



# 2006 Cornerstone Awards

Fiber, combined with innovative technology, innovative business plans, and nimble execution marked this year's honorees

**T**he Broadband Summit is the venue for presenting the Broadband Properties Cornerstone Awards to real estate developers, communities, companies, and individuals with outstanding accomplishments in the area of delivering telecommunications for the benefit of end users and regional economic development. The awards are the oldest in the field, dating back two decades. Since 2004, Cornerstone awards have included special recognition for next-generation connectivity, in particular Fiber-to-the-Home and Fiber-to-the-Premises. This year's awards luncheon was hosted by Motorola and keynoted by BBP Vice-Chairman Hilda Gay Legg, former RUS administrator and now a broadband implementation consultant.

**\* Best Use of Fiber to Bridge the Digital Divide:** Jointly awarded to telephone and cable television provider **Interfibra** and housing developer **Tierra Urbana** for developments totaling 4,000 low-income homes in Monterrey, Mexico. Recipients were Jorge Ortiz, CEO of Interfibra, and Antonio Sarre of Tierra Urbana. **Judges' comment:** "Here is a superbly innovative business model that brings voice, video and data to low-income worker-homeowners for about \$25 a month. We noted the clever hardware – fiber to the pedestal and Ethernet from there to small-lot single-family homes nearby.

About eight homes share each fiber. But we were particularly impressed with the flexible billing model, similar to prepaid cell phones, that the fiber network enabled. Residents can buy the services they can afford on a month-to-month basis through a simple Web interface."

**Presenter:** Tim Scott of PacketFront, the company that supplied the provisioning software.

**\* Best Midwest Development with FTTH:** Rockfire-At-The-Lake, a FTTH development near Topeka, Kansas. The recipient was developer **Jes Santaularia**, president of Rockfire Realty Co. of Topeka. **Judges' comment:** "Kudos to a developer who understands the value of fiber to homebuyers . . . Rockfire will have the first open access FTTH network in Kansas." Mr. Santaularia has committed to use open access in all of his future developments. **Presenter:** Diane Kruse, CEO of Zoomy Communications, which built the network.

**\* Post-Katrina Recovery** (Also cited for Best Use of New Urbanism Design with FTTH): The **Village of Tradition**, a 16,000-home master planned community and village in Biloxi, Mississippi, developed in partnership with Zoomy Communications. The FTTH network supports an open access architecture offering a choice of telecommunications, cable



**Mary Ashe of Motorola, which hosted the awards luncheon.**

TV and data providers. The award was presented to developer **Gerald Blessey**, president of Tradition Properties, Inc. **Judges' comment:** "Arising out of the destruction of Hurricane Katrina, this mixed-use community fulfills a vision of what FTTH can mean for residents and businesses. In keeping with the work-at-home and local-community-building that fiber makes possible, this is a 'New Urbanist' community that should generate exciting new social interactions and stimulate economic growth for Biloxi." **Presenter:** Diane Kruse, CEO of Zoomy Communications.

**\* Most Visionary TND (Traditional Neighborhood Development) with FTTH:** For the project of **Tollgate Village**, a 360-acre neighborhood



BBP vice-chairman and former RUS administrator Hilda Gay Legg keynoted the luncheon with an impassioned plea for rural broadband – so impassioned that she paced the floor to make her point up-close and personal.



James Carbine gets his Cornerstone from Kent Brown of AFL.

in the town of Thompson’s Station, Tennessee. Awarded jointly to **James Carbine**, president of Carbine Development, and to **Crystal Clear Technologies**. *Judges comment:* “Tollgate village was created in true municipal/developer partnership thanks to the leadership and vision of Carbine Development. The project skillfully lev-

eraged advanced technology to solve real-world challenges and position the community for the future.” *Presenter:* Kent Brown, director of access technology solutions for AFL Telecommunications.

\* **First Full-Rate GPON Fiber-to-the-Premises Network:** Awarded

jointly to **ComSpanUSA**, a facilities-based CLEC and **Ledcor Technical Services** (LTS) for a FTTP system in Bandon, OR. John Stadter, CEO, ComSpanUSA, accepted the award. *Judges’ comment:* “ComSpan and Ledcor are rolling out fiber to the premises in a city of just 3,000 residents in coastal Oregon with a highly efficient operating model and no public funding. The project is scalable, using local sales personnel and a centralized network operating center, so we expect more communities nearby to join in.” *Presenter:* Pete Westafer of Hitachi Telecom, supplier of the GPON FTTP platform.

\* **Community Fiber Backbone:** **St. Joe Valley Metronet**, City of South Bend, IN. Receiving the award on behalf of the project was **Patrick McMahon** of Project Future. *Judges’ comment:* “Immediate major benefits resulted from this public/private partnership. We hope it becomes a model for many others in the US, where unlike Europe and Asia, this approach is



**Diane Kruse of Zoomy Communications gives Jes Santaularia his Cornerstone as BBP President Scott DeGarmo looks on.**

rare.” **Presenter:** Stephen Mayo, President, Intellectconnect.

\* **FTTH and FTTB with Advanced IP Services: Emirates Integrated Telecommunications Company.** On hand from Dubai to participate in the Summit and receive the award was **Mustafa Kaddoura**, Executive Director of Fixed Networks for EIT.

**Judges’ comment:** “EIT has the largest IT infrastructure in the Middle East, with a focus on innovative services for the present and future needs of its customers. It has played a key role in attracting businesspeople to Dubai, in competition with many other cities in the region. Fiber makes for a huge competitive advantage.” **Presenter:** Steven Ross, Editor-in-Chief.

\* **Large-Scale European Deployment:** FTTH Network, **City of Nuenen.** Awarded to VolkerWessels Telecom. Receiving the award was **Marco Westenberg**, Manager of Business Development, VolkerWessels. **Judges’ comment:** “This overbuild is the largest FTTH deployment in the Netherlands and has helped inspire the giant

## Mayor Graham Richard Receives First Killer App Trailblazer Award

In recognition of his “initiative, energy, and vision” aimed at making his “wired and inspired” city a center for emerging applications, Mayor Graham Richard of Fort Wayne, Indiana, was presented the 2006 Killer App Magazine Trailblazer Award. The mayor seized the opportunity of his acceptance speech to announce his broadband Mayor’s Summit, April 30 to May 2, 2007 – to be held in conjunction with the first Killer App Magazine Conference and Expo, co-produced by Broadband Properties. Killer App Magazine, now published in the pages of BBP, and KillerApp.Com, were launched in June of this year.

400,000-premise Amsterdam project just getting under way. We were highly impressed with the business plan, which involved residents and speeded the deployment, and with the technology (supplied in part by PacketFront) behind this fully automated, open access network serving 8,000 households.” **Presenter:** Steven Ross, Editor-in-Chief.

\* **Nimble Execution of Mass FTTP Deployment:** **Verizon Enhanced Communities** and **Verizon Communications.** Award accepted by **Eric Cevis**, Vice President of Verizon Enhanced Communities. **Judges’ comment:** “For fiber installation that displayed not only technical prowess but agility all but unheard of in companies of this size. JPI

Partners was one day from starting to close the walls in its new Dedham Junction MDU when Verizon announced FiOS availability for the community. Unwilling to be bandwidth-obsolete at the opening, JPI proposed a fiber install to Verizon and went to network designer Infinisys. Fiber duct was being pulled 10 days later and the walls closed on time. Was this a routine deal for Verizon Enhanced Communities? Hardly. The June 2006 project in Dedham, Massachusetts, marked the first FiOS-branded provisioning of an MDU. Being that the project is just 10 miles away from Boston’s historic Freedom Trail, we can’t help predicting that the place will be a tourist attraction and historic site in 30 or 40 years.” **Presenter:** Editor-in-Chief, Steven Ross.