

SPEAKERS



Bill Burhop, Esq. - Executive Director, IMCC



Max Kipfer - President, FOCUS



Lou Balla - Founder & Principal, Capitol Infrastructure



Carl Kandutsch, Esq - Former FCC Lawyer



John Schultz - General Manager, FTTH Communications



Thomas Reiman - Founder & President, The Broadband Group

Broadband Properties Summit 2005

Almost 500 broadband evangelists, gathered at our September Summit in Dallas, heard almost nothing but optimism. New technology has made greenfield and overbuild fiber cheaper – as little as \$800 per home passed in greenfield, \$1,000 in overbuilds. The RBOCs are getting more adventuresome, and independent telcos and municipal systems are filling in the gaps RBOCs leave behind. Even rural areas see a broadband future. And an extra half-day Rural Utilities Service workshop after the Summit's

official closing was well attended.

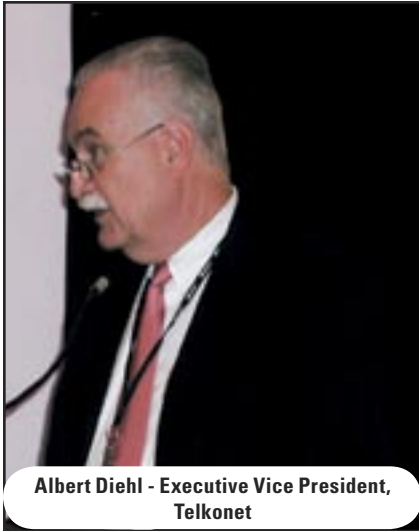
No evangelist said it better than Hilda Gay Legg, former director of RUS and a former teacher (see her enthusiastic remarks in this issue, immediately after this section, page 55).

The only sore point: Uncertainty as to the role of private cable operators. At a concurrent meeting of the Independent Multi-Family Communications Council, hosted by the Summit, IMCC executive director Bill Burhop said the old model – PCOs accepting limited immediate cash



Jeff Hesla - Residential Real Estate, Sunset Summits

SPEAKERS



Albert Diehl - Executive Vice President, Telkonet



Ben Gould - Chief Marketing Officer, Dynamic City



Mike Serrano - Director, Product Marketing, Alloptic



Srini Kola - Founder & CEO, C9 Networks



Kent Brown - Director of Access Technologies, AFL Telecommunications



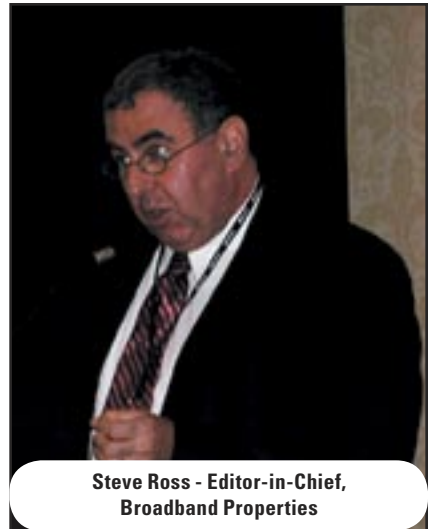
Takeo Osawa - Manager, IT & Telecommunications, TEPCO



John Hewa - Utilities Director, City of Manassas, VA.



Walt Adams - Vice President Commercial Services, COMTek



Steve Ross - Editor-in-Chief, Broadband Properties

SPEAKERS



Michael C. Render - President, Render, Vanderslice & Associates



Bill Schultz - Vice President of Marketing, Transition Networks



Pete Daly - Vice President of Sales, Blonder Tongue



Jim MacNaughton, Esq. - Law Office of W.J. MacNaughton



Leonard Ray - Chairman, FTTH Council



The Honorable Lewis Billings - Mayor, Provo, Utah

flow in exchange for building equity in their systems – is difficult to achieve in the new environment. Instead, developers and providers often join to create new entities to provide service to tenants and owner-occupied developments. The new entities own the networks, leaving operators more in the role of a CLEC. Without owning the network, building long-term equity is more difficult, but cash flow can be much improved.

This, some attendees noted, leaves many PCOs serving mainly middle- and lower-income rental MDUs.

Public-Private Partnerships

The packed program – almost 60 speakers – offered plenty of surprises. Perhaps the biggest came from David McClure,

president of the US Internet Industry Association. The USIIA has always opposed municipal-run networks. A debate with regular BBP columnist Karl Kandutsch, who supported municipal broadband where private industry won't provide such services, turned into almost no debate at all. McClure responded by calling for municipal nets, but only if they are open-access. The model in such cases is that municipalities should not provide their own content, however. Instead, they should enter into a "public-private partnership." (See Mr. McClure's views in his own words, in his article in this issue.)

User-Centric Content

More than technology is driving the broadband revolution, said Thomas Rei-

man of The Broadband Group. Customers want to be the center of their communications universe, he said. In agreement with many speakers, he noted that pure broadband technology is becoming commoditized. As fiber and broadband wireless become ubiquitous, content will be the differentiator. What's more, the content will go far beyond the oft-discussed "triple play" of video, voice and data.

Conferees mentioned telemedicine, telepresence (lifelike video conferencing), distance learning, interactive gaming, security and on-demand entertainment throughout the home and on portable devices. Many also noted that the most profitable broadband services a decade from now might not have been invented yet.

SPEAKERS



Stan Fendley - Director of Legislative and Regulatory Policy, Corning, Inc.



James Hettrick - Director of Info Systems, Loma Linda, CA.



David Kidder - Co-Founder & COO, Renaissance Integrated Solutions



Robert Kjellberg - Managing Director, MälarEnergi Stadsnät, Vasterås, Sweden



David McClure - President & CEO, US Internet Industry Association



The Honorable Hilda Legg - Former Administrator USDA Rural Utilities Services



Jim Baller, Esq. - Founder, Baller Herbst Law Group



Sharon Eisner Gillette - Prinipal Research Associate, MIT, Broadband Working Group



Dr. George Ford - President, Applied Economic Studies, Inc.

SPEAKERS



**Michael Curri - Founder,
Strategic Network Groups**



**Joseph Savage - Sr. Vice President,
FTTH Council**



**Randy Baker - General Manager,
Stratford Mutual Telephone Company**



**Ron Riggle - Customer Service Manager,
Rochester Telephone Company**

Awards

Reiman was a recipient of the Broadband Properties Magazine Cornerstone Award, for the **Best FTTH Private Development**, Brambleton, VA (see our April 2005 issue for a full description of what Brambleton offers). Last year, the magazine began including communities with next-generation connectivity solutions, in particular Fiber-to-the-Home and Fiber-to-the-Premises. The awards were co-hosted this year by FOCUS, the Fiber Optic Communities of the US. Other Cornerstone winners this year:

- **Best FTTH Public Utility Network:** Jackson Energy Authority. The presenter was Matthew Kisber, Commissioner of Tennessee's Department

of Economic and Community Development. Accepting the award was Kim Kersey, the authority's senior VP for Telecommunications

- **Public Policy Award For FTTH Research:** Michael C. Render, Render Vanderslice Associates. The industry has come to depend on RVA's meticulous census of fiber projects in the US. See samples in our cover story for this past June. The award was presented by Stan Fendlay, Director of Legislative and Regulator Policy for Corning.

- **Most Creative FTTH Deployment:** Loma Linda, CA. Presenting the award was Diane Kruse, president of Zoomy Communications and chairman-elect of the FTTH Council. Receiving the

award was James Hettrick, director of information systems in Loma Linda (for details, see our in-depth interview with Mr. Hettrick, in the May 2005 issue).

- **Most Advanced FTTP Network:** Mälarenergi Stadsnät AB in Sweden. The award was presented by Matt Wenger, Director of Business and Strategic Development for system designer Packetfront. Receiving was Robert Kjellberg, managing director of Malarenergi Stadsnät, the public electric utility in Vasteras that owns the network. (See our discussion of Vasteras in the March 2005 issue.)

- **Best BPL + FTTx Project:** City of Manassas, VA: Receiving the award was John D. Hewa, Director of Utilities for the City of Manassas. The presenter was Kent Brown, director of AFL Access Solutions. This project (described in our April 2005 issue) combined BPL and fiber to produce a low-cost solution with good growth potential.

- **Provider of the Year to Multi-Family Communities:** Verizon Avenue. Stan Fendley presented this award as well, to Mike Gourzis on behalf of Verizon Avenue, which has acted nimbly on MDU projects.

Economics 101

FTTH evangelists continue to gather evidence for the economic justification for broadband. At the Summit, George Ford of Applied Economic Studies presented two studies done in Florida to assist the Florida Municipal Electric Association in its battle with the state legislature over allowing municipal broadband networks. He insisted that these networks do not have to be money-losers, but that profit is "entirely irrelevant for publicly owned operations when social benefits deviate from private benefits." Roads, schools, law enforcement, libraries and the military are not expected to turn a profit, he said.

Sharon Gillett, principal research associate and MIT, and Michael Curri, president of Strategic Networks Group, echoed Ford. SNG's experience in Canada suggests numerous public benefits that far outweigh costs.

Their arguments and data will be discussed more fully in an upcoming issue of Broadband Properties.

Luncheon & Awards



Diane Kruse - Chairman-elect FTTH Council
Scott DeGarmo - CEO, Broadband Properties



**Left to Right - Kent Brown, Thomas Reiman, Kim Kersey,
Robert Kjellberg, Michael Render, Mike Gourzis**



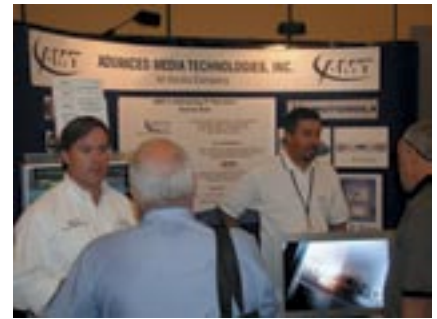
**Rey Ramsey - CEO,
One Economy Corporation**

Summit Sponsors

Show sponsors and exhibitors included 4COM, ADC, Advanced Media Technologies, AFL Telecommunications, Alloptic, Blonder Tongue, C9 Networks, Capanis Networks, Capitol Broadband, CommScope, Communication Technology Services (CTS), Corning Cable Systems, DF Countryman, FOCUS, Foxcom, FTTH Communications, Hitachi Telecom (USA), KT Communications, Multiband, Multicom, Multilet, NorthStar TeleSolutions, OFS Optics, Pace Electronics, PacketFront, Riverstone Networks, Satellite Management Services, Sofast Communications, Sumitomo Electric Lightwave, Telkonet, Toner Cable Equipment, Transition Networks, Tribune Media Services, World Wide Packets, ZoomyCo, and ZyXEL Communications.

Missed the Summit? Presenters' presentations are on our Website at www.bbpmag.com. All sessions were also recorded on video. DVDs of the video may be ordered from our Website as well.

EXHIBITORS



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