



BROADBAND SUMMIT

JAN 26-27, 2023 SAWGRASS MARRIOTT
ST. JOHNS COUNTY

“P₄”: Planning and Public/Private Partnerships

Proven Process. Proven Results.

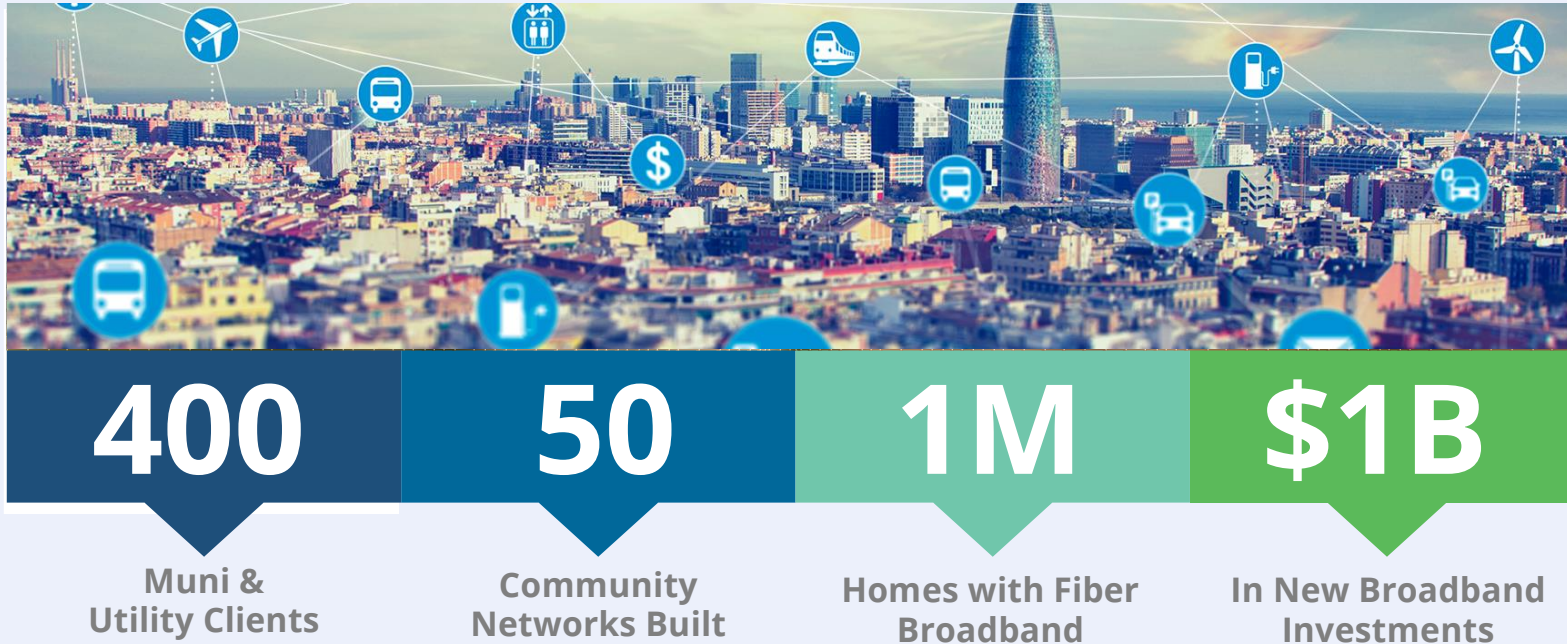
Over 400 co-operatives, municipalities, and broadband providers and municipalities rely on Magellan to develop their strategies, and their fiber and broadband networks.

- Purpose-built to support economic development, education, healthcare, smart city, and the “internet of things”.
- Custom-designed fiber & broadband networks to achieve each community’s unique goals.
- Customized financial and operational strategies.

About Magellan

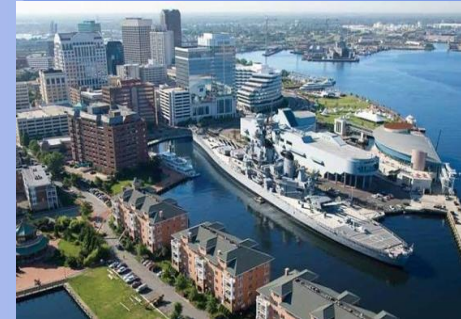


Overview



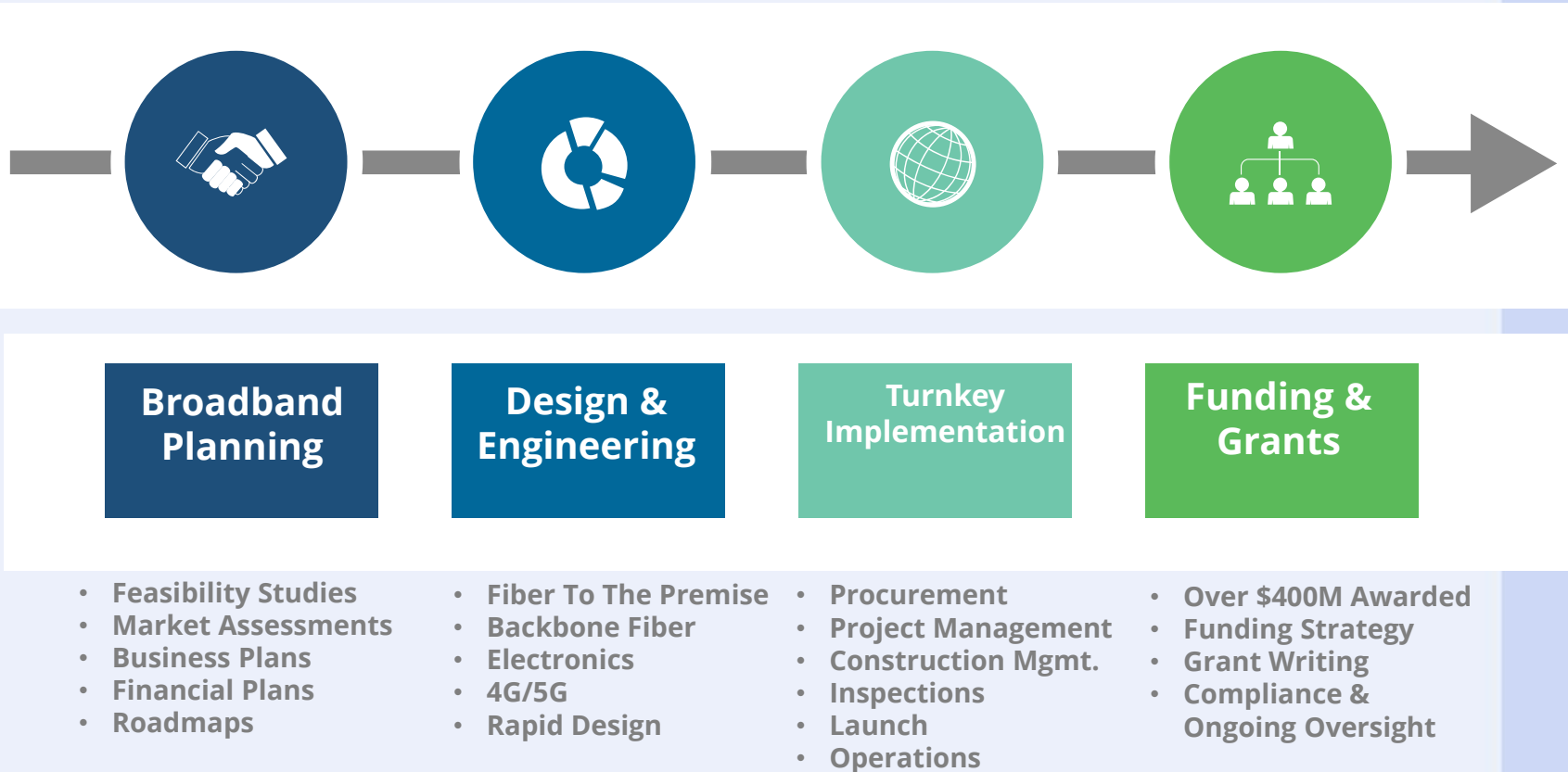
In just last six months, an additional \$115 million raised!

About Magellan



Planning, Engineering, Implementation & Funding

Turnkey Broadband Development



Section 288.9961(4)(b), Florida Statutes, directs the (DEO) Office of Broadband to build and facilitate local technology planning teams (LTPT) representing cross-sections of the community.

County-LTPT Goals, as suggested by DEO:

- a. Work with rural communities** - help understand current broadband availability;
- b. Locate unserved households** - and underserved residents and businesses;
- c. Identify assets** - pertinent to broadband deployment;
- d. Build PARTNERSHIPS** - with broadband service providers and local domain experts;
- e. Identify opportunities to leverage assets and reduce barriers** – accelerate deployment of broadband internet services in the community; and
- f. Identify funding opportunities** - provide support in applying for federal and state grant which enable broadband infrastructure deployment.

Local Technology Planning Teams (LTPT)

Florida Funding Sources

Florida Statewide Grant Programs – Sourced from Federal Awards

- a. American Rescue Plan Act (ARPA) – Fiscal Recovery Funds (FRF) - \$400 million.**
 - a. Partial Florida FRF allocated to DEO Broadband Opportunity Program (BOP)
 - b. Application window closed December 9, 2022.
 - c. Public challenge window to close January 28, 2023.
 - d. Awards expected in February / March. (DEO governs, of course.)
- b. ARPA - Capital Projects Fund (CPF) - \$366 million.**
 - a. Florida FRF allocated to DEO Capital Projects Fund Program (CPF).
 - b. Application window expected to open shortly. (Perhaps after BOP awards?)
 - c. Application window closing and challenge window dates, and awards per DEO.
- c. NTIA – Broadband Equity, Access, and Deployment (BEAD) – Amount TBD.**
 - a. Florida DEO Developing Five-Year Statewide Plan to address all unserved households.
 - b. Florida DEO to Develop Initial Proposal to address unserved households in State, including YOUR County!
- d. NTIA – Digital Equity Act (DEA) – Amount TBD.**
 - a. Florida DEO Developing Statewide Plan to address digital equity.

BEAD Program - \$42.45 billion for broadband infrastructure planning and implementation.
Focus on **UNSERVED locations** (those that lack 25/3 Mbps fixed terrestrial service).

1. Planning for deployment of Internet
2. Deploying or upgrading Internet
3. Installing Internet in multi-tenant buildings
4. Implementing adoption and digital equity programs
5. Workforce and job training.

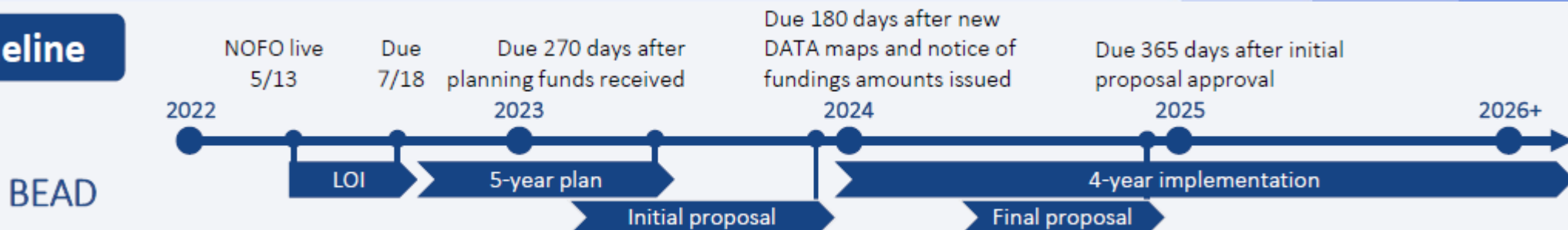
Florida awarded its BEAD Planning funds on November 29, 2022.

NTIA's Plan for BEAD Allocation to States (based on FCC maps):

1. Minimum allocation, per IJA Statute (P.L. 117-58, or "BIL").
2. PLUS proportion of high-cost unserved locations in state out of high-cost unserved locations nationwide (10% reserve).
3. PLUS proportion of unserved location in state out of unserved locations nationwide.

NTIA's Broadband Equity, Access and Deployment Program (BEAD)

Timeline



What Can Your County Do to Prepare Now?

- Develop a high-level approach. Prioritize and rank what is most important to you:
 - What role(s) should your County play?
 - Identify your assets – including rights of way, utility poles, accelerated permitting, etc.
 - Identify available funding – Internal? External? Possible grants?
 - Do you want to seek grant funding for infrastructure?
- Actively participate in your County's Local Technology Planning Team (LTPT) meetings.
 - Meet regularly!
- **Identify potential partners:** ISPs, fiber and fixed wireless technology firms.
- Outreach efforts to encourage your residents to take DEO survey.
- Outreach efforts to encourage your residents to take DEO speed test.
- Examine the FCC and DEO maps for unserved areas.
 - Do you have unserved locations? How many?
 - Actively submit location ("fabric") changes to FCC maps, to DEO maps.
- As a government, your County can continually submit new locations to FCC map and challenge availability reported by ISPs.
- Determine if any County FRF funds remain uncommitted.

County Preparations

(Now)

What Can Your County Do to Prepare Next?

- Your County has some time, but must move soon with deliberate speed on planning.
- Create a broadband technical strategy and/or feasibility plan.
- Create a broadband funding strategy.
- Identify potential providers as partners.
- Identify areas of need, working with providers.
- Start design and engineering work to be ready for grant programs.
- These require some investment but with possibility of improved access and great return.

County Preparations

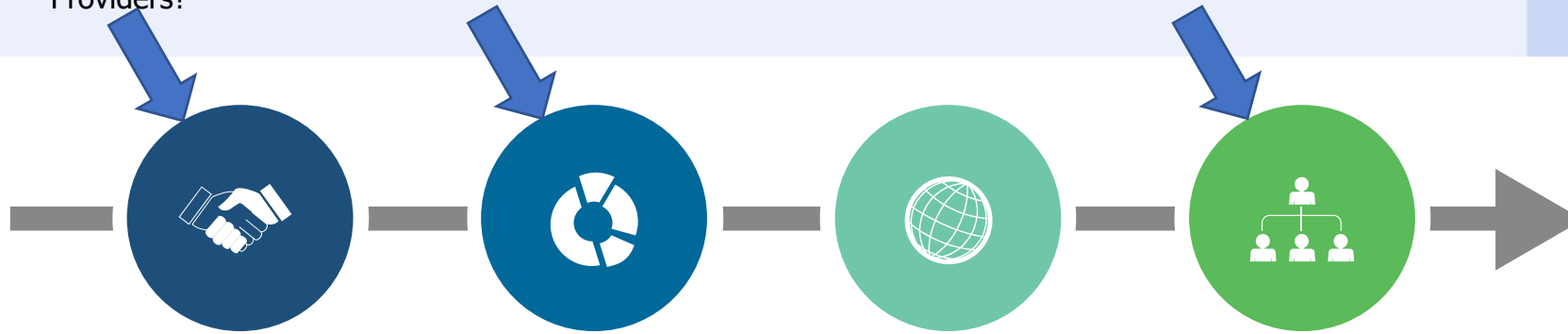
(Very soon)

Where is YOUR County? How Can Magellan Help?

Starting with
feasibility study &
grant strategy?
Working with
Providers?

Starting with broadband
network design,
including fiber &
wireless?

Starting with grant funding
applications, to support
design &/or
implementation?



Broadband Planning

Design & Engineering

Turnkey Implementation

Funding & Grants

- Feasibility Studies
- Market Assessments
- Business Plans
- Financial Plans
- Roadmaps

- Fiber To The Premise
- Backbone Fiber
- Electronics
- 4G/5G
- Rapid Design

- Procurement
- Project Management
- Construction Mgmt.
- Inspections
- Launch
- Operations

- Over \$400M Awarded
- Funding Strategy
- Grant Writing
- Compliance & Ongoing Oversight

**Relationship
Entry Points.**

**Where might
Magellan
meet to
support your
County?**

#Access67

Joseph Carella
Director of Grants, PMP



Thank You!



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Questions?

Contact Info?