

EDITORIAL DIRECTOR
Scott DeGarmo

PUBLISHER
Nancy McCain
nancym@broadbandproperties.com

EDITOR IN CHIEF
Steven S. Ross
steve@broadbandproperties.com

ASSOCIATE PUBLISHER
Phil Cook
phil@broadbandproperties.com

ADVERTISING SALES
Irene Gonzales
irene@broadbandproperties.com

DESIGN & PRODUCTION
Ken Lasley
ken@broadbandproperties.com

SPECIAL EDITORIAL CONTRIBUTORS
Paul E. Green, Jr., James Hettrick, Masha Zager

COLUMNISTS
Bill Burhop, IMCC
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Amy Gravens, Cahners In-Stat.
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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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Sharing The Feedback From Dallas Summit:

A bigger event offered more resources to tap.



I've been calling attendees from our September Summit to get their feedback. Lots of you have told me about the lessons you learned and the deals you initiated or completed.

Dale Smith, general manager of Crystal Clear Technologies, has attended three Summits. This year, Smith flew in on James Carbine's private plane with a team from Carbine Development, creators of Tollgate Village, a 360-acre neighborhood located in Thompson's Station, TN. The group included another technical person and one of the local officials from the town, whose involvement underscored the fact Tollgate Village was a genuine municipal/developer partnership.

At previous Summits, noted Smith, "we were looking at overall technical design before we kicked off Tollgate Village. That was our first property. Now we are looking at three or four properties so we brought in additional people." The resources of the conference made it a perfect venue "to see how much deeper we should go." Like others, Smith was pleased on arriving to find "the conference seemed to have twice as many participants as before. That allowed me to talk to other people doing the same thing," he said, adding, "no doubt about it—a larger conference meant we were able to learn more."

Among the solutions that "we came specifically to look at was voice apps," Smith noted, adding that "we probably spoke to four vendors" with highly specific questions. Smith and the team also spoke to "companies that have already deployed" in his ongoing search for today's best practices. Team members also attended the regulatory sessions because "if we are going to grow we need to be comfortable with regulations." Of particular interest was "the subject of video franchising, and we have actually obtained some consulting support" in related areas, he noted. Before joining forces with Carbine Development, Smith spent 30 years in the communications and technology business, primarily with BellSouth, focusing

on voice and data and the management of those services. Smith seems to be a savvy evaluator of conferences, and of the Summit he remarked: "I think the content was excellent and we had lots of capabilities to obtain any and all the information I would need." He credits the Summits he has attended with helping him find vendors, including AFL Telecommunications. **Note to readers:** Carbine Development and Crystal Clear received a Cornerstone Award at the Summit. See our report on the awards on page 53. Another Cornerstone Award winner who also attended previous Summits was Jes Santaularia, developer of Rockfire-at-the-Lake in Kansas. Like Tollgate Village, Rockfire was a New Urbanist-style development with Fiber-to-the-Home. Yet another Cornerstone winner reflecting New Urbanism was Mississippi's Village at Tradition, near Biloxi. I crossed paths with Tradition's visionary leader Gerald Blessey during October at the Urban Land Institute in Denver, where the magazine shared a pavilion with Zoomy Communications and the FTTH Council. Broadband Properties first started emphasizing the potential relationship between New Urbanism and FTTH back at our 2004 Summit, when very few real examples had yet been built.

Smart Bulletin: I attended the Intelligent Community Forum announcing the Smart21 Communities of the Year—held in Manhattan at the Taipei Economic and Cultural Office by dint of Taipei being the past honoree. The 21 communities now in line for the 2007 award include the city of Karlskrona, Sweden. That announcement, recognizing the role of vendor PacketFront, provoked a cheer from PacketFront director of sales Tim Scott. Get the full list at intelligentcommunity.org—and stay tuned for our ongoing coverage of how broadband is changing the world.