

Video

Addressing the Digital Divide

Date: May 25, 2021

00:00:04 --> 00:00:07: Alright, well thank you so much for joining today.
00:00:07 --> 00:00:11: We're really excited about this and have been looking forward
00:00:11 --> 00:00:14: to doing this for a while and we're glad that
00:00:14 --> 00:00:17: the day is finally here on the day we get
00:00:17 --> 00:00:19: a really focus on broadband and Louisiana,
00:00:19 --> 00:00:22: but my name is Paul Angelo and I helped lead
00:00:22 --> 00:00:26: the ULI Curtis Infrastructure initiative where we're working to build
00:00:26 --> 00:00:28: a movement of folks like yourselves,
00:00:28 --> 00:00:31: focused on promoting infrastructure investments that are equitable,
00:00:31 --> 00:00:34: resilient and build long term community value today will be.
00:00:34 --> 00:00:39: Focusing on digital equity as partnership as part of a
00:00:39 --> 00:00:44: grant program that we're working with lots of different chapters
00:00:44 --> 00:00:48: and District Council members across the country.
00:00:48 --> 00:00:51: And and as part of this initiative,
00:00:51 --> 00:00:54: we're really working to try to convene tables and building
00:00:54 --> 00:00:56: new ones as needed.
00:00:56 --> 00:00:59: Support technical assistance and capacity building like what we're doing
00:00:59 --> 00:01:00: here,
00:01:00 --> 00:01:03: as well as also creating a better feedback loop to
00:01:03 --> 00:01:06: ensure the right types of infrastructure investment occurs.
00:01:06 --> 00:01:10: Today's session is being recorded and will be made available
00:01:10 --> 00:01:14: through utilized knowledge Finder as well as will also set
00:01:14 --> 00:01:16: it out to the participants today.
00:01:16 --> 00:01:18: We ask that you mute your line.
00:01:18 --> 00:01:21: If you're not speaking and you can also use the

00:01:21 --> 00:01:25: chat function in zoom to ask your questions or comment
00:01:25 --> 00:01:26: to fellow participants,
00:01:26 --> 00:01:29: we'd love this to be as interactive as possible throughout
00:01:29 --> 00:01:30: the day,
00:01:30 --> 00:01:33: so please chat on the side and will have several
00:01:33 --> 00:01:35: breakouts throughout the day.
00:01:35 --> 00:01:38: We we hope. That you leave today with a better
00:01:38 --> 00:01:40: understanding of broadband.
00:01:40 --> 00:01:44: How that will shape your own organizational goals and begin
00:01:44 --> 00:01:47: the conversation of how to create more digital equity.
00:01:47 --> 00:01:51: And then throughout the day I'll be coming on and
00:01:51 --> 00:01:55: off to help move the program forward and along.
00:01:55 --> 00:01:58: And with that I really.
00:01:58 --> 00:02:02: Want to introduce the folks who actually really helped to
00:02:02 --> 00:02:06: put this together and the first person I wanted to
00:02:06 --> 00:02:10: provide a few introductory remarks would be anti glandis.
00:02:10 --> 00:02:13: Who is the chair of ULI Louisiana,
00:02:13 --> 00:02:17: as well as the CEO of Landis Construction Company which
00:02:17 --> 00:02:20: operates throughout the southeast.
00:02:20 --> 00:02:25: Louisiana soan hey good morning everyone.
00:02:25 --> 00:02:28: Thank you Paul come so I'm just gonna take a
00:02:28 --> 00:02:31: couple of minutes to tell you a little bit more
00:02:31 --> 00:02:32: about you.
00:02:32 --> 00:02:35: Well, I knew a lot of Louisiana and why we
00:02:35 --> 00:02:36: have undertaken this.
00:02:36 --> 00:02:40: This initiative. So ULI is the oldest and largest group
00:02:40 --> 00:02:44: of cross disciplinary real estate and land use experts in
00:02:44 --> 00:02:47: the world and what ULI Louisiana does is kind of
00:02:47 --> 00:02:50: localize it and bring it to us here.
00:02:50 --> 00:02:53: So you align, Louisiana is made up of about 250
00:02:53 --> 00:02:56: professionals all across the state.
00:02:56 --> 00:03:00: We really focus on networking and education and then also
00:03:00 --> 00:03:05: have some opportunity to pursue specific initiatives like like
00:03:05 --> 00:03:09: this.
00:03:05 --> 00:03:09: Just getting ready to get back to some in person
00:03:09 --> 00:03:12: stuff upcoming on our calendar.
00:03:12 --> 00:03:15: So I'm really excited by that hope.
00:03:15 --> 00:03:19: See all their, UM, one thing that's that is cool
00:03:19 --> 00:03:20: about you,
00:03:20 --> 00:03:23: lion. Call can touch on a little bit is that
00:03:23 --> 00:03:27: its mission driven and so the the mission of ULI
00:03:27 --> 00:03:32: is to shape the future of the built environment for

00:03:32 --> 00:03:34: transformative impact in communities worldwide.
00:03:34 --> 00:03:38: And so this infrastructure grant and bringing more equity and
00:03:38 --> 00:03:42: broadband clearly fits squarely into that and this.
00:03:42 --> 00:03:46: Curtis Infrastructure Grant, which is funding our initiative we
we
00:03:46 --> 00:03:46: looked at
00:03:46 --> 00:03:48: a few different. We
00:03:48 --> 00:03:49: identified and looked
00:03:49 --> 00:03:53: at a few different opportunities to pursue it in the
00:03:53 --> 00:03:57: broadband on Plank Rd just really stood out as the
00:03:57 --> 00:04:01: greatest opportunity for us to help bring impact.
00:04:01 --> 00:04:04: So this symposium actually came as an offshoot to a
00:04:04 --> 00:04:09: technical assistance panel which is upcoming 'cause it was.
00:04:09 --> 00:04:12: It became clear that that there are.
00:04:12 --> 00:04:16: Multi facets to this, uhm this project we've undertaken so
00:04:16 --> 00:04:20: that app the technical Assistance Panel will focus more on
00:04:20 --> 00:04:22: issues of Community redevelopment,
00:04:22 --> 00:04:27: resilience, accessibility and then there's all this technical stuff
which
00:04:27 --> 00:04:29: goes into broadband as well.
00:04:29 --> 00:04:32: And so that's where this symposium came out.
00:04:32 --> 00:04:35: Of was an attempt to make sure that we're we're
00:04:36 --> 00:04:40: also really investigating and understanding what's going on
there.
00:04:41 --> 00:04:44: So we're super. Grateful for your presence here and come
00:04:44 --> 00:04:47: and look forward to an engaging discussion.
00:04:47 --> 00:04:50: And with that I'm going to turn it over to
00:04:50 --> 00:04:50: Chris Tyson,
00:04:50 --> 00:04:53: who is the executive director of build Baton Rouge.
00:04:55 --> 00:05:00: Good morning everyone. Thanks, uh and for the introduction
and
00:05:00 --> 00:05:03: glad to be a part of this discussion.
00:05:03 --> 00:05:05: Today, I'm Chris Tyson, President,
00:05:05 --> 00:05:07: CEO of Bill Baton Rouge.
00:05:07 --> 00:05:11: We are the redevelopment authority and Land bank for the
00:05:11 --> 00:05:12: city parish feast,
00:05:12 --> 00:05:16: Baton Rouge, East Baton Rouge City Parish and so we
00:05:16 --> 00:05:18: work to revitalize neighborhoods.
00:05:18 --> 00:05:20: We work on coordinated land development.
00:05:20 --> 00:05:24: We manage a land bank and work with a number
00:05:24 --> 00:05:25: of partners.
00:05:25 --> 00:05:29: To address systemic disinvestment in many of our cities,
00:05:29 --> 00:05:33: neighborhoods that work has taken us to a number of

00:05:33 --> 00:05:35: neighborhoods in the city,
00:05:35 --> 00:05:39: but of special importance. Here is the plank Rd corridor
00:05:39 --> 00:05:41: as was mentioned in 2018,
00:05:41 --> 00:05:45: we began a transit oriented comprehensive redevelopment
plan and in
00:05:45 --> 00:05:49: concert with a number of partners focused on the plank
00:05:49 --> 00:05:49: Rd corridor,
00:05:49 --> 00:05:53: which is arguably the most blighted commercial corridor in
the
00:05:53 --> 00:05:54: city parish.
00:05:54 --> 00:05:56: A lot of our history.
00:05:56 --> 00:06:00: Runs through Plank Rd as a city.
00:06:00 --> 00:06:03: But it is also home to many of our neighbors
00:06:03 --> 00:06:05: and fellow citizens.
00:06:05 --> 00:06:07: Businesses that still operate there,
00:06:07 --> 00:06:10: but it is probably the greatest marker of the racial
00:06:10 --> 00:06:15: and spatial stratification that we have talked about in Baton
00:06:15 --> 00:06:18: Rouge is kind of a tale of two cities across
00:06:18 --> 00:06:22: Florida Blvd and that across all of our cities,
00:06:22 --> 00:06:26: divides I think has become something that many people
focused
00:06:26 --> 00:06:28: on and want to see addressed.
00:06:28 --> 00:06:31: And so we saw the plank Rd.
00:06:31 --> 00:06:34: Master plan as an opportunity to do that,
00:06:34 --> 00:06:37: and now almost three years into that work,
00:06:37 --> 00:06:41: we are excited to have a a transit oriented development
00:06:41 --> 00:06:41: underway.
00:06:41 --> 00:06:45: The city has been awarded funds for bus rapid transit
00:06:45 --> 00:06:49: and a \$55 million project is underway to bring bus
00:06:49 --> 00:06:53: rapid transit for the first time in Louisiana to a
00:06:53 --> 00:06:56: corridor linking Plank Rd to Nicholson,
00:06:56 --> 00:06:59: North and South. Really excited about that.
00:06:59 --> 00:07:02: We have a number of developments in the pipeline,
00:07:02 --> 00:07:06: including and. \$8 million mixed use development that will
feature
00:07:06 --> 00:07:10: early child care center and new affordable housing that is.
00:07:10 --> 00:07:14: Now underway we're in the process of closing that
transaction.
00:07:14 --> 00:07:16: We're really excited about that,
00:07:16 --> 00:07:19: and there are some other developments,
00:07:19 --> 00:07:21: including a pocket park food incubator,
00:07:21 --> 00:07:25: a grocery anchored mixed use development that are also in
00:07:25 --> 00:07:26: the works.

00:07:26 --> 00:07:30: When we think about infrastructure as central to the revitalization

00:07:30 --> 00:07:33: of communities that have been left behind Plank Rd,

00:07:33 --> 00:07:37: kind of gives us a very stark and kind of

00:07:37 --> 00:07:38: understanding of that.

00:07:38 --> 00:07:41: As we see the broken sidewalks.

00:07:41 --> 00:07:44: And the, uh, dilapidated St networks.

00:07:44 --> 00:07:49: The the The UM in accessibility for pedestrians and those

00:07:50 --> 00:07:54: non car modes of transit to navigate the corridor.

00:07:54 --> 00:07:57: And we understand infrastructure that rate.

00:07:57 --> 00:08:02: But as we are are convened to discuss today,

00:08:02 --> 00:08:05: infrastructure is broader than that,

00:08:05 --> 00:08:10: and in the 21st century access to technology access to

00:08:10 --> 00:08:11: high speed.

00:08:11 --> 00:08:16: Internet is essential infrastructure. What we found in beginning the

00:08:16 --> 00:08:20: plank Rd master plan was that there were a number

00:08:20 --> 00:08:22: of statistics.

00:08:22 --> 00:08:25: Did parities that we see on Plank Rd visa vie

00:08:25 --> 00:08:28: the rest of Baton Rouge?

00:08:28 --> 00:08:29: And indeed the entire state?

00:08:29 --> 00:08:33: One of those is that we have the highest the

00:08:33 --> 00:08:37: greatest digital divide in the neighborhoods of plank roads.

00:08:37 --> 00:08:41: This has been underscored by conversations that we've been having

00:08:41 --> 00:08:45: with the library system and we are currently exploring the

00:08:45 --> 00:08:49: possibility of relocating the Delmont branch library to a location

00:08:49 --> 00:08:53: more prominently on Plank Rd in a brand new facility.

00:08:53 --> 00:08:57: That would bring the library systems offerings in that community.

00:08:57 --> 00:09:01: Up to you know, a state of the art standard

00:09:01 --> 00:09:05: and in that conversation what we found is that.

00:09:05 --> 00:09:09: A library system marks the Delmont branch is one of

00:09:10 --> 00:09:13: the most used branches in the system,

00:09:13 --> 00:09:16: and it is, uh and in part due to the

00:09:16 --> 00:09:20: ability of residents to access computers and technology.

00:09:20 --> 00:09:24: You need computers to search for jobs you needed to

00:09:24 --> 00:09:26: apply for social services.

00:09:26 --> 00:09:30: You can obviously you needed for communication and so this

00:09:31 --> 00:09:35: is the essential nature of access to technology and everyone's

00:09:35 --> 00:09:36: life regardless.

00:09:36 --> 00:09:40: Of their station, regardless of your income or or where
00:09:40 --> 00:09:43: you live in the city is is well understood in
00:09:43 --> 00:09:44: this effort,
00:09:44 --> 00:09:48: and so the opportunity to address the digital divide through
00:09:48 --> 00:09:51: this grant and through this initiative you know fits squarely
00:09:51 --> 00:09:52: within.
00:09:52 --> 00:09:55: I think everyone's priorities in visions for how we,
00:09:55 --> 00:09:58: as we say, imagine the future of Plank Rd.
00:09:58 --> 00:10:02: So that's a little background there on the on our
00:10:02 --> 00:10:04: work on Plank Rd it continues.
00:10:04 --> 00:10:07: You can follow the hashtag.
00:10:07 --> 00:10:10: Asian plank Rd uh, everywhere on social media you can
00:10:11 --> 00:10:15: visit us at buildbatonrouge.org and at build Baton Rouge
everywhere
00:10:16 --> 00:10:18: on social media to learn more.
00:10:18 --> 00:10:20: Happy to answer questions. Thank you.
00:10:21 --> 00:10:23: Well, thank you very much.
00:10:23 --> 00:10:26: Chris Kim Morrow, sick from the Who's the director of
00:10:26 --> 00:10:29: planning for the Capital Region Planning Commission,
00:10:29 --> 00:10:30: say a few words.
00:10:30 --> 00:10:32: Sure, thank you. My
00:10:32 --> 00:10:35: name is Kim marecek. I'm the director of planning with
00:10:35 --> 00:10:38: the Capital Region Planning Commission and we are one of
00:10:38 --> 00:10:42: eight planning districts across the state of Louisiana.
00:10:42 --> 00:10:45: We were established in 1967 to serve 11 parishes in
00:10:45 --> 00:10:46: our region,
00:10:46 --> 00:10:49: which stretches from point copied to Washington Parish and
as
00:10:49 --> 00:10:50: a regional body.
00:10:50 --> 00:10:54: We provide a form. For collaboration and decision making
around
00:10:54 --> 00:10:58: shared challenges and provide technical assistance and
capacity support for
00:10:58 --> 00:10:59: our Member agencies.
00:10:59 --> 00:11:02: And we're really excited to be a part of this
00:11:02 --> 00:11:06: forum from ULI because we believe that there is a
00:11:06 --> 00:11:10: lot of information that we'll be able to share across
00:11:10 --> 00:11:13: our region that we learn today moving forward,
00:11:13 --> 00:11:16: our agency is designated by the US Department of
Commerce
00:11:16 --> 00:11:20: and Economic Development Agency to maintain regional
economic,
00:11:20 --> 00:11:23: comprehensive economic development strategy, and we're
also.

00:11:23 --> 00:11:28: Part of the Federal Department of Transportation designated Metropolitan Planning

00:11:28 --> 00:11:31: Organization for Baton Rouge area and what that means is

00:11:31 --> 00:11:33: through these partnerships.

00:11:33 --> 00:11:37: It allows CRPC to assist in unlocking various federal dollars in

00:11:37 --> 00:11:41: 2019 when CRPC published our regional comprehensive Economic development strategy,

00:11:41 --> 00:11:45: we recognize the need for enhanced broadband.

00:11:45 --> 00:11:48: However, the events of 2020 further underscored and accelerated the

00:11:48 --> 00:11:51: need to find solutions to the broadband gaps that exist

00:11:51 --> 00:11:53: throughout our communities,

00:11:53 --> 00:11:56: region and state. We know these gaps are foundationally based

00:11:56 --> 00:12:00: on lack of access issues around affordability and an equitable

00:12:00 --> 00:12:02: distribution of broadband infrastructure,

00:12:02 --> 00:12:06: and we recognize the relative importance of broadband for economy,

00:12:06 --> 00:12:08: education, health care and jobs.

00:12:08 --> 00:12:12: And through that partnership with the Economic Development Administration,

00:12:12 --> 00:12:15: we have been able to dedicate staffing resources to support

00:12:15 --> 00:12:19: finding solutions to these broadband challenges across our region.

00:12:19 --> 00:12:22: And through that we've been able to participate in this

00:12:22 --> 00:12:23: symposium.

00:12:23 --> 00:12:26: Moving forward. We will also be working in partnership with

00:12:26 --> 00:12:30: the Delta Regional Authority to develop crowdsourcing speed test data

00:12:30 --> 00:12:34: to gauge broadband availability across their eight state region and

00:12:34 --> 00:12:38: this information will be critical as local communities worked to

00:12:38 --> 00:12:38: prioritize.

00:12:38 --> 00:12:41: The broadband investment needs so as I said,

00:12:41 --> 00:12:44: as we engage in conversations across the region and in

00:12:44 --> 00:12:47: partnerships with our sister agencies across the state will lift

00:12:47 --> 00:12:50: and leverage the information from today's symposium.

00:12:50 --> 00:12:52: As we look to identify best practices to meet the

00:12:52 --> 00:12:56: needs of the various broadband efforts across the state.

00:12:56 --> 00:12:58: So I thank you for allowing us to participate and they

00:12:59 --> 00:13:01: look forward to the conversation today.

00:13:02 --> 00:13:04: Well, thank you very much Kim.

00:13:04 --> 00:13:07: And then finally Maggie Gleason from the Who's a planning
00:13:07 --> 00:13:10: manager with Baton Rouge Planning Commission to say a
few
00:13:10 --> 00:13:13: words and talk a little bit more specifically about this
00:13:13 --> 00:13:13: issue.
00:13:14 --> 00:13:17: So good morning everybody come.
00:13:17 --> 00:13:20: I'm going to share my screen 'cause I've got a
00:13:20 --> 00:13:22: couple pictures that I want everybody to.
00:13:22 --> 00:13:25: Look at, I find it very hard to talk about
00:13:25 --> 00:13:27: broadband in a visual way,
00:13:27 --> 00:13:31: but I'm going to give it a shot.
00:13:31 --> 00:13:34: So the picture on the right is this gorgeous picture
00:13:34 --> 00:13:35: of Baton Rouge.
00:13:35 --> 00:13:39: It's my favorite picture. And in it we can see
00:13:39 --> 00:13:42: all the things that we typically think of,
00:13:42 --> 00:13:46: infrastructure and things that connect people to their
environment.
00:13:46 --> 00:13:50: You know, we see the beautiful Mississippi Bridge we see.
00:13:50 --> 00:13:54: Parks, sidewalks, roads. All these things which are critical for
00:13:54 --> 00:13:57: us to connect to our environment.
00:13:57 --> 00:14:00: But uhm, what you don't see.
00:14:00 --> 00:14:03: Is that before we can connect to our environment,
00:14:03 --> 00:14:07: we need communication. We need to be able to
communicate
00:14:07 --> 00:14:09: with other humans.
00:14:09 --> 00:14:11: UM communication is really it's a.
00:14:11 --> 00:14:13: It's a basic human need,
00:14:13 --> 00:14:15: probably right up there with.
00:14:15 --> 00:14:20: Food shelter water communication. Uh,
00:14:20 --> 00:14:24: so the picture here on the left is kind of
00:14:24 --> 00:14:27: my personal issues with communication.
00:14:27 --> 00:14:30: That little cutie pie that you see right there.
00:14:30 --> 00:14:34: That's my son Jack. This is when he was four
00:14:34 --> 00:14:35: years old.
00:14:35 --> 00:14:38: And this picture is kind of showing a little breakthrough
00:14:38 --> 00:14:40: that he had with communication.
00:14:40 --> 00:14:43: Because you see, Jack is autistic.
00:14:43 --> 00:14:48: Jack is severely autistic and he has no spoken language.
00:14:48 --> 00:14:51: But it doesn't mean that he doesn't want to communicate.
00:14:51 --> 00:14:53: So here in this picture.
00:14:53 --> 00:14:56: That little binder that you see.
00:14:56 --> 00:15:00: At Black Binder is full of little images that we
00:15:00 --> 00:15:02: download off of Google.

00:15:02 --> 00:15:04: Uhm, we download these pictures from Google.
00:15:04 --> 00:15:07: We put it on a Word document.
00:15:07 --> 00:15:09: We assign a word to it.
00:15:09 --> 00:15:12: We laminate it and then we put it in this
00:15:13 --> 00:15:13: binder.
00:15:13 --> 00:15:16: And if you can see that little yellow strip there.
00:15:16 --> 00:15:20: His very first ways of communicating it was called the
00:15:20 --> 00:15:22: Picture Exchange communication system.
00:15:22 --> 00:15:25: So he finds these pictures in that binder and he'll
00:15:25 --> 00:15:28: build a sentence using those Google images,
00:15:28 --> 00:15:30: and then he'll give it to someone.
00:15:30 --> 00:15:33: And then he gets whatever it is that he needs
00:15:33 --> 00:15:35: using that picture exchange.
00:15:35 --> 00:15:40: So it was kind of a a big breakthrough for
00:15:40 --> 00:15:41: him.
00:15:41 --> 00:15:43: Uhm? Now that he's nine years old,
00:15:43 --> 00:15:46: you know we've worked with him for five years on
00:15:46 --> 00:15:47: assigning images to words.
00:15:47 --> 00:15:51: So now he's built up to using and what's called
00:15:51 --> 00:15:53: an AAC device.
00:15:53 --> 00:15:57: Which is basically a speech output device that is on
00:15:57 --> 00:15:57: his iPad.
00:15:57 --> 00:16:00: So now he can carry his words with him.
00:16:00 --> 00:16:04: He can ask for things he can comment on things.
00:16:04 --> 00:16:07: You know, before he had any kind of language,
00:16:07 --> 00:16:08: we had some very rough days,
00:16:08 --> 00:16:11: some very, very sad days because.
00:16:11 --> 00:16:13: Without just basic human communication,
00:16:13 --> 00:16:15: you really don't connect to other people.
00:16:15 --> 00:16:18: You don't connect to your world.
00:16:18 --> 00:16:21: But there's Jack and he is connected.
00:16:21 --> 00:16:25: 'cause now he's got a communication system.
00:16:25 --> 00:16:30: So for us personally, reliable Internet is is so important
00:16:30 --> 00:16:35: to us it's going to be something that we consider.
00:16:35 --> 00:16:38: Anytime we move anytime we buy a house,
00:16:38 --> 00:16:40: you know where we work.
00:16:40 --> 00:16:44: Everything broadbands, it's just so ingrained into our lives
because
00:16:44 --> 00:16:46: of Jack and his communication issues,
00:16:46 --> 00:16:49: which in a way are no longer issues.
00:16:49 --> 00:16:53: He's really connected to the world now.
00:16:53 --> 00:16:56: So I thought I would end this little presentation.

00:16:56 --> 00:16:58: By seeing this little guy in action.
00:17:01 --> 00:17:02: And see we don't need any sound,
00:17:02 --> 00:17:05: but here he is. He's building his sentences.
00:17:05 --> 00:17:08: Using his little Google images.
00:17:08 --> 00:17:12: I want the iPad. And then he gets the iPad.
00:17:12 --> 00:17:16: Very basic. Uhm, but again we just need that reliable
00:17:16 --> 00:17:19: Internet in order to create those images and for him
00:17:20 --> 00:17:21: to use his iPad.
00:17:21 --> 00:17:25: So there we go. I have humanized broadband.
00:17:25 --> 00:17:27: Now I send this back to Paul.
00:17:30 --> 00:17:30: Well,
00:17:30 --> 00:17:32: thank you so much Maggie.
00:17:32 --> 00:17:35: That was beautiful and I have tears in my eyes
00:17:35 --> 00:17:35: now.
00:17:35 --> 00:17:38: Just thinking about the power and the importance of this
00:17:38 --> 00:17:41: session and and how important broadband is to communities
and
00:17:41 --> 00:17:45: and and fundamentally how important infrastructure is the
people and
00:17:45 --> 00:17:49: the way that we go about things to be assistance
00:17:49 --> 00:17:51: and help us as we do things.
00:17:51 --> 00:17:53: And so with that I want to turn first to
00:17:53 --> 00:17:57: our first panel session of the day where a couple
00:17:57 --> 00:17:59: minutes ahead of schedule,
00:17:59 --> 00:18:03: which is great. Hopefully we can keep that going throughout
00:18:03 --> 00:18:04: the day,
00:18:04 --> 00:18:08: but I wanted to first introduce.
00:18:08 --> 00:18:10: Uh beneath ayengar to speak a little bit 'cause I
00:18:10 --> 00:18:11: know he has.
00:18:11 --> 00:18:13: He has to step away in a little bit so
00:18:13 --> 00:18:15: wanted to make sure he had a few comments.
00:18:15 --> 00:18:17: Then after he speaks that I'm going to introduce the
00:18:17 --> 00:18:20: two other panelists to talk a little bit more broadly
00:18:20 --> 00:18:21: about this issue as well.
00:18:21 --> 00:18:23: But with that I wanted to turn it over to
00:18:23 --> 00:18:25: you beneath to talk a little bit about some of
00:18:25 --> 00:18:27: the work that you're doing in the important work you're
00:18:27 --> 00:18:29: doing for the state of Louisiana.
00:18:30 --> 00:18:31: Yeah, so thank you Paul.
00:18:31 --> 00:18:33: Can you guys hear me?
00:18:33 --> 00:18:38: Good, well thank you Paul for A and really for.
00:18:38 --> 00:18:42: Federal the DC state local team you lie in participating

00:18:42 --> 00:18:42: in Maggie.

00:18:42 --> 00:18:45: Thank you for humanizing the story.

00:18:45 --> 00:18:48: I know sometimes. Especially in my world,

00:18:48 --> 00:18:50: especially over the last two months,

00:18:50 --> 00:18:52: we when we think about broadband,

00:18:52 --> 00:18:55: we're thinking about terabytes of information,

00:18:55 --> 00:18:58: transmission of data we're talking about upload and download speeds,

00:18:58 --> 00:19:02: and it's important for us to continue to humanize the

00:19:02 --> 00:19:06: really societal impact that the lack of broadband is having

00:19:06 --> 00:19:07: in our state.

00:19:07 --> 00:19:09: And so, as Paul said,

00:19:09 --> 00:19:12: I have to apologize. We actually have a bill that's

00:19:12 --> 00:19:16: focused on broadband that's going to provide some significant financial

00:19:16 --> 00:19:17: resources.

00:19:17 --> 00:19:19: To help bridge that digital divide,

00:19:19 --> 00:19:22: it can be heard in the Commerce Senate Commerce Committee

00:19:22 --> 00:19:22: tomorrow,

00:19:22 --> 00:19:25: and I have to go speak to the speaker of

00:19:25 --> 00:19:27: the House in a few minutes.

00:19:27 --> 00:19:30: But what I wanted to do was I will also

00:19:30 --> 00:19:34: share my screen to give you a sense of the

00:19:34 --> 00:19:36: challenge that we have.

00:19:36 --> 00:19:37: And, uh, more importantly, though,

00:19:37 --> 00:19:39: the solutions that we have,

00:19:39 --> 00:19:42: and I think the solutions are going to be quick

00:19:42 --> 00:19:43: and obvious,

00:19:43 --> 00:19:46: and it's going to be really a function of financial

00:19:46 --> 00:19:49: resources to address variety of the challenges that we have

00:19:49 --> 00:19:50: in our state.

00:19:50 --> 00:19:54: If you start to look at the state of Louisiana

00:19:54 --> 00:19:56: and where we are today.

00:19:56 --> 00:19:58: Whether it's the US Census Bureau,

00:19:58 --> 00:20:00: whether it's the American Community Survey,

00:20:00 --> 00:20:05: whether it's the FCC we have a significant number of

00:20:05 --> 00:20:08: households in the state of Louisiana that lack.

00:20:08 --> 00:20:13: Broadband speeds now the broadband speeds.

00:20:13 --> 00:20:17: Are defined at the federal level by the Federal Communications

00:20:17 --> 00:20:18: Commission.

00:20:18 --> 00:20:23: Before the pandemic broadband speeds were defined at 25

three,
00:20:23 --> 00:20:27: so it's 25 download three upload I think for 2021
00:20:27 --> 00:20:30: they have adopted those speeds,
00:20:30 --> 00:20:35: but I I could imagine very well based on the
00:20:35 --> 00:20:40: shift of of technology to the household and how.
00:20:40 --> 00:20:42: Technologies permeating every aspect of our lives,
00:20:42 --> 00:20:44: whether in healthcare, healthcare, agriculture,
00:20:44 --> 00:20:46: education, that those speeds may actually be redefined,
00:20:46 --> 00:20:50: which I think is going to be really good for
00:20:50 --> 00:20:51: all of us.
00:20:51 --> 00:20:54: But if you were to take a look at it,
00:20:54 --> 00:20:56: the snapshot today we have,
00:20:56 --> 00:20:59: you know, close to half a million households representing
00:20:59 --> 00:20:59: 1.21
00:20:59 --> 00:20:59: point,
00:20:59 --> 00:21:04: 3,000,000 louisianians. She's really a quarter of the states
00:21:04 --> 00:21:07: population
00:21:04 --> 00:21:07: that doesn't have access to at least 25 by three
00:21:07 --> 00:21:07: speaks.
00:21:07 --> 00:21:11: 43.6% of those louisianians don't have access to a low
00:21:11 --> 00:21:13: cost Internet plan,
00:21:13 --> 00:21:16: and that is a major major affordability problem.
00:21:16 --> 00:21:19: Now on the affordability side,
00:21:19 --> 00:21:22: a lot of it has to do with structural issues
00:21:22 --> 00:21:27: with regards to the the economic social well being that
00:21:27 --> 00:21:29: Louisianans have had,
00:21:29 --> 00:21:31: particularly in the world parishes,
00:21:31 --> 00:21:34: places like Lake East, Carroll Parish,
00:21:34 --> 00:21:38: Tensas Parish in areas where the average medium.
00:21:38 --> 00:21:41: Household income may be between 18 and \$20,000 a year,
00:21:41 --> 00:21:44: and so because of that it becomes a even larger
00:21:44 --> 00:21:48: affordability issue in a number of those parishes in north.
00:21:48 --> 00:21:52: In the northern part of the state.
00:21:52 --> 00:21:54: So we talked about the infrastructure access.
00:21:54 --> 00:21:56: We talked about affordability and the last,
00:21:56 --> 00:21:59: which I think is critically important.
00:21:59 --> 00:22:02: That I don't think a lot of people talk enough
00:22:02 --> 00:22:02: about,
00:22:02 --> 00:22:05: which I think you guys will do over the next
00:22:05 --> 00:22:06: couple of hours.
00:22:06 --> 00:22:09: In fact, I've got a call at 3:00 o'clock today
00:22:09 --> 00:22:12: with my colleagues in North Carolina to talk about digital
00:22:12 --> 00:22:12: literacy.

00:22:12 --> 00:22:15: Is there are 3/4 of a million louisianians that may
00:22:15 --> 00:22:18: lack the digital literacy required to even understand how to
00:22:18 --> 00:22:20: base best utilized the services of broadband.
00:22:20 --> 00:22:23: And So what that means?
00:22:23 --> 00:22:27: Is. The inability to execute a Tele health visit.
00:22:27 --> 00:22:31: What that means is the inability to pay bills online.
00:22:31 --> 00:22:35: What that means is the inability to help your child
00:22:35 --> 00:22:38: with facilitating a virtual schooling visit,
00:22:38 --> 00:22:40: and this is a major problem,
00:22:40 --> 00:22:43: and it's a specifically a major problem in a state
00:22:43 --> 00:22:48: of Louisiana where we're beginning to see an increasingly
aging
00:22:48 --> 00:22:51: population and and so that's just keep in mind,
00:22:51 --> 00:22:54: those are the three major issues.
00:22:54 --> 00:22:56: Access affordability and digital literacy.
00:22:56 --> 00:23:00: Now Despite that, if you start to take a look
00:23:00 --> 00:23:01: at Louisiana,
00:23:01 --> 00:23:05: we actually do OK when it comes to Gigabit infrastructure,
00:23:05 --> 00:23:08: which is where we all want to go gigabits,
00:23:08 --> 00:23:10: the highest form broadband. It's fiber.
00:23:10 --> 00:23:13: If you look at that ranking,
00:23:13 --> 00:23:14: that's the US news ranking,
00:23:14 --> 00:23:18: so you know we've made historical investments really driven
in
00:23:18 --> 00:23:22: part by the universities industry to help drive and really
00:23:22 --> 00:23:24: build out fiber connectivity throughout state.
00:23:24 --> 00:23:28: If you start to look at then rankings that combine
00:23:28 --> 00:23:33: wired low price plans plus broadband access for odd band
00:23:33 --> 00:23:35: access plus speed test.
00:23:35 --> 00:23:37: That's where we we fall a little bit,
00:23:37 --> 00:23:38: but again, it's not catastrophic.
00:23:38 --> 00:23:41: In fact, when I met with the governor yesterday and
00:23:41 --> 00:23:45: the conversations I have with the National Governors
Association.
00:23:45 --> 00:23:47: I just wanted to let the folks on this call
00:23:48 --> 00:23:51: now that every state is going through the same issue
00:23:51 --> 00:23:55: at the same time in addressing both affordability accessibility
in
00:23:55 --> 00:23:59: digital literacy and so we actually are are a little
00:23:59 --> 00:24:02: bit further ahead in in terms of what we're doing
00:24:02 --> 00:24:03: in Louisiana.
00:24:03 --> 00:24:06: We actually have for the first time in office on
00:24:07 --> 00:24:07: broadband,

00:24:07 --> 00:24:10: which I'm leading. It's brand new office.

00:24:10 --> 00:24:13: There aren't many states that have purposeful offices that are

00:24:13 --> 00:24:16: focused on broadband development and connectivity.

00:24:16 --> 00:24:19: Uh, and so the governor really started kicking off the

00:24:19 --> 00:24:22: efforts around broadband in late quarter,

00:24:22 --> 00:24:26: four of 2019 through the development of the broadband for

00:24:26 --> 00:24:26: everyone,

00:24:26 --> 00:24:31: Louisiana Commission and and so here we are.

00:24:31 --> 00:24:34: We go into the next slide so the vision for

00:24:34 --> 00:24:36: Louisiana and why it's important.

00:24:36 --> 00:24:40: The goal is to eliminate the digital divide within the

00:24:40 --> 00:24:41: next 7 1/2 years.

00:24:41 --> 00:24:44: So we've got a a Sprint between now and the

00:24:44 --> 00:24:48: next 7 1/2 years to eliminate that access issue by

00:24:48 --> 00:24:52: providing high speed broadband to a number of different folks

00:24:52 --> 00:24:56: throughout the state. And why is this important functionally?

00:24:56 --> 00:24:58: Again, for every dollar invested,

00:24:58 --> 00:25:00: there's a defined economic multiplier.

00:25:00 --> 00:25:04: We have multiple pods of money that's now focused on

00:25:04 --> 00:25:05: broadband.

00:25:05 --> 00:25:09: If you start to look at the infrastructure bill that

00:25:09 --> 00:25:11: President Biden is proposing.

00:25:11 --> 00:25:15: Or the Republican counterpart for broadband to that infrastructure bill.

00:25:15 --> 00:25:19: Regardless if it's a Democratic 100 billion or the Republican

00:25:19 --> 00:25:19: counter,

00:25:19 --> 00:25:23: which is 65 billion, the Louisiana stands to get an

00:25:23 --> 00:25:27: additional \$1.2 billion over that eight year period to address

00:25:27 --> 00:25:29: the issues around the digital divide.

00:25:29 --> 00:25:33: And so again, critically important is for the first time.

00:25:33 --> 00:25:37: While we may, while we have the challenges we now

00:25:37 --> 00:25:41: have the the financial muscle that is ongoing and that's

00:25:41 --> 00:25:43: coming down the pipeline.

00:25:43 --> 00:25:47: Effectively address that digital divide and really the digital divide

00:25:47 --> 00:25:48: is again focusing on.

00:25:48 --> 00:25:50: Not only the access issue,

00:25:50 --> 00:25:54: but the affordability issue, the literacy issue and getting devices

00:25:54 --> 00:25:57: in the hands of folks that traditionally can't afford it.

00:25:57 --> 00:25:58: And I'll mention you know,

00:25:58 --> 00:26:02: my colleague who runs the planning authority here within within

00:26:02 --> 00:26:03: the Baton Rouge area,

00:26:03 --> 00:26:06: talked about the relationship that they were able to partner

00:26:06 --> 00:26:09: with with the Delta Regional Authority on speed test,

00:26:09 --> 00:26:12: and I'll explain why those speed tests are important,

00:26:12 --> 00:26:15: as in a little bit.

00:26:15 --> 00:26:18: So as we start to look at the first quiver

00:26:18 --> 00:26:22: in the arrow to address the digital divide,

00:26:22 --> 00:26:26: you know last year through the FCC conducted a reverse

00:26:26 --> 00:26:29: auction as part of a program called Art Off,

00:26:29 --> 00:26:33: which is really an acronym for the world Digitally Opportunities

00:26:33 --> 00:26:33: Fund,

00:26:33 --> 00:26:37: and through that 13 providers which are these 13 on

00:26:37 --> 00:26:40: the left will receive \$342 million over a 6P6 year

00:26:40 --> 00:26:45: period to effectively provide high speed broadband in all of

00:26:45 --> 00:26:48: the areas. Shaded throughout the state of Louisiana,

00:26:48 --> 00:26:51: the the impact that they're going to have is 100

00:26:51 --> 00:26:52: and 75,692 households,

00:26:52 --> 00:26:55: so SpaceX again, it's a name that I'm sure you

00:26:55 --> 00:26:57: guys are familiar,

00:26:57 --> 00:26:59: but this is really Elon Musk.

00:26:59 --> 00:27:02: He's got some geographical territories where he's going to provide

00:27:02 --> 00:27:03: high speed broadband.

00:27:03 --> 00:27:06: His obligation to the FCC is to provide high speed

00:27:06 --> 00:27:10: broadband throughout the state of Louisiana in the areas that

00:27:10 --> 00:27:11: are marked in red.

00:27:11 --> 00:27:14: Of course, you have Cox Communications.

00:27:14 --> 00:27:16: You have CenturyLink, you have all.

00:27:16 --> 00:27:18: Cultist saltes, you've got, uh,

00:27:18 --> 00:27:20: you know Allen's TV cable services.

00:27:20 --> 00:27:24: Anyway, you've got a consortium of folks that are really

00:27:24 --> 00:27:27: helping to address this issue now.

00:27:27 --> 00:27:30: The the challenges that they've got six years to do

00:27:30 --> 00:27:31: that right,

00:27:31 --> 00:27:34: and so by the end of three years their their

00:27:34 --> 00:27:37: obligation to the FCC is to complete 40%

00:27:37 --> 00:27:40: of the project and then incrementally sixty 1800.

00:27:40 --> 00:27:43: Ultimately getting to that goal of 175 thousand households.

00:27:43 --> 00:27:46: By the end of 2028.

00:27:46 --> 00:27:49: Now, the purpose of our office and what we're trying

00:27:49 --> 00:27:50: to do here is and,
00:27:50 --> 00:27:52: and this is something that.
00:27:52 --> 00:27:56: Is becoming clearly evident based on the dozen or so
00:27:57 --> 00:28:00: parishes that I've visited over the last month?
00:28:00 --> 00:28:05: Is there is a huge knowledge gap when I talk
00:28:05 --> 00:28:09: to folks on what is and isn't broadband?
00:28:09 --> 00:28:11: And why is it important?
00:28:11 --> 00:28:14: And so one of the things that we're going to
00:28:14 --> 00:28:17: create very soon is a broadband toolkit in Louisiana to
00:28:17 --> 00:28:21: help really provide that guide to parish community legislators.
00:28:21 --> 00:28:24: All sorts of folks on what it what is broadband,
00:28:24 --> 00:28:27: what it is, and why is it important,
00:28:27 --> 00:28:29: and how they need to get started.
00:28:29 --> 00:28:32: That's one, the second is.
00:28:32 --> 00:28:35: The creation of this crowdsourced mapping effort,
00:28:35 --> 00:28:39: so you know historically. Mapping has been one of the
00:28:39 --> 00:28:44: bigger pain points that everyone had in terms of really
00:28:44 --> 00:28:48: I looking at the census block and the address is
00:28:48 --> 00:28:50: in terms of who has what and at what speeds
00:28:50 --> 00:28:52: and what they can afford,
00:28:52 --> 00:28:55: and so the FCC has maps.
00:28:55 --> 00:29:00: Uhm? They recognize themselves and they have made
public statements
00:29:00 --> 00:29:03: that the mass of the FCC has is not the
00:29:03 --> 00:29:04: most accurate in maps,
00:29:04 --> 00:29:08: and they're quickly resolving those issues of round accuracy
in
00:29:08 --> 00:29:13: terms of really addressing what that nationwide fabric looks
like
00:29:13 --> 00:29:15: on who has what and what speeds.
00:29:15 --> 00:29:19: What we launched and really what the Delta Regional
Authority
00:29:19 --> 00:29:22: launched a couple of weeks ago in partnership with a
00:29:22 --> 00:29:24: number of the states in the South,
00:29:24 --> 00:29:28: including the governor in our in our office and adults.
00:29:28 --> 00:29:31: Regional authority is to really push out another data to
00:29:32 --> 00:29:35: capture tool to understand who has what and what speeds.
00:29:35 --> 00:29:38: But this time rather than the providers like ATT Cox
00:29:39 --> 00:29:39: sending U.S.
00:29:39 --> 00:29:43: data, what we are asking for or the households that
00:29:43 --> 00:29:44: send U.S.
00:29:44 --> 00:29:47: data on the speed. That they are currently obtaining by
00:29:47 --> 00:29:50: doing a simple one to two minute speed test.

00:29:50 --> 00:29:52: So it's a crowdsourced effort,
00:29:52 --> 00:29:54: and so through that crowdsourced effort,
00:29:54 --> 00:29:57: we want to start to identify is where those red
00:29:57 --> 00:29:59: dots that are considered unserved,
00:29:59 --> 00:30:03: and where are those green dots that are considered served.
00:30:03 --> 00:30:06: That gives us a second data point on top of
00:30:06 --> 00:30:09: the FCC for us that overlay and overlap those areas
00:30:10 --> 00:30:13: that we want to specifically target through a variety of
00:30:13 --> 00:30:16: different financial programs. The third is.
00:30:16 --> 00:30:18: Helping to coordinate funding programs.
00:30:18 --> 00:30:20: I I mentioned at least 10 UM right now our
00:30:21 --> 00:30:24: office is gathering the number of funding programs.
00:30:24 --> 00:30:27: At this point we're up to 26 different federal programs
00:30:27 --> 00:30:29: focused on some aspect of broadband,
00:30:29 --> 00:30:32: and so a lot of the things that are are
00:30:32 --> 00:30:33: are a struggle.
00:30:33 --> 00:30:35: A lot of the areas that are struggle,
00:30:35 --> 00:30:39: specially in the parishes, is given that the schools are
00:30:39 --> 00:30:41: getting money that parishes are getting money.
00:30:41 --> 00:30:43: We're getting money specifically for broadband.
00:30:43 --> 00:30:46: The states getting money. How do you effectively create a
00:30:46 --> 00:30:49: funding matrix so that we could start to leverage the
00:30:49 --> 00:30:52: different pools of capital and different pools of money that
00:30:52 --> 00:30:55: we can use to help address both access literacy and
00:30:55 --> 00:30:56: affordability at the same time?
00:30:56 --> 00:30:59: So we're working on a funding matrix that we think
00:30:59 --> 00:31:03: will be helpful to the parish leaders and we're currently
00:31:03 --> 00:31:05: in the purpose why I have to leave in a
00:31:05 --> 00:31:09: few minutes is we have a House bill.
00:31:09 --> 00:31:13: 648, which is going to be presented to the Senate
00:31:13 --> 00:31:14: tomorrow,
00:31:14 --> 00:31:18: which is to create a \$180 million state broadband grant
00:31:18 --> 00:31:18: program.
00:31:18 --> 00:31:22: So the grant program is going to piggyback off the
00:31:22 --> 00:31:24: rule of Digital opportunities fund.
00:31:24 --> 00:31:28: Look at those areas that the artof areas are not
00:31:28 --> 00:31:32: considering in round one and look at continuing to make
00:31:32 --> 00:31:34: those investments,
00:31:34 --> 00:31:37: preferably in fiber, to the home and getting those speeds
00:31:37 --> 00:31:39: significantly higher.
00:31:39 --> 00:31:43: Then 25, three and in terms of incentivizing the private
00:31:43 --> 00:31:46: sector to invest in areas that historically they would not

00:31:46 --> 00:31:47: reach,
00:31:47 --> 00:31:52: and so that bill hopefully doesn't run into any challenges
00:31:52 --> 00:31:54: which we don't think it is.
00:31:54 --> 00:31:58: And hopefully June 10th that Bill gets signed into law
00:31:58 --> 00:32:03: or shortly thereafter by the governor out once the session
00:32:03 --> 00:32:03: ends.
00:32:03 --> 00:32:07: So I mentioned the \$180 million that we're going to
00:32:07 --> 00:32:11: look at having when it comes to broadband.
00:32:11 --> 00:32:15: Now that program, that, 180 million that we're we're working
00:32:15 --> 00:32:18: on HP 648 that money has to be spent by
00:32:18 --> 00:32:20: December 31st,
00:32:20 --> 00:32:23: 2024, and we yet, even though we haven't got the
00:32:23 --> 00:32:26: rules for that program from Treasury,
00:32:26 --> 00:32:29: it is very likely that that money has to be
00:32:29 --> 00:32:34: spent towards infrastructure investments or investments
where there is.
00:32:34 --> 00:32:38: The depreciation of capital assets and so that really means
00:32:38 --> 00:32:41: some middle mile but really last mile connectivity.
00:32:41 --> 00:32:44: So that's what we want to focus on to help
00:32:44 --> 00:32:48: really bridge that 450,000 household gap over the next
couple
00:32:48 --> 00:32:49: of years.
00:32:49 --> 00:32:52: The second is the broadband regional assistance.
00:32:52 --> 00:32:56: You know, obviously Delta Regional Authority is working with
all
00:32:56 --> 00:32:58: the planning development districts to gather input,
00:32:58 --> 00:33:02: regional surveys, and so they're going to start to roll
00:33:02 --> 00:33:03: that out.
00:33:03 --> 00:33:07: I think soon right in terms of their planning efforts
00:33:07 --> 00:33:09: and and so on and so forth,
00:33:09 --> 00:33:12: and then other broadband efforts that we're really pushing
and
00:33:12 --> 00:33:13: looking at is.
00:33:13 --> 00:33:15: There's another house, Bill 465,
00:33:15 --> 00:33:18: which is going to give the state the opportunity to
00:33:18 --> 00:33:22: auction off some spectrum to to help encourage the sort
00:33:22 --> 00:33:23: of Verizon.
00:33:23 --> 00:33:27: Of 18 fees or whomever to really increase and expand
00:33:27 --> 00:33:32: on 5G and LTE technologies to help provide broadband in
00:33:32 --> 00:33:36: areas that again doesn't have it currently today and I
00:33:36 --> 00:33:40: got continue to work on those use cases between the
00:33:40 --> 00:33:41: public entities,
00:33:41 --> 00:33:45: the private sectors to help address specific tactical solutions

to
00:33:45 --> 00:33:49: addressing broadband challenges that our farmers are
having,
00:33:49 --> 00:33:53: right or or healthcare folks are having or education.
00:33:53 --> 00:33:55: And so on and so forth.
00:33:55 --> 00:33:59: Come with that, and this is really typical advice that
00:33:59 --> 00:34:00: we're giving them,
00:34:00 --> 00:34:03: giving oftentimes that I needed parish leaders.
00:34:03 --> 00:34:06: So a couple of different things.
00:34:06 --> 00:34:08: For more information on the speed test,
00:34:08 --> 00:34:11: go to the doa.gov website and through that you could
00:34:11 --> 00:34:15: find a speed test and ask folks to submit again.
00:34:15 --> 00:34:18: Very quick and painless, but it's very important for us
00:34:18 --> 00:34:21: to understand who has what and what speeds,
00:34:21 --> 00:34:23: but a couple of things May 12th.
00:34:23 --> 00:34:26: So a couple of weeks ago the FCC launched the
00:34:26 --> 00:34:28: Emergency Broadband Benefit Program.
00:34:28 --> 00:34:31: It's a \$3.2 billion program to really address the affordability
00:34:31 --> 00:34:31: piece,
00:34:31 --> 00:34:34: and this is first come first serve,
00:34:34 --> 00:34:36: and it's it's to provide temporary.
00:34:36 --> 00:34:40: Alleviation for broadband bills. So anywhere between 50 and
\$75.
00:34:40 --> 00:34:42: Vouchers based on the eligibility,
00:34:42 --> 00:34:45: whether you're on SNAP low and moderate income,
00:34:45 --> 00:34:48: census tracts, families, and so on and so forth.
00:34:48 --> 00:34:52: On July 1st, there's gonna be another affordability program
through
00:34:52 --> 00:34:54: the FCC called Emergency Connectivity Fund,
00:34:54 --> 00:34:58: which is to help reimburse costed devices hotspots.
00:34:58 --> 00:35:01: So a couple of weeks ago my colleagues and I,
00:35:01 --> 00:35:05: we we, we did a webinar with number of the
00:35:05 --> 00:35:06: IT directors.
00:35:06 --> 00:35:08: Around the schools in Louisiana.
00:35:08 --> 00:35:12: To get them ready to help us provide the kind
00:35:12 --> 00:35:15: of data that we need to help create some targeted
00:35:15 --> 00:35:19: programs around the emergency connectivity fund.
00:35:19 --> 00:35:23: August 17th is a deadline for the broadband Infrastructure
Grant
00:35:23 --> 00:35:27: program which will provide grants between 5,000,000 and
\$30 million
00:35:27 --> 00:35:30: to areas that absolutely needed and so that could be
00:35:30 --> 00:35:34: something that the plant Growth Corridor project could

benefit from.

00:35:34 --> 00:35:37: Based on the eligibility requirements there.

00:35:37 --> 00:35:40: Again, ongoing the DRA speed test that we're continuing to

00:35:41 --> 00:35:44: push out our goal is to get 100,000 households difference

00:35:44 --> 00:35:45: paid by the end of the year.

00:35:45 --> 00:35:48: We just launched this a couple of weeks ago and

00:35:48 --> 00:35:50: so we've got a long way to go.

00:35:50 --> 00:35:53: But the 100,000 gets us a really strong threshold in

00:35:53 --> 00:35:56: terms of how many people we think are are truly

00:35:56 --> 00:35:56: unserved,

00:35:56 --> 00:35:59: and again, at the end of the day,

00:35:59 --> 00:36:02: the advised that we're giving folks is this money that

00:36:02 --> 00:36:05: we're getting this 180,000,000 and other pots of money.

00:36:05 --> 00:36:09: If not, did not behave like chairs of money where

00:36:09 --> 00:36:12: there was a very quick finite period of time that

00:36:12 --> 00:36:15: we needed to expend that money here.

00:36:15 --> 00:36:18: If you've got we've got a couple of years to

00:36:18 --> 00:36:20: spend the financial resources.

00:36:20 --> 00:36:23: So what we're trying to tell people is have patients

00:36:23 --> 00:36:27: maintain us as much flexibility but that fundamentally to use

00:36:28 --> 00:36:29: our office to vet ideas,

00:36:29 --> 00:36:33: programs, and plans were very Cognizant that parishes and schools

00:36:33 --> 00:36:35: throughout the state are likely getting.

00:36:35 --> 00:36:39: Inundated by consultants wanting to offer a variety of different

00:36:39 --> 00:36:41: things to address their needs around water,

00:36:41 --> 00:36:45: sewer, and broadband. And so our our our advice is

00:36:45 --> 00:36:48: to exhibit as much patience and to do the right

00:36:48 --> 00:36:52: thing that makes the right sense for their community and

00:36:52 --> 00:36:55: and and to really be very judicious with trying to

00:36:56 --> 00:36:59: bring on people that may not have their best interests

00:36:59 --> 00:37:00: at heart.

00:37:00 --> 00:37:04: And so that's the advice that we were were giving

00:37:04 --> 00:37:06: to a lot of folks.

00:37:06 --> 00:37:08: While we look at how we can beef up the

00:37:08 --> 00:37:11: technical system side for for a lot of the parish

00:37:11 --> 00:37:15: leaders and for a lot of the communities who want

00:37:15 --> 00:37:18: to understand how they can participate in the broadband space

00:37:18 --> 00:37:20: but may not understand very tactically what they need to

00:37:20 --> 00:37:22: do to create those localized solutions.

00:37:22 --> 00:37:26: And so we're going to work with the parish leaders

00:37:27 --> 00:37:28: on that with that.

00:37:28 --> 00:37:29: I think I'm good Paula.

00:37:29 --> 00:37:32: Happy to answer any questions.

00:37:32 --> 00:37:32: Well,

00:37:32 --> 00:37:35: thank you. This is a we're really appreciated this.

00:37:35 --> 00:37:39: Feel free to ask some questions on this side and

00:37:39 --> 00:37:42: I think we can interject some comments into those,

00:37:42 --> 00:37:45: but I do want to see if we could bring

00:37:45 --> 00:37:45: in.

00:37:45 --> 00:37:49: Does anyone have any questions for beneath before he leaves?

00:37:55 --> 00:37:59: Alright, well. OK, we'll we'll put some questions in the

00:37:59 --> 00:38:01: chat and we'll kind of drop in.

00:38:01 --> 00:38:04: But until that happens until beneath leaves,

00:38:04 --> 00:38:06: I wanted to bring on Jeff.

00:38:06 --> 00:38:09: We're going to 1st have Geoff Ryman speak a little

00:38:09 --> 00:38:11: bit from a national perspective,

00:38:11 --> 00:38:14: and then we'll also have a Telus Freeman speak a

00:38:14 --> 00:38:15: little bit.

00:38:15 --> 00:38:18: Who can talk a little bit more locally specifically about

00:38:18 --> 00:38:19: Louisiana.

00:38:19 --> 00:38:22: Both of them have a very broad background in understanding

00:38:22 --> 00:38:25: of broadband experience and look at it from a slightly

00:38:25 --> 00:38:26: different.

00:38:26 --> 00:38:29: Models of actually how to implement and do those those

00:38:29 --> 00:38:29: projects,

00:38:29 --> 00:38:32: but I think it will help to have a really

00:38:32 --> 00:38:33: good conversation.

00:38:33 --> 00:38:36: Particularly, I think highlight some of the things that beneath

00:38:36 --> 00:38:39: talked about and how this can relay into something I

00:38:39 --> 00:38:42: wrote down something like 10 plus billion dollars potentially

00:38:42 --> 00:38:44: coming

00:38:42 --> 00:38:44: down the road to do broadband.

00:38:44 --> 00:38:47: And so this seems this is something that that's happening.

00:38:47 --> 00:38:51: And so how do we make this better?

00:38:51 --> 00:38:55: So with that Jeff, if you don't mind.

00:38:55 --> 00:38:56: Saying a few words here,

00:38:56 --> 00:39:00: great, no thank you. Thank you for the opportunity to

00:39:00 --> 00:39:02: participate in this symposium and.

00:39:02 --> 00:39:06: Great opening comments by Christopher Kim and Maggie.

00:39:06 --> 00:39:07: I'm with the broadband group.

00:39:07 --> 00:39:11: We are advisory firm were actually based in Las Vegas,

00:39:11 --> 00:39:13: NV of all places, but a longtime Urban Land Institute

00:39:13 --> 00:39:15: members and participants.

00:39:15 --> 00:39:18: My late father started the company about 25 years ago

00:39:18 --> 00:39:21: and we've been a part of ULI.

00:39:21 --> 00:39:22: Every step of the way,

00:39:22 --> 00:39:26: and it's just as we were talking earlier preparing for

00:39:26 --> 00:39:30: today's discussion it I mentioned just how incredible it is

00:39:30 --> 00:39:33: to hear broadband at the focal point of just about

00:39:33 --> 00:39:37: every discussion. Whether you're turning on CNBC or you're turning

00:39:37 --> 00:39:40: on the Sunday shows and listen to where we are

00:39:40 --> 00:39:41: on the political debate,

00:39:41 --> 00:39:43: broadband is a top billing.

00:39:43 --> 00:39:46: And what's interesting on the political side,

00:39:46 --> 00:39:47: it's not really a debate,

00:39:47 --> 00:39:51: and there might be some discussion about how much money

00:39:51 --> 00:39:52: should be allocated.

00:39:52 --> 00:39:56: But the the need is clear for so many years.

00:39:56 --> 00:39:59: The broadband group we have been working with cities,

00:39:59 --> 00:40:02: large developers and it's really been addressing the why.

00:40:02 --> 00:40:04: Why is this needed? Why?

00:40:04 --> 00:40:07: Why should cities be taken a proactive role in ensuring

00:40:07 --> 00:40:09: that the connectivity is in place?

00:40:09 --> 00:40:12: Don't the incumbents already meet that criteria?

00:40:12 --> 00:40:16: Technology is really outside our area of expertise and it's

00:40:16 --> 00:40:20: something that we're going to let the market take care

00:40:20 --> 00:40:20: of.

00:40:20 --> 00:40:23: And the need then it becomes very clear,

00:40:23 --> 00:40:26: until of course, when the pandemic hit.

00:40:26 --> 00:40:30: Now now the why is there's no longer a question

00:40:30 --> 00:40:33: now it's the House now it's the House.

00:40:33 --> 00:40:36: And right now there is a tremendous amount of monies

00:40:36 --> 00:40:40: being earmarked or already approved for broadband connectivity nationwide.

00:40:40 --> 00:40:44: And it's exciting. \$20 billion through our DOC program that

00:40:44 --> 00:40:45: was announced.

00:40:45 --> 00:40:49: Obviously a lot of dough that's over 10 years though,

00:40:49 --> 00:40:51: and scattered. Throughout the country,

00:40:51 --> 00:40:56: and it's also notable is that \$4.5 billion is allocated

00:40:56 --> 00:41:00: through the FCC SCAFF funding Connect America Fund every year.

00:41:00 --> 00:41:03: So it's not necessarily just having a mind.

00:41:03 --> 00:41:07: It's allocating the money correctly and creating the sustainable programs

00:41:07 --> 00:41:11: that are going to provide the connectivity that is needed
00:41:11 --> 00:41:13: in the areas that are needed most.
00:41:13 --> 00:41:16: I don't need to repeat too much of what has
00:41:16 --> 00:41:17: already been said,
00:41:17 --> 00:41:20: but there's three real layers that need to be addressed.
00:41:20 --> 00:41:23: Of course, it's the access to high quality connectivity.
00:41:23 --> 00:41:24: Fiber is the gold standard.
00:41:24 --> 00:41:27: It's not going to be able to be deployed anywhere,
00:41:27 --> 00:41:29: So what are the other opportunities?
00:41:29 --> 00:41:31: How can we create a program around 5G?
00:41:31 --> 00:41:34: What does that really mean understanding it?
00:41:34 --> 00:41:38: In a way that can be translated into a business
00:41:38 --> 00:41:39: model,
00:41:39 --> 00:41:44: translated into a way that your grant program is clear.
00:41:44 --> 00:41:48: The biggest challenge is that there tends to be this
00:41:48 --> 00:41:52: misunderstanding of wires and 5G and Wi-Fi.
00:41:52 --> 00:41:55: And that challenge then leads to still right.
00:41:55 --> 00:41:59: Like any good investor, people invest in what they
understand.
00:41:59 --> 00:42:02: People promote and get on board with programs that they
00:42:03 --> 00:42:03: understand.
00:42:03 --> 00:42:07: Maggie, what you shared earlier that resonates more than
just
00:42:07 --> 00:42:10: about anything that can ever be captured.
00:42:10 --> 00:42:13: And it's so important. And those type of stories are
00:42:13 --> 00:42:18: what will hopefully lead to programs that can advance
investment
00:42:18 --> 00:42:20: in the areas that it needed most.
00:42:20 --> 00:42:24: And the 2nd is affordability and the third is adoption
00:42:24 --> 00:42:25: in use.
00:42:25 --> 00:42:29: All of these need to be addressed cones.
00:42:29 --> 00:42:32: Hand in hand to ensure a successful project.
00:42:32 --> 00:42:35: So we work with projects around the country with cities
00:42:35 --> 00:42:38: with electric utilities with land developers so happy to share
00:42:38 --> 00:42:39: some historical context.
00:42:39 --> 00:42:41: Uh, past handle floor back over.
00:42:41 --> 00:42:44: But before we go any further I just want to
00:42:44 --> 00:42:48: add just a little bit of trivia as we're talking
00:42:48 --> 00:42:50: about fiber to the home.
00:42:50 --> 00:42:51: My father and I would.
00:42:51 --> 00:42:54: All recent wrote a paper called Fiber Homes.
00:42:54 --> 00:42:57: Yesterday's news. If we were to take a guess at
00:42:57 --> 00:42:59: when the first fiber the home deployment occurred.

00:42:59 --> 00:43:03: I don't think anybody would predict that it was 1987.
00:43:03 --> 00:43:06: It was 1987, the industry's first fire in the home
00:43:06 --> 00:43:08: project that was in Central Florida.
00:43:08 --> 00:43:10: So this is not cutting edge technology.
00:43:10 --> 00:43:12: This isn't something that's new or innovative.
00:43:12 --> 00:43:15: This is something that's proven and we just need to
00:43:15 --> 00:43:19: identify the models to ensure the capital can be deployed
00:43:19 --> 00:43:22: and as well as the operating expenses can be addressed.
00:43:22 --> 00:43:25: So that's very important consideration as well.
00:43:25 --> 00:43:26: When looking at these programs.
00:43:29 --> 00:43:31: Well, thank you so much,
00:43:31 --> 00:43:34: Jeff. And tell us, I know that you have really
00:43:34 --> 00:43:35: taken approach.
00:43:35 --> 00:43:39: That's happened in Lafayette is 1 approach for addressing
00:43:39 --> 00:43:42: some
00:43:42 --> 00:43:46: of these structural challenges that have been talked about.
00:43:46 --> 00:43:50: And if you don't mind talking a little bit about
00:43:50 --> 00:43:52: your story of LSU's fiber story within Lafayette and kind
00:43:52 --> 00:43:54: of talking about that and kind of
00:43:54 --> 00:43:58: starting the conversation there. Yeah,
00:43:58 --> 00:44:00: so you know, I've been with LUS for 19 years
00:44:01 --> 00:44:03: now so it's been a it's been a long time
00:44:03 --> 00:44:06: and it's been a journey and you know,
00:44:06 --> 00:44:12: back in come. Late 90s,
00:44:12 --> 00:44:14: two thousand UM, that we have a a municipally owned
00:44:14 --> 00:44:17: utility system.
00:44:17 --> 00:44:20: In Lafayette, LA. And so the utility system needed to
00:44:20 --> 00:44:24: a solution to connect their substations.
00:44:24 --> 00:44:28: You know for connectivity and they decided at that point
00:44:28 --> 00:44:29: they were going to be able to fiber network around
00:44:29 --> 00:44:32: the city to do that.
00:44:33 --> 00:44:37: And from there the you know the demand grew from
00:44:37 --> 00:44:40: our citizens and our business customers and they want it
00:44:40 --> 00:44:44: that you know access to that high broadband.
00:44:45 --> 00:44:48: Our city leaders at the time approached other service
00:44:48 --> 00:44:51: providers
00:44:51 --> 00:44:55: in the area and you know begged them to come
00:44:55 --> 00:44:59: to the table offered some of the fiber and and
00:44:59 --> 00:44:59: you know they opted not to or for whatever reasons
00:44:59 --> 00:45:02: they didn't feel that that it was worth investing in
00:44:59 --> 00:45:02: Lafayette.
00:44:59 --> 00:45:02: The time so uhm, you know we dove head first

00:45:03 --> 00:45:06: and we went through various legal battles and we went
00:45:06 --> 00:45:08: to a public vote and ultimately,
00:45:08 --> 00:45:12: you know we we move forward with building a full
00:45:12 --> 00:45:15: fiber of the home network within the city of Lafayette.
00:45:15 --> 00:45:20: We built fiber in front of every home in business.
00:45:20 --> 00:45:24: Put in the city of Lafayette and we provide and
00:45:24 --> 00:45:28: we serve our first customer in 2009.
00:45:28 --> 00:45:32: We provide services. Symmetrical speeds.
00:45:32 --> 00:45:36: From you know, 60 megs all the way to 10
00:45:36 --> 00:45:36: gigs.
00:45:36 --> 00:45:42: Uhm, and so we we've been successful in getting a
00:45:42 --> 00:45:42: 40%.
00:45:42 --> 00:45:47: Market share in our area and and we you know
00:45:47 --> 00:45:47: we.
00:45:47 --> 00:45:50: We initially got bonds to build it out,
00:45:50 --> 00:45:54: but at this point we're we're financially successful.
00:45:54 --> 00:45:58: You know, we're paying all our debt service we're making.
00:45:58 --> 00:46:02: We have. We have positive cash flow and all our
00:46:02 --> 00:46:02: cat.
00:46:02 --> 00:46:06: All our capital is on our own cash flow at
00:46:06 --> 00:46:07: this point.
00:46:07 --> 00:46:11: And so in 2018 we started expanding beyond the city
00:46:11 --> 00:46:12: of Lafayette.
00:46:12 --> 00:46:17: Into the surrounding municipalities and we have a huge
demand
00:46:17 --> 00:46:20: from customers there begging us to go.
00:46:20 --> 00:46:25: And so you know, we strategically or or building that
00:46:26 --> 00:46:27: out and in.
00:46:27 --> 00:46:31: And. March of this year we were awarded a EDA
00:46:32 --> 00:46:37: grant for \$3.1 billion to expand to Iberia Parish and
00:46:37 --> 00:46:39: Saint Martin Parish,
00:46:39 --> 00:46:42: and so that's in the works.
00:46:42 --> 00:46:47: We are working through that process and planning on.
00:46:47 --> 00:46:53: Starting construction this summer. And so we're really
excited about,
00:46:53 --> 00:46:56: you know those opportunities we,
00:46:56 --> 00:47:00: you know, I, I strongly believe and providing broadband
connectivity
00:47:00 --> 00:47:02: and fiber connectivity,
00:47:02 --> 00:47:06: and I believe that's the the solution for everyone you
00:47:06 --> 00:47:08: know ultimately,
00:47:08 --> 00:47:11: or in some form or fashion,
00:47:11 --> 00:47:16: right? And, you know, I will say one thing that.

00:47:16 --> 00:47:22: Lafayette has benefit from benefit from was that?

00:47:22 --> 00:47:28: Uhm? Even though not every citizen may take fiber services,

00:47:28 --> 00:47:33: we have brought competition to the market and so citizens

00:47:33 --> 00:47:36: are getting a lower price.

00:47:36 --> 00:47:40: Come with our service. In in the market so they

00:47:40 --> 00:47:44: can get services from any of the other providers.

00:47:44 --> 00:47:47: And because of the competition.

00:47:47 --> 00:47:50: They get a lower price and additionally we have.

00:47:50 --> 00:47:53: I I don't remember the exact numbers,

00:47:53 --> 00:47:57: but initially we only had two providers in the market

00:47:57 --> 00:48:00: and now I want to say 27 providers in some

00:48:00 --> 00:48:04: form or fashion that citizens can take advantage of.

00:48:04 --> 00:48:08: So we you know we have forced competition and.

00:48:08 --> 00:48:12: Uhm? You know with everything happening in earlier,

00:48:12 --> 00:48:14: earlier in the school year,

00:48:14 --> 00:48:17: we did work with the school board and went with

00:48:17 --> 00:48:21: a foundation called we can learn to provide connectivity to

00:48:21 --> 00:48:24: those low income students that needed,

00:48:24 --> 00:48:28: you know, remote access for learning and we continue to

00:48:28 --> 00:48:32: work with them to provide alternate solutions for all those

00:48:32 --> 00:48:33: all those students.

00:48:33 --> 00:48:37: And we continue to work with different aspects of the

00:48:37 --> 00:48:41: Community and different Community leaders to find solutions that help

00:48:42 --> 00:48:43: bridge the digital divide.

00:48:43 --> 00:48:47: And so I I could talk about LUS fiber forever.

00:48:47 --> 00:48:50: But, uh, that's kind of the,

00:48:50 --> 00:48:52: you know, the gist of it,

00:48:52 --> 00:48:56: and I encourage every community to find a solution that

00:48:56 --> 00:48:57: works for them.

00:48:57 --> 00:49:01: Obviously, you know, building LUS Fiber doesn't work for every

00:49:01 --> 00:49:02: community,

00:49:02 --> 00:49:05: but finding a partnership or some some Ave that works

00:49:06 --> 00:49:09: for that community and taking your fate into your own

00:49:09 --> 00:49:10: hands,

00:49:10 --> 00:49:14: whether that's partnering with a private provider in some form

00:49:14 --> 00:49:17: of fashion or finding some other ultimate solution,

00:49:17 --> 00:49:21: I encourage every. Community to to educate themselves on broadband,

00:49:21 --> 00:49:24: educate themselves on with their community needs,

00:49:24 --> 00:49:28: and and find that solution that works for them.

00:49:28 --> 00:49:32: It's it's important to your community and support to your

00:49:32 --> 00:49:37: economic development and your continual survival and your citizens survival.

00:49:37 --> 00:49:39: You know, broadband is now a necessity.

00:49:39 --> 00:49:42: It's not. It's not a want,

00:49:42 --> 00:49:47: it's a necessity. It's just like it's the 4th utility.

00:49:47 --> 00:49:47: Lafayette

00:49:47 --> 00:49:50: this is Jeff again. Lafayette is really one

00:49:50 --> 00:49:53: of the shining stars of the utilities that

00:49:53 --> 00:49:56: have taken control of their connectivity future for their own

00:49:56 --> 00:49:59: operational needs as well as with the connectivity needs of

00:49:59 --> 00:50:00: their community.

00:50:00 --> 00:50:03: There's obviously a lot of excitement and talk around Chattanooga,

00:50:03 --> 00:50:06: but there's a number of other utilities that are successful.

00:50:06 --> 00:50:09: Lafayette, of course, being one of them.

00:50:09 --> 00:50:11: Having said that, there's also a lot of utilities in

00:50:11 --> 00:50:13: a lot of cities and a lot of private service

00:50:14 --> 00:50:16: providers have had explored getting in the broadband space.

00:50:16 --> 00:50:20: And I feel. Or have faced tremendous amount of challenges,

00:50:20 --> 00:50:22: and I think that's important and hopefully everybody.

00:50:22 --> 00:50:25: I think on this in this conversation understands the importance

00:50:25 --> 00:50:26: of connectivity.

00:50:26 --> 00:50:27: So now the question is,

00:50:27 --> 00:50:30: well, how do we get there?

00:50:30 --> 00:50:33: And I think it's as important to understand what the

00:50:33 --> 00:50:37: challenges and risks are as it is about the opportunities

00:50:37 --> 00:50:38: you know over the many years.

00:50:38 --> 00:50:41: Really, since I entered the market in 2005,

00:50:41 --> 00:50:44: a lot of the driving thesis was around.

00:50:44 --> 00:50:47: Economic development will bring in this connectivity that will help

00:50:47 --> 00:50:48: for corporate relocation.

00:50:48 --> 00:50:51: Corporate retention. I mentioned that project in 1987.

00:50:51 --> 00:50:54: It was actually an economic development thesis that went into

00:50:54 --> 00:50:56: that deployment of all fiber network.

00:50:56 --> 00:51:00: There he through Heathrow Florida and helped them secure the.

00:51:00 --> 00:51:04: Corporate relocation of AAA. Today Triple H headquarters is based

00:51:04 --> 00:51:04: in Heathrow,

00:51:04 --> 00:51:08: Florida in many ways because of the fiber optic infrastructure

00:51:08 --> 00:51:11: that was in place which allowed for high quality and

00:51:11 --> 00:51:13: reliable voice services.

00:51:13 --> 00:51:16: AAA realized that at their core there are communications company

00:51:16 --> 00:51:20: one 800 AAA help and have that fiber optic infrastructure

00:51:20 --> 00:51:21: in place helped.

00:51:21 --> 00:51:24: He threw up to tell the story of why businesses

00:51:24 --> 00:51:27: should be located there and it was Maggie who said

00:51:27 --> 00:51:28: earlier connectivity.

00:51:28 --> 00:51:30: It's the most important thing.

00:51:30 --> 00:51:36: We do ask people. So understanding though the challenges that

00:51:36 --> 00:51:40: are in place is important because we know all the

00:51:41 --> 00:51:42: benefits so.

00:51:42 --> 00:51:44: Back on my train of thought,

00:51:44 --> 00:51:46: it has always been economic development.

00:51:46 --> 00:51:49: Now that has shifted. Economic development is still there,

00:51:49 --> 00:51:50: but now it's health care.

00:51:50 --> 00:51:52: It's education. It's working from home.

00:51:52 --> 00:51:55: I mean it's political being active in the in the

00:51:55 --> 00:51:56: Civic Society.

00:51:56 --> 00:51:59: There are so many reasons why it's important and yet

00:51:59 --> 00:52:03: the gaps still exist because of the challenges and the

00:52:03 --> 00:52:06: costs and the competitive nature of the broadband industry in

00:52:06 --> 00:52:10: the United States, consolidation was very good for the industry

00:52:10 --> 00:52:12: and it was challenging for those cities.

00:52:12 --> 00:52:15: Better outside of the top 20 and top 50 markets.

00:52:15 --> 00:52:19: You know these service providers are not bad people,

00:52:19 --> 00:52:22: but they're rational. Business actions lead to investment to where

00:52:22 --> 00:52:24: they can get the return.

00:52:24 --> 00:52:26: That's going to be afforded by the shareholders,

00:52:26 --> 00:52:28: so that's what's really positive.

00:52:28 --> 00:52:32: Now. Are all these new models that are being introduced

00:52:32 --> 00:52:33: at drive competition?

00:52:33 --> 00:52:38: Or opportunities for alternative providers like electric utility to invest

00:52:38 --> 00:52:39: in the infrastructure.

00:52:39 --> 00:52:42: But it has to be emphasized that any investment in

00:52:42 --> 00:52:47: the broadband industry introduces greater opportunity for challenges than it

00:52:47 --> 00:52:48: does for success.

00:52:48 --> 00:52:51: Understanding those challenges. Again, like any good

investor,
00:52:51 --> 00:52:56: you don't invest in opportunities that are just looking like
00:52:56 --> 00:52:58: it has nothing but upside.
00:52:58 --> 00:53:02: You invest when there's opportunity and then you can
identify
00:53:02 --> 00:53:03: what the risks are.
00:53:03 --> 00:53:07: You manage those risks. You control those risks and then
00:53:07 --> 00:53:10: you move forward on the investment and that's how any
00:53:10 --> 00:53:11: good investment goes.
00:53:11 --> 00:53:14: Now tell any good broadband deployment is going to go,
00:53:14 --> 00:53:18: and that's what LUS has succeeded on and looking at.
00:53:18 --> 00:53:20: Lessons learned and best practices.
00:53:20 --> 00:53:22: I I I highly encourage again,
00:53:22 --> 00:53:26: it's easy to look at all the benefits and want
00:53:26 --> 00:53:27: to move into this.
00:53:27 --> 00:53:31: There will be challenges and if not properly understood the
00:53:31 --> 00:53:34: program will fail and then that will leave the area
00:53:34 --> 00:53:38: in which you're looking to serve even further behind
potentially
00:53:38 --> 00:53:41: than when you started. A question came up and I
00:53:42 --> 00:53:46: want to address it because it's very relevant it came
00:53:46 --> 00:53:49: from I don't see their name or I apologize,
00:53:49 --> 00:53:52: but it had something to do with my comment fiber,
00:53:52 --> 00:53:53: the home is yesterday's news.
00:53:53 --> 00:53:56: Does that mean we should be focused on 5G and
00:53:56 --> 00:53:59: I want to address that immediately.
00:53:59 --> 00:54:03: What I was emphasizing is that fiber to the home
00:54:03 --> 00:54:07: is not a high risk cutting edge test technology.
00:54:07 --> 00:54:10: It's proven its infrastructure, it lasts.
00:54:10 --> 00:54:14: What I meant by it is that.
00:54:14 --> 00:54:17: It should be pursued and not viewed as a more
00:54:17 --> 00:54:21: riskier approach than legacy cable or copper infrastructure.
00:54:21 --> 00:54:24: When talking about fiber and 5G.
00:54:24 --> 00:54:28: To be very clear, all the promises of 5G cannot
00:54:28 --> 00:54:31: occur without a robust fiber network.
00:54:31 --> 00:54:33: 5G is highly dependent. In fact,
00:54:33 --> 00:54:37: Relyant on having a robust fiber network connecting to those
00:54:37 --> 00:54:40: antennas that then distribute the wireless signal.
00:54:40 --> 00:54:44: It's no different than the Wi-Fi router in your house.
00:54:44 --> 00:54:48: Wi-Fi is great, but your Wi-Fi router still needs that
00:54:48 --> 00:54:51: Blue Ethernet cable plugging into it,
00:54:51 --> 00:54:54: so that can then distribute the signal.
00:54:54 --> 00:54:57: Faster the signal going into that Wi-Fi router.

00:54:57 --> 00:55:01: The higher quality your Wi-Fi network is in your house.
00:55:01 --> 00:55:03: There's no difference with 5G,
00:55:03 --> 00:55:06: and when thinking about all the promises of 5G,
00:55:06 --> 00:55:10: those antennas need to be placed very close to the
00:55:10 --> 00:55:11: user.
00:55:11 --> 00:55:14: Which means, absent a robust fiber network throughout the
region,
00:55:14 --> 00:55:17: you don't have 5G, at least a promise of 5G
00:55:17 --> 00:55:21: that we see every time we turn on the television
00:55:21 --> 00:55:23: or open up a new website.
00:55:23 --> 00:55:26: There's different spectrums of 5G which we won't get in
00:55:26 --> 00:55:27: the technicalities of it.
00:55:27 --> 00:55:30: I'm talking about the promise of 5G in terms of
00:55:30 --> 00:55:32: that high performance connectivity.
00:55:32 --> 00:55:34: Use case only occurs with fiber,
00:55:34 --> 00:55:37: so when someone says we should be focused on 5G,
00:55:37 --> 00:55:41: you know wireline. That's guys sound like a bunch of
00:55:41 --> 00:55:41: dinosaurs.
00:55:41 --> 00:55:44: Absolutely not. They go hand in hand.
00:55:44 --> 00:55:46: It needs to be in place in order to have
00:55:46 --> 00:55:48: that level of wireless connection.
00:55:52 --> 00:55:52: Oh sorry,
00:55:52 --> 00:55:54: go ahead. So
00:55:54 --> 00:55:57: I fully agree with Jeff's comments and I do see
00:55:57 --> 00:56:02: someone's asking about the K through 12 schools and
students
00:56:02 --> 00:56:04: in Lafayette and what we did there.
00:56:04 --> 00:56:08: So there is a there was a local nonprofit that
00:56:08 --> 00:56:09: pulled,
00:56:09 --> 00:56:12: you know, working with the schools and pulled several
service
00:56:13 --> 00:56:14: providers together,
00:56:14 --> 00:56:17: including now. Yes, fiber. And,
00:56:17 --> 00:56:20: uhm, that's the link and learn folks.
00:56:20 --> 00:56:26: So what we did was initially we provided connect wired
00:56:26 --> 00:56:31: connectivity to a list of students that they they had
00:56:31 --> 00:56:33: had get access to,
00:56:33 --> 00:56:35: and so we provide it.
00:56:35 --> 00:56:40: Just, you know, wired connectivity to those houses.
00:56:40 --> 00:56:45: And then recently we started a pilot program in which
00:56:45 --> 00:56:48: we were testing some wireless.
00:56:48 --> 00:56:52: You know 4G LTE type solutions with that that nonprofit,
00:56:52 --> 00:56:57: and they're they're moving forward with a larger scale

projects.

00:56:57 --> 00:57:02: So we did a small you know area in which

00:57:02 --> 00:57:05: we did some CBRS.

00:57:05 --> 00:57:06: Testing and to, you know,

00:57:06 --> 00:57:08: determine what solution is best,

00:57:08 --> 00:57:11: and right now they're they're fine tuning that and determining

00:57:11 --> 00:57:13: what solution they want to move forward with.

00:57:19 --> 00:57:23: Well, thank you and and then I know that you

00:57:23 --> 00:57:26: touched on this a little bit.

00:57:26 --> 00:57:29: Tell us. But can you talk a little bit more

00:57:29 --> 00:57:32: about your overall goals by

00:57:32 --> 00:57:37: putting together LSU fiber and providing more access within Lafayette?

00:57:37 --> 00:57:41: So initially the then mayor saw fiber the same way

00:57:41 --> 00:57:42: as he saw.

00:57:42 --> 00:57:47: You know, or Rd he thought as infrastructure and providing

00:57:47 --> 00:57:52: that infrastructure in that access to the citizens and giving

00:57:52 --> 00:57:55: them those highways to be able to.

00:57:55 --> 00:57:58: You know you lies we.

00:57:58 --> 00:58:01: Prior to LUS five years existence,

00:58:01 --> 00:58:05: the utility system was using that fiber network that they

00:58:05 --> 00:58:07: originally built.

00:58:07 --> 00:58:09: To offer a wholesale services,

00:58:09 --> 00:58:14: you know in which cost a wholesaler or purchase service

00:58:14 --> 00:58:15: add some value.

00:58:15 --> 00:58:19: Add service on top of it and resell the product

00:58:19 --> 00:58:25: and that that product was so successful it drove citizens.

00:58:25 --> 00:58:28: Businesses begging us to be able to provide that service

00:58:28 --> 00:58:29: to them.

00:58:29 --> 00:58:32: But the way we had built the fiber at that

00:58:32 --> 00:58:32: time,

00:58:32 --> 00:58:34: it was only on you know.

00:58:34 --> 00:58:36: It was a main, you know,

00:58:36 --> 00:58:40: core ring. We weren't building down every city and St

00:58:40 --> 00:58:43: and so that that need in that request to drive

00:58:43 --> 00:58:48: to provide citizens with the infrastructure to drive economic development.

00:58:48 --> 00:58:52: Were the two I would say were the initial initial

00:58:52 --> 00:58:55: goals that that our US fire removed into,

00:58:55 --> 00:58:59: and then you know we continue to.

00:58:59 --> 00:59:03: We we have certain requirements we have to operate in

00:59:03 --> 00:59:03: so we can't.

00:59:03 --> 00:59:08: We can't do some of the things we would like

00:59:08 --> 00:59:09: to do but but.

00:59:09 --> 00:59:13: You know our goal is to provide every home the

00:59:13 --> 00:59:15: access to to reliable broadband.

00:59:15 --> 00:59:20: Whether it's with us or whether it's with another provider.

00:59:24 --> 00:59:25: And this is

00:59:25 --> 00:59:27: and I think providing that access.

00:59:27 --> 00:59:29: How do you know whether it's Jeff or tell us

00:59:29 --> 00:59:32: to talk a little bit about this?

00:59:32 --> 00:59:35: Is thinking about how do you actually provide that access.

00:59:35 --> 00:59:38: So it's a is it just putting the fiber down

00:59:38 --> 00:59:41: and then how do the households actually?

00:59:41 --> 00:59:43: Access the Internet

00:59:43 --> 00:59:46: from that, so, so we're we're a service provider,

00:59:46 --> 00:59:50: right? So we ran fiber up and down every street

00:59:50 --> 00:59:52: a customer calls in.

00:59:52 --> 00:59:54: For this or we you know,

00:59:54 --> 00:59:59: market the service, however he's bit and we've area fiber

01:00:00 --> 01:00:04: line to the customers home for the device and that

01:00:04 --> 01:00:09: the side of their home and they just connect to.

01:00:09 --> 01:00:12: To our broadband and we also provide video and phone

01:00:12 --> 01:00:12: services.

01:00:12 --> 01:00:15: By the way, over that same fiber.

01:00:15 --> 01:00:18: But you know, obviously we're talking about broadband here.

01:00:18 --> 01:00:23: Yeah. And then are there and then can you talk

01:00:23 --> 01:00:27: with Jeff a little bit more about some of the.

01:00:27 --> 01:00:31: In some of the other communities that you've worked in,

01:00:31 --> 01:00:34: some of those little bit different models of how

01:00:34 --> 01:00:36: they work, and particularly happy,

01:00:36 --> 01:00:39: and I'll talk about how they worked in those communities

01:00:39 --> 01:00:42: and it goes back until why there are still such

01:00:42 --> 01:00:46: gaps despite all the monies that flow annually into expanding

01:00:46 --> 01:00:50: broadband networks. It's the traditional economics that drives

01:00:50 --> 01:00:50: the broadband

01:00:50 --> 01:00:50: industry.

01:00:50 --> 01:00:54: The costs of deploying new or improved broadband

01:00:54 --> 01:00:57: infrastructure is

01:00:54 --> 01:00:57: often greater than the economic benefits that can be directly

01:00:57 --> 01:00:58: achieved.

01:00:58 --> 01:00:59: So what do we do?

01:00:59 --> 01:01:03: Was Blair Levin, who was the lead author at the

01:01:03 --> 01:01:05: FCC's National Broadband Plan?

01:01:05 --> 01:01:09: He's now a senior visiting fellow with the Brookings Institute,

01:01:09 --> 01:01:12: Blair Levin, LEVINI. Read every piece of his work.
01:01:12 --> 01:01:16: I highly encourage anybody who's truly interested in the broadband industry to follow,
01:01:16 --> 01:01:17: and if his writings or his work.
01:01:17 --> 01:01:20: He's both brilliant and it it presents it in a way that's understandable and easy to follow and relatable.
01:01:20 --> 01:01:23: But Blair talked about having to change.
01:01:23 --> 01:01:28: The math on traditional network build economics.
01:01:28 --> 01:01:30: So what do we do?
01:01:30 --> 01:01:33: We either lower the capital costs for service providers or for communities to deploy to deploy our infrastructure,
01:01:33 --> 01:01:34: or we increase the visible revenues.
01:01:34 --> 01:01:38: So what kind of community do well potentially increase visible revenues?
01:01:38 --> 01:01:41: You have service providers, you might have one.
01:01:41 --> 01:01:43: You might have two even if you have two.
01:01:43 --> 01:01:46: Obviously, a duopoly doesn't really drive investment, doesn't really drive low pricing,
01:01:46 --> 01:01:47: I mean it's our classic business 101 class that we all took.
01:01:47 --> 01:01:49: Back even in high school,
01:01:49 --> 01:01:52: but prisoners dilemma over the years,
01:01:52 --> 01:01:55: they have learned that as long as they both do the bare minimum.
01:01:55 --> 01:01:57: They both stand to benefit,
01:01:57 --> 01:02:00: and if it's not even a duopoly and it's one service provider with all the leverage,
01:02:00 --> 01:02:01: then you're kind of out of luck.
01:02:01 --> 01:02:02: In less you can figure out a way to create a larger revenue pool.
01:02:02 --> 01:02:04: And whether that's somehow consolidating all of your city assets,
01:02:04 --> 01:02:07: working with the business, different businesses who might agree to a single agreement with a service provider.
01:02:07 --> 01:02:08: And I understand it's complicated for public entities,
01:02:08 --> 01:02:09: but we do that a lot in private development.
01:02:09 --> 01:02:11: Creating competition where doesn't typically exist.
01:02:11 --> 01:02:13: We're saying guys this is an open market.
01:02:13 --> 01:02:15: You're going to compete for a longer term contract upfront.
01:02:15 --> 01:02:18: And that's going to encourage you to make the investments

01:02:50 --> 01:02:51: that we're asking for,
01:02:51 --> 01:02:54: and we understand it doesn't typically work,
01:02:54 --> 01:02:57: but now it does, because now you have these revenues
01:02:57 --> 01:03:01: that you're able to secure against the investments that we're
01:03:01 --> 01:03:02: asking you to make.
01:03:02 --> 01:03:05: So that's one approach. The other approach is lower and
01:03:05 --> 01:03:09: capital costs by combining the interests of multiple providers
in
01:03:09 --> 01:03:09: Huntsville,
01:03:09 --> 01:03:12: AL and Springfield, MO are two of our highest profile
01:03:12 --> 01:03:14: networks of success in Huntsville,
01:03:14 --> 01:03:17: AL. It was the electric utility.
01:03:17 --> 01:03:20: Much like Lafayette, who recognized they needed more fiber
in
01:03:20 --> 01:03:23: their network for their own internal operational needs,
01:03:23 --> 01:03:27: it had to happen. For their own purposes.
01:03:27 --> 01:03:29: But it was also expensive,
01:03:29 --> 01:03:32: too expensive for the deploy on their own.
01:03:32 --> 01:03:35: So what we did we designed a network that met
01:03:35 --> 01:03:40: their internal operational needs with excess capacity that
could be
01:03:40 --> 01:03:43: leased or sold to a service provider who could then
01:03:43 --> 01:03:47: essentially ride those railroad tracks and provide the services
to
01:03:47 --> 01:03:48: the residents and businesses.
01:03:48 --> 01:03:52: This serves two purposes, one it keeps the utility from
01:03:52 --> 01:03:56: having to expand too far outside of their core competency.
01:03:56 --> 01:03:58: As I mentioned OUS Chattanooga.
01:03:58 --> 01:04:01: Great success stories, but it's very challenging to move from
01:04:01 --> 01:04:04: your core competency into a whole new business vertical,
01:04:04 --> 01:04:07: and it is a whole new business vertical from an
01:04:07 --> 01:04:08: electric utility.
01:04:08 --> 01:04:11: Actually, how many go into the home of the customer
01:04:11 --> 01:04:13: when they have a service problem?
01:04:13 --> 01:04:17: There's a tremendous operational requirement that's needed
that is often
01:04:17 --> 01:04:18: overlooked.
01:04:18 --> 01:04:20: So this model in Springfield and in Huntsville,
01:04:20 --> 01:04:22: and I'm not saying the only one,
01:04:22 --> 01:04:25: but it's one that is working allowed for the utility
01:04:25 --> 01:04:27: to build out citywide network,
01:04:27 --> 01:04:30: sell it to a qualified anchor tenant in that city
01:04:30 --> 01:04:32: was Google Fiber.

01:04:32 --> 01:04:36: In Springfield, it's CenturyLink. Those service providers committed to a

01:04:36 --> 01:04:41: 20 year lease affectively reimbursing the utility for what otherwise

01:04:41 --> 01:04:42: would be a cost center.

01:04:42 --> 01:04:45: Transforming it into a revenue generating asset,

01:04:45 --> 01:04:48: lowering the barrier of entry for the service provider,

01:04:48 --> 01:04:52: enter into that market to private to provide competitive Gigabit

01:04:52 --> 01:04:56: symmetric connectivity to every resident and business in the city.

01:04:56 --> 01:05:00: Changing the math. On the costs and the traditional deployment

01:05:00 --> 01:05:01: economics,

01:05:01 --> 01:05:04: and that's all privately funded.

01:05:04 --> 01:05:06: It's not going to work in every market you have

01:05:06 --> 01:05:09: to have some degree of population based some degree of

01:05:09 --> 01:05:11: density or the costs are just simply going to be

01:05:11 --> 01:05:14: too high, which is why these grant and loan programs

01:05:14 --> 01:05:14: can be.

01:05:14 --> 01:05:18: Very beneficial in helping to bridge the gap there.

01:05:18 --> 01:05:20: But again, being creative, finding opportunities,

01:05:20 --> 01:05:22: increase revenue for your service providers.

01:05:22 --> 01:05:24: The incumbents are not the enemy.

01:05:24 --> 01:05:25: They often get the bad rap.

01:05:25 --> 01:05:27: Oh, they don't do enough.

01:05:27 --> 01:05:29: It's just the business model guys.

01:05:29 --> 01:05:32: It's the revenue against the capitalists be deployed.

01:05:32 --> 01:05:35: If it doesn't make sense they they can't do it.

01:05:35 --> 01:05:38: They're private businesses. So how can we work with them

01:05:38 --> 01:05:40: to identify these new programs?

01:05:40 --> 01:05:42: And if they can't, how can we,

01:05:42 --> 01:05:45: as public entities move forward on a sustainable initiative,

01:05:45 --> 01:05:48: but it has to be done with discipline,

01:05:48 --> 01:05:50: with an appreciation of the tremendous.

01:05:50 --> 01:05:52: Amount of risks that are inherent.

01:05:52 --> 01:05:53: I'll just touch on one point.

01:05:53 --> 01:05:55: We talked a lot about Wi-Fi.

01:05:55 --> 01:05:58: Very beneficial can serve a great number of folks.

01:05:58 --> 01:06:00: The economics of Wi-Fi or very challenging.

01:06:00 --> 01:06:02: Again, outdoor Wi-Fi is tough,

01:06:02 --> 01:06:04: high quality outdoor Wi-Fi is tough,

01:06:04 --> 01:06:06: and if it's not high quality,

01:06:06 --> 01:06:07: no one's going to use it.
01:06:07 --> 01:06:10: When you think about the economics of Wi-Fi,
01:06:10 --> 01:06:12: you still need the fiber or the cable.
01:06:12 --> 01:06:15: Then distribute that signal. You've got the equipment they
have
01:06:16 --> 01:06:16: to maintain.
01:06:16 --> 01:06:19: You've got the circuit that you have to purchase from
01:06:19 --> 01:06:20: a service.
01:06:20 --> 01:06:22: Provider, and then there's idea.
01:06:22 --> 01:06:25: Well, maybe we'll sell ads on it being ad supported
01:06:25 --> 01:06:26: model no,
01:06:26 --> 01:06:28: it won't unless you're in New York City,
01:06:28 --> 01:06:31: the amount of money that can be generating AD supported
01:06:31 --> 01:06:33: revenue are negligible.
01:06:33 --> 01:06:35: It doesn't happen. Which is why so many have had
01:06:35 --> 01:06:38: challenges of deploying outdoor Wi-Fi systems.
01:06:38 --> 01:06:40: So again, understanding the risks,
01:06:40 --> 01:06:43: controlling the risks and then moving forward on a plan.
01:06:45 --> 01:06:49: Well, thank you and and tell us I think you
01:06:49 --> 01:06:53: know starting up you are part of the group that
01:06:53 --> 01:06:58: actually really started up LUS fibers initiative in Lafayette.
01:06:58 --> 01:07:01: Can you talk a little bit about some of the
01:07:01 --> 01:07:02: challenges,
01:07:02 --> 01:07:06: challenges and opportunities, particularly with folks on this
call who
01:07:06 --> 01:07:10: are predominantly from the public sector or other areas who
01:07:10 --> 01:07:12: want to work to help to deploy,
01:07:12 --> 01:07:16: you know, understanding that there were some political
constraints within
01:07:16 --> 01:07:18: Louisiana about your particular model,
01:07:18 --> 01:07:22: but at least thinking about from overall building out a
01:07:22 --> 01:07:25: network and system in both rural and urban areas that
01:07:25 --> 01:07:27: we're talking about today,
01:07:27 --> 01:07:29: right so? You know, challenge.
01:07:29 --> 01:07:31: Obviously we faced dumb legal battles from,
01:07:31 --> 01:07:34: you know, the incumbents and things like that and and
01:07:34 --> 01:07:35: uhm,
01:07:35 --> 01:07:38: there's a mention of the local government Fair Competition
Act,
01:07:38 --> 01:07:39: which was created and you know,
01:07:39 --> 01:07:43: we all came to the table and agreed that for
01:07:43 --> 01:07:45: us to move forward we needed.
01:07:45 --> 01:07:49: We needed to make some concessions so everyone you

know

01:07:49 --> 01:07:53: ourselves and LUS and you know the other comments came

01:07:53 --> 01:07:55: to the table and this act was created.

01:07:55 --> 01:08:00: But outside of outside of the political and legal battles.

01:08:00 --> 01:08:04: I'll say the hurdles or exactly you know what Jeff

01:08:04 --> 01:08:05: said.

01:08:05 --> 01:08:07: We we were, uh, uh,

01:08:07 --> 01:08:11: a utility company. We understood infrastructure but and so we

01:08:11 --> 01:08:12: could build,

01:08:12 --> 01:08:14: you know the fiber network,

01:08:14 --> 01:08:17: run those fibers. There's some.

01:08:17 --> 01:08:19: You know, complexity to that.

01:08:19 --> 01:08:21: That's different from electric. However,

01:08:21 --> 01:08:25: it's it's infrastructure, so it wasn't that form stretch,

01:08:25 --> 01:08:30: but the real struggle that you know the the things

01:08:30 --> 01:08:32: we struggled with were.

01:08:32 --> 01:08:36: You know the. The different types of skill sets that

01:08:36 --> 01:08:41: would be needed versus what's needed in the electric utility

01:08:41 --> 01:08:45: or the water utility or wastewater utility.

01:08:45 --> 01:08:47: So we focused. You know,

01:08:47 --> 01:08:51: we we struggled with. Identifying all those skill sets,

01:08:51 --> 01:08:57: making sure we had those appropriate skill sets and come.

01:08:57 --> 01:09:00: You know, going into people's homes that struggle with that

01:09:00 --> 01:09:02: interaction that we weren't.

01:09:02 --> 01:09:04: We didn't deal with before.

01:09:04 --> 01:09:06: The utility didn't deal with before that,

01:09:06 --> 01:09:10: that troubleshooting that you know those technical calls that troubleshooting

01:09:10 --> 01:09:14: the customer service aspect is very different from a utility

01:09:14 --> 01:09:15: customer service,

01:09:15 --> 01:09:17: which is a much more monopoly,

01:09:17 --> 01:09:19: and so it's it's a very different,

01:09:19 --> 01:09:23: you know, skill set you're you're having to sell your

01:09:23 --> 01:09:27: having to do things that you don't normally do.

01:09:27 --> 01:09:31: In electric utilities, so all those things were struggle.

01:09:31 --> 01:09:35: And we were. We were moving so quickly trying to

01:09:35 --> 01:09:39: build server customers and learn everything at the same time.

01:09:39 --> 01:09:42: So those were, you know those were hurdles.

01:09:42 --> 01:09:46: If if we would have done things a little bit

01:09:46 --> 01:09:47: slower.

01:09:47 --> 01:09:49: And recognize that you know,

01:09:49 --> 01:09:52: as the utility we don't know everything,
01:09:52 --> 01:09:56: right? And we need we need to learn some other
01:09:56 --> 01:10:00: aspects and we need to pull in some other resources
01:10:00 --> 01:10:03: and these aren't areas we we definitely.
01:10:03 --> 01:10:05: Although we may have a customer service center,
01:10:05 --> 01:10:08: it's not the same type of customer service center,
01:10:08 --> 01:10:10: although we may have, you know,
01:10:10 --> 01:10:11: technicians out in the field.
01:10:11 --> 01:10:13: It's not the same type of technicians.
01:10:13 --> 01:10:15: It's not the you know.
01:10:15 --> 01:10:17: The technicians don't have to go into the home,
01:10:17 --> 01:10:20: understand the aspects of that and the customer relation
aspect
01:10:21 --> 01:10:21: of that.
01:10:21 --> 01:10:24: So all those things or hurdles that have to be
01:10:24 --> 01:10:26: done and we you know we're lessons learned,
01:10:26 --> 01:10:29: were things we went through.
01:10:29 --> 01:10:33: Uhm, and every community would have to face that if
01:10:33 --> 01:10:35: they did what we did.
01:10:35 --> 01:10:37: But just like Jeff said,
01:10:37 --> 01:10:40: there are other options there there.
01:10:40 --> 01:10:44: Or that's why I encourage every community to really
understand
01:10:44 --> 01:10:45: number one,
01:10:45 --> 01:10:48: understand broadband, understand what the need is,
01:10:48 --> 01:10:52: understand that there is a need.
01:10:52 --> 01:10:55: And then. Try to identify the solution that works best
01:10:55 --> 01:10:59: is not a one size fits all for every community
01:10:59 --> 01:11:01: and every every citizen.
01:11:01 --> 01:11:02: It's not, and it's not.
01:11:02 --> 01:11:04: It's never going to be.
01:11:04 --> 01:11:07: Ultimately it would be nice to have maybe fiber to
01:11:07 --> 01:11:08: every every home,
01:11:08 --> 01:11:12: but maybe that's not the solution for every community and
01:11:12 --> 01:11:16: the solution for every community isn't for them to own
01:11:17 --> 01:11:17: their own.
01:11:17 --> 01:11:22: You know ISP, but that doesn't mean they can't partner
01:11:22 --> 01:11:25: with an incumbent or partner with a new ISP or
01:11:26 --> 01:11:29: or work with you know this broadband,
01:11:29 --> 01:11:32: this new broadband office to find the right solution.
01:11:32 --> 01:11:36: I do encourage you know or partner with the LUS
01:11:36 --> 01:11:39: fiber that's also an option there too.
01:11:39 --> 01:11:43: So Fons right solutions that fit what you need to

01:11:44 --> 01:11:44: fit.

01:11:44 --> 01:11:47: I see there's a question about.

01:11:47 --> 01:11:51: Uhm, is there anything you would do differently if you

01:11:51 --> 01:11:52: were to do it all again?

01:11:52 --> 01:11:54: Knowing what you know now so?

01:11:55 --> 01:11:56: You know, I, I think we

01:11:56 --> 01:12:00: learned a lot of. Things along the way,

01:12:00 --> 01:12:02: but I will say I think,

01:12:02 --> 01:12:06: had I. And not I I say this.

01:12:06 --> 01:12:08: Carefully, because I don't want it to sound like we

01:12:08 --> 01:12:11: have poor customer service 'cause I don't think we do,

01:12:11 --> 01:12:15: but. I think learning the customer service and the sales

01:12:15 --> 01:12:19: aspects and taking our time and building that portion out

01:12:19 --> 01:12:23: appropriately would have benefited us a lot and would have

01:12:23 --> 01:12:26: probably saved us a lot of heartburn and trials and

01:12:27 --> 01:12:27: tribulations.

01:12:27 --> 01:12:31: And you know, handling call flows that we couldn't handle

01:12:31 --> 01:12:34: all those things that we struggled with.

01:12:34 --> 01:12:38: And sometimes we still struggle with today and realizing how

01:12:38 --> 01:12:41: they are different from the electric utility I,

01:12:41 --> 01:12:45: I would say that. That would be one of the

01:12:45 --> 01:12:47: key important things.

01:12:47 --> 01:12:50: Focusing on on that aspect of the organization,

01:12:50 --> 01:12:54: because you'll get past the the construction and the building

01:12:54 --> 01:12:57: of you know those things you know.

01:12:57 --> 01:12:59: Pretty quickly and those things will pass.

01:12:59 --> 01:13:03: It's the ongoing day-to-day work that you need to figure

01:13:03 --> 01:13:05: out the right solution for.

01:13:06 --> 01:13:12: Uhm? Yeah,

01:13:12 --> 01:13:15: and so thank you very much for sharing that.

01:13:15 --> 01:13:18: One thing is, I'm curious.

01:13:18 --> 01:13:24: Jeff, if the. Well, Jeff comes back,

01:13:24 --> 01:13:28: sorry about that is is thinking about as we're kind

01:13:28 --> 01:13:30: of wrapping up a little bit on time.

01:13:30 --> 01:13:33: I'm wondering if it's what tell us,

01:13:33 --> 01:13:36: do you see as what if you had wild success?

01:13:36 --> 01:13:40: Whether it's you know there's a billion potential billion dollars

01:13:40 --> 01:13:41: of extra money coming in.

01:13:41 --> 01:13:43: Or you could prioritize or whatever.

01:13:43 --> 01:13:46: What what does wild success look like to you and

01:13:46 --> 01:13:50: and from the LUS fiber's perspective of creating broadband access

01:13:50 --> 01:13:51: and addressing digital
01:13:51 --> 01:13:53: access equity or 4L US.
01:13:53 --> 01:13:57: Fiber, uhm. So if we had access to,
01:13:57 --> 01:14:00: you know those funds we could.
01:14:00 --> 01:14:04: We could serve those communities that are struggling that
are
01:14:04 --> 01:14:08: struggling to find a solution that are struggling to come
01:14:08 --> 01:14:11: to the table with those incumbents and find the right
01:14:11 --> 01:14:14: solution. You know we have a different.
01:14:14 --> 01:14:16: We're a little different from incumbent.
01:14:16 --> 01:14:19: Obviously we do have to cover our costs and our
01:14:19 --> 01:14:22: debt service and all those things.
01:14:22 --> 01:14:26: But you know, our. Our business model is really we
01:14:26 --> 01:14:30: want to provide that access to those customers.
01:14:30 --> 01:14:32: We're not. We're not a for profit company,
01:14:32 --> 01:14:36: so we want to provide the access to those citizens
01:14:36 --> 01:14:39: and so having that access and being able to partner
01:14:39 --> 01:14:43: with other communities to be able to do what we
01:14:43 --> 01:14:45: did here, I think that would be.
01:14:45 --> 01:14:48: That would be what we would see as a huge
01:14:48 --> 01:14:50: huge win and a success.
01:14:52 --> 01:14:53: And I
01:14:53 --> 01:14:56: wanted to kind of throw that over to you too,
01:14:56 --> 01:14:57: Jeff, particularly thinking about, uh,
01:14:57 --> 01:15:02: tell us talked a lot about kind of incumbent.
01:15:02 --> 01:15:05: Groups and others, and if I can take a slight
01:15:05 --> 01:15:08: divergent to one of the questions,
01:15:08 --> 01:15:11: two of kind of addressing the rural divide issue thinking
01:15:11 --> 01:15:15: about like providing access to rural communities a little bit
01:15:15 --> 01:15:18: versus some of the more urban communities,
01:15:18 --> 01:15:21: or at least where there's more people at.
01:15:21 --> 01:15:24: So thinking about that. Well,
01:15:24 --> 01:15:26: if you could talk a little bit
01:15:26 --> 01:15:29: about that, I can't like null as we're wrapping up
01:15:29 --> 01:15:29: on time here,
01:15:29 --> 01:15:32: but it's important to note there's a lot of activity,
01:15:32 --> 01:15:34: a lot of attention towards rural broadband.
01:15:34 --> 01:15:37: But of course I think most on this call recognized
01:15:37 --> 01:15:39: that the digital divide is as as much,
01:15:39 --> 01:15:42: if not more so in the urban markets.
01:15:42 --> 01:15:44: But the rule market is the challenge.
01:15:44 --> 01:15:45: Again, it's a matter of economics.

01:15:45 --> 01:15:47: Even on that shared cost structure.

01:15:47 --> 01:15:49: Candidly, even if you give a service provider 100%

01:15:49 --> 01:15:51: of the capital cost to build out.

01:15:51 --> 01:15:55: The operating costs can be high in terms of maintaining

01:15:55 --> 01:15:57: the network customer service.

01:15:57 --> 01:15:59: The costs are are just dumb,

01:15:59 --> 01:16:00: can be unsustainable. So again,

01:16:00 --> 01:16:04: it's important to understand that and looking at and trying

01:16:04 --> 01:16:06: to figure out why this is the case,

01:16:06 --> 01:16:08: why aren't they serving here?

01:16:08 --> 01:16:11: All these customers will give you their business again.

01:16:11 --> 01:16:12: The revenues are just challenging,

01:16:12 --> 01:16:16: so understanding the problem is so important and when looking

01:16:16 --> 01:16:17: at the identifying a solution,

01:16:17 --> 01:16:20: I do want to make one note here because I

01:16:20 --> 01:16:22: I know it's so challenging.

01:16:22 --> 01:16:26: There's so many grant federal program state programs being discussed

01:16:26 --> 01:16:26: being proposed.

01:16:26 --> 01:16:30: It's challenging to even understand which might apply directly to

01:16:30 --> 01:16:30: you,

01:16:30 --> 01:16:32: which might just be talked about,

01:16:32 --> 01:16:35: which might actually be active at the NTIA,

01:16:35 --> 01:16:39: which is part of the US Department of Commerce Commerce.

01:16:39 --> 01:16:42: On May 21st released a notice of funding opportunity.

01:16:42 --> 01:16:46: It is allocating \$288 million in in grant programs.

01:16:46 --> 01:16:50: What's interesting about this is that the money is aimed

01:16:50 --> 01:16:53: entirely at public private partnerships.

01:16:53 --> 01:16:57: The application actually must be submitted by a public entity,

01:16:57 --> 01:17:01: so I would certainly encourage those that I think come

01:17:01 --> 01:17:05: from maybe the public space to look at that program

01:17:05 --> 01:17:07: \$288 million nationwide.

01:17:07 --> 01:17:11: Unfortunately, it isn't much, but it's a program that might

01:17:11 --> 01:17:13: resonate and support.

01:17:13 --> 01:17:16: Uh, yeah, your programs? It's still limited by,

01:17:16 --> 01:17:19: you know, only addressing those that have 25,

01:17:19 --> 01:17:23: three or don't have 25 three connectivity which we all

01:17:23 --> 01:17:24: know is far too low,

01:17:24 --> 01:17:28: then what's appropriate? But the opportunities to serve those rural

01:17:28 --> 01:17:29: markets.

01:17:29 --> 01:17:32: It's got to be a combination of changing the math

01:17:32 --> 01:17:34: on network builds,

01:17:34 --> 01:17:36: lowering the costs, increasing the revenue,

01:17:36 --> 01:17:39: and in many ways it's likely going to require some

01:17:39 --> 01:17:41: state or federal assistance.

01:17:41 --> 01:17:45: And the programs that are going to be successful.

01:17:45 --> 01:17:48: Are the ones that translate into direct benefits,

01:17:48 --> 01:17:52: whether it's a health care program and education program.

01:17:52 --> 01:17:54: I mean the list goes on.

01:17:54 --> 01:17:56: Ability to work from home.

01:17:56 --> 01:17:58: You know, again, the why is there?

01:17:58 --> 01:18:01: How do we address the how?

01:18:01 --> 01:18:05: Acknowledging the challenges. And then being able to move forward

01:18:05 --> 01:18:09: on a plan either with a qualified service provider 'cause

01:18:09 --> 01:18:12: I I caution again about the cottage industry that has

01:18:12 --> 01:18:16: emerged in making certain that any service provider that you

01:18:16 --> 01:18:19: align with has the financial wherewithal and the caution and

01:18:19 --> 01:18:23: doesn't get too entrepreneurial and excited about the opportunities but

01:18:23 --> 01:18:26: is appreciative of the challenges that the service writer you

01:18:26 --> 01:18:29: align with can help meet those goals.

01:18:30 --> 01:18:33: I would like to add so yes,

01:18:33 --> 01:18:37: the NTIA program encourages public private partnerships,

01:18:37 --> 01:18:41: which come without knowing the full rules yet.

01:18:41 --> 01:18:44: I do want to add that within the state of

01:18:44 --> 01:18:50: Louisiana there's this thing called the local government Fair Competition

01:18:50 --> 01:18:51: Act,

01:18:51 --> 01:18:55: and although it doesn't restrict public entities from getting into

01:18:56 --> 01:18:56: business,

01:18:56 --> 01:19:01: it does make it difficult for a public entity.

01:19:01 --> 01:19:05: To get into business and it also.

01:19:05 --> 01:19:08: It also it's not just about you know ISP,

01:19:08 --> 01:19:10: it also makes it difficult to.

01:19:10 --> 01:19:14: It also applies when you have some kind of partnership

01:19:14 --> 01:19:18: or whether it's official or unofficial partnership.

01:19:18 --> 01:19:22: So it is something that all these public entities need

01:19:22 --> 01:19:25: to understand need to be aware of.

01:19:25 --> 01:19:28: As they go for these funds come and it's not

01:19:28 --> 01:19:31: just about partnering with the LS fiber,

01:19:31 --> 01:19:36: it does impact you in partnering with the private image

01:19:36 --> 01:19:36: in.

01:19:36 --> 01:19:37: You know there

01:19:37 --> 01:19:40: are a number of states that have those limitations,

01:19:40 --> 01:19:43: and most of them of course are written by the

01:19:43 --> 01:19:45: incumbents to limit competition.

01:19:45 --> 01:19:47: And it's just I, I think,

01:19:47 --> 01:19:50: the absurdity of most of those limitations is becoming more

01:19:50 --> 01:19:51: and more clear.

01:19:51 --> 01:19:54: You know, I'm reminded of Thomas Friedman 2005 book.

01:19:54 --> 01:19:57: The world is flat and the idea was that commerce

01:19:57 --> 01:20:01: is going being available to everybody and opportunity is becoming

01:20:01 --> 01:20:02: accessible to all.

01:20:02 --> 01:20:06: But really, what's occurred with connectivity is the exact opposite.

01:20:06 --> 01:20:09: It is exasperated. The unfairness in so many ways of

01:20:09 --> 01:20:10: where you happen to be located,

01:20:10 --> 01:20:12: where you happen to go to school,

01:20:12 --> 01:20:15: or you happen to grow up.

01:20:15 --> 01:20:17: The networks need to be improved.

01:20:17 --> 01:20:20: It was said earlier. The most important thing we do

01:20:20 --> 01:20:21: is communicate,

01:20:21 --> 01:20:23: and that's health care. That's commerce.

01:20:23 --> 01:20:27: That's education. These type of networks with being discussed today

01:20:28 --> 01:20:29: is so important.

01:20:29 --> 01:20:32: The fact that we're having this discussion that we're sharing

01:20:32 --> 01:20:32: ideas,

01:20:32 --> 01:20:35: hopefully something today that was set today,

01:20:35 --> 01:20:38: resonates in a way that will support the building of

01:20:38 --> 01:20:39: your program.

01:20:39 --> 01:20:43: Whether it's the financing, the alignment with qualified service providers

01:20:43 --> 01:20:45: or the alternative approach such as LUS,

01:20:45 --> 01:20:47: was able to succeed with I.

01:20:47 --> 01:20:50: I just appreciate so much the opportunity to participate in

01:20:50 --> 01:20:51: this discussion.

01:20:51 --> 01:20:53: I hope it was valuable.

01:20:53 --> 01:20:55: I hope it was a somewhat entertaining.

01:20:55 --> 01:20:58: At least I know we're all great to meet in

01:20:58 --> 01:20:59: person,

01:20:59 --> 01:21:02: but Paul thank you for the efforts that you have

01:21:02 --> 01:21:04: made in organizing this event.

01:21:04 --> 01:21:06: Again, just so important.
01:21:06 --> 01:21:08: Well, thank you and tell us any.
01:21:08 --> 01:21:09: Any final
01:21:09 --> 01:21:10: closing thoughts? No,
01:21:10 --> 01:21:14: I mean thank you guys for for having me at
01:21:14 --> 01:21:14: uh,
01:21:14 --> 01:21:18: I really did enjoy it and I again I guess
01:21:18 --> 01:21:21: I've said it this probably.
01:21:21 --> 01:21:23: My third time, saying it,
01:21:23 --> 01:21:27: but I still I encourage everyone to to find the
01:21:27 --> 01:21:31: solutions that work best for their areas and make the
01:21:31 --> 01:21:35: most informed invest decisions they can come.
01:21:35 --> 01:21:39: Because it impacts your community for an extremely long
time.
01:21:39 --> 01:21:44: For today and tomorrow. Well
01:21:44 --> 01:21:45: this this is beautiful and wonderful.
01:21:45 --> 01:21:50: And thank you so much coming back into this session.
01:21:50 --> 01:21:53: Welcome back and thank you so much for all your
01:21:53 --> 01:21:54: participation already.
01:21:54 --> 01:21:58: We seen some really interesting and good comments that
have
01:21:58 --> 01:22:01: come out of some of those breakout sessions,
01:22:01 --> 01:22:02: and some of the discussions.
01:22:02 --> 01:22:07: So it sounds like those were pretty were good conversations
01:22:07 --> 01:22:10: and which is great to hear that.
01:22:10 --> 01:22:14: You've already started talking about so many wonderful
things.
01:22:14 --> 01:22:19: Alright, is. Mia, Mia or Maggie?
01:22:19 --> 01:22:22: Let's see here, Mia. Hi Mia.
01:22:25 --> 01:22:29: I'm I'm wondering if if you don't mind providing a
01:22:29 --> 01:22:33: little bit of some of the key takeaways from your
01:22:33 --> 01:22:34: your first breakout,
01:22:34 --> 01:22:35: the
01:22:35 --> 01:22:36: breakout session for
01:22:36 --> 01:22:40: sure so. Let me get back to.
01:22:40 --> 01:22:43: It should be open right here.
01:22:43 --> 01:22:44: Uhm?
01:22:45 --> 01:22:46: That's a great
01:22:46 --> 01:22:47: conversation by the
01:22:47 --> 01:22:48: way, UM.
01:22:51 --> 01:22:52: But we did
01:22:52 --> 01:22:55: have a few ideas float to the top.
01:22:55 --> 01:22:56: Uhm,

01:22:56 --> 01:23:01: so we had three in total and they are closely
01:23:01 --> 01:23:07: related, so first. Affordability is a larger barrier than access
01:23:08 --> 01:23:10: for high speed broadband.
01:23:10 --> 01:23:14: Mind you, our group is in southeastern Louisiana,
01:23:14 --> 01:23:17: generally in the Baton Rouge
01:23:17 --> 01:23:18: area, UM.
01:23:19 --> 01:23:24: There is insight from rural communities in our group,
01:23:24 --> 01:23:28: but uhm. You know, I don't want to.
01:23:29 --> 01:23:32: Uh, color in a way to make it seem like
01:23:33 --> 01:23:35: this speaks to the whole metro,
01:23:35 --> 01:23:37: suburban and rural experience. These,
01:23:37 --> 01:23:38: I
01:23:38 --> 01:23:42: think largely are predicated on the the idea of
01:23:42 --> 01:23:44: broadband in Baton Rouge and.
01:23:44 --> 01:23:45: Rural area.
01:23:46 --> 01:23:52: And surrounding. Next we have affordability is a
01:23:52 --> 01:23:57: prerequisite for availability. High speed broadband is
available for those
01:23:58 --> 01:23:59: able to afford it,
01:23:59 --> 01:23:59: and
01:23:59 --> 01:24:00: there is
01:24:00 --> 01:24:06: an idea of high speed broadband being redlined and
somebody
01:24:06 --> 01:24:06: in
01:24:06 --> 01:24:09: our group actually spoke towards
01:24:09 --> 01:24:10: that being
01:24:10 --> 01:24:11: a turn.
01:24:12 --> 01:24:13: Use digital redlining
01:24:13 --> 01:24:14: colloquially in
01:24:14 --> 01:24:18: publications about broadband, which is really
01:24:18 --> 01:24:20: interesting. In our last
01:24:20 --> 01:24:23: takeaway was that systemically there
01:24:23 --> 01:24:24: are number
01:24:24 --> 01:24:25: of forces that
01:24:25 --> 01:24:27: work against marginalized
01:24:27 --> 01:24:29: communities. Adoption of, and
01:24:29 --> 01:24:32: their ability to attract Internet service
01:24:32 --> 01:24:35: to their communities. So cost
01:24:35 --> 01:24:37: seemed to be a
01:24:37 --> 01:24:42: very big barrier. And in our discussions,
01:24:42 --> 01:24:45: maybe more so than. Data
01:24:45 --> 01:24:48: more so than accessed indefinitely.

01:24:48 --> 01:24:50: Feeding into
01:24:50 --> 01:24:51: infrastructural issues.
01:24:55 --> 01:24:57: Well, well perfect. Well
01:24:57 --> 01:24:59: thank you so much anything else?
01:24:59 --> 01:25:01: There's a lot of great stuff,
01:25:01 --> 01:25:02: but is there is
01:25:02 --> 01:25:04: that it's at all, you
01:25:04 --> 01:25:07: know, I could probably go through honestly and pick out
01:25:07 --> 01:25:09: some things that I think we kind of because we
01:25:09 --> 01:25:11: the discussion was so great we didn't,
01:25:11 --> 01:25:13: you know, get a chance.
01:25:13 --> 01:25:16: To summarize, we are more or less kind of feeding
01:25:16 --> 01:25:17: off of each other.
01:25:17 --> 01:25:23: Uhm? You know the comment that I think a lot
01:25:23 --> 01:25:24: of us.
01:25:24 --> 01:25:27: In this call can kind of relate to is the
01:25:27 --> 01:25:30: idea that the data is incorrect or
01:25:30 --> 01:25:33: inaccurate. And when I say the data,
01:25:33 --> 01:25:35: most of us are referencing FCC data.
01:25:35 --> 01:25:39: I hope that's not too big of a call out
01:25:39 --> 01:25:39: to say,
01:25:39 --> 01:25:42: but you know generally a lot of us are talking
01:25:42 --> 01:25:46: about FCC data when we're talking about broadband,
01:25:46 --> 01:25:48: generally because we can't really afford it.
01:25:48 --> 01:25:51: I eat this is a call out
01:25:51 --> 01:25:53: to everybody here. Do
01:25:53 --> 01:25:55: your surveys of speed
01:25:55 --> 01:25:57: tests in in your communities.
01:25:57 --> 01:25:59: When you get the chance and
01:25:59 --> 01:26:01: if you are a
01:26:01 --> 01:26:03: local leader, please promote it because it's
01:26:03 --> 01:26:04: very important that
01:26:04 --> 01:26:06: we get accurate
01:26:06 --> 01:26:08: data, not just CRPC but on the
01:26:08 --> 01:26:14: whole. Uhm? But to resist taking up the floor in
01:26:14 --> 01:26:16: the symposium,
01:26:16 --> 01:26:17: Paul I will
01:26:17 --> 01:26:18: just step back
01:26:18 --> 01:26:23: and say that, UM. There is data.
01:26:24 --> 01:26:24: Uhm it
01:26:24 --> 01:26:28: is. Potentially inaccurate, but that was
01:26:28 --> 01:26:32: in accuracies plus the inability to just even know what

01:26:32 --> 01:26:33: communities really
01:26:33 --> 01:26:35: can feed into the
01:26:35 --> 01:26:36: infrastructure makes
01:26:36 --> 01:26:39: it so that other technologies are having
01:26:39 --> 01:26:41: an issue. So
01:26:41 --> 01:26:42: 5G could
01:26:42 --> 01:26:43: be much more
01:26:43 --> 01:26:46: available. Potentially in Baton Rouge,
01:26:46 --> 01:26:49: but because we lack an understanding of the
01:26:49 --> 01:26:53: real infrastructure, it's hard to support permitting and such
01:26:53 --> 01:26:56: an expansion of the 5G
01:26:56 --> 01:26:58: infrastructure. Well, perfect thank you.
01:26:58 --> 01:27:01: I'm Maggie. Do you mind giving some of your takeaways
01:27:01 --> 01:27:02: from your group?
01:27:03 --> 01:27:07: Sure, so we had a really good discussion on how
01:27:07 --> 01:27:11: broadband would improve our communities with.
01:27:11 --> 01:27:13: Uh, a good representation. Of course.
01:27:13 --> 01:27:18: From Baton Rouge we also had someone from AARP.
01:27:18 --> 01:27:21: That consultant and then we had someone from the North
01:27:22 --> 01:27:26: Louisiana Economic Partnership who works on economic
development.
01:27:26 --> 01:27:29: Uhm, kind of. The over arching thing that came out
01:27:29 --> 01:27:32: of ours is that digital literacy education.
01:27:32 --> 01:27:35: I think we kind of all agreed that,
01:27:35 --> 01:27:40: you know. Even if we had the infrastructure and high
01:27:40 --> 01:27:41: speed Internet.
01:27:41 --> 01:27:44: You know what is it without digital literacy?
01:27:44 --> 01:27:47: Uhm, something else that came out of the conversation.
01:27:51 --> 01:27:54: So communities that have good broadband are better
positioned to
01:27:55 --> 01:27:56: attract economic development.
01:27:56 --> 01:28:00: So our consultant you know pointed this out that.
01:28:02 --> 01:28:06: Having that good broadband and Internet speeds you know
could
01:28:06 --> 01:28:08: be a tool for economic development.
01:28:08 --> 01:28:12: Uhm, it would definitely. Put us at least on par
01:28:12 --> 01:28:16: with other states you know you have to have at
01:28:16 --> 01:28:17: least the basics.
01:28:17 --> 01:28:21: And then come to kind of contrast that our person
01:28:21 --> 01:28:22: from.
01:28:22 --> 01:28:25: The rule areas up in north Louisiana.
01:28:25 --> 01:28:29: Said that, you know rural areas also have great assets,
01:28:29 --> 01:28:34: but without broadband they can't run effective websites to

attract
01:28:34 --> 01:28:34: people.
01:28:34 --> 01:28:39: Working from home became very difficult.
01:28:39 --> 01:28:41: So even in the rural areas,
01:28:41 --> 01:28:46: it it poor broadband really inhibits economic competitiveness.
01:28:46 --> 01:28:50: And unfortunately, companies kind of assume that good
broadband is
01:28:50 --> 01:28:51: available,
01:28:51 --> 01:28:55: so you know. That's not always the case.
01:28:55 --> 01:28:59: UM, and then another thing that we kind of all
01:28:59 --> 01:29:01: touched on was that.
01:29:01 --> 01:29:06: Ah. We don't know where to start and.
01:29:06 --> 01:29:08: You know, we all talk about broadband,
01:29:08 --> 01:29:10: but maybe we don't know what that is,
01:29:10 --> 01:29:14: so we're really looking forward to that state toolkit to
01:29:14 --> 01:29:14: come out.
01:29:14 --> 01:29:17: Uhm, because even when we started with ULI and the
01:29:17 --> 01:29:18: suppose ehem,
01:29:18 --> 01:29:22: we didn't know. Even the technical terms broadband 5G
wireless,
01:29:22 --> 01:29:28: like it was, all it was all new to us
01:29:28 --> 01:29:28: so.
01:29:28 --> 01:29:31: So yeah, those were the kind of common themes that
01:29:31 --> 01:29:32: we talked about,
01:29:32 --> 01:29:34: not breakout room. Well,
01:29:34 --> 01:29:35: thank you so much Maggie.
01:29:35 --> 01:29:38: Those are very insightful. I'm all of you have made
01:29:38 --> 01:29:38: them.
01:29:38 --> 01:29:41: And finally I want to turn it over to Brian
01:29:41 --> 01:29:44: who I will also mentioned is it will be moderating
01:29:44 --> 01:29:46: the next panel as well?
01:29:46 --> 01:29:48: And which all those panelists are here now.
01:29:48 --> 01:29:51: So if we want to talk a little bit about
01:29:51 --> 01:29:54: the key takeaways and then kind of segue into that
01:29:54 --> 01:29:55: next panel,
01:29:55 --> 01:29:57: I think it will should go smoothly.
01:29:58 --> 01:30:02: Thank you we we had a little challenge with our
01:30:02 --> 01:30:06: group because pretty much everybody who was in our group
01:30:06 --> 01:30:07: was in the library.
01:30:07 --> 01:30:13: Spray talk. Uhm, actually it it was kind of fun
01:30:13 --> 01:30:19: having Mary and Kristen and Bryce and I think it
01:30:19 --> 01:30:21: was at Andrew.

01:30:21 --> 01:30:26: He has a very thick Shreveport accent is that?
01:30:26 --> 01:30:32: OK. Uhm, we we got the perspective from the from
01:30:32 --> 01:30:33: the library.
01:30:33 --> 01:30:36: These Baton Rouge library system,
01:30:36 --> 01:30:40: not one particular branch. And the the sense that we
01:30:40 --> 01:30:44: got the sense that I got from that discussion is
01:30:44 --> 01:30:49: that the people who were most negatively impacted from the
01:30:49 --> 01:30:52: the digital divide are going to the library.
01:30:52 --> 01:30:55: That's their go to place.
01:30:55 --> 01:30:58: Not only because it's a great place to go,
01:30:58 --> 01:31:01: but because there are little alternatives.
01:31:01 --> 01:31:05: Few alternatives for them, so they are going there to
01:31:05 --> 01:31:09: the library to fill out job applications to reach out
01:31:09 --> 01:31:13: of the example was after the 2016 flood that if
01:31:13 --> 01:31:15: you had to get with FEMA,
01:31:15 --> 01:31:20: you had to be online to do it.
01:31:20 --> 01:31:26: So broadband access not being just a.
01:31:26 --> 01:31:29: A A luxury item but a survival.
01:31:29 --> 01:31:34: A survival item, so the yeah the the library sees
01:31:34 --> 01:31:35: it,
01:31:35 --> 01:31:40: they see it up close and personal which means to
01:31:40 --> 01:31:45: me that that's an area to put resources to to
01:31:45 --> 01:31:49: reach out to those who need it for not only
01:31:49 --> 01:31:55: just the access but for the addressing of the digital
01:31:55 --> 01:31:56: literacy.
01:31:56 --> 01:31:58: Uhm, issues and and the solutions there.
01:31:58 --> 01:32:02: It seems like a library would be a fantastic place.
01:32:02 --> 01:32:06: Now we we did talk a little bit about the
01:32:06 --> 01:32:07: obstacles.
01:32:07 --> 01:32:10: To achieve the goals that they need,
01:32:10 --> 01:32:12: and as you might imagine,
01:32:12 --> 01:32:16: resources are are a barrier to success for the library
01:32:16 --> 01:32:17: system,
01:32:17 --> 01:32:21: not only in terms of just funds for general things,
01:32:21 --> 01:32:27: but also to hire additional people to address these things.
01:32:27 --> 01:32:30: So I one of the constant themes I'm hearing throughout
01:32:30 --> 01:32:35: here is vocabulary and understanding of the issues and
01:32:35 --> 01:32:36: understanding
01:32:35 --> 01:32:36: of the solutions.
01:32:36 --> 01:32:40: Maybe if we could use the libraries as A and
01:32:40 --> 01:32:42: not just in EBR Parish,
01:32:42 --> 01:32:46: but all across the state and the country we could

01:32:46 --> 01:32:49: use libraries to address those issues.
01:32:49 --> 01:32:53: That would be great, but we have to support them
01:32:53 --> 01:32:56: with people and with funds.
01:32:56 --> 01:32:57: Christian that I get that right.
01:33:03 --> 01:33:04: She's probably whispering, so I'll just.
01:33:04 --> 01:33:07: I'll just assume that that's where I can go from
01:33:07 --> 01:33:07: there,
01:33:07 --> 01:33:11: no. I have a long way to go to travel
01:33:11 --> 01:33:12: to UN mute.
01:33:14 --> 01:33:19: That definitely is. Hitting the nail on the head.
01:33:19 --> 01:33:21: Everybody's challenge as far as libraries,
01:33:21 --> 01:33:24: schools are slightly different from your rule.
01:33:24 --> 01:33:27: Libraries would definitely echo what you're saying about
about funding
01:33:27 --> 01:33:31: and about the infrastructure in order to connect their patrons.
01:33:31 --> 01:33:34: And you know, a lot of those rural places.
01:33:34 --> 01:33:36: It's it's one. It's one building.
01:33:36 --> 01:33:38: We're fortunate that we have many buildings,
01:33:38 --> 01:33:42: and that's because the population in which we we have
01:33:42 --> 01:33:43: here we serve.
01:33:43 --> 01:33:44: But what you're talking about?
01:33:45 --> 01:33:47: And in the northern parishes they maybe have one.
01:33:47 --> 01:33:50: Maybe two locations and they cover,
01:33:50 --> 01:33:54: you know, a large footprint and then they they don't
01:33:54 --> 01:33:56: have the infrastructure up there either,
01:33:56 --> 01:33:59: so that does go back.
01:33:59 --> 01:34:01: Go back to funds as well so.
01:34:02 --> 01:34:04: Great, thank you so much.
01:34:04 --> 01:34:07: Paul, that's it for our group and less Jasmine did
01:34:07 --> 01:34:09: I leave anything out?
01:34:12 --> 01:34:14: Oh, that's good. I think so.
01:34:14 --> 01:34:15: They were good,
01:34:15 --> 01:34:17: Paul, thank you well,
01:34:17 --> 01:34:21: well, well, perfect, well with that I want to reintroduce
01:34:21 --> 01:34:24: you Brian Andrew as from the esteemed LSU.
01:34:24 --> 01:34:27: And and and will be the moderator for our next
01:34:27 --> 01:34:28: panel.
01:34:28 --> 01:34:31: That's really will be focused on economic development and
opportunities,
01:34:31 --> 01:34:33: and I think that last comment is a really nice
01:34:33 --> 01:34:36: segue to some of the speakers as well.
01:34:36 --> 01:34:39: So with that, I'll turn it back over to you,

01:34:39 --> 01:34:40: Brian. So thank you.

01:34:41 --> 01:34:46: Great, thank you so much I I appreciate that and.

01:34:46 --> 01:34:50: Thank you for the panelists 2 for for coming here.

01:34:50 --> 01:34:55: We have three panelists with us today on the next

01:34:55 --> 01:34:55: slide.

01:34:55 --> 01:34:58: Starting off with Deborah Lamm,

01:34:58 --> 01:35:03: Deborah is at a small junior college and Georgia Georgia

01:35:03 --> 01:35:04: Tech.

01:35:04 --> 01:35:05: Sorry Debra, you're an academic.

01:35:05 --> 01:35:09: You gotta get that from me.

01:35:09 --> 01:35:12: Neverland was with Georgia Tech or wonderful institution.

01:35:12 --> 01:35:15: We've also got Molly McKay in Washington DC with Willdan

01:35:15 --> 01:35:18: financial and economic consulting services,

01:35:18 --> 01:35:21: and then we have Chuck Kirby in Herndon,

01:35:21 --> 01:35:26: VA, and how close is that to Richmond?

01:35:26 --> 01:35:28: Jack O about now and

01:35:28 --> 01:35:29: a half or so.

01:35:31 --> 01:35:32: 'cause you also have offices there.

01:35:32 --> 01:35:35: I believe yes, so this is this is our panel.

01:35:35 --> 01:35:37: This is a good group of people.

01:35:37 --> 01:35:41: I've read their VITAS. This is what I'm going to

01:35:41 --> 01:35:42: be doing.

01:35:42 --> 01:35:45: Each of our speakers is going to have five 710

01:35:45 --> 01:35:48: minutes to speak about their areas of expertise,

01:35:48 --> 01:35:50: during which time if you would.

01:35:50 --> 01:35:52: If you hear something interesting,

01:35:52 --> 01:35:55: or if you have a question if you would drop

01:35:55 --> 01:35:57: the question in the chat window,

01:35:57 --> 01:36:01: I'd appreciate that. Then we'll go to the next speaker

01:36:01 --> 01:36:03: in the next speaker after that,

01:36:03 --> 01:36:05: and then after Chuck finishes speaking.

01:36:05 --> 01:36:08: Then we'll open it up for a Q&A session where

01:36:08 --> 01:36:12: we will address the questions that you put in the

01:36:12 --> 01:36:12: chat.

01:36:12 --> 01:36:16: Window. And then we'll finish up by.

01:36:16 --> 01:36:20: Uhm, 1:30 will finish up by 1:30.

01:36:20 --> 01:36:24: With. Yeah, wondering with kind of a discussion between the

01:36:24 --> 01:36:28: panelists making sure that we have the key takeaways.

01:36:28 --> 01:36:31: So I'm going to. I'm going to open it up

01:36:31 --> 01:36:36: here and talk to our first speaker which is Deborah

01:36:36 --> 01:36:36: Lamb.

01:36:36 --> 01:36:40: A founding executive director for Inclusive Innovation at

Georgia Tech.

01:36:40 --> 01:36:44: The best profile picture I've ever seen and you can

01:36:44 --> 01:36:47: read her offer information there.

01:36:47 --> 01:36:51: She's the real deal, as are all of our panelists.

01:36:51 --> 01:36:55: I'm so glad that she's here with us,

01:36:55 --> 01:36:59: Deborah. Please tell us about you and what you're doing

01:36:59 --> 01:37:01: in the broadband industry.

01:37:02 --> 01:37:04: Thank you, Brian. Thank you.

01:37:04 --> 01:37:06: If there was a very kind introduction.

01:37:06 --> 01:37:10: Hello everyone, I I will keep my introduction very brief

01:37:11 --> 01:37:14: to leave more time for Molly and Chuck and and

01:37:14 --> 01:37:17: really just the most time for all of us to

01:37:17 --> 01:37:21: have a discussion. And looking forward to your questions and

01:37:21 --> 01:37:22: insight as as we go.

01:37:22 --> 01:37:24: But as Brian kindly noted,

01:37:24 --> 01:37:26: my name is Deborah Lamb.

01:37:26 --> 01:37:30: I am the executive director of the Partnership for Inclusive

01:37:30 --> 01:37:32: Innovation here in Atlanta.

01:37:32 --> 01:37:36: That partnership is a statewide public private partnership

where,

01:37:36 --> 01:37:40: in its truest sense of the word we get resources

01:37:40 --> 01:37:42: from the state of Georgia,

01:37:42 --> 01:37:46: from Georgia Tech, and then from a series of corporate

01:37:46 --> 01:37:48: private sector dollars.

01:37:48 --> 01:37:52: The goal of the partnership is to essentially activate the

01:37:52 --> 01:37:56: whole state as a living laboratory for inclusive innovation,

01:37:56 --> 01:38:00: and therefore we really act more as a foundation or

01:38:00 --> 01:38:03: an Angel investor where we provide.

01:38:03 --> 01:38:08: Funding to Georgia entities, whether they are startups or

nonprofits

01:38:08 --> 01:38:12: or local governments or community organizations.

01:38:12 --> 01:38:18: And if they have a locally successful Shovel Ready Project

01:38:18 --> 01:38:20: service program.

01:38:20 --> 01:38:24: Tech deployment. Uh, that's ready to scale.

01:38:24 --> 01:38:27: We will fund that scale across the state,

01:38:27 --> 01:38:31: and that's very much at the heart of the partnership.

01:38:31 --> 01:38:35: We also work a lot with Community research and really

01:38:35 --> 01:38:39: think about how multidisciplinary research can be used to

address

01:38:39 --> 01:38:40: community issues.

01:38:40 --> 01:38:45: And then, of course, we really think about workforce

development

01:38:45 --> 01:38:50: with our student engagement program and and have a

fellowship
that puts.
Teams of students. So in three levels of intersectionality,
one that's graduating undergraduates or different years,
two, that's obviously different majors,
disciplines, and then three from any university across
Georgia,
so they work in teams living in the community,
and it goes into our philosophy of you can learn
about it in the classroom,
or you can be on the forefront doing it in
the community and and working and and kind of gaining
expertise and learning that way.
Specifically for connectivity, we have a Georgia Smart
Community challenge,
which is a award-winning program that provides research
and community
funding for communities to essentially implement smart cities
projects.
We have been doing this for the past four years
and have 12 projects across the state from autonomous
vehicles
to affordable housing.
To see smart sea level sensors across.
The coast to attract hurricanes and for connectivity.
This year we have a specific project that's focused on
what we call sandwich services,
so we're assuming that with a lot of communities first
and foremost you you're all familiar with the FCC mapping
that's been done on communities.
We through our broad Georgia broadband initiative have
taken it
into a neighborhood granular level.
So beyond that. Census block level.
We now are covering 80%
within the census block and so that gives us a
much better understanding of the needs of connectivity
across the
state.
And then from that we are providing sandwich services in
terms of trying to build the stakeholder engagement,
the strategic plan and before the infrastructure development
and then
after the infrastructure development.

01:40:47 --> 01:40:51: Thinking about the applications and IO T and additional research

01:40:51 --> 01:40:52: and economic development.

01:40:52 --> 01:40:54: That could be done afterwards,

01:40:54 --> 01:40:58: so it's an assumption that obviously between the state funded

01:40:58 --> 01:40:59: and the federal funding,

01:40:59 --> 01:41:02: there will be more infrastructure funds to be devoted for

01:41:02 --> 01:41:03: connectivity.

01:41:03 --> 01:41:07: But we need to better empower the communities so that

01:41:07 --> 01:41:10: they are prepared not only in terms of the development,

01:41:10 --> 01:41:13: but also in terms of the application afterwards to drive

01:41:13 --> 01:41:16: further community and economic development.

01:41:16 --> 01:41:19: So that's a lot. Let me just stop there and

01:41:19 --> 01:41:22: really look forward to additional conversation.

01:41:23 --> 01:41:23: Deborah, let

01:41:23 --> 01:41:26: me ask you something real quick.

01:41:26 --> 01:41:30: You you mentioned the public private partnerships that you work

01:41:30 --> 01:41:34: with is and we heard earlier Jeff was talking about

01:41:34 --> 01:41:35: the NTIA grants.

01:41:35 --> 01:41:38: That that communities can go after,

01:41:38 --> 01:41:42: but it probably should be done through a P3.

01:41:42 --> 01:41:44: Is that what you're finding?

01:41:44 --> 01:41:48: Is that public? Private partnerships are really again not a

01:41:48 --> 01:41:48: luxury,

01:41:48 --> 01:41:52: but I gotta do to be playing in this this

01:41:53 --> 01:41:54: this arena.

01:41:55 --> 01:41:58: Yeah, I find it quite useful in a lot of

01:41:58 --> 01:42:01: the not only the priorities we deal with,

01:42:01 --> 01:42:04: but just the problems and issues that have to be

01:42:04 --> 01:42:04: confronted,

01:42:04 --> 01:42:08: right so they're not owned by any single entity.

01:42:08 --> 01:42:11: They're not responsible by you know any single entity and

01:42:11 --> 01:42:14: they can't be solved by any single entity,

01:42:14 --> 01:42:17: especially given the complexity and the resources and the operation

01:42:17 --> 01:42:18: and maintenance.

01:42:18 --> 01:42:20: So it is really important to incorporate,

01:42:20 --> 01:42:24: which is why we've set up our whole organization to

01:42:24 --> 01:42:25: really in my mind.

01:42:25 --> 01:42:28: If you are responsible for the process,

01:42:28 --> 01:42:31: then you are responsible for the outcomes and the

maintenance
01:42:31 --> 01:42:33: and the ongoing management.
01:42:33 --> 01:42:37: So it's about relationships that development build from that awesome
01:42:37 --> 01:42:40: thank you very much. I know we're going to have
01:42:40 --> 01:42:43: more questions for you and some great conversation,
01:42:43 --> 01:42:47: but I'm going to move it to our next speaker.
01:42:47 --> 01:42:50: Molly McKay. Molly is in Washington DC with and I'm
01:42:50 --> 01:42:54: hoping to pronounce it Weldon Wilden or Willdan financial,
01:42:54 --> 01:42:58: and no will, and Dan will then.
01:42:58 --> 01:42:58: Oh
01:42:58 --> 01:43:02: my gosh OK. Will there two engineers like that came
01:43:02 --> 01:43:03: up with?
01:43:03 --> 01:43:08: Well then. Molly McKay managing principal at Molly Willdan
Financial
01:43:08 --> 01:43:11: and Economic Consulting Services and DC.
01:43:11 --> 01:43:15: Does a lot of great consulting and helping people put
01:43:15 --> 01:43:17: their deals together so Molly,
01:43:17 --> 01:43:21: please tell us how you work in this space and
01:43:21 --> 01:43:22: what we can learn.
01:43:23 --> 01:43:26: Sure, thank you Brian and also thank you Deborah.
01:43:26 --> 01:43:29: You had a terrific set up for the case studies.
01:43:29 --> 01:43:30: I'm going to share today.
01:43:30 --> 01:43:32: If I could share my screen.
01:43:32 --> 01:43:34: I do have a few graphics.
01:43:39 --> 01:43:44: Here we go. Uh, so.
01:43:44 --> 01:43:49: Just to give another a brief introduction,
01:43:49 --> 01:43:55: I am an infrastructure economist and a certified economic
developer.
01:43:55 --> 01:44:01: By training, I've worked in economic development consulting
for more
01:44:01 --> 01:44:05: than 25 years all over the United States and throughout
01:44:06 --> 01:44:07: the Middle East,
01:44:07 --> 01:44:11: Africa and the Caribbean. So I have a very broad
01:44:11 --> 01:44:18: experience and understanding the importance of
infrastructure and also the
01:44:18 --> 01:44:20: importance of reaching.
01:44:22 --> 01:44:27: Uh, the community, that is is does not have the
01:44:27 --> 01:44:31: benefits of operational infrastructure and.
01:44:31 --> 01:44:35: More recently that my work has been focused on multi
01:44:35 --> 01:44:40: use community facilities and what we're finding is that.
01:44:40 --> 01:44:43: There, just as Deborah explained,
01:44:43 --> 01:44:46: it's so important in a P3 context to engage multiple

01:44:46 --> 01:44:52: stakeholders who would have responsibility for different aspects of funding.

01:44:52 --> 01:44:57: The design and programming of space and the ongoing operations

01:44:57 --> 01:44:58: of that space.

01:44:58 --> 01:45:01: To really maximize the economic development benefits.

01:45:01 --> 01:45:05: So today we're going to talk about some examples of

01:45:05 --> 01:45:10: the benefits in integrating broadband into design and programming.

01:45:10 --> 01:45:15: And P3 deal. Structuring, and a little bit deeper.

01:45:15 --> 01:45:20: Dive into the specific development program characteristics in a real

01:45:20 --> 01:45:24: estate context that we have identified as really driving the

01:45:24 --> 01:45:30: financial feasibility and economic development benefits of these types of

01:45:30 --> 01:45:34: projects. Partly so the first case.

01:45:34 --> 01:45:38: Today I wanted to share is with my White County,

01:45:38 --> 01:45:42: Virginia, where they partnered with a local landowner and developer

01:45:42 --> 01:45:46: who had acquired a an abandoned historic high school and

01:45:46 --> 01:45:49: was on a large plot of land and there were

01:45:49 --> 01:45:52: lots of ideas about what needed to happen in this

01:45:52 --> 01:45:56: space where it would make sense for the county to

01:45:56 --> 01:46:00: invest and it would make sense for the developer to

01:46:00 --> 01:46:03: partner with the county to come up with.

01:46:03 --> 01:46:07: A shared site, and in this context what we found

01:46:07 --> 01:46:12: is that the the County Library system was the most.

01:46:12 --> 01:46:17: Uhm, I think underserved in terms of both their their

01:46:17 --> 01:46:22: space and and their space is needed to house a

01:46:22 --> 01:46:24: variety of programs.

01:46:24 --> 01:46:28: Everything from Girl Scouts to after school care and job

01:46:29 --> 01:46:29: training,

01:46:29 --> 01:46:34: and they did not have sufficient Wi-Fi capability or capacity

01:46:34 --> 01:46:36: in this location.

01:46:36 --> 01:46:41: And a somewhat rural location in in in Virginia.

01:46:41 --> 01:46:45: And it was. Such that police UM state troopers were

01:46:46 --> 01:46:51: pulling into the one library location that was 100%

01:46:51 --> 01:46:55: maxed out in order to get a Wi-Fi signal to

01:46:55 --> 01:46:58: finish out traffic tickets.

01:46:58 --> 01:47:02: As another example, if they had people who were trying

01:47:02 --> 01:47:06: to go through an employment application process,

01:47:06 --> 01:47:12: they had such a such a backup for people using

01:47:12 --> 01:47:13: those.

01:47:13 --> 01:47:18: Uhm, computer monitor stations and accessing.

01:47:18 --> 01:47:22: The assistance of the of the job training and job

01:47:22 --> 01:47:26: placement program people that they were turning people away.

01:47:26 --> 01:47:31: So imagine that you you don't have a computer.

01:47:31 --> 01:47:33: Or a laptop, or Wi-Fi.

01:47:33 --> 01:47:36: Or a smart phone at home.

01:47:36 --> 01:47:41: And you can't find a place to actually produce a

01:47:41 --> 01:47:44: resume or to apply for a job.

01:47:44 --> 01:47:48: Then you were truly one of those people who's you

01:47:48 --> 01:47:49: are.

01:47:49 --> 01:47:52: You've been lost through the cracks of of the existing

01:47:52 --> 01:47:56: infrastructure to provide economic opportunities,

01:47:56 --> 01:48:00: so this became one of the county's primary objectives.

01:48:00 --> 01:48:04: So in this development. Program where I'm gonna show you

01:48:04 --> 01:48:07: in just a bit what the recommendations were.

01:48:07 --> 01:48:10: It it it really turned out that it was not

01:48:10 --> 01:48:14: the the commercial kitchen or the auditorium space or the

01:48:14 --> 01:48:18: workforce housing it was really driving the programming.

01:48:18 --> 01:48:20: It was the need for.

01:48:22 --> 01:48:27: Broadband and broadband that would be accessible to the entire

01:48:27 --> 01:48:31: community that was driving the development concept for this program.

01:48:31 --> 01:48:34: So that's one example. Uhm,

01:48:34 --> 01:48:39: then uh. And in this example.

01:48:39 --> 01:48:42: In order to accommodate the full spectrum of what the

01:48:42 --> 01:48:44: Community users needed.

01:48:44 --> 01:48:48: It really turned into having high tech space that would

01:48:48 --> 01:48:51: accommodate a variety of meeting types.

01:48:51 --> 01:48:54: An audience is a dedicated computer lab,

01:48:54 --> 01:48:59: an auditorium and lecture space that again was.

01:48:59 --> 01:49:02: Fully wired for people who could not be there in

01:49:02 --> 01:49:05: person and this was a little bit prior to COVID

01:49:05 --> 01:49:07: when this design concept was rolled out.

01:49:07 --> 01:49:12: Uhm, satellite office space and this this community cafeteria public

01:49:13 --> 01:49:17: kitchen that would be also a business incubator and a

01:49:17 --> 01:49:18: training,

01:49:18 --> 01:49:22: a training facility which again would be driven from IO

01:49:23 --> 01:49:24: T applications.

01:49:26 --> 01:49:31: Uh, so at the end of this long study where

01:49:31 --> 01:49:33: we were evaluating.

01:49:33 --> 01:49:35: How to make all of this work?

01:49:35 --> 01:49:38: It turned out that the the broadband and the IO

01:49:38 --> 01:49:42: T would enable the other White County to launch a

01:49:42 --> 01:49:45: variety of new community programs.

01:49:45 --> 01:49:50: And. These would range from workforce development and business training

01:49:50 --> 01:49:55: to serving their parks and rec departments for summer programs

01:49:55 --> 01:49:57: and after school programs.

01:49:57 --> 01:50:03: Again, food oriented, business incubation and after school care tutoring.

01:50:03 --> 01:50:07: Summer programs, and last but not least,

01:50:07 --> 01:50:12: a polling station. Where they had some you know difficulties

01:50:12 --> 01:50:14: in serving all of their public.

01:50:14 --> 01:50:18: So when I look at all of these applications together

01:50:18 --> 01:50:21: and the Community that will be served,

01:50:21 --> 01:50:25: it makes me very passionate about broadband and the and

01:50:25 --> 01:50:30: the clear benefits of broadband in a public private context.

01:50:30 --> 01:50:34: The next case study example is Rock Region Metro.

01:50:34 --> 01:50:37: That's the Transit Authority of Little Rock,

01:50:37 --> 01:50:41: AR, where they're redeveloping their downtown transit hub,

01:50:41 --> 01:50:46: and so we were asked to take a very open

01:50:46 --> 01:50:47: view of.

01:50:47 --> 01:50:51: Public and private activities that could occur in this space

01:50:51 --> 01:50:53: and in each example,

01:50:53 --> 01:50:57: whether it were a public public type development where it

01:50:57 --> 01:51:01: would be just the transit hub and some government operations.

01:51:01 --> 01:51:04: Or if it were a public private development where the

01:51:04 --> 01:51:07: transit hub would retain the use of that location,

01:51:07 --> 01:51:10: but it would also be developed for private use for

01:51:10 --> 01:51:13: housing and neighborhoods serving retail.

01:51:13 --> 01:51:17: Or even if it were a private private use where

01:51:17 --> 01:51:18: maybe protect,

01:51:18 --> 01:51:20: perhaps it could be sold,

01:51:20 --> 01:51:25: but the Transit Authority would be relocated and adjacent site

01:51:25 --> 01:51:29: in any of these scenarios broadband and the IoT were

01:51:29 --> 01:51:33: fundamental to to to serve the potential tenants or investors

01:51:33 --> 01:51:37: who would be using the space and.

01:51:37 --> 01:51:43: And so doing by anchoring this concept on the idea

01:51:43 --> 01:51:44: that with.

01:51:44 --> 01:51:49: Broad reaching. Uhm? Internet based outreach and services that they

01:51:50 --> 01:51:52: would increase their transit ridership,
01:51:52 --> 01:51:57: and I think that you may or may not be
01:51:57 --> 01:51:59: aware of of the use of.
01:51:59 --> 01:52:04: IoT for connecting the individual rider with a variety of
01:52:04 --> 01:52:04: transit.
01:52:04 --> 01:52:09: Public transit opportunities. So moving on to just a little
01:52:09 --> 01:52:11: bit more on P3 deal structuring,
01:52:11 --> 01:52:13: and please let me know if I've run out of
01:52:13 --> 01:52:14: time.
01:52:14 --> 01:52:16: You can cut me off and we can come back
01:52:16 --> 01:52:18: to some of these examples in it.
01:52:18 --> 01:52:23: Uhm? So and also just hopping onto what Deborah shared
01:52:23 --> 01:52:23: earlier,
01:52:23 --> 01:52:27: we've identified a clear opportunity to to achieve a broader
01:52:27 --> 01:52:31: scale of the public policy and economic development
objectives that
01:52:31 --> 01:52:35: I just shared with you while also increasing commercial
revenue
01:52:35 --> 01:52:39: streams which would serve to help secure infrastructure
funding from
01:52:39 --> 01:52:44: the strategies or these development concepts that I've
shared with
01:52:44 --> 01:52:44: you.
01:52:44 --> 01:52:50: Uh, in terms of up the economic development benefits.
01:52:50 --> 01:52:53: And I've touched upon some of these,
01:52:53 --> 01:52:57: but I think just really digging into the way that
01:52:57 --> 01:53:02: a public authority or the government would would view these
01:53:02 --> 01:53:06: these different applications we're looking at.
01:53:06 --> 01:53:10: Such a broad variety of benefits that are that that
01:53:11 --> 01:53:17: are produced by integrating broadband and into these
concepts and
01:53:17 --> 01:53:21: it ranges from public safety and efficiency.
01:53:21 --> 01:53:26: Increasingly, diversity, equity inclusion again bye.
01:53:26 --> 01:53:31: Providing more opportunity to reach those people who don't
have
01:53:31 --> 01:53:36: direct access to broadband by either creating a network that
01:53:36 --> 01:53:40: is open and free and accessible or reaching out further
01:53:40 --> 01:53:45: to connect those people to job training programs or other
01:53:45 --> 01:53:50: resources to enable them to acquire a phone and to
01:53:50 --> 01:53:53: get training and or to use shared resources.
01:53:53 --> 01:53:57: Wellness another thing is very.
01:53:57 --> 01:54:02: It's it's emerging, but it is being incorporated into
programming

01:54:02 --> 01:54:03: of space.

01:54:03 --> 01:54:07: Lifelong learning and entrepreneurial business and tech innovation.

01:54:07 --> 01:54:12: So all of these types of programs really do,

01:54:12 --> 01:54:18: at a certain point, rely on the availability and the

01:54:18 --> 01:54:25: capacity and the reliability of a broadband to function properly.

01:54:25 --> 01:54:27: So at the end of the day,

01:54:27 --> 01:54:30: I'm looking at all of us together as a real

01:54:30 --> 01:54:32: estate development consultant and thinking that.

01:54:32 --> 01:54:38: The value out of broadband and these opportunities are clearly

01:54:38 --> 01:54:38: up.

01:54:38 --> 01:54:42: Driving real estate development and and community facilities,

01:54:42 --> 01:54:45: especially with respect to the design and programming.

01:54:45 --> 01:54:50: So at this point I'm I'm I'm here both as

01:54:50 --> 01:54:50: a,

01:54:50 --> 01:54:54: you know, a long time you align member that chair

01:54:54 --> 01:54:58: of utilized reuse and Redevelopment Council but also as a

01:54:58 --> 01:55:04: recently appointed Economic Development Advisor to the Virginia Center for

01:55:04 --> 01:55:08: Innovation Tech. Innovative technology where I'm working on a research

01:55:08 --> 01:55:10: collaboration project with Chuck.

01:55:10 --> 01:55:16: Kirby, where we're going to be evaluating the public private

01:55:16 --> 01:55:18: financing models of up.

01:55:18 --> 01:55:21: Exactly what I've just shared with you today to uncover

01:55:21 --> 01:55:25: more funding opportunities and to connect those opportunities with our

01:55:26 --> 01:55:29: our city and county clients and also with within the

01:55:29 --> 01:55:33: real estate development community to make sure that these types

01:55:33 --> 01:55:36: of this type of infrastructure is really built in on

01:55:36 --> 01:55:39: the front end of any development program.

01:55:39 --> 01:55:42: So with that I'd like to turn it over to

01:55:42 --> 01:55:46: Chuck and thank you for sharing your time with me

01:55:46 --> 01:55:46: today.

01:55:46 --> 01:55:48: I really am excited to hear.

01:55:48 --> 01:55:50: What you all have to share?

01:56:00 --> 01:56:01: Go ahead, Chuck.

01:56:03 --> 01:56:04: Thank you very much Molly.

01:56:04 --> 01:56:08: Appreciate the the handoff and and thank you everybody for

01:56:08 --> 01:56:09: being here today.

01:56:09 --> 01:56:11: It's a it's a privilege to be a part of

01:56:11 --> 01:56:15: this broadband and smart technology is what I do day
01:56:15 --> 01:56:16: in and day out.
01:56:16 --> 01:56:20: Not just for profession but on a personal level like
01:56:20 --> 01:56:21: I got on this stuff.
01:56:21 --> 01:56:26: OK and so to provide a little bit of background.
01:56:26 --> 01:56:31: The Center for Innovative Technology for years has been.
01:56:31 --> 01:56:35: The the leader for the Commonwealth of Virginia in terms
01:56:35 --> 01:56:40: of organizing broadband deployment throughout the
Commonwealth of Virginia.
01:56:40 --> 01:56:45: To ensure that different. Different entities throughout the
Commonwealth have
01:56:45 --> 01:56:47: the Internet that they need,
01:56:47 --> 01:56:51: you know, we. So we work with federal and state
01:56:51 --> 01:56:54: agencies as well as the localities,
01:56:54 --> 01:56:57: all 130 plus cities and counties in Virginia.
01:56:57 --> 01:57:02: As well as private Internet service providers and other
nonprofits
01:57:02 --> 01:57:03: to bring.
01:57:03 --> 01:57:09: Broadband 2 the Commonwealth of Virginia and now I am.
01:57:09 --> 01:57:12: I've gotta focus overtime my.
01:57:12 --> 01:57:16: Job responsibilities I used to focus more on the connections
01:57:16 --> 01:57:20: about getting broadband where it isn't throughout the
Commonwealth and
01:57:20 --> 01:57:24: helping with the broadband planning for localities and having
a
01:57:24 --> 01:57:27: state larger plan. But also now I'll shift my gears
01:57:27 --> 01:57:32: to really focus on leveraging the technology and leveraging
the
01:57:32 --> 01:57:34: connections that now exist.
01:57:34 --> 01:57:39: In the Commonwealth, and we're doing that through IoT
technology
01:57:40 --> 01:57:40: and.
01:57:40 --> 01:57:43: Play I see you wrote in here about would be
01:57:43 --> 01:57:46: great to hear more about using IO T in conjunction
01:57:46 --> 01:57:48: with improving transit ridership.
01:57:48 --> 01:57:51: Since a lot of the Baton Rouge discussion is spurred
01:57:51 --> 01:57:52: by the plan,
01:57:52 --> 01:57:53: new bus rapid transit line,
01:57:53 --> 01:57:56: I'm actually working a lot on a variety of indoor
01:57:56 --> 01:57:58: and outdoor sensors,
01:57:58 --> 01:58:01: some of which are air quality sensors.
01:58:01 --> 01:58:03: One way the air quality sensors can be used is
01:58:03 --> 01:58:05: have air quality sensors.

01:58:07 --> 01:58:10: Pre and post ridership along bus rider routes to be
01:58:10 --> 01:58:14: able to measure the particulate matter in the air and
01:58:14 --> 01:58:17: to see the pollution before a bus route exists,
01:58:17 --> 01:58:19: and then after the fact so you'll be able to
01:58:19 --> 01:58:23: see the environmental impact overtime through that.
01:58:23 --> 01:58:26: So that's one way you can use IO T technology
01:58:26 --> 01:58:29: right there to be able to measure with.
01:58:29 --> 01:58:31: Statistical data to back up.
01:58:31 --> 01:58:33: You know the the improvement to the society.
01:58:33 --> 01:58:36: Then in terms of the amount of pollutants in the
01:58:36 --> 01:58:36: atmosphere,
01:58:36 --> 01:58:39: things of that nature. Uh,
01:58:40 --> 01:58:42: and so. He said, uh,
01:58:42 --> 01:58:45: I'm focused a lot more now on the.
01:58:45 --> 01:58:49: The IO T smart communities aspects of everything
leveraging those
01:58:49 --> 01:58:52: technologies that are two primary areas that are spending a
01:58:52 --> 01:58:53: lot of time.
01:58:53 --> 01:58:58: One is because I've done so much statewide planning before
01:58:58 --> 01:58:59: through Cit's work.
01:58:59 --> 01:59:02: It is very important to single thread broadband planning.
01:59:02 --> 01:59:05: What we have found is over and over for many
01:59:06 --> 01:59:07: many many years.
01:59:07 --> 01:59:08: Localities, especially if they have very,
01:59:08 --> 01:59:10: very little Internet and for and,
01:59:10 --> 01:59:13: to be honest, until about three years ago my broadband
01:59:13 --> 01:59:16: was so bad that on a good day a really
01:59:16 --> 01:59:16: good day.
01:59:16 --> 01:59:18: I had 3.5 megabits on the download,
01:59:18 --> 01:59:21: 0.7 on the upload if it rained and there was
01:59:21 --> 01:59:23: water in the copper lines it's timing out.
01:59:23 --> 01:59:24: I'm not getting anything done,
01:59:24 --> 01:59:27: so I've lived that life for years and years and
01:59:27 --> 01:59:27: years.
01:59:27 --> 01:59:30: I've been on that side of the broadband divide,
01:59:30 --> 01:59:32: OK, and now I've got gig to the home.
01:59:32 --> 01:59:35: I've been on the other side of the broadband divide.
01:59:35 --> 01:59:37: I know if I had to summarize.
01:59:37 --> 01:59:40: Robin, one word it's opportunity.
01:59:40 --> 01:59:44: We need opportunity. Throughout it not just Virginia,
01:59:44 --> 01:59:50: not just Louisiana nationwide, we need this opportunity for
people.

01:59:50 --> 01:59:52: And so I think it's important to single thread broadband
01:59:52 --> 01:59:52: planning.
01:59:52 --> 01:59:54: What I mean by that is that singular focus so
01:59:54 --> 01:59:56: many localities have on just getting anything.
01:59:56 --> 01:59:59: You know they. They just got DSL in the community
01:59:59 --> 02:00:01: like we're talking about just a minute ago.
02:00:01 --> 02:00:03: They want more. They're so focused on getting that they'll
02:00:03 --> 02:00:04: take anything,
02:00:04 --> 02:00:06: and they're so focused on just getting and acquiring the
02:00:06 --> 02:00:07: Internet.
02:00:07 --> 02:00:09: They haven't thought at all.
02:00:09 --> 02:00:11: What are we going to do now?
02:00:11 --> 02:00:14: What are we gonna do in the future?
02:00:14 --> 02:00:17: Yeah, I used to joke around using the example of
02:00:17 --> 02:00:18: my grandads dog.
02:00:18 --> 02:00:21: My grandads doggies always chase a vehicle whenever I
drove
02:00:21 --> 02:00:24: drove by and I was like what is he gonna
02:00:24 --> 02:00:24: do.
02:00:24 --> 02:00:27: He catches it. You need to think now what you
02:00:27 --> 02:00:29: gonna do when you get it going.
02:00:29 --> 02:00:32: You catch it when you get that broadband.
02:00:32 --> 02:00:34: Put that to good use and what we have found
02:00:34 --> 02:00:35: is localities.
02:00:35 --> 02:00:39: The single thread, smart community development and IoT
development into
02:00:39 --> 02:00:41: their larger broadband planning efforts from the beginning.
02:00:41 --> 02:00:45: Tend to save themselves one to two years of worth
02:00:45 --> 02:00:46: of planning.
02:00:46 --> 02:00:50: As well as a whole lot of money because you're
02:00:50 --> 02:00:53: single loop instead of double loop learning here.
02:00:53 --> 02:00:56: And so I highly recommend doing that to save time
02:00:56 --> 02:00:57: and money.
02:00:57 --> 02:01:00: Broadband, I apologize that I didn't get to be in
02:01:00 --> 02:01:01: the morning session,
02:01:01 --> 02:01:04: so I don't know if this was was covered or
02:01:04 --> 02:01:04: not,
02:01:04 --> 02:01:07: but one of the things when we worked with localities
02:01:07 --> 02:01:10: we would do estimates on the economic impact.
02:01:10 --> 02:01:14: For locality. And you know some of the statistics out
02:01:14 --> 02:01:15: there,
02:01:15 --> 02:01:17: so you know if you've got a a fiber connection

02:01:17 --> 02:01:18: to the home.

02:01:18 --> 02:01:22: You could improve, improve your the actual worth of your

02:01:22 --> 02:01:25: house in terms of the real estate market by about

02:01:25 --> 02:01:26: three point 1%.

02:01:26 --> 02:01:29: Well, this is 1 locality I was working.

02:01:29 --> 02:01:32: We have you just do the three point 1%

02:01:32 --> 02:01:36: only. You're looking at approximately for the median household income

02:01:36 --> 02:01:37: of 1 locality in Virginia.

02:01:37 --> 02:01:42: You're looking at \$2778 of increased value to your home.

02:01:42 --> 02:01:45: Just by having a connection to your to your house.

02:01:45 --> 02:01:48: And then you know, in terms of residual effects of

02:01:48 --> 02:01:51: having broadband within your home at a speed of 25,

02:01:51 --> 02:01:55: three or better. We found that on average you know,

02:01:55 --> 02:01:59: well, really. The median would be about \$1850 per year

02:01:59 --> 02:02:00: of residual effects.

02:02:00 --> 02:02:02: So for this one locality in Virginia,

02:02:02 --> 02:02:03: where we did a study,

02:02:03 --> 02:02:09: we found that. There were 1167 houses that did not

02:02:09 --> 02:02:10: have broadband.

02:02:10 --> 02:02:12: Uh, you know doing the math,

02:02:12 --> 02:02:15: we found that in an annual.

02:02:15 --> 02:02:20: They were losing about two \$2,158,950 annually.

02:02:20 --> 02:02:26: The potential residual effects \$26,381,000 economic gain.

02:02:26 --> 02:02:31: Individually. That's with the three point 1%.

02:02:31 --> 02:02:34: You know as well as other residual effects,

02:02:34 --> 02:02:36: so it's well worth the time and the effort to

02:02:36 --> 02:02:38: get that broadband into the community.

02:02:38 --> 02:02:40: And like I said, single loop it.

02:02:40 --> 02:02:42: You factor in your your dig once policies,

02:02:42 --> 02:02:45: your funding, things of that nature all in at the

02:02:45 --> 02:02:47: same time for your IO T as well as your

02:02:47 --> 02:02:48: broadband,

02:02:48 --> 02:02:50: you will save a lot of time and money and

02:02:50 --> 02:02:53: then the other big thing I'm working on right now

02:02:53 --> 02:02:56: is similar to what the other people in the penalty

02:02:56 --> 02:02:57: talking about how to use it.

02:02:57 --> 02:03:02: Once you got it. Different different examples of smart communities.

02:03:02 --> 02:03:05: Doing a lot of sensor work,

02:03:05 --> 02:03:08: we're doing indoor sensors. You know,

02:03:08 --> 02:03:13: for public safety, we're also doing outdoor sensors such as

02:03:13 --> 02:03:15: flood sensors as well as.

02:03:15 --> 02:03:17: Sensors associated with air quality.

02:03:17 --> 02:03:21: We're also working on the associated data with that for

02:03:21 --> 02:03:22: predictive modeling,

02:03:22 --> 02:03:27: and we are also focused on augmented and virtual reality.

02:03:27 --> 02:03:31: For instance, we are doing a public safety simulations and

02:03:31 --> 02:03:35: buildings to be able to make buildings and public safety

02:03:35 --> 02:03:36: response safer.

02:03:36 --> 02:03:39: About two years ago, we did a federal,

02:03:39 --> 02:03:41: state, and local joint public safety.

02:03:41 --> 02:03:45: Uhm, exercise in the locality and help and was helped

02:03:45 --> 02:03:49: to be spurred in for improvements by augmented reality on

02:03:49 --> 02:03:51: top of what occurred.

02:03:51 --> 02:03:54: And then we also worked on unmanned systems,

02:03:54 --> 02:03:57: air, land and sea. And so,

02:03:57 --> 02:03:59: as a matter of fact,

02:03:59 --> 02:04:01: this morning, the reason I couldn't make it earlier today

02:04:01 --> 02:04:04: is that we had official ribbon cutting.

02:04:04 --> 02:04:06: Here I'm in Stafford, VA.

02:04:06 --> 02:04:09: And Stafford is a rural locality right next to the

02:04:09 --> 02:04:10: city of Fredericksburg.

02:04:10 --> 02:04:14: So the edge of the Northern Virginia.

02:04:14 --> 02:04:18: And it's relatively small, somewhat rural.

02:04:18 --> 02:04:22: The first statewide smart community testbed has just been

02:04:23 --> 02:04:23: unveiled

02:04:23 --> 02:04:23: today.

02:04:23 --> 02:04:26: And so we had members of Congress here.

02:04:26 --> 02:04:29: We had elected officials from the governor's office.

02:04:29 --> 02:04:31: We had General Assembly members here,

02:04:31 --> 02:04:34: elected officials from localities all over Virginia.

02:04:34 --> 02:04:38: Many, many. Vendors, it's been an all day event so

02:04:38 --> 02:04:41: far and the and just today alone the amount of

02:04:41 --> 02:04:45: money that that has been created by having so many

02:04:45 --> 02:04:49: people here and then the different technologies that are

02:04:49 --> 02:04:52: going

02:04:49 --> 02:04:52: to be able to test out here in in Stafford

02:04:53 --> 02:04:56: alone is going to be just fantastic and so.

02:04:56 --> 02:05:00: Getting the broadband and then leveraging that broadband,

02:05:00 --> 02:05:07: particularly through. Smart communities efforts IO T devices.

02:05:07 --> 02:05:09: Like I said, it's it's we're already seeing dividends today

02:05:09 --> 02:05:11: alone and then we've got different and I'd be happy

02:05:11 --> 02:05:13: to talk a bit more about this,

02:05:13 --> 02:05:14: but I don't take it too much time.

02:05:14 --> 02:05:16: I'll leave it open for questions,
02:05:16 --> 02:05:18: but they said we've got.
02:05:18 --> 02:05:21: A set up for procurement throughout Virginia for.
02:05:21 --> 02:05:25: A variety of different sensors and like said,
02:05:25 --> 02:05:29: the the. The residual effects from them can be enormous,
02:05:29 --> 02:05:32: and so I will stop there and just open it
02:05:32 --> 02:05:34: up so we have time to discuss.
02:05:34 --> 02:05:37: I could talk all day long on this stuff,
02:05:37 --> 02:05:37: but
02:05:37 --> 02:05:40: I want to open it up to everybody else.
02:05:40 --> 02:05:41: Thank you, thank you check.
02:05:41 --> 02:05:43: I appreciate that. You know,
02:05:43 --> 02:05:45: I I, I want to and please if you have
02:05:45 --> 02:05:46: questions,
02:05:46 --> 02:05:49: this is to everybody. You've got questions for for Chuck,
02:05:49 --> 02:05:52: Molly or Deborah please toss them in the chat window.
02:05:52 --> 02:05:55: If you don't feel comfortable dropping them in the chat
02:05:55 --> 02:05:55: window,
02:05:55 --> 02:05:57: just kind of do that.
02:05:57 --> 02:05:58: And we'll have it live,
02:05:58 --> 02:06:03: but check, I want to stick with you on this
02:06:03 --> 02:06:03: and and.
02:06:03 --> 02:06:07: You know, we there's a lot of you know we
02:06:07 --> 02:06:10: talked about planning and things like that.
02:06:10 --> 02:06:13: Where's the low? The low hanging fruit?
02:06:13 --> 02:06:18: I mean, what's what's the most important question that a
02:06:18 --> 02:06:20: locality should ask?
02:06:20 --> 02:06:22: And in doing their broadband planning.
02:06:30 --> 02:06:34: That's an excellent question, and that's one that.
02:06:34 --> 02:06:37: At least in Virginia, surprisingly.
02:06:37 --> 02:06:41: It's the least answered question and that would be what
02:06:41 --> 02:06:42: is your vision?
02:06:42 --> 02:06:44: What is your community vision?
02:06:44 --> 02:06:48: Uhm? I have only had one locality.
02:06:48 --> 02:06:51: Ever be able to even attempt to really answer that
02:06:51 --> 02:06:53: question right out of the chute.
02:06:53 --> 02:06:56: You need to be going in thinking about the next
02:06:56 --> 02:06:57: generation.
02:06:57 --> 02:07:01: I mean literally you should be thinking now 20 years
02:07:01 --> 02:07:02: down the line.
02:07:02 --> 02:07:05: Because broadband is a game changer,
02:07:05 --> 02:07:09: it can directly and indirectly affect virtually everything.

02:07:09 --> 02:07:12: In an entire community, from top to bottom.

02:07:12 --> 02:07:13: And so you need thing now,

02:07:13 --> 02:07:15: how are we going to use it?

02:07:15 --> 02:07:19: And the reason why that is so important is that

02:07:19 --> 02:07:22: that need dictates technology.

02:07:22 --> 02:07:25: And so by having an answer.

02:07:25 --> 02:07:30: That is going to impact how locality leverages broadband connectivity

02:07:30 --> 02:07:33: and how that will impact local growth in terms of

02:07:33 --> 02:07:34: where and how.

02:07:34 --> 02:07:36: So don't be tunnel vision,

02:07:36 --> 02:07:38: just focused on getting that broadband.

02:07:38 --> 02:07:41: You need to really think largely about how.

02:07:41 --> 02:07:44: He said, you know how you want to be able

02:07:44 --> 02:07:46: to leverage that connectivity.

02:07:46 --> 02:07:50: For instance, you know going back to ways that it

02:07:50 --> 02:07:54: can impact the community by saying what that vision is

02:07:54 --> 02:07:56: it that vision needs to be able to.

02:07:56 --> 02:07:58: Be accessible and and work well.

02:07:58 --> 02:08:01: Just 'cause you can doesn't mean that will be successful

02:08:01 --> 02:08:04: in that vision needs to really go into the culture

02:08:04 --> 02:08:07: of the community as well as the political economy.

02:08:07 --> 02:08:10: For instance, if your locality does a whole lot of

02:08:10 --> 02:08:12: farming in terms of its GDP,

02:08:12 --> 02:08:16: well in smart agriculture something you want to look into.

02:08:16 --> 02:08:19: And that could mean that instead of hitting the more

02:08:19 --> 02:08:22: urban parts of the locality for and suburban areas for

02:08:22 --> 02:08:23: future growth,

02:08:23 --> 02:08:26: maybe you want to target early on for one of

02:08:26 --> 02:08:28: your phase build outs.

02:08:28 --> 02:08:32: Those areas to where you're smart ad can be leveraged.

02:08:32 --> 02:08:34: If it is, you know a business need,

02:08:34 --> 02:08:36: but what kind of business need is it?

02:08:36 --> 02:08:38: You know, don't just say that we want 90%

02:08:38 --> 02:08:41: of the locality covered in five years.

02:08:41 --> 02:08:43: How old do you want that locality cover?

02:08:43 --> 02:08:46: Do you want to know the square mileage?

02:08:46 --> 02:08:48: Do you want it the the population?

02:08:48 --> 02:08:49: Certain segments of the population?

02:08:49 --> 02:08:54: Certain magisterial districts? What is it you're trying to accomplish?

02:08:54 --> 02:08:56: You know, if it's a business need,

02:08:56 --> 02:08:58: you need to feel is it Main Street America for

02:08:58 --> 02:09:01: small businesses right now with Tele work,
02:09:01 --> 02:09:04: is it going to be more work from home oriented,
02:09:04 --> 02:09:07: which means you'd be going into your homes as opposed
02:09:07 --> 02:09:08: to Main Street?
02:09:08 --> 02:09:09: Or is it going to
02:09:09 --> 02:09:11: be? You've got industrial parks?
02:09:11 --> 02:09:13: Well, let me let me ask a question if I
02:09:14 --> 02:09:14: could.
02:09:14 --> 02:09:17: And there there's some questions or popping up in the
02:09:17 --> 02:09:18: chat window.
02:09:18 --> 02:09:21: And Molly, I think this one is is for you.
02:09:21 --> 02:09:23: That's been a that's been posed there.
02:09:23 --> 02:09:26: I mean, you talked a lot about the your case
02:09:26 --> 02:09:29: studies and thank you so much for those there.
02:09:29 --> 02:09:33: There have got to be some some best practices.
02:09:33 --> 02:09:37: And the the the the new legislation that's coming out
02:09:37 --> 02:09:40: talks loud talks a lot about partnering up with anchor
02:09:40 --> 02:09:41: institutions.
02:09:41 --> 02:09:43: And there was a question here,
02:09:43 --> 02:09:46: Molly? What were some of the best practices or lessons
02:09:46 --> 02:09:50: learned you took away from using improved Internet at local
02:09:50 --> 02:09:54: anchor institutions as a launching point for Community
initiatives,
02:09:54 --> 02:09:57: Molly would have what have you got on that?
02:09:57 --> 02:10:00: What are some of the best practices?
02:10:00 --> 02:10:00: I'm
02:10:00 --> 02:10:03: so glad that you brought that up because,
02:10:03 --> 02:10:08: really. This is the foundation of economic development in
terms
02:10:08 --> 02:10:11: of the methodology to be most successful,
02:10:11 --> 02:10:16: it is. When there is any any sort of,
02:10:16 --> 02:10:21: you know an infrastructure planning initiative or a
redevelopment project
02:10:22 --> 02:10:24: or a business incubation concept,
02:10:24 --> 02:10:29: it's really important to engage the full spectrum of
stakeholders
02:10:29 --> 02:10:33: within your ecosystem within the region,
02:10:33 --> 02:10:38: not just within the city or within the county,
02:10:38 --> 02:10:42: but really take a much broader view.
02:10:42 --> 02:10:49: Because you can achieve, you can really leverage existing
resources
02:10:49 --> 02:10:54: in doing so and connect that project or that investment
02:10:55 --> 02:10:57: to a broader system,

02:10:57 --> 02:11:03: a connected system and. In terms of UM.
02:11:03 --> 02:11:07: Getting the stakeholders. You know,
02:11:07 --> 02:11:11: wind up as you're going through the planning process.
02:11:11 --> 02:11:15: It's it's important to start early and to be very
02:11:15 --> 02:11:20: clear about the concept of the objectives and have some
02:11:20 --> 02:11:25: sort of built in feedback mechanism where you clearly define
02:11:25 --> 02:11:30: what those touch points. Uh.
02:11:30 --> 02:11:32: You know those touchpoints interactions,
02:11:32 --> 02:11:35: when they will be, who will be there and what
02:11:35 --> 02:11:36: needs to be decided,
02:11:36 --> 02:11:39: so it can't be a situation where you get some
02:11:39 --> 02:11:43: people in the room and you talk about some things
02:11:43 --> 02:11:44: and you all go back off.
02:11:44 --> 02:11:48: It has to be really in a framework or in
02:11:48 --> 02:11:51: some sort of strategic plan.
02:11:51 --> 02:11:55: Uhm structure in that you have identified at a high
02:11:55 --> 02:12:00: level what the development concept is or what the
infrastructure
02:12:00 --> 02:12:01: need is,
02:12:01 --> 02:12:06: and then you broadly identify what the costs could be
02:12:06 --> 02:12:07: within a range,
02:12:07 --> 02:12:10: and then the phasing of that.
02:12:10 --> 02:12:15: Because the thing about broadband is if you have to
02:12:15 --> 02:12:17: dig a trench.
02:12:17 --> 02:12:20: She install broadband, then you must make sure that you
02:12:20 --> 02:12:22: are coordinating that with.
02:12:22 --> 02:12:26: If it's, if it. Let's just say it's a city.
02:12:26 --> 02:12:28: Let's just say it's a city.
02:12:28 --> 02:12:32: You know this city and this is really well done.
02:12:32 --> 02:12:36: As an organization, you know our bread and butter is
02:12:36 --> 02:12:40: serving cities and counties is a municipal financial advisor.
02:12:40 --> 02:12:42: So we're we. We work through infrastructure,
02:12:42 --> 02:12:46: but really, we're focused on the capital improvement planning
or
02:12:46 --> 02:12:47: levying taxes,
02:12:47 --> 02:12:50: or earmarking taxes, or tax increment financing,
02:12:50 --> 02:12:54: whatever the mechanism is, and it has to be integrated
02:12:54 --> 02:12:55: with.
02:12:55 --> 02:12:59: Capital improvement planning schedules and we're working
with cities where
02:12:59 --> 02:13:01: they have aging infrastructure.
02:13:01 --> 02:13:05: They have no energy efficiency or reliability,
02:13:05 --> 02:13:09: and then you layer on the need for broadband.

02:13:09 --> 02:13:13: On top of that, where they've just re paved a
02:13:14 --> 02:13:14: road.
02:13:14 --> 02:13:18: Or they just. Installed smart streetlights,
02:13:18 --> 02:13:20: but they didn't dig the trench.
02:13:20 --> 02:13:23: They didn't add the broadband to it
02:13:23 --> 02:13:26: so you just mentioned smart lights.
02:13:26 --> 02:13:30: I had this umbrella so I can waive it.
02:13:30 --> 02:13:32: And get my lights turned back on.
02:13:32 --> 02:13:34: That's the way that works.
02:13:34 --> 02:13:38: Umbrella hey, we we've got about 18 minutes left and
02:13:38 --> 02:13:41: I want to throw a question to Deborah but Molly
02:13:41 --> 02:13:45: and check there's a ton of questions popping up in
02:13:45 --> 02:13:47: the chat window for you,
02:13:47 --> 02:13:50: so I'm going to ask Debra to talk about an
02:13:50 --> 02:13:50: issue,
02:13:50 --> 02:13:54: but can you and Chuck look at some of those
02:13:54 --> 02:13:54: questions?
02:13:54 --> 02:13:59: And maybe we can just get a discussion amongst the
02:13:59 --> 02:14:00: three of you?
02:14:00 --> 02:14:03: For some of these issues that are that that the
02:14:03 --> 02:14:06: attendees here are throwing at you,
02:14:06 --> 02:14:08: you and OK, that'd be great.
02:14:08 --> 02:14:12: Deborah, there's a question here talking about what you're
02:14:12 --> 02:14:13: doing
02:14:12 --> 02:14:13: in Georgia.
02:14:13 --> 02:14:15: Uhm, what is Georgia doing?
02:14:15 --> 02:14:19: How are you investing in communities to grow jobs and
02:14:19 --> 02:14:20: opportunities?
02:14:20 --> 02:14:24: 'cause that's the economic development that we're all really
02:14:24 --> 02:14:25: curious
02:14:24 --> 02:14:25: about about.
02:14:25 --> 02:14:29: How are you doing that through the state and the
02:14:29 --> 02:14:31: public private partnership?
02:14:31 --> 02:14:34: Angel investments? How are you guys doing it?
02:14:35 --> 02:14:38: Yeah, that's a great question.
02:14:38 --> 02:14:41: I think a very good example is a project that
02:14:41 --> 02:14:47: we just funded in December that essentially grows regional
02:14:47 --> 02:14:50: innovation
02:14:47 --> 02:14:50: hubs over a mesh network across the state.
02:14:50 --> 02:14:54: So basically we had one city in Augusta that had
02:14:54 --> 02:14:57: a program that targeted historically,
02:14:57 --> 02:15:01: disadvantaged and underrepresented entrepreneurs. And
this was a pretty good

02:15:01 --> 02:15:01: program.

02:15:01 --> 02:15:06: I got previous funding. It's it's kind of been.

02:15:06 --> 02:15:11: Been done a few times and they were going only

02:15:11 --> 02:15:14: going to do it in a gusta.

02:15:14 --> 02:15:18: What we did actually was we funded them to do

02:15:18 --> 02:15:23: it in four additional cities connecting it with other similar

02:15:23 --> 02:15:24: providers.

02:15:24 --> 02:15:29: A sensually creating regional innovation hubs across those five cities

02:15:29 --> 02:15:33: and with that five city network you suddenly have an

02:15:33 --> 02:15:36: annual catchment of 10,000 entrepreneurs.

02:15:36 --> 02:15:38: That you wouldn't have had,

02:15:38 --> 02:15:43: and then secondly, because you have that five city scale,

02:15:43 --> 02:15:47: you are definitely creating an annual sustainable revenue of about

02:15:47 --> 02:15:47: \$1,000,000.

02:15:47 --> 02:15:52: So then that program becomes sustainable without our grant funding,

02:15:52 --> 02:15:56: but you needed our initial funding to kick start it,

02:15:56 --> 02:16:00: and that is something that we're very excited to be

02:16:00 --> 02:16:01: targeting.

02:16:01 --> 02:16:03: And it's it's twofold. One,

02:16:03 --> 02:16:06: it is an understanding that.

02:16:06 --> 02:16:10: We need to focus on unserved or underserved communities right

02:16:10 --> 02:16:13: so we want to be able to celebrate the success

02:16:13 --> 02:16:16: that you know the Atlanta have,

02:16:16 --> 02:16:19: but know that that success has been unbalanced and unequal

02:16:20 --> 02:16:20: and in silos.

02:16:20 --> 02:16:24: So how do we translate that success to the rest

02:16:24 --> 02:16:25: of the state?

02:16:25 --> 02:16:29: And then two? Thinking about and respecting the local regional

02:16:29 --> 02:16:31: identities that are important?

02:16:31 --> 02:16:34: So you're not just cookie cutter and replicating a model

02:16:34 --> 02:16:37: without really understanding the local contexts?

02:16:37 --> 02:16:42: And then empowering the local communities to take ownership of

02:16:42 --> 02:16:46: that rather than dependent on a central system.

02:16:46 --> 02:16:49: So I I think that's that's a very important component

02:16:49 --> 02:16:51: to to a lot of this work.

02:16:51 --> 02:16:54: It's not only looking at the pure stats of job

02:16:54 --> 02:16:56: creation or a number of investments,

02:16:56 --> 02:16:58: you're also looking at economic mobility,
02:16:58 --> 02:17:01: which again, I'm sure this group appreciates and understands,
02:17:01 --> 02:17:04: and so we want to be able to look at
02:17:04 --> 02:17:07: that two fold not only in terms of attracting the
02:17:07 --> 02:17:08: talent,
02:17:08 --> 02:17:10: but also retaining it and grow in it.
02:17:16 --> 02:17:20: I, I think I've heard that the shirt for the
02:17:20 --> 02:17:23: rest of this year is you're on mute.
02:17:23 --> 02:17:26: That's the best catch phrase there is now.
02:17:26 --> 02:17:31: That's great, you know, and what you're talking about is
02:17:31 --> 02:17:36: some of what we've been hearing about leveraging existing resources.
02:17:36 --> 02:17:39: You know there is some low hanging fruit here,
02:17:39 --> 02:17:42: but as Chuck said, you gotta focus on it.
02:17:42 --> 02:17:44: You know work with your communities,
02:17:44 --> 02:17:45: find out what resources are available,
02:17:45 --> 02:17:49: what are the, what are the wants and the needs,
02:17:49 --> 02:17:51: and then focus on it and get it.
02:17:51 --> 02:17:55: It seems like you guys are doing that in Georgia
02:17:55 --> 02:17:57: and I I love love love.
02:17:57 --> 02:18:01: But it's not just all about Atlanta and in here
02:18:01 --> 02:18:05: in Louisiana we hear a lot about it's it's New
02:18:06 --> 02:18:06: Orleans.
02:18:06 --> 02:18:11: And then it's all those Dairy Queen cities out there.
02:18:11 --> 02:18:13: So good on you for four.
02:18:15 --> 02:18:18: But I think for all of us in this group,
02:18:18 --> 02:18:21: right? So there's there's always one major city in our
02:18:21 --> 02:18:22: state,
02:18:22 --> 02:18:24: or maybe a couple, but in in Georgia there's like
02:18:25 --> 02:18:26: 500 plus additional communities.
02:18:26 --> 02:18:29: And what happens to those 500 plus?
02:18:29 --> 02:18:32: And how can we make sure we understand those those
02:18:32 --> 02:18:34: needs and opportunities as well?
02:18:34 --> 02:18:37: Well, I was born and raised in New Orleans,
02:18:37 --> 02:18:40: and I'll tell you, the best way to to improve
02:18:40 --> 02:18:41: the city of Atlanta.
02:18:41 --> 02:18:44: Yeah, get rid of the Falcons.
02:18:44 --> 02:18:46: OK, Chuck and Molly. Uhm,
02:18:46 --> 02:18:50: you guys are are working together now on initiatives.
02:18:50 --> 02:18:54: And as a as a recovering banker and as a
02:18:54 --> 02:19:00: finance guy and I teach my students return on investment.

02:19:00 --> 02:19:03: You know there's there's gotta be a payoff there.
02:19:03 --> 02:19:07: There is a little bit of of.
02:19:07 --> 02:19:10: Altruism out there, but mostly in the business world.
02:19:10 --> 02:19:12: There is return on investment,
02:19:12 --> 02:19:15: and Chuck and Molly. I think you guys are working
02:19:15 --> 02:19:18: on that with the finance initiatives and so forth.
02:19:18 --> 02:19:21: Can you just talk a little bit about what you're
02:19:21 --> 02:19:22: seeing?
02:19:22 --> 02:19:24: What's important to you out there,
02:19:24 --> 02:19:26: and what we can learn?
02:19:29 --> 02:19:31: Do you want me to try jump
02:19:31 --> 02:19:32: Why don't
02:19:31 --> 02:19:32: in
02:19:32 --> 02:19:32: you
02:19:32 --> 02:19:32: for
02:19:32 --> 02:19:32: start
02:19:32 --> 02:19:32: a
02:19:32 --> 02:19:32: off
02:19:32 --> 02:19:33: minute?
02:19:32 --> 02:19:33: now? Pick it
02:19:33 --> 02:19:35: up I'm gonna keep it brief.
02:19:35 --> 02:19:39: So this research collaboration I just shared with you,
02:19:39 --> 02:19:43: it came out of the Urban Land Institute leadership Institutes
02:19:43 --> 02:19:46: Innovation Day where I invited wanted trucks,
02:19:46 --> 02:19:50: colleagues David Yeary, who's the CTO of the Virginia
Center
02:19:51 --> 02:19:52: for Innovative Technology,
02:19:52 --> 02:19:57: and we had several sessions kind of leading into it.
02:19:57 --> 02:20:00: And I shared with him that I'm in the process
02:20:00 --> 02:20:05: of completing feasibility studies for microgrids and other
smart.
02:20:05 --> 02:20:08: Infrastructure in Massachusetts, New York and Florida,
02:20:08 --> 02:20:11: and in each case either the city or the developer.
02:20:11 --> 02:20:14: They didn't understand what it was or what the benefit
02:20:15 --> 02:20:15: was,
02:20:15 --> 02:20:18: or how much it would cost or how to phase
02:20:18 --> 02:20:19: it,
02:20:19 --> 02:20:22: or who should pay for it and.
02:20:22 --> 02:20:24: I asked him if he had any models or case
02:20:24 --> 02:20:28: studies or anything to help me finish these projects and
02:20:28 --> 02:20:32: he said I'm I'm just wandering through the wilderness
screaming.
02:20:32 --> 02:20:35: And so that helped me to understand that.

02:20:35 --> 02:20:39: I mean, I've been researching this in an internal Willdan
02:20:39 --> 02:20:43: smart smart Infrastructure working group for two years and I
02:20:43 --> 02:20:46: kept Googling and doing things the way that I usually
02:20:46 --> 02:20:50: do. Talking to people searching and I couldn't find the
02:20:50 --> 02:20:52: answer to any of these questions.
02:20:52 --> 02:20:55: So we are fundamentally trying to with this case study
02:20:55 --> 02:20:58: research throughout the United States.
02:20:58 --> 02:21:02: We we've already identified 80 projects that are mixed use
02:21:02 --> 02:21:05: with the variety of smart infrastructure components.
02:21:05 --> 02:21:10: We're pulling them apart to understand the public and private
02:21:10 --> 02:21:12: perspective and investment.
02:21:12 --> 02:21:13: And then delineating the benefits,
02:21:13 --> 02:21:17: whether it's return on investment for the private sector or
02:21:17 --> 02:21:19: at some public economic development benefits.
02:21:19 --> 02:21:23: And defining those metrics. So that's the outcome of the
02:21:23 --> 02:21:25: work that we're doing.
02:21:25 --> 02:21:28: So, Brian, I I can't answer your question today,
02:21:28 --> 02:21:31: but I'd be happy to in about a year.
02:21:34 --> 02:21:37: And well, I will pick up with that to talk
02:21:37 --> 02:21:40: about prior to this job at CIT,
02:21:40 --> 02:21:44: I actually used to be in local government administration and
02:21:44 --> 02:21:47: headed their broadband efforts at the locality before I I
02:21:47 --> 02:21:48: came here.
02:21:48 --> 02:21:52: And one of the things learned pretty early on was
02:21:52 --> 02:21:53: that.
02:21:53 --> 02:21:56: Uh. It was not as easy of a cell believer
02:21:56 --> 02:21:59: now as one would think we had a lot of,
02:21:59 --> 02:22:02: particularly when it came to the Board of Supervisors,
02:22:02 --> 02:22:04: looked at broadband is another line item in the budget.
02:22:04 --> 02:22:06: They looked at as some cost and I was like
02:22:07 --> 02:22:07: no,
02:22:07 --> 02:22:09: it is a. It is an investment and you will
02:22:09 --> 02:22:11: get a return on this investment and examples.
02:22:11 --> 02:22:14: You know you get the people at an individual level
02:22:14 --> 02:22:17: like they will increase the value of their homes.
02:22:17 --> 02:22:19: And that will compound overtime.
02:22:19 --> 02:22:21: You know it will increase the opportunities,
02:22:21 --> 02:22:24: many of which have been talked about throughout the day.
02:22:24 --> 02:22:26: In earlier on this panel we don't need to go
02:22:26 --> 02:22:27: into that more,
02:22:27 --> 02:22:29: but it will help residual within the household.
02:22:29 --> 02:22:31: But then beyond that, for instance,

02:22:31 --> 02:22:34: I had a board member that was actually complaining to
02:22:34 --> 02:22:36: me about how much money we had to spend on
02:22:36 --> 02:22:39: a route called 220 that went through the locality because
02:22:39 --> 02:22:41: a lot of people lived in this locality and worked
02:22:41 --> 02:22:44: next door and we're spending so much money on responding
02:22:44 --> 02:22:46: to traffic accidents there.
02:22:46 --> 02:22:49: And it's like you know what if we had broadband?
02:22:49 --> 02:22:50: And we had more teleworkers.
02:22:50 --> 02:22:52: We would have less people on the road,
02:22:52 --> 02:22:53: less congestion on the road,
02:22:53 --> 02:22:55: fewer accidents on the road,
02:22:55 --> 02:22:57: and less money we're spending on this road and their
02:22:57 --> 02:22:59: responses to this area.
02:22:59 --> 02:23:01: Plus, the more people that are able to work from
02:23:01 --> 02:23:04: home and and it's one of the good things that
02:23:04 --> 02:23:05: came out of COVID,
02:23:05 --> 02:23:07: we've we've shown proof of concept.
02:23:07 --> 02:23:09: Now telework works and we need to utilize that because
02:23:09 --> 02:23:12: more people that stay home and the fewer bedroom
02:23:12 --> 02:23:13: communities
02:23:12 --> 02:23:13: that we have,
02:23:13 --> 02:23:16: the more people that. You know actually live and work
02:23:16 --> 02:23:18: there instead of living somewhere,
02:23:18 --> 02:23:20: I'm going to somewhere else to work.
02:23:20 --> 02:23:22: The more investment in the community,
02:23:22 --> 02:23:23: the more jobs that it creates.
02:23:23 --> 02:23:25: The more revenue that it creates.
02:23:25 --> 02:23:28: The locality. Get from government side gets more tax
02:23:28 --> 02:23:31: revenue
02:23:28 --> 02:23:31: that it can use to improve services or expand services.
02:23:31 --> 02:23:33: The the people get, you know,
02:23:33 --> 02:23:35: more quality of life and benefits and more value to
02:23:35 --> 02:23:38: their home and then you can reduce expenditures you know
02:23:38 --> 02:23:41: at the at the business and the local level also.
02:23:41 --> 02:23:44: I mean it's just to win all the way around,
02:23:44 --> 02:23:48: it is a. Return on investment.
02:23:48 --> 02:23:48: That's
02:23:48 --> 02:23:51: awesome, that is awesome. It it sounds like the all
02:23:51 --> 02:23:55: three of you really have got some outstanding work that
02:23:55 --> 02:23:56: you're doing Paul.
02:23:56 --> 02:23:59: Can we extend this by two or three hours?
02:23:59 --> 02:24:02: Would that be OK? Uh,
02:24:02 --> 02:24:04: 'cause you know it, Chuck,

02:24:04 --> 02:24:06: you say you're you're geeking out on this.
02:24:06 --> 02:24:09: I'm kind of and and I know my friend Jon
02:24:09 --> 02:24:13: Snow is back there kinda cool we gotta do this
02:24:13 --> 02:24:16: we gotta do that we got to do all these
02:24:16 --> 02:24:19: things everybody's taken a ton of notes on this and
02:24:19 --> 02:24:22: I think that right there says that this is where
02:24:22 --> 02:24:24: we all need to be focusing our attention.
02:24:24 --> 02:24:27: It really is where we need to and I'm looking
02:24:27 --> 02:24:30: at the the chat window here and there's so many
02:24:30 --> 02:24:32: fantastic issues coming up.
02:24:32 --> 02:24:35: And unfortunately we have 7 minutes left.
02:24:35 --> 02:24:38: So what I'd like to do is is make sure
02:24:38 --> 02:24:42: in just those couple of minutes that we have left
02:24:42 --> 02:24:46: is that each of our panelists has one final thought.
02:24:46 --> 02:24:49: If if you didn't get to say something.
02:24:49 --> 02:24:51: That is, a key takeaway,
02:24:51 --> 02:24:52: would you please you know,
02:24:52 --> 02:24:55: would you please go ahead and and tell us what
02:24:55 --> 02:24:56: that is?
02:24:56 --> 02:24:59: Chuck, I'm going to let you think about that for
02:24:59 --> 02:25:00: a second.
02:25:00 --> 02:25:03: Deborah. Do you have a final thought that you could
02:25:03 --> 02:25:04: do in like 2 minutes?
02:25:04 --> 02:25:07: Just something that you want to make sure that everyone
02:25:07 --> 02:25:10: who is here with us today walks away with this
02:25:10 --> 02:25:11: one nugget.
02:25:13 --> 02:25:15: No pressure or anything like that.
02:25:15 --> 02:25:17: UM, let me let me just I.
02:25:17 --> 02:25:18: I saw great,
02:25:18 --> 02:25:21: remember this is this is being recorded for posterity,
02:25:21 --> 02:25:23: so don't mess this up.
02:25:24 --> 02:25:28: It's kind of scrolling through the chat and I and
02:25:28 --> 02:25:32: I think one of the main questions that I saw
02:25:32 --> 02:25:36: was just obviously the application of connectivity and I I
02:25:36 --> 02:25:39: think the main thing for all of us to continue
02:25:39 --> 02:25:43: to be cognizant of when we talk about the application
02:25:43 --> 02:25:45: of connectivity,
02:25:45 --> 02:25:47: IE IO T. It's basically about data,
02:25:47 --> 02:25:51: right? So with increased connectivity you have more data
and
02:25:51 --> 02:25:55: so fundamentally behind all the sexy tech and.
02:25:55 --> 02:25:59: The the scary complications of it is just how you

02:25:59 --> 02:26:03: have access to data secure data and be able to
02:26:03 --> 02:26:05: apply the data right?
02:26:05 --> 02:26:10: So that's the fundamental. So the applications are basically what
02:26:10 --> 02:26:14: you do with the data in terms of that interpretation
02:26:14 --> 02:26:15: as well as the security.
02:26:15 --> 02:26:20: And in that literacy. So I would encourage all of
02:26:20 --> 02:26:24: us to think about it as data and then data
02:26:24 --> 02:26:26: being a literacy.
02:26:26 --> 02:26:28: Muscle or muscle that's needed.
02:26:28 --> 02:26:32: So I I really think about this as what is
02:26:32 --> 02:26:35: your ability to secure,
02:26:35 --> 02:26:39: interpret and access that data that will be exponentially
increased
02:26:39 --> 02:26:41: with increased connectivity.
02:26:41 --> 02:26:46: That's fundamentally the application of it and know that that
02:26:46 --> 02:26:50: has an inherent inequity that's connected to it.
02:26:50 --> 02:26:55: So again, who has access to data who understands the
02:26:55 --> 02:26:56: data?
02:26:56 --> 02:26:59: You had can secure the data and so you're kind
02:26:59 --> 02:27:02: of peeling the similar economic development issues.
02:27:02 --> 02:27:06: It's just taken over in a digital space and it's
02:27:06 --> 02:27:07: with data.
02:27:08 --> 02:27:10: Awesome, thank you so much Molly.
02:27:10 --> 02:27:13: How about you? What a final thought that you have
02:27:13 --> 02:27:14: for the attendees.
02:27:15 --> 02:27:18: Yes. So to piggyback again off of Deborah,
02:27:18 --> 02:27:21: I was going to respond to the comments about the
02:27:21 --> 02:27:25: importance of broadband and IO T in in in libraries
02:27:25 --> 02:27:29: and so building on what Deborah just shared in the
02:27:29 --> 02:27:33: context of Isle of Wight County where I was thinking
02:27:33 --> 02:27:36: this is just like a YMCA building and there is
02:27:36 --> 02:27:40: a library next door and I don't get how any
02:27:40 --> 02:27:43: of these things connect when you layer in.
02:27:43 --> 02:27:46: The IO T if it you know when the the
02:27:46 --> 02:27:51: the director of the Central Library system achieves her vision
02:27:51 --> 02:27:54: for what this thing will be,
02:27:54 --> 02:27:57: she's going to be using that data not just to
02:27:57 --> 02:27:59: program the space,
02:27:59 --> 02:28:02: but also to demonstrate the need.
02:28:02 --> 02:28:07: And that's the economic development case for funding in any
02:28:07 --> 02:28:08: circumstance.
02:28:08 --> 02:28:13: And it also is another tool for addressing.

02:28:13 --> 02:28:18: The need for diversity, equity and inclusion because that that's

02:28:18 --> 02:28:21: where the value of the data is so clear to

02:28:21 --> 02:28:21: me.

02:28:21 --> 02:28:24: So what I've labeled this this entire series.

02:28:24 --> 02:28:26: I have a million case study examples.

02:28:26 --> 02:28:28: Also, if anybody is interested,

02:28:28 --> 02:28:31: I would love to share my research,

02:28:31 --> 02:28:35: but I've been calling this research series libraries of the

02:28:35 --> 02:28:36: future for the last.

02:28:36 --> 02:28:40: I don't know, let's say three or four years before

02:28:40 --> 02:28:43: I really got into this and.

02:28:43 --> 02:28:46: The you know what a library used to do many

02:28:46 --> 02:28:46: years ago.

02:28:46 --> 02:28:50: Just throw that concept away because a library of the

02:28:50 --> 02:28:53: future wrapped with broadband and IO T it will be

02:28:53 --> 02:28:56: an economic development hub and I really love what did

02:28:56 --> 02:28:58: were shared about hubs in five cities.

02:28:58 --> 02:29:01: And that's how we all need to be thinking.

02:29:01 --> 02:29:01: That's it.

02:29:03 --> 02:29:06: That's awesome, Molly. Thank you so very much Chuck.

02:29:06 --> 02:29:09: Bring us home, brother. Deborah

02:29:09 --> 02:29:12: I I just I want to pick your brain.

02:29:12 --> 02:29:15: OK, this is I've just enjoyed your comments so much.

02:29:15 --> 02:29:19: You're awesome. OK, you nailed it to me that the

02:29:19 --> 02:29:20: future of IoT,

02:29:20 --> 02:29:23: the future smart communities is all about the data.

02:29:23 --> 02:29:25: And then for us at Virginia,

02:29:25 --> 02:29:29: we've really been focused a lot with created a

02:29:29 --> 02:29:32: Commonwealth

02:29:29 --> 02:29:32: of Virginia data trust to address those issues that you're

02:29:32 --> 02:29:35: bringing up Deborah and for us it's all about the

02:29:35 --> 02:29:40: data privacy. The data security and the data ownership.

02:29:40 --> 02:29:42: Those things are going to be so crucial moving forward

02:29:42 --> 02:29:44: and you're right and and you know,

02:29:44 --> 02:29:46: tying it all together with Molly as well,

02:29:46 --> 02:29:49: you know. It's going to.

02:29:49 --> 02:29:52: Affect whether we shrink or we widen the gap between

02:29:52 --> 02:29:55: the haves and have nots in terms of digital literacy

02:29:55 --> 02:29:56: right here,

02:29:56 --> 02:29:58: we need to be very careful in how we plan

02:29:58 --> 02:30:00: out our broadband infrastructure,

02:30:00 --> 02:30:03: which affects where the type of infrastructure where it's at,
02:30:03 --> 02:30:04: how it will be used,
02:30:04 --> 02:30:07: and then that ties into the smart communities.
02:30:07 --> 02:30:10: The data that we're just talking about and we need
02:30:10 --> 02:30:13: to address this properly or that gap will widen.
02:30:13 --> 02:30:16: And that is the last thing anybody in this room.
02:30:16 --> 02:30:18: Once we're all here because of once again broadband.
02:30:18 --> 02:30:21: One word, opportunity. Let's maximize it.
02:30:21 --> 02:30:21: Awesome,
02:30:21 --> 02:30:24: Chuck. Thank you so so much.
02:30:24 --> 02:30:27: You know guys, one of the one of the downsides
02:30:27 --> 02:30:30: of having these virtual is you can't have a screaming
02:30:30 --> 02:30:34: round of applause for some awesome panelists,
02:30:34 --> 02:30:37: but thumbs up or whatever to these three panelists guys.
02:30:37 --> 02:30:41: You are rock stars and I appreciate so much being
02:30:41 --> 02:30:43: able to talk to you today.
02:30:43 --> 02:30:47: I am ton more smarter than I was on more
02:30:47 --> 02:30:48: smarter.
02:30:48 --> 02:30:50: Paul, please Get Me Out of here.
02:30:50 --> 02:30:51: It's all back
02:30:51 --> 02:30:53: to you. Well, thank you.
02:30:53 --> 02:30:54: This was awesome and wonderful.
02:30:54 --> 02:30:57: Thank you so much. Making a lively pin.
02:30:57 --> 02:30:59: All this is really great and as I said in
02:30:59 --> 02:31:00: the chat,
02:31:00 --> 02:31:03: I have a bunch of new research ideas and thoughts
02:31:03 --> 02:31:06: and how we can really help support you to make
02:31:06 --> 02:31:09: your opportunities better as well as also make the state
02:31:09 --> 02:31:11: of Louisiana better as well.
02:31:11 --> 02:31:13: So but our next session we're going to be doing
02:31:14 --> 02:31:15: is turning it back,
02:31:15 --> 02:31:18: building on what was just said on this panel.
02:31:18 --> 02:31:21: Turning it back to you all to really kind of
02:31:21 --> 02:31:24: dive a little bit deeper into some of the conversations
02:31:24 --> 02:31:26: you were having earlier,
02:31:26 --> 02:31:28: and so we're going to send you all back into
02:31:29 --> 02:31:32: your breakout groups so that you can start discussing and
02:31:32 --> 02:31:36: having conversations a little bit more about both better
defining
02:31:36 --> 02:31:39: what digital equity means as well as start thinking about
02:31:39 --> 02:31:42: what are those foundational elements that you all think from
02:31:42 --> 02:31:45: both your goals and the opportunities into this session.

02:31:45 --> 02:31:47: So thank you so much.

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