



**NEW YORK**  
STATE OF  
OPPORTUNITY™

**Broadband  
Program Office**

# **New NY Broadband Program Phase 3 Bidders Conference**

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**Jeffrey Nordhaus, EVP, Broadband & Innovation**

*Please note that the following presentation provides an introduction to Phase 3 of the New NY Broadband Program. However, Phase 3 applicants are directed to consult the New NY Broadband Program Phase 3 Request for Proposal Guidelines as the definitive source for all terms and requirements of Phase 3 of the Program. Nothing in this presentation will waive, alter, or otherwise modify the Phase 3 RFP Guidelines.*



***“Broadband is today what electricity was nearly a century ago – essential to creating economic opportunity, driving innovation, and an absolute necessity for our way of life”***

**- Governor Andrew Cuomo**



# Introduction

- On January 8, 2016 Governor Cuomo launched the **\$500 million New NY Broadband Program** with legislative support
- Largest and most ambitious State broadband investment in the nation
- The Program achieves its goals through public-private sector partnerships
- **Phase 3 RFP** launched March 30, 2017
  - FCC has allocated up to **\$170 million** from the **Connect America Fund (CAF)** to address eligible Unserved areas of New York State



A man wearing a grey cap and a dark shirt is crouching in a field of green crops, looking at a tablet. The background shows rows of crops stretching into the distance under a clear sky.

# Phase 1 Awards

- **\$75.8 million** in Public/Private Investment
  - **\$54.2 million** State Funding
  - **25 projects** in **8 upstate regions**
  - **34,127 homes** and **2,044 businesses** and **community anchors** (libraries, hospitals, schools) connected to high-speed broadband



# Phase 2 Awards

- **\$268 million** in Public/Private Investment
  - **\$212 million** State Funding
  - **52 projects** in **8 upstate regions**
  - **10,589 miles** of fiber deployed
- **82,463 homes** and **7,051 businesses** and **community anchors** (libraries, hospitals, schools) connected to high-speed broadband





# New NY Broadband Program Progress To Date

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- **\$344 million** in Public/Private Investment
  - **\$266 million** in State Funding
  - **\$78 million** in Private Funding
- **125,685 homes, businesses, and community anchor institutions** (hospitals, libraries, K-12 schools) connected to high-speed broadband
- Together with build-outs and upgrades committed by Charter, **Phase 1 & 2 awards** will result in **98%** of New Yorkers having access to high-speed broadband

A map of New Jersey is overlaid on a background of blue and yellow network cables. The map is yellow and contains numerous blue stars indicating project locations. The stars are distributed across the state, with a higher concentration in the northern and central regions. A legend on the left shows a blue star next to the text 'Phase 1 & 2 Projects'.

★ Phase 1 & 2 Projects

# Phase 1 & 2 Awards

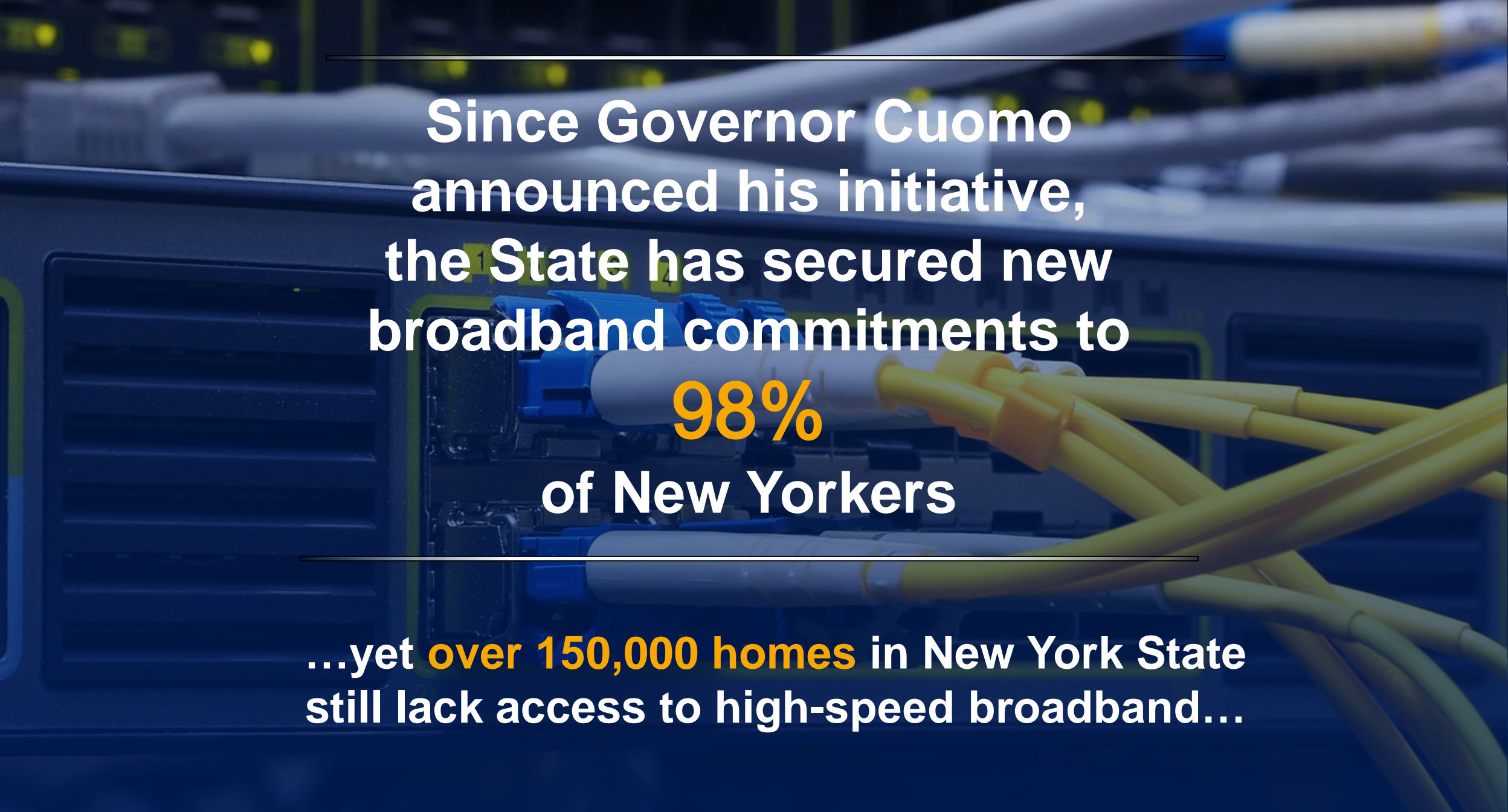
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# Additional Commitments

- In 2015, the Public Service Commission (PSC) approved a merger of Time Warner Cable and Charter Communications with the following requirements:
  - Charter expanding service to **145,000 Unserved premises** in New York State
  - Charter increasing speeds for over **2 million Unserved customers**
    - **100 Mbps** by the end of **2018**
    - **300 Mbps** by the end of **2019**
  - Charter launching **first-ever statewide low-income broadband program**
    - **30 Mbps** for **\$14.99 per-month**
  - Premises to be served by Charter have been removed from **Phase 3**





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Since Governor Cuomo  
announced his initiative,  
the State has secured new  
broadband commitments to  
**98%**  
of New Yorkers

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...yet **over 150,000 homes** in New York State  
still lack access to high-speed broadband...



A close-up photograph of a network switch or patch panel. Several blue Ethernet cables are plugged into the ports. The ports are labeled with numbers like 20, 21, and 22. The image has a blue tint and a semi-transparent dark blue overlay at the bottom.

# Phase 3 Introduction

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# Key Design Elements

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- Mapping
- Technology
- Type of Projects to Fund
- Method for Allocating Funding
- Reimbursement / Payment Structure
- Qualifications

*Optimal structure must balance public goals  
with market-based requirements*



# Key Design Elements

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- **Mapping:**
  - 477 filings provide base layer
  - Charter address points have been overlaid on a confidential basis
  - Existing Phase 1, Phase 2, and other committed projects also overlaid on a full Census Block basis
  - Effectively, “address-level” data is in place for ~98% of Upstate locations
- **Technology:**
  - Technology neutral
  - Preference given for 100 Mbps solutions (e.g. fiber, cable)
  - Wireless and hybrid solutions are also approved



# Key Design Elements

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- **Type of Project to Fund:**
  - Projects fund exclusively last mile solutions
  - Required middle mile to connect to the backbone can be funded
  - Approach ensures the goal of connecting Unserved locations will be accomplished directly
- **Method for Allocating Funding:**
  - Program structured as Reverse Auction
  - Awards to those projects meeting goals at lowest per-Unit State investment
  - Regional auctions, to ensure statewide allocations, for NY State process



# Key Design Elements

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- **Reimbursement / payment structure:**
  - State funds capital expenditures
  - Private sector match targeted at 50%, but must be at least 20%
  - Program can be combined with other existing incentives and Federal programs, such as CAF
- **Pricing:**
  - Providers must offer broadband tier of at least 25 Mbps for \$60 or less
- **Qualifications:**
  - Private sector partners must demonstrate financial, management capabilities

***Specific terms and conditions contained in RFP Guidelines***



# Phase 3 Overview

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Statewide RFP issued **March 30, 2017**

Applications accepted **June 6, 2017 – August 15, 2017**

## *Program Design*

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1. Award grant funding to applicants to provide **last-mile** services to **Unserved and Underserved** areas of the State
2. Evaluate applications through a **Reverse-Auction**
3. Separate Auction processes for territories eligible for Connect America Fund support (**New York CAF Auction**) and other Unserved/Underserved areas (**New York State Auction**)



# Phase 3 Requirements

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- Speeds of **100 Mbps** offered statewide, **25 Mbps** in the most remote areas
- Technology and network must meet **approved standards**
- Applicants must provide a required **co-investment**
- Priority given to **Unserved areas, libraries and educational opportunity centers**, as per Appropriation
- Applicants must demonstrate **suitable fiscal standing and management capabilities**
- Projects must be completed by the **Phase 3 Completion Date**
- Additional requirements discussed subsequently



# Eligible Territories

- All Unserved and Underserved Areas in the State are eligible in Phase 3
  - The BPO has published four lists of Eligible Census Blocks
    - ❖ **List A:** Eligible Unserved Census Blocks
    - ❖ **List B:** Eligible Underserved Census Blocks
    - ❖ **List C:** CAF-eligible Census Blocks
    - ❖ **List D:** Additional Service Areas
- The BPO utilized June 2016 FCC Form 477 Data and confidential information regarding Charter's build-out plans to formulate precise bidding areas



# Process Updates

- The BPO is finalizing the lists of Phase 3 Eligible Census Blocks, and will post them on its website in the near future
- In addition, the FCC will issue an FAQ to address questions that may arise with respect to NY CAF Auction
- When updated materials are available, they will be posted on the BPO's website
- In addition, where relevant, an alert will be sent to recipients on the BPO mailing list
- To ensure you are not missing these key updates, please regularly check the BPO website and ensure that you have signed up with Ana Rua ([ana.rua@esd.ny.gov](mailto:ana.rua@esd.ny.gov)) to receive these alerts



A close-up photograph of a network switch or patch panel. Several blue Ethernet cables are plugged into the ports. The ports are labeled with numbers like 20, 21, and 22. The image has a blue tint and a slight blur, giving it a professional, tech-oriented feel.

# New York State Auction

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# New York State Auction

- The **Phase 3 NYS Auction** is similar to Auctions conducted in **Phases 1 & 2**
- Separate Auctions within each REDC Region:
  - Auction for Unserved areas
  - Auction for Underserved areas
- Applications must meet all Phase 3 Requirements, including:
  - Minimum Service Area of 250 Units
  - Meet the Program's Internet Speed Requirements
- Qualifying and commercially-reasonable applications ranked by requested State Investment in dollars-per-Unit-served
- Applications offering higher speeds and superior service considered first



# Eligible Entities

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**Eligible applicants** in Phase 3 Auctions include, but are not limited to:

- Incorporated organizations
- Native American tribes or tribal organizations
- A local unit of government, or a group of multiple units of government
- A cooperative, private corporation or limited liability company, organized on a for-profit or not-for-profit basis
- A group of public and/or private sector partners



# Service Area Requirements

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- Applications must serve:
  - Minimum Service Area of 250 Units, OR
  - All Eligible Unserved or Underserved CB's within an REDC Region
- Applicants must serve all potential customer locations in awarded Census Blocks
- Proposed Service Areas can only divide Eligible CB's relative to:
  - Partially-Eligible CB's
  - Additional Service Areas
  - Cable/Telephone Providers whose Service Boundaries divide a CB



# Additional Service Areas

- Applicants may submit proposals to address Unserved and Underserved Units within “Served” Census Blocks - **Additional Service Areas (ASA)**
- ASA Applications may include:
  1. Any CB identified on List D
  2. Any Served CB in New York City, Long Island, Rockland and Westchester Counties
- Must demonstrate that proposed Units are, in fact, Unserved or Underserved
- Must address all Unserved and Underserved Units within a proposed CB
- Must be submitted on a stand-alone basis



# Speed Requirements

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- Projects must offer download speeds consistent with the Program's goals
- Download speeds of at least **100 Mbps**, except in the most remote areas of the State where **25 Mbps** is acceptable
  - Applications will be classified in one of three Service Tiers based on network capabilities
- In no circumstances will the Program consider Unserved applications offering speeds lower than 25 Mbps



# Service Tiers

All applications will be classified in one of three **Service Tiers**:

<b>Tier</b>	<b>Internet Speeds (download/upload)</b>	<b>Latency</b>	<b>Monthly Usage Allowance</b>
<b>Above Baseline</b>	$\geq 100/20$ Mbps	Low	Unlimited
<b>Baseline</b>	$\geq 25/4$ Mbps	Low	Unlimited
<b>Minimum</b>	$\geq 25/3$ Mbps	High	$\geq 150$ GB

To meet the Minimum Service Tier requirements:

- Minimum 150 GB Monthly Usage Allowance must be offered
  - No more than 50 GB may be provisioned to off-peak hours
- Applicants cannot impose “hard” Internet data caps



# Technology Requirements

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- The Program is technology neutral, provided that projects meet the Program's required download speeds and other requirements
- **Fiber-to-the-Home (FTTH)** and **Cable/Hybrid Fiber-Coaxial (HFC)**, including combinations of FTTH and HFC, may be utilized
- **Fixed Wireless**, including **Satellite Broadband Service**, and **Digital Subscriber Line (DSL)**, may be utilized either alone or in combination with FTTH or HFC
- Applicants must demonstrate that Fixed Wireless or DSL solutions can achieve the Program's speed goals



# Completion Date

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- Projects must be completed by **December 31, 2018**
- Applicants must provide a timeline detailing major benchmarks and anticipated achievements
- Applicants showing good-cause may request in their application an extension of up-to one year of the Phase 3 Completion Date
- Applicants may seek reimbursement of customer drops for 24 months after Phase 3 Completion Date, including any extensions



# Required Co-Investment

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- Applicants must provide a Required Co-Investment
- The Governor's goal for private-sector Matching Funds is 50% of Total Eligible Project Costs or greater
- NYS grant request cannot exceed 80% of Total Eligible Project Costs
- Private sector matching funds must include an equity capital contribution by the applicant – at least 10% of Total Eligible Project Costs



# Required Pricing Tier

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- Applicants must offer a Required Pricing Tier for five years after the Project's completion
  - Minimum speeds of 25/4 Mbps (download/upload)
  - Monthly rate not to exceed \$60
    - Includes any connection fees, equipment fees, and/or surcharges
      - Excludes a one-time installation fee not to exceed \$49
      - Installation fees above \$49 permitted for drops in excess of 300 ft.
    - Effective as of December, 2015 and may be increased annually at the higher of CPI or a rate published by the BPO
  - Applicants offering Minimum Service may satisfy this requirement by offering speeds of 25/3 Mbps (download/upload), with usage limitations consistent with the Tier



# Financial and Management Capabilities

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- Applicants must demonstrate suitable fiscal standing and management capabilities
- Applicants must operate at least one wired or wireless network with at least 500 customers
- Applicants must submit:
  - Past 3 years of audited financials
  - Past 2 years of tax returns
  - Evidence of an investment-grade bond rating (for municipalities with a bond rating)
- Applicants must be in good standing in performance of any existing NYS Contracts, and in compliance with all local, State and federal laws



# Fully-Financed Requirement

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- Fully-Financed Projects receive priority in the Reverse Auctions
- Applicants must demonstrate that all funds proposed to be committed to Project are available on date of application's submission
- Non-Fully-Financed Projects receive secondary consideration in the Reverse-Auction
  - Financing must be completed within 60 days after the date when the application is submitted



# **Waivers**

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- **Applicants may request a Waiver from one or more Program Requirements**
- **Applicant should provide a written explanation of why they are unable to meet the Requirement(s) and a justification for issuance of the Waiver**
- **Waivers will be granted at the discretion of the President and CEO of ESD**
- **It is not anticipated that Waivers of core Program provisions will be issued**



# Application Fee and Deposit

- Applicants must provide an Application Fee and Deposit
- Nonrefundable \$250 Application Fee
- \$100,000 Application Deposit in the form of a letter of credit
  - Nonrefundable if the applicant is selected for the Program and refuses to enter into a Grant Disbursement Agreement with ESD
  - Applicants submitting multiple applications are only required to submit one letter of credit



# Multiple Applications

- Multiple applications are required in the following circumstances...
- Applications cannot propose to serve a combination of Eligible Unserved and Underserved CB's
- Additional Service Area applications must be submitted on a stand-alone basis
- Proposals may serve non-contiguous areas in the same REDC
- Non-contiguous areas in different REDC's must be submitted through separate applications
  - Contiguous service areas spanning more than one REDC may be submitted in a single application



# Dependent Applications

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- Applicants may designate an application as “Dependent” on one other application, to the extent that funding both projects would reduce State cost per-Unit
- Applicant must demonstrate that funding the projects in combination will reduce State cost per-Unit of one or both projects
- The applications must also be offered on a stand-alone basis
- Budgets must be provided for both standalone and linked applications in such cases

***The following examples illustrate how dependent applications function in the Reverse-Auction***



# Dependent Applications

- An applicant submits two applications (**A** & **B**) which would share certain common network infrastructure
  - The State cost per-Unit of each application is higher when funded on a stand-alone basis, and lower when funded in combination

## Application A

5,000 Unserved Units  
\$6,000 State cost per-Unit

**Stand-Alone**

## Application B

1,000 Underserved Units  
\$4,000 State cost per-Unit

## Application A

5,000 Unserved Units  
**\$2,500** State cost per-Unit

← **Mutually  
Dependent** →

## Application B

1,000 Underserved Units  
**\$3,000** State cost per-Unit



# Dependent Applications

- One applicant submits **Application A**, while another applicant utilizes the Dependent Application provision and submits two applications (**B & C**)
- When considered as Dependent, **Application B** is more competitive in the Reverse-Auction

## Example 1

### Application A



1,000 Unserved Units  
\$3,000 State cost per-Unit

### Application B

1,000 Unserved Units  
\$5,000 State cost per-Unit  
**Stand Alone**

## Example 2

### Application A

1,000 Unserved Units  
\$3,000 State cost per-Unit

### Application B

1,000 Unserved Units  
**\$2,500** State cost per-Unit  
**Dependent**



### Application C

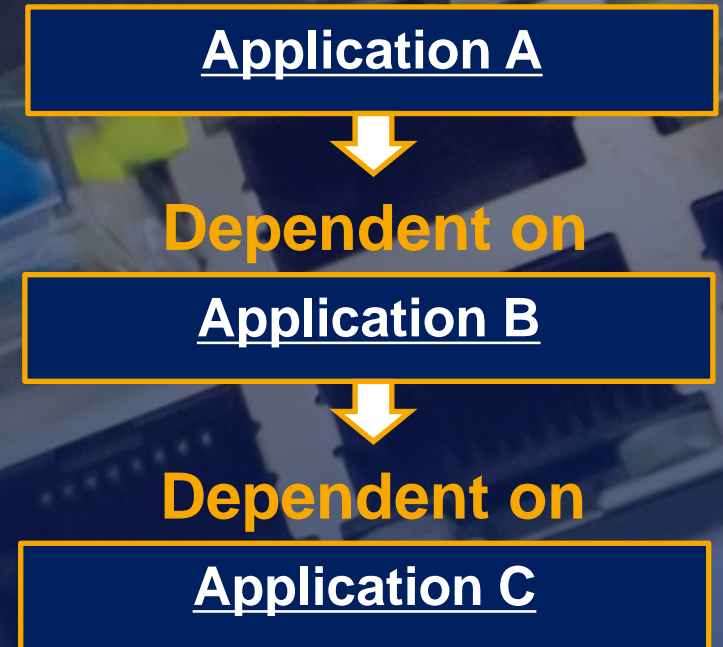
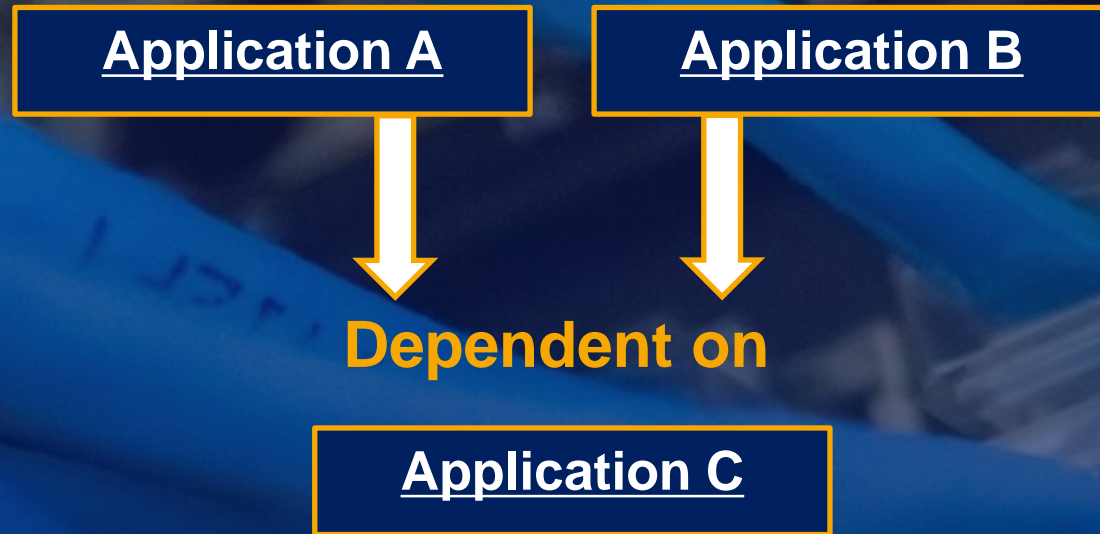
500 Underserved Units  
\$3,000 State cost per-Unit





# Dependent Applications

- Any number of applications may be Dependent on one other application
- Applications cannot be Dependent upon an application which is itself Dependent on a 3<sup>rd</sup> application





# Overlapping Proposals

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- Where applications propose to serve overlapping areas, the qualifying proposal that offers the lowest State cost per-Unit will be selected
- The Program may offer the higher-cost applicant a Modified Award
  - Modified Awards made on a pro rata basis for the reduced number of Units
- The Program requires that applicants agree to accept an up-to 20% reduction in service territory in case of overlaps
  - Applicants may, at their discretion, agree to accept a larger reduction



# Additional Incentives for the Unserved

The Program will provide Auction ranking bonuses to applicants who serve all Unserved or CAF-eligible Census Blocks within one or more REDC Region

Incentive	Description
10%	Application addresses all Eligible Unserved CBs <u>OR</u> all CAF-eligible CBs within <u>at least one REDC Region</u>
20%	Applicant, through one or more applications, addresses all Eligible Unserved CBs <u>OR</u> all CAF-eligible CBs within <u>two or more REDC Regions</u>

- Calculated as a percentage of the applicant's bid
- Will reduce an applicant's per-Unit NYS grant request in the Reverse-Auction ranking
- Will not affect calculation of the applicant's actual award



# Additional Incentives for the Unserved

## Application A

Mohawk Valley  
Unserved CB's

\$500 State cost per-Unit

- Earns no additional incentive
- State cost per-Unit in the Reverse-Auction remains \$500

## Application B

Mohawk Valley  
All Unserved CB's in REDC

\$525 State cost per-Unit

- Earns 10% discount (\$52) by serving all Unserved CB's in an REDC
- State cost per-Unit in the Reverse-Auction reduced to \$473
- *Final award will reflect unmodified State cost per-Unit (i.e., \$525 per-Unit)*



# Key NYS Auction Changes from Phase 2

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- Applications categorized on the basis of Service Tiers
  - New Minimum Service Tier for applications offering download/upload speeds of 25/3 Mbps, high latency levels, and usage limitations
- Additional Incentives for serving Unserved CBs

*Additional rules for the New York CAF Auction discussed subsequently*



A close-up photograph of a network switch or patch panel. Several blue Ethernet cables are plugged into the ports. The ports are labeled with numbers like 20, 21, and 22. The image has a blue tint and a semi-transparent dark blue overlay at the bottom.

# New York CAF Auction

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# New York CAF Auction

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- **Single, statewide Auction awarding only CAF-eligible Census Blocks**
- **NYS grant funding will not exceed 70% of Total Eligible Project Costs**
- **Winning bidders will receive monthly CAF support from the Universal Service Administrative Company (USAC) for 10 years**
- **Minimum Service Area of 5,000 Units\***

**\*Applications based on Statements-of-Interest provided to the BPO in 2016 may serve 250 Units**



# FCC CAF Requirements

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- Winning bidders in the NY CAF Auction must comply with FCC Rules, in addition to NYS Requirements
- Meet FCC Service and Pricing Requirements
  - Offer a stand-alone voice service plan
  - Offer voice and broadband service at reasonably comparable rates
  - Offer broadband at latency levels suitable for real-time applications
- Meet FCC buildout requirements
- Applicants cannot request waiver of FCC rules



# CAF Funding

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- Winning bidders will be eligible to receive CAF support for the amount of funding available in each Census Block
- CAF support disbursed on a monthly basis over a period of 10 years
- CAF support cannot exceed the FCC's Reserve Price for the awarded Census Blocks



# CAF Funding

- CAF support will not exceed NYS grant funding for any project as a whole

## Application A

\$10 million NYS Grant  
\$10 million available CAF

*Application A will receive \$10 million in CAF support, matching its NYS Grant for the Project*

## Application B

\$20 million NYS Grant  
\$15 million available CAF

*Application B's NYS Grant exceeds available CAF support, so the Project will receive all \$15 million in CAF support*

## Application C

\$20 million NYS Grant  
\$25 million available CAF

*Available CAF support exceeds NYS Grant Funding, so the Project will only receive \$20 million in CAF support*

- NYS Grant Funding issued on a reimbursement basis for up-front capital costs. CAF support disbursed monthly over a period of 10 years



# Compelling Financial Opportunity

*Simplified example, purely for illustrative purposes:*

- Project capital cost: \$100
- Private investment: \$30 (after 70% max. reimbursement)
- FCC support: \$70 (\$7/year for 10 years, assuming 1:1 match)
- Compelling returns, even before any business cash flows:

**Illustrative Return in Simplified Example:**

**> 2x multiple of investment, ~ 19% unleveraged Internal Rate of Return**



# Post-Auction CAF Processes

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- In order to obtain CAF funding, winning bidders in the NY CAF Auction must:
  - Submit a long-form application to the FCC within ten business days after award announcement
  - Obtain designation as an **Eligible Telecommunications Carrier (ETC)** in awarded CAF service areas within 180 days after award announcement
    - Existing ETC providers must update designation to include new areas
    - Wireline providers must obtain designation from NYS PSC
    - Wireless providers, including Satellite, must obtain designation from FCC



# CAF Letter of Credit

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- **CAF recipients must submit a letter of credit to the FCC (separate from Application Deposit) and a letter of credit opinion letter**
  - **Initial amount must be at least equal to first year of CAF support**
  - **Letter and Issuing Bank must meet FCC requirements**
  - **Drawn upon if CAF Recipient fails to comply with CAF build-out requirements**
- **Provide bank commitment letter providing for issuance of this letter of credit**



# NY CAF Auction Overview

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- Applications reviewed simultaneously
- Applications ranked by State cost per-Unit served
- Technology-neutral
- Bidding Credits applied to applications on the basis of Service Tiers
- Additional Incentives for applications addressing all CAF-eligible CBs in one or more REDC Regions
- Applications must meet all New NY Broadband Program requirements
- Applications must be determined to be commercially reasonable
- Single, statewide Reverse Auction
  - Auctions not split by REDC Region



# Bidding Credits

In addition to the Additional Incentives for the Unserved, the New York CAF Auction will award bidding credits based on an application's service tier:

Tier	Bidding Credit
Above Baseline	85%
Baseline	50%
Minimum	0%

- Calculated as a percentage of the reserve price (\$7,983 per-Unit)
- Reduces an applicant's per-Unit NYS grant request in the Reverse-Auction ranking
- Will not affect calculation of the applicant's actual award



# Bidding Credits

## Application A

Minimum Service  
\$1,000 State cost per-Unit

- Minimum Tier
- No bidding credit
- State cost per-Unit remains \$1,000

## Application B

Baseline Service  
\$4,500 State cost per-Unit

- Baseline Tier
- 50% bidding credit
- 50% x Reserve Price (\$7,983 per-Unit) = \$3,991
- State cost per-Unit reduced to \$509

## Application C

Above Baseline Service  
\$7,500 State cost per-Unit

- Above Baseline Tier
- 85% bidding credit
- 85% x Reserve Price (\$7,983 per-Unit) = \$6,785
- State cost per-Unit reduced to \$715

- Application B earns the highest ranking in the Reverse-Auction after Bidding Credits
- Bidding Credits affect the ranking of applications, but will not reduce an applicant's award



# Dependent CAF Applications

- Applications in the New York CAF Auction may be Dependent on applications in the New York State Auction, and vice versa
  - **Application A** proposes to serve CAF-eligible Units
  - **Application B** proposes to serve non-CAF eligible Units
    - **Application B** has a lower State cost when it shares common network infrastructure with **Application A**

## Application A

10,000 CAF-eligible Units  
\$5,000 State cost per-Unit

**Stand-Alone**

## Application B

1,000 Unserved Units  
\$3,000 State cost per-Unit

## Application A

10,000 CAF-eligible Units  
\$5,000 State cost per-Unit

**Dependent**

## Application B

1,000 Unserved Units  
**\$2,000** State cost per-Unit



# New York State Auction

- ✓ Multiple applications as required
- ✓ 250 Unit Minimum Service Area
- ✓ Eligible Census Block Lists A, B, D
- ✓ NYS Grant Funding capped at 80%
- ✓ Meet all Program requirements
- ✓ Determined to be commercially reasonable
- ✓ Applications prioritized by Service Tier
- ✓ Additional Incentives for the Unserved

# New York CAF Auction

- ✓ Statewide applications permitted
- ✓ 5,000 Unit Minimum Service Area
- ✓ Eligible Census Block List C
- ✓ NYS Grant Funding capped at 70%
- ✓ Meet all Program requirements
- ✓ Determined to be commercially reasonable
- ✓ Additional Incentives for the Unserved
- ✓ Bidding Credits apply
- ✓ Meets FCC Rules



# Program Timeline



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graph TD; A[January 8, 2016 - Program Launch] --> B[August 3, 2016 - Phase 1 Awards Announced]; B --> C[November 30, 2016 - Phase 2 Applications Submitted]; C --> D[January 26, 2017 - FCC Allocates $170 Million to NYS]; D --> E[February 28, 2017 - Phase 2 Awards Announced]; E --> F[March 30, 2017 - Phase 3 RFP Released]; F --> G[August 15, 2017 - Phase 3 Applications Due];
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**January 8, 2016 - Program Launch**

**August 3, 2016 – Phase 1 Awards Announced**

**November 30, 2016 – Phase 2 Applications Submitted**

**January 26, 2017 – FCC Allocates \$170 Million to NYS**

**February 28, 2017 - Phase 2 Awards Announced**

**March 30, 2017 – Phase 3 RFP Released**

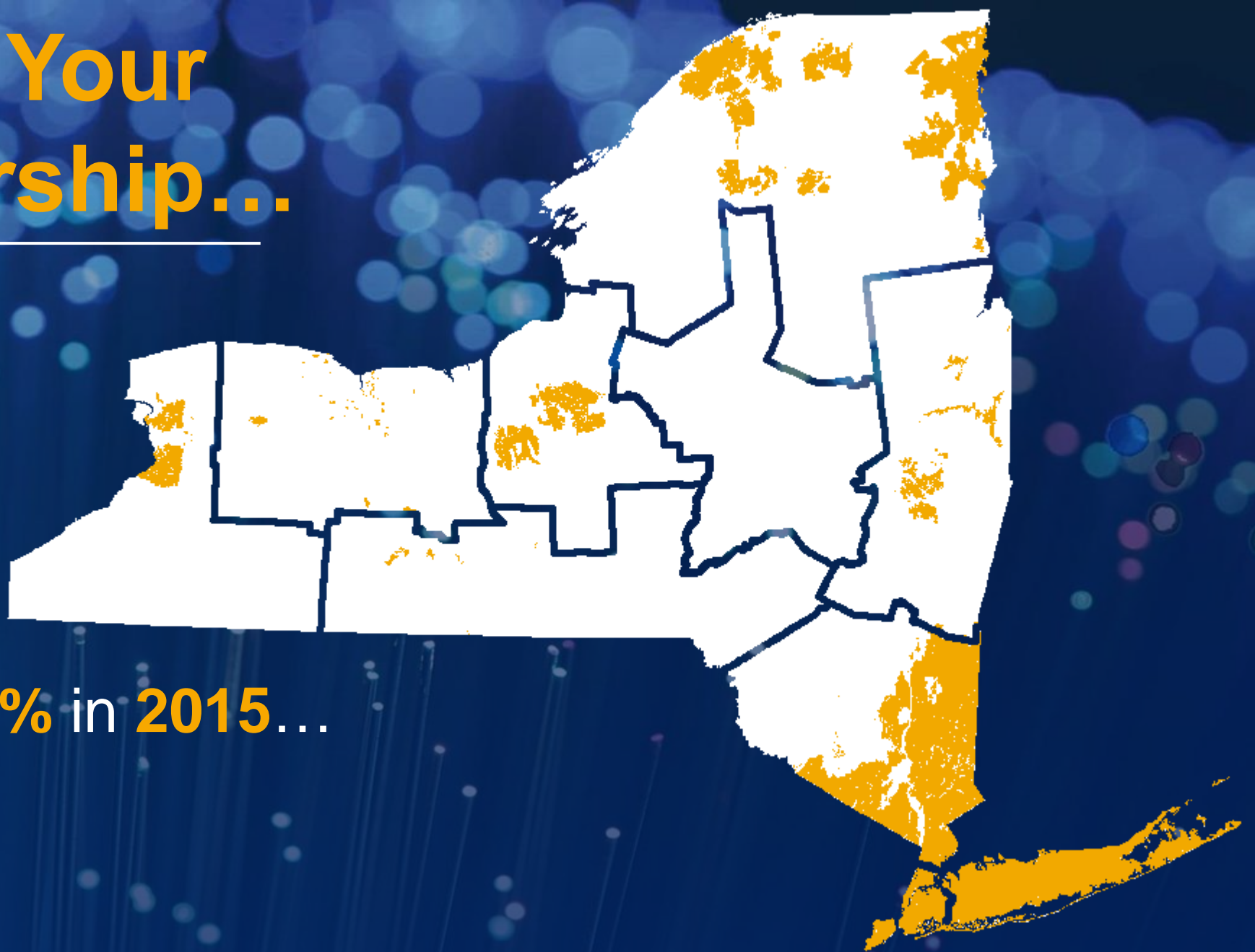
**August 15, 2017 – Phase 3 Applications Due**



# With Your Partnership...

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 Broadband



From **69%** in **2015**...

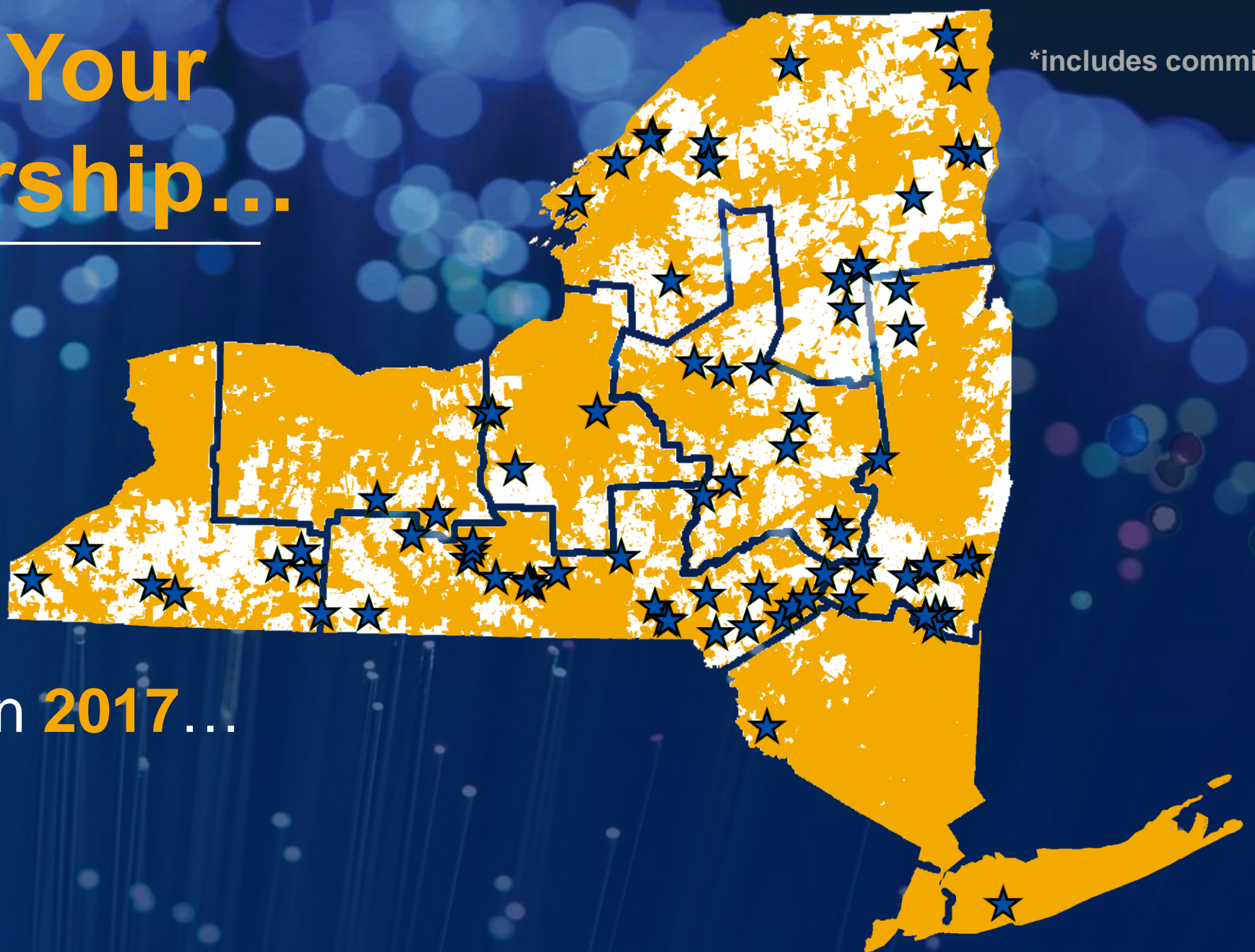


# With Your Partnership...

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\*includes commitments

- Broadband
- ★ Phase 1 & 2 Projects



to **98%** in **2017...**



# With Your Partnership...

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\*includes commitments

 Broadband



to **100%** in **2018**.





**Built to Lead**