will travel*. I expanded the definition to include buildings and municipalities. I also added the idea of *ubiquitous connectivity* — being able to access any information you want, anytime and anywhere. That is a vision shared by our Summit co-hosts, Fiber Optic Communities of the US (FOCUS).

As with the Holy Grail, realizing this broader vision of ultra-connectivity is an endless quest — *fortunately!* That means we will have a mission and purpose for years to come as the fiber optic revolution rolls out. Ultra-connectivity — the triple play and beyond — is a central theme at our Summit. *Also on the agenda:*

Workshops for developers and cable operators. These will cover the important legal, financial, and technological challenges facing PCOs. Our experts present the best strategies and tactics for dealing with these challenges. Sessions headed by leaders in the field will clarify such questions as inside wiring rules and the owner's and operator's rights vis-à-vis the franchised cable companies.

The telcos impact on FTTH. You'll get up-

dated info and insights from key executives at the major carriers as well as the rural telcos and independents. Consider the current scene: Last year, Verizon passed 1 million potential subscribers in its massive FTTP build-out. This year, it is on track to pass two million more households. Verizon plans to hire 3,000 to 5,000 new employees by the end of 2005 to maintain the pace.

How IPTV will redefine television. What will be the impact of IPTV on today's marketplace? This is the year that SBC begins distributing its own IPTV service in select markets, to be supported eventually by a humongous on-demand library of movies. Note that divorcing television from time constraints is another step toward ultra-connectivity. Don't miss our sessions on the threats and opportunities that IPTV broadcasters will create as they enter into competition with cable, satellite and the public airwaves.

Be sure to reserve your place now! See our announcement on page 22. Go to our website — www.bbpmag.com — or send an email to heather@broadbandproperties.com — or call us at 877-588-1649.

Among the hottest Summit topics will be **municipal broadband**.

Next month, we devote our May issue to that topic. In a major analysis, legal expert Carl Kandutsch makes the case for Muni Broadband and we present powerful economic development data on the subject. To order copies of the issue in advance email us at Municipal@broadbandproperties.com.

As a prelude to our Municipal Issue, see our timely report, "The Regulatory Environment for Municipal Broadband," on page 39. *One final note:* In June we will publish our list of the top companies in the broadband properties marketplace.

We're doing our part to make each issue add to the year's excitement.

scott@broadbandproperties.com