BROADBAND CANADA







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BROADBAND CANADA: CONNECTING RURAL CANADIANS



As part of Canada's Economic Action Plan, \$225 million is being provided to Industry Canada over three years to develop and implement a strategy to extend broadband connectivity to as many unserved and underserved households as possible.

The *Broadband Canada: Connecting Rural Canadians* program aims to provide essential broadband connectivity infrastructure to Canadians in remote and rural areas. This will allow them to participate in the digital economy by getting access to information, services and opportunities that would otherwise be out of reach.

Investments in broadband Internet infrastructure not only enhance communities' competitiveness, but lead to the expansion of higher value-added jobs and make new business models possible. It can also expand opportunities in many sectors of the economy and will become an important tool for healthcare, education and access to government services.

Once deployed, broadband networks can enable local stakeholders to use and gain experience and value from broadband-enabled applications and services that will, in turn, attract and retain jobs and expand job creation. This increased availability of broadband connectivity can enable the creation of new business opportunities using the Internet, as well as improve the productivity and profitability of current businesses and institutions.

Closing the broadband gap between urban and rural Canada is a sound economic investment for Canada. However, Canada's geography and widely dispersed population can make it difficult to make a business case for bringing broadband connectivity to some areas of the country. Broadband Canada was created to help Internet Service Providers (ISPs) make a sound business case for putting the infrastructure in place to bring broadband connectivity to unserved and underserved Canadians.

Current state of broadband connectivity

In its Communication Monitoring Report 2009, the Canadian Radio-television and Telecommunications Commission (CRTC) estimated that as of 2008, some 94 percent of Canadian households have access to broadband connectivity via terrestrial networks.

It is estimated that currently available satellite capacity can serve up to an additional one percent of households.

While urban Canadian centres seem to be well served, rural and remote sections of Canada are not. Some 22 percent of rural households are without broadband connectivity—and without the benefits that go with it.

To gain a more precise understanding of Canada's current state of broadband connectivity prior to the launch of this program, Industry Canada, in consultation with the provinces as well as Internet Service Providers, undertook an extensive mapping exercise. The National Broadband Map shows the gaps in broadband connectivity targeted by this program. This information, which is reflected in the defined Geographic Service Areas, will be critical for the applicants, and will help Industry Canada measure program results.

For more information about the *Communications Monitoring Report 2009*, please consult http://www.crtc.gc.ca/eng/publications/reports/policymonitoring/2009/2009MonitoringReportFinalEn.pdf

GENERAL PROGRAM INFORMATION



About the program

The Broadband Canada program's goal is to encourage the expansion and availability of broadband connectivity to as many currently unserved and underserved households in Canada as possible. The Program aims to provide essential infrastructure to Canadians in remote and rural areas allowing them to participate in the Internet economy by getting access to information, services and opportunities that would otherwise be out of reach.

For the purposes of this Program, the following definitions are used:

Broadband connectivity: Access to Internet service that supports data transmission at a minimum

download speed of 1.5 Mbps to a household.

Underserved households: Households which only have access to Internet service at a download

speed below 1.5 Mbps.

Unserved households: Households with no Internet access or access only via dial-up telephone

service at speeds of up to 56 kbps.

The applications process has been designed to:

• ensure affordable broadband connectivity to as many unserved or underserved households as possible;

- encourage competition among applicants within a Geographic Service Area (GSA) to ensure the lowest government contribution; and,
- ensure the completion of the build within the program timeframe.

Program Timelines

Applications will be accepted starting at the launch of the application process on September 1, 2009. The application period will close at 16:00 (EST) on October 23, 2009.

Each project must be completed no later than **December 31, 2011**. As this funding is being made available as part of Canada's Economic Action Plan, work is expected to start **as soon as possible** after the contribution agreements are signed.

Geographic Service Areas

Prior to the call for applications, Industry Canada conducted an extensive mapping exercise to identify current broadband connectivity across Canada. This was undertaken in consultation with the provinces and territories, the private sector, the CRTC and other federal departments.



This information was made available publicly to stakeholders and all Canadians on the Internet for validation purposes on July 6, 2009. Internet Service Providers and Canadians were invited to provide feedback. The information received during this validation process helped to define the Geographic Service Areas (GSAs) for the purposes of this call for applications.

The GSAs are based on the Statistics Canada 2006 Census data and reflect an aggregation of Census Divisions. To the extent possible, the GSAs reflect the Economic Regions defined by Statistics Canada. In some instances, however, those economic regions were adapted for the program's use, giving consideration to the following:

- the location and aggregation of unserved and underserved households;
- the current state and deployment of technology and infrastructure; and,
- population density.

Based on this analysis, 64 (GSA) have been defined. Please see Appendix 2 for complete listing of GSAs. Please refer to Broadband Canada website for maps of Canada showing GSA numbers and respective GSA maps.

Notes to applicants:

- Industry Canada is seeking applications that propose to provide broadband connectivity to as many unserved and underserved households as possible in each GSA; however, applicants are not required to bring broadband connectivity to an entire GSA;
- Applicants can propose to deliver broadband connectivity in more than one GSA, but a separate application must be made for each one;
- . GSAs have not been defined in all areas of Canada. For example, those regions of the country that already have provincial or other federally funded programs in place to reach 100 percent connectivity in the next 12-18 months are not included. Similarly, CRTC Deferral Account communities are not included. See Appendix 3 for more information on these areas.

Eligible Recipients

To be an eligible recipient, the applicant must be a Canadian legal entity that can build and operate broadband infrastructure. These include:

- Canadian private-sector companies, not for profit organizations, cooperatives, or consortia;
- provincial, territorial or publicly owned entities such as municipalities, county governments, MRCs in Quebec and crown corporations; and
- First Nations' organizations such as First Nation Internet Service Providers and Band Councils.

Individuals are not eligible to receive funding under this initiative.

Recipients must comply with the Canadian ownership and control requirements set out in the Telecommunications Act and / or in the Radiocommunication Act. For further information, see Section 8.7.



Level of Available Funding

Industry Canada's goal is to bring affordable broadband connectivity to the maximum number of households in each GSA.

The Broadband Canada program will provide a one-time, non-repayable contribution to support the expansion of current infrastructure in the defined areas where there is currently no business case for the private sector moving forward on its own.

The program will operate on a cost-sharing basis whereby the Broadband Canada program will contribute up to a maximum of 50 percent toward total eligible project costs. Eligible recipients must demonstrate a commitment to obtain and/or provide the remaining funds.

The direct involvement and commitment of partners must enable the long-term sustainability of broadband connectivity in the defined GSAs.

For additional information on complementary broadband funding programs, consult the list of other federal and provincial programs on the Broadband Canada website (http://www.ic.gc.ca/broadband). There, applicants will find a list of provincial and federal programs that also provide funding for broadband projects.

Funding Limits

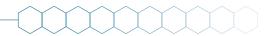
The financial assistance from the Government of Canada, including the Broadband Canada program, will be limited to a maximum of 50 percent of total eligible project costs with the exception of projects proposing to serve First Nations communities, where the maximum may be allowed to exceed 50 percent.

The total assistance from Canadian governments including federal, provincial and municipal, will not exceed 100 percent of eligible costs of the project.

In their application, applicants must disclose all sources of government funding (federal, provincial or municipal) received or requested for the project. Furthermore, contributions agreements will contain a continuing disclosure obligation (for the duration of the agreement) concerning assistance from Canadian governments.

First Nations

If an application includes the provision of service to a First Nations community, it may be eligible for a federal contribution higher than 50 percent. The Broadband Canada program is limited to providing up to 50 percent of eligible costs, however, other sources of federal funding would be possible in these cases. Information on other federal programs can be found on the Broadband Canada website (http://www.ic.gc.ca/broadband).



Eligibility Date for Expenses

The close of applications is **October 23, 2009**. This date will be considered the earliest potential starting date for eligible expenses for approved projects.

PLEASE NOTE: Costs related to the development of the Broadband Canada proposal will not be reimbursed and any expenses incurred before the project is approved are at the applicant's risk.

How to Apply

Applicants must provide a complete application form addressing all the requirements identified in the following schedules.

Applicants will be able to apply to provide broadband connectivity to partial or multiple GSAs. If applicants plan to provide broadband connectivity to more than one GSA, a separate application must be submitted for each.

All applicants must submit:

- 1. Three (3) unbound paper copies of the application and all supporting materials including original signature(s); and,
- 2. One electronic copy of all documents and supporting materials on a CD-ROM.

The application, schedules, coverage analysis Excel data file and cost-summary spreadsheet must be submitted in the appropriate WORD and Excel formats. Other supporting documents may be submitted as PDF files. Maps can be provided as PDF documents or MapInfo files.

Applications must be submitted by 16:00 EST on October 23, 2009, to:

Industry Canada Broadband Canada, Connecting Rural Canadians 365 Laurier Avenue West, Mailroom services Ottawa, Ontario K1A 0C8

Tel: 613-990-4582

SCHEDULE 1

BASIC INFORMATION/APPLICATION SYNOPSIS



1.1 General Information and Project Summary

Please provide the following information:

- Name of the Applicant Identify the lead private-sector company, provincial/territorial or publicly owned entity, or not-for-profit organization. If there are multiple partners in the project, one project lead must be identified as the applicant.
- 2. **Contact Information** Identify the lead individual's name, mailing address, telephone and fax numbers, and email address.
- 3. **CollaboratingPartners** Identify all partners who will contribute to project planning, funding and / or project implementation and their respective roles and responsibilities in the project. Partners can include other service providers, First Nations, the federal government, broader public-sector organizations, telecommunications providers, the private sector, Small Business Enterprise Centres and others.
- 4 **Project Title** Provide a title for your project. This will be used for publication purposes.
- 5. **Executive Summary** In no more than 500 words and using non-technical language, provide a description of the objectives, benefits and key elements of this application. Briefly address each section of the Assessment Table in the next section: Coverage, GSA, Cost, Technological solution (including scalability and enhanced services, if any), Sustainability and Project Management.

PLEASE NOTE: If the project is approved, this summary description may be used, in whole or in part, in media releases or similar material.

- 6. **Total Eligible Project Costs** Provide a summary of the total eligible project costs.
- 7. **Amount Requested from Broadband Canada** Indicate the amount requested (it should reflect no more than 50 percent of the eligible costs).
- 8. **Sources of Remaining Funding** If the remaining eligible costs are to be funded by partners other that the applicant, identify each funding organization and the amount of funding to be contributed by each.

Submissions must include each of the components identified above.

SCHEDULE 2

ELIGIBILITY AND ASSESSMENT CRITERIA



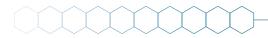
2.1 Eligibility Criteria

To be eligible for assessment, all applications must indicate how they comply with the following criteria.

TABLE 1: ELIGIBILITY CRITERIA

NAME	DESCRIPTION
Geographic Service Area	The applicant must identify which Geographic Service Area (GSA) will be served, along with the proposed number of unserved / underserved households to be served. A list of all GSAs is provided in Appendix 2. (Please note that if the project involves more than one GSA, separate applications are required.)
Broadband Connectivity	The applicant must demonstrate that the proposed technological solution will support broadband connectivity, defined as a minimum download speed of at least 1.5 Mbps and a target minimum upload speed of 384 kbps to unserved / underserved households within a GSA. A statement certified by an engineer confirming the ability of the technological solution to meet this requirement is required.
Funding	The applicant must identify the amount of funding requested from the Broadband Canada program and confirm that the remaining project funding has been secured by attaching a statement from the applicant's chief financial officer. In-kind contributions will not be considered as part of the applicant funding share.
	All sources of funding and amounts committed by each source must be clearly identified. The applicant must demonstrate that each partner's financial commitments are reliable, and confirm that the resources are available to complete the project within required timelines.
	Should applicants also be seeking broadband-related funding under any other government programs, the amount of funds requested and the status of those applications must be clearly identified. Contact information for government programs must also be provided.
Timeframe	Projects must be completed by December 31, 2011. Applications must provide estimated timelines for project completion and must demonstrate the ability to complete the project within the allotted timeframe.

Only applications that meet all eligibility criteria will be evaluated further under the following assessment criteria.



2.2 Assessment Criteria

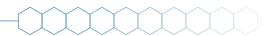
Applications will be assessed against the criteria summarized in Table 2.

Applications that meet the assessment criteria will then be compared and prioritized on the basis of the proposed level of coverage and the level of funding required from the program.

TABLE 2: ASSESSMENT CRITERIA

NAME	DESCRIPTION
Coverage (Schedule 3)	Applicants must include the number of unserved / underserved households to be provided with access to broadband connectivity within the specific Geographic Service Area (GSA) to be served.
Cost (Schedule 4)	Applicants must identify the total requested program funding both in dollars and as a percentage of the total eligible costs.
	Applicants must provide a detailed breakdown of all eligible costs. This must include the cost per household and demonstrate that the cost represents a realistic estimate to extend broadband connectivity as part of a cost-effective solution.
Technological Solution (Schedule 5)	The technological solution must describe the network system to be installed within a GSA, including a detailed description of the various parts of the network, the technology to be deployed, where it will be used and how it will be installed. The solution must also address the scalability of the proposed technology.
Sustainability (Schedule 6)	The application must demonstrate there is a long-term strategy - minimum five years - to sustain the broadband connectivity deployment. It must also identify: long-term revenue; anchor tenants; coverage areas and subscription base; any plans for enhanced services; a marketing plan; and cost projections.
Project Management (Schedule 7)	This section must show the feasibility of project implementation, the administrative capability of the applicant to manage the project (e.g., inclusion of qualifications of management team) and have a proven track record in broadband or other large infrastructure deployment. It must also include a risk analysis, including mitigation measures for factors that could delay project implementation.

Further description of the assessment criteria is provided in the Schedules 3 to 7.



2.3 Additional Information

Evaluation of applications will be done by Industry Canada.

Eligible recipients may choose to apply for funding under other federal and/or provincial programs. To the extent possible, the Broadband Canada program will work with these other provincial governments and federal departments to harmonize the Broadband Canada application, review and assessment process with the application, review and assessment of applications made to these other funding programs.

Please note however, this application is for funding under the Broadband Canada program only. Applicants must apply for other programs separately and must reflect the other programs applied for in this application.

PLEASE NOTE: To facilitate the evaluation, applications may be shared by Industry Canada with other federal departments or provincial governments from which additional broadband funding is being sought by the applicant. Applications (including supporting material) may also be shared with other federal departments and provincial governments with funding programs to ensure there will be no duplication of assistance and confirm that all agreements are being adhered to.

SCHEDULE 3

COVERAGE



A separate completed application must be filed for each GSA in which the provider intends to extend broadband connectivity. The Broadband Canada web site provides additional information on the methodology used to develop the hexagon maps (http://www.ic.gc.ca/broadband).

3.1 Summary of Coverage Information

Applicants must identify the number and location of unserved / underserved households to be provided with access to broadband connectivity within the GSA to be served. The following information must be provided:

- total number of households in the GSA:
- total number of unserved / underserved households;
- · total number of households that the application proposes to serve; and
- total number of households remaining unserved / underserved.

This information should be provided in a Summary table that aggregates the household information from the Excel spreadsheet to be filled out as a part of section 3.3.

3.2 Coverage Analysis and Instructions and Hexagon-Map Information

For each GSA, Broadband Canada will provide maps overlaid with a hexagonal grid to assist in this analysis. The maps and Excel spreadsheet can be downloaded from the Broadband Canada website at http://www.ic.gc.ca/broadband.

The broadband maps represent the data that was collected and validated by Industry Canada as part of the mapping exercise.

Applicants are required to prepare a coverage analysis of the unserved / underserved households in each hexagon and explain any variances with the data provided.

3.3 Spreadsheet, Excel Format

The Excel spreadsheet provided must be completed for each GSA and should cover all the hexagons targeted under the proposed project.

The columns are explained below.



The following columns will be pre-populated with Industry Canada data:

- **A GSA NUMBER:** This column has the GSA number corresponding to the hexagon grid in the applicant's map.
- **B HEXAGON NUMBER:** This column has the list of hexagons corresponding to the hexagon grid in the applicant's map.
- **C LOCATION NAME:** This column has location names corresponding to each hexagon.
- **D MUNICIPALITY:** This column has the names of the municipalities.
- **E PROMINENT ROADS:** This column has the names of the prominent roads that exist in a corresponding location.
- **F LATITUDE:** This column has the latitude coordinate of the location.
- **G LONGITUDE:** This column has the longitude coordinate of the location.
- H CENSUS DIVISION NUMBER: This column has the census division number from Statistic Canada 2006 data.
- I CENSUS DIVISION NAME: This column has the name of the census divisions.
- J TOTAL POPULATION 2006 CENSUS: This column has the 2006 census data.
- K POPULATION IN CENSUS BLOCKS LESS THAN 100km²: This has population that resides in the area of less than 100km².
- **L NUMBER OF HOUSEHOLDS:** This column has the total number of households within the hexagon.
- M CLOSEST LARGER PLACE: This column has the name of the largest location near the corresponding hexagon.



Following columns must be filled by the applicant:

- **N PROPOSED PROJECT SERVES THE HEXAGON?** Fill in a yes (Y) or no (N) or deferral-account (D) response for each hexagon to indicate whether it will be served in the proposed project.
- **O UNSERVED / UNDERSERVED HOUSEHOLDS IN THE HEXAGON:** Estimate the number of households in each hexagon that currently do not have broadband connectivity.
- **P UNSERVED / UNDERSERVED HOUSEHOLDS TO BE SERVED IN THE HEXAGON:** Estimate the number of households in each hexagon who will have access to broadband connectivity as a result of the project.
- Q RATIONALE: For each hexagon and based on your information, explain any variances from Industry Canada's mapping data provided on the program web site (http://www.ic.gc.ca/broadband) concerning the unserved / underserved households and include relevant factors such as terrain, tree coverage, etc... Do not offer a generic response.
- **R COMMENTS:** Provide any other comments that could hinder service accessibility.

SCHEDULE 4

COST



A request for project funding may represent up to 50 percent of the total eligible costs. The applicant is responsible for securing the remaining portion of the project costs.

Eligible costs must be directly related to the project (see Sections 4.1 and 4.2). Costs must not exceed fair market value (evidence demonstrating this may be required) and must not include any mark-ups. For auditing purposes, recipients of federal funding are required to maintain all documentation pertaining to the project for a period of seven years.

Applications must also include the total amount that is being requested and the average cost per household per GSA proposed to be served by the applicant. Applications must demonstrate that costs are reasonable and realistic for each GSA.

Please note: If an application includes bringing broadband connectivity to a First Nations community and seeks to take advantage of other federal funding, those costs and sources of funds must be identified separately.

4.1 Eligible Expenses

Eligible costs for contributions will be those costs that are incurred by the recipient and that, in the opinion of the Broadband Canada, are reasonable and required to carry out the eligible activities to which they relate.

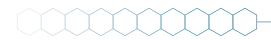
Eligible expenses relating to the project may be incurred only between the starting and closing dates of the project, a requirement that will be reflected in the contribution agreement.

In-kind contributions will not be accepted as eligible expenses.

Starting and closing dates will be based on the project schedule provided by the applicant. Projects can not start earlier than October 23, 2009, and must be completed by December 31, 2011.

Eligible expenditures include the following:

- Engineering and design including network, architecture and systems design and integration;
- Environmental assessments, if required;
- Equipment and infrastructure including servers, switches, fibre optic cable, repeaters, radio equipment, towers, backup-power supplies and network broadband connectivity devices including upgrades and adaptations;
- Co-location lease or rental costs for towers:
- Incremental salaries and benefits associated with the project;
- · Satellite capacity including capitalized cost of satellite bandwidth leased by the applicant for a maximum of five years as a part of the proposed technical solution; and,
- Software required for telecommunications and network facilities related to the new broadband project.



HERE ARE EXAMPLES OF THE LEVEL OF DETAIL REQUIRED:

ITEM	NUMBER OF UNITS	COST OF UNITS	TOTAL COST
Stand-alone towers or towers attached to buildings (including but not limited to grain elevators, water and fire towers, silos, communications towers) and;			
 50 feet or less in height 			
 greater than 50 feet in height 			
Fibre optic cable			
Satellite dishes			
Total eligible project costs			

4.2 Ineligible Expenses

Ineligible expenditures include, but are not limited to, the following:

- Contingency provisions;
- Costs to develop the Broadband Canada application;
- Existing capital assets including land, buildings, vehicles and other indirect, fixed, and/or capital costs;
- Customer Premise Equipment (CPE): This refers to any terminal and associated equipment located at a
 subscriber's premises that is connected with a carrier's telecommunications network at a demarcation point.
 Examples include telephones, key systems, inside wiring, personal computers and modems (DSL, cable,
 wireless), as well as cell phones, antennae and satellite dishes for wireless networks. The demarcation point
 separates customer equipment from the carrier's network infrastructure equipment;
- Donations in the form of knowledge, goodwill or other such intangibles;
- Financing or carrying costs;
- General office equipment including office space, photocopiers, furniture, telephones, computers, printers and office software;
- In-kind contributions;
- Advertising/promotion activities;
- · Legal fees;



- Radio licensing fees;
- · Recipients audit fees;
- Fees paid to members of a Board of Directors for their time;
- Research and development or pilot projects; and,
- Volunteer services, opportunity costs, and standard discounts.

Please Note: Cost overruns are at the applicant's risks and will be at the applicant's cost.

4.3 Cost Summary

Applicants must use the Excel spreadsheet to provide a detailed breakdown of total eligible project costs.

SUBMISSION INSTRUCTIONS

A printed copy of the spreadsheet must accompany the application. Additionally, attach an electronic copy in the original Excel format (not PDF) to the electronic application.

SCHEDULE 5 TECHNOLOGICAL SOLUTION



A technical plan that describes the network system to be installed within a GSA, including a description and schematic/diagram of the various parts of the network, the technology to be deployed, where it will be used and how it will be installed, is required.

The infrastructure deployed through funding from Broadband Canada is subject to existing requirements for access, as stated below.

For wireline solutions, networks would be subject to the Canadian Radio-television and Telecommunications Commission's (CRTC) existing regulated wholesale services framework. Wholesale services are telecommunications services that major telephone and cable companies make available to other competitors at rates and terms that are mandated by the CRTC.

For wireless solutions using any licensed frequencies, networks are subject to conditions of licence including those for Mandatory Roaming and Antenna Tower and Site Sharing and to Prohibit Exclusive Site Arrangements (see Industry Canada's CPC-2-0-17). Licensed radio-communication carriers must negotiate in good faith with other carriers toward concluding agreements, when technically feasible, to share antenna towers and sites. This includes access to ancillary equipment and services, at commercial rates that are reasonable comparable to rates currently charged to others for similar access.

For any solution, applicants should note the requirements of the Telecommunications Act, the Canadian Telecommunications Common Carrier Ownership and Control Regulations, the Radiocommunication Act and the Radiocommunication Regulations.

The technical plan must address the following criteria:

- Technology or technologies to be used to deliver broadband connectivity;
- Ability to deliver data transmission at a minimum download speed of 1.5 Mbps to a household;
- Target upload speed of 384 kbps from the household, using the same return path as the download link;
- Need to identify speed (download and upload) for each section of the network and of the overall network;
- Potential for network scalability describing its ability to adapt to the increased network capacity and demand over the next five years, accommodating the additional subscribers and usage traffic; and,
- Enhanced service strategy describing the network ability to deliver at speeds higher than 1.5 Mbps (when feasible).

5.1 Description of Proposed Network

The applicant must provide:

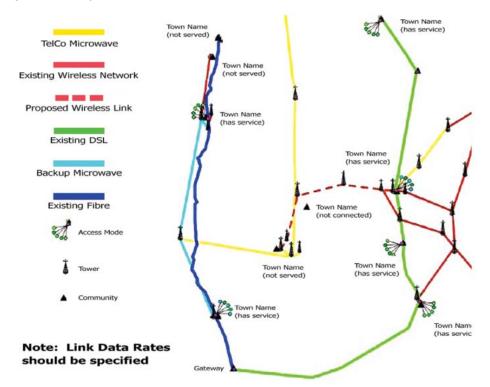
Geographical maps of all network components including the exact latitude and longitude (e.g.: hours, minutes
and seconds) except where purely customer-premises equipment (CPE) is required. The maps must illustrate
towers (if wireless), central offices (COs), digital subscriber line (DSL) remotes, remote digital subscriber line
access multiplex (DSLAM) units, cable TV, fibre optic routing, repeaters, etc., and the coverage areas.

NOTE: Please use GSA maps provided by Industry Canada to show the above.



 Network diagrams identifying existing and proposed infrastructure including access-node locations, gateways, backhaul, distribution, etc., that provide a detailed technical description of the proposed technology. The maps must illustrate towers (if wireless), central offices (COs), digital subscriber line (DSL) remotes, remote digital subscriber line access multiplex (DSLAM) units, cable TV, fibre optic routing, repeaters, etc., and the coverage areas.

SAMPLE DIAGRAM



5.2 Network Configuration

The applicant must provide:

- The logical design of the network as well as its physical deployment. This includes illustration of site locations for the equipment installation, explanations of any distance measurements and the identification of any physical impairments. These descriptions should identify sites with an address or other form of location identification;
- Information such as path/linkage between backhaul points and the future network linkage to a larger regional or provincial network should be included. Bandwidth capacity should be indicated for each link;
- Information identifying the capacity for accommodating additional subscribers once the existing equipment is running at full capacity (scalability); and,
- For wireless implementations, a description of the spectrum range and an explanation on why it is believed to be the optimal design for the proposed network should be included.



5.3 Network Technical Characteristics

The applicant must provide:

- the rationale for choosing technology or technologies to be deployed;
- a detailed list of proposed infrastructure equipment, including manufacturers, models and numbers to be installed, where applicable;
- a brief explanation of network reliability, including redundancy, equipment mean time between failure (MTBF), backup power, etc.;
- a brief explanation of the access spectrum to be used if wireless deployment is proposed (ie. applicant's
 own licence; secondary market; unlicensed). In the case of secondary market spectrum, the explanation
 must include whether the spectrum has been secured at the time of application or whether, and how, it will
 be secured (if conditional agreement in place, a copy should be included in the application; or indicate that
 negotiations will commence if application is successful);
- a brief explanation of the backhaul spectrum, if required. Applicants that require backhaul spectrum should contact Industry Canada's regional or district office in their area to discuss spectrum options. A list of regional and district offices can be found at http://www.ic.gc.ca/eic/site/smt-gst.nsf/eng/sf01742.html;
- a brief explanation of quality of service, such as proposed maintenance, handling network component failures, potential system congestion, customer equipment failures, etc.;
- an explanation of how regulated access will be accommodated using the above technology and a list of open-access services that are to be offered to other telecommunications service providers, or to be acquired from service providers; and,
- assumed take-up rate and average subscription ratio.

5.4 Equipment Details

Describe quantities and types of equipment to be used at each installation, and proposed replacement strategies for damaged or outdated equipment.

5.5 Construction Schedule

Applicants must provide a detailed schedule for the network construction under Schedule 7: Project Management.

The applicant must guarantee completion on or before December 31, 2011.

SCHEDULE 6

SUSTAINABILITY



6.1 Business Case

The applicant must provide a business case that addresses the following:

- 1) Profile of the applicant
 - a business history;
 - annual revenues for the last 3 years;
 - previous Broadband funding (if applicable) Identify previous provincial and/or federal funding received or requested for broadband projects;
 - an overview of the current business model; and
 - an overview of current coverage and subscription base.
- 2) Description of how the project will be sustained over the long term
 - identify any changes to existing business model as a result of this project;
 - demonstrate there is a long-term strategy—minimum five years—to sustain the broadband connectivity deployment;
 - identify anchor tenants (e.g.: government offices, businesses, local non-profit, etc...);
 - identify long-term revenue projections;
 - provide ongoing cost projections;
 - provide a description of the strategies to market new services;
 - demonstrate that the new service will be affordable for the consumers by providing a detailed rationale and listing of all proposed monthly charges to end users and comparable service charges in similar areas; and
 - demonstrate the efforts made to comply on the duty to consult aboriginal communities (schedule 8), when applicable.
- 3) Further Growth
 - address potential for scalability;
 - identify the expected and projected subscriber rate over five years; and
 - provide scalability and enhanced service strategies for the network to be able to adapt to the growing demand.

SCHEDULE 7 PROJECT MANAGEMENT



7.1 Project Management Overview

The application must present:

- the feasibility of project implementation;
- a detailed project timeline and schedule including a critical path with key milestones;
- the administrative capability to manage the project (e.g., inclusion of qualifications of management team);
- a proven track record in broadband deployment or other infrastructure projects;
- the project team and their experience related to broadband or other infrastructure projects that address economic development in rural communities; and,
- a list of all project-related contractors and consultants and their roles and responsibilities in the proposed project.

7.2 Risk Analysis

The applicant must identify all risks and strategies to mitigate and / or manage these risks. The risks identified should cover all aspects of the proposed project (e.g. design, construction, implementation, funding, sustainability, etc...). For each risk, the applicant should describe the risk as well as indicate the level of risk (low, medium, high) and the potential impact.

The following table illustrates a format that should be used for this purpose and includes some examples:

RISK	POSSIBILITY OF OCCURRING	IMPACT ON PROJECT	MITIGATION AND MANAGEMENT STRATEGY
Site not available	Low	Medium	Minimize private land use
Equipment delayed	Medium	High	Work with vendor to fast track
Weather	High	Medium	Fast-track climate sensitive activities

SCHEDULE 8

ADDITIONAL REQUIREMENTS AND INFORMATION



ADDITIONAL REQUIREMENTS

All additional requirements listed below must be addressed or included in the application by using the appropriate declaration forms and / or providing the necessary supporting documentation or certification.

For items 8.1, 8.2, 8.4 and 8.5, declarations are included in the schedule 8 application form.

For all the other requirements listed in schedule 8, the applicant must provide the information and the necessary supporting documentation (sections 8.3, 8.6, 8.7, 8.8).

8.1 Application Requirements

Applicants must provide a complete application addressing all the requirements identified in the guide and associated schedules. Certification of accuracy and completeness must be provided by the lead organization presenting the application.

8.2 Confidentiality, Access to Information Act and Privacy Act

Applications (including supporting material) submitted to Industry Canada will be subject to the federal *Access to Information Act* and *Privacy Act*.

In accordance with the provisions of the *Access to Information Act*, the public has a right of access to information in records under the control of a government institution.

Applicants should be aware that all information in their applications (including supporting material) is subject to release upon request under the *Access to Information Act*. To the extent an applicant considers certain portions of the applicant's submissions to be confidential to the applicant or other third party, the applicant must clearly identify in writing the information considered to be confidential. However, applicants should be aware that information that they have identified as being confidential may not be considered confidential under the requirements of the *Access to Information Act* and is still subject to release upon request under that Act. Inquiries about confidentiality should be directed by email to the Program.

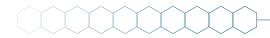
Applicants should also be aware that contact information and other information about specific individuals that applicants include in their submissions may or may not be considered "personal information" under the *Privacy Act*. Such information is subject to release upon request under the *Access to Information Act* or the *Privacy Act*.

Please refer to the *Access to Information Act* (http://laws.justice.gc.ca/en/A-1/) and the *Privacy Act* (http://laws.justice.gc.ca/en/P-21/) for clarification.

8.3 Canadian Environmental Assessment Act

In accordance with the Canadian Environmental Assessment Act, applicants who receive funding are required to satisfy the environmental requirements of all regulatory bodies having jurisdiction over the involved communities or the project. More information about the federal environmental assessments may be found online (http://www.ceaa-acee.gc.ca/default.asp).

To learn more about the Canadian Environmental Assessment Act, visit http://laws.justice.gc.ca/en/C-15.2



8.4 Act Respecting the Ministère du Conseil exécutif (R.S.Q., c. M-30)

An organization located in Québec receiving more than half of its financing from the Government of Québec (consolidated revenue fund) may be subject to the *Act Respecting the Ministère du Conseil exécutif (R.S.Q., c. M-30)*.

For more information, visit http://www.saic.gouv.qc.ca/secretariat/loi_en.htm

In order to obtain funding, applicants from Québec will have to demonstrate their compliance with the Act, either by producing a document by which they declare they are not covered under M-30 (proposed form available in application form, schedule 8); or, for organizations covered under M-30, by providing supporting documentation from the Government of Québec. For additional information regarding this, organizations can contact the Ministère des Affaires municipales, Régions et Occupation du territoire.

8.5 Lobbying Act and Values and Ethics Code for the Public Service

The Lobbying Act provides for the public registration of those individuals who are paid to communicate with public office holders with regard to certain matters as described in the legislation (i.e., lobbying). Public office holders are defined in the Act as virtually all persons occupying an elected or appointed position in the Government of Canada, including members of the House of Commons and the Senate and their staff, as well as officers and employees of federal departments and agencies, members of the Canadian Forces and members of the Royal Canadian Mounted Police (RCMP).

For more information, please visit the website of the Office of the Commissioner of Lobbying of Canada at http://www.ocl-cal.gc.ca

Applicants will also have to conform with the Values and Ethics Code for the Public Service. Code can be consulted at the following link: http://www.tbs sct.gc.ca/pubs_pol/hrpubs/TB_851/vec cve_e.asp

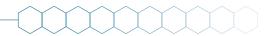
8.6 Duty to Consult Aboriginal Communities

There is a duty to consult aboriginal groups if a federally funded project will undertake infrastructure in, or affecting, an Aboriginal community. This duty takes effect when the Crown contemplates conduct that might adversely impact established or potential Aboriginal and treaty rights, which are protected and affirmed under section 35 of the *Constitution Act, 1982*.

8.7 Foreign Ownership

Applicants must comply with the Canadian ownership and control (O&C) requirements set out in the *Telecommunications Act* and section 10 of the *Radiocommunications Regulations* http://www.crtc.gc.ca/ENG/LEGAL/TELECOM.HTM) and in the *Radiocommunication Act* (http://laws.justice.gc.ca/en/R-2/index.html).

The O&C requirements under the *Telecommunications Act* and *Radiocommunication Act* are similar. The *Telecommunications Act* would apply to all applicants, including those proposing to build wireline, unlicensed wireless and licensed wireless networks as a part of their technological solution. For those applicants who propose a solution that includes a licensed wireless network, the O&C requirements of the *Radiocommunication Act* would also apply.



For operators of wireless networks using licensed wireless spectrum, a licensee must be eligible to become a radiocommunication carrier and as such, must comply on an ongoing basis with the eligibility criteria in section 10(2) of the *Radiocommunication Regulations*. For more information, refer to Industry Canada's Client Procedures Circular 2-0-15, *Canadian Ownership and Control* (CPC-2-0-15), as amended from time to time, which is available at: http://ic.gc.ca/epic/site/smt-gst.nsf/en/sf01763e.html.

8.8 CPC-2-0-03 - Radiocommunication and Broadcasting Antenna Systems

Applicants must comply with Section 5 of the *Radiocommunication Act* as it pertains to the installation of masts, towers and other antenna-supporting structures.

For more information, visit:

http://www.ic.gc.ca/eic/site/smt-gst.nsf/eng/sf08777.html#sec1

ADDITIONAL INFORMATION

8.9 Contribution Agreement

Some of the conditions that will be included in the contribution agreements signed with successful applicants are detailed below.

The terms and conditions of the Broadband Canada program funding contribution will be set out in a contribution agreement, which will be signed by Industry Canada and the applicant selected under this program.

The information provided by the applicant in the submissions for those projects selected by Broadband Canada will serve as the basis for the contribution agreement. It will include the description of project costs, the method of disbursement, the anticipated results and the timeline for project completion.

The contribution agreement will include, as part of the terms and conditions of funding, the right to perform a technical audit on the completed broadband network. This audit, if undertaken, will consist of, but not be limited to, the following activities:

- on-site inspection of wireless towers and equipment;
- inspection of equipment located at central offices and warehouses;
- · visiting network operations centre and speaking with staff;
- verifying deployed equipment as invoiced by the ISP;
- confirming end user bandwidth speed to confirm it meets minimum rates; and,
- photographing the various network locations and/or hardware.

To ensure maximum value for its contribution, Broadband Canada reserves the right to negotiate with the applicant once the application has been received and evaluated.

Reporting requirements will be defined in the contribution agreement.



Payment Provisions

Payments will be made on the basis of documented claims for eligible supported costs incurred, as set out in the contribution agreement and according to the Treasury Board Policy on Transfer Payments. Each claim is to be accompanied by a report of the work completed, project implementation details and documentation of all costs being claimed and project performance measurements. All claims shall be certified by an officer of the recipient.

Industry Canada may make advance payment based on the following core principles, with the following limitations for the Budget 2009 measures:

- Advance payments would be made on an as needed basis and based on Industry Canada's confidence in
 the recipient, the project risks, the recipient's financial position and proven track record (i.e., credit-worthy
 organizations) and would be considered in special circumstances only. Subsequent advances can only be
 provided upon receipt of satisfactory reporting on progress and spending to that date.
- Signed agreements should provide clarity about precisely what are eligible costs for funding, as well as the basis for payments and advance payments.
- Agreements will include mechanisms for recourse, such as refunds, claw-backs and offsets, in the event that conditions of the funding agreement are not met.

Broadband Canada will have no obligation to pay more than 90 percent of the contribution prior to completion of the projects and/or of the audits as may be required. The remaining 10 percent will serve as a holdback until the project is completed to the satisfaction of Industry Canada.

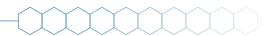
Broadband Canada may ask that any claim for payment be certified by the recipient's external auditors or by auditors of Broadband Canada's choice. At any time, Broadband Canada may request that the recipient provide satisfactory evidence to demonstrate that all eligible costs claimed have been paid.

An external audit of the recipient may also be required. A recipient audit may include a financial audit, an audit to ensure compliance with terms and conditions of a contribution agreement, an audit of whether funds are being used for the purpose intended and/or an audit of stewardship of public funds.

8.10 Resources

The application and related forms, guidelines, maps and Excel Data File can be downloaded from the Industry Canada website at: http://www.ic.gc.ca/broadband

A list of provincial and other federal broadband programs is provided on the Broadband Canada website. Please be aware that these programs may change and applicants should check with the respective programs directly to ensure they have the most current information.



8.11 Official Languages Act

The Government of Canada is committed to enhancing the vitality of the English and French linguistic minority communities in Canada and supporting and assisting their development and fostering the full recognition and use of both English and French in Canadian society. (From Section 41, Official Languages Act.)

In accordance with the spirit of Part IV of the Official Languages Act, where contributions are made to non-governmental voluntary agencies that serve the public in both English and French, the agreement will provide for communications with the public and delivery of services in both official languages.

The applicant will encourage members of both official language communities to participate in the activities of the project and that the contribution agreement will include the evaluations of need of identified minority communities.

For more information, visit http://laws.justice.gc.ca/en/O-3.01.

8.12 Sharing Information

The Broadband Canada application, review and assessment process will harmonize and work in cooperation with the application, review and assessment of applications made to other funding programs of provincial governments and federal departments available to the applicant. To facilitate this process and to ensure there will be no duplication of assistance and that all agreements are being adhered to, this application (including supporting material) may be shared by Industry Canada with other federal departments and provincial governments from which additional funding is being sought. By applying for funding under the Broadband Program, applicants understand and agree with this sharing of information.

8.13 Communications and Promotion

The Broadband Canada program is being delivered in accordance with the Federal Identity Program. Industry Canada will ensure that the role and contribution of the Government of Canada is acknowledged in the public communications of program partners and funding recipients. Instructions on the form of acknowledgement and the use of official government identifiers will be provided to recipients.

APPENDIX 1

GLOSSARY



Access Node (AN), also called Access Point (AP): A device that allows connection to an Internet distribution network. For a wireless distribution network, the Access Node device could use Wi-Fi, Wi-Max, Bluetooth or other related standards. Example is a Hot Spot.

Backbone, Internet: Refers to the main "trunk" connections of the Internet, consisting of many different networks and interconnected commercial, government, academic and other high-capacity data routes carrying Internet data (traffic) across the countries, continents and oceans of the world.

Back Haul: In telecommunications, transporting traffic between distributed sites (typically access points) and more centralized points of presence, typically the ISP and/or the Gateway.

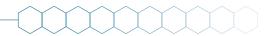
Broadband connectivity: For the purpose of this program, broadband connectivity is defined as: Supports data transmission at a minimum download speed of 1.5 mbps to a household.

Canadian Carrier: A telecommunications common carrier that is subject to the legislative authority of the Parliament of Canada.

Customer Premise Equipment (CPE): CPE refers to any terminal and associated equipment located at a subscriber's premises, that is connected with a carrier's telecommunications network at a demarcation point. Examples include telephones, key systems, inside wiring, personal computers and modems (DSL, cable, wireless), as well as cell phones, antennas and satellite dishes for wireless networks.

Deferral Account / Deferral Account Communities: Accounts created by order of the CRTC, where Incumbent Local Exchange Carriers (ILECs) were requested to place amounts equal to the revenue reductions that would otherwise have resulted from an application of the price-cap formula. Deferral Account Communities have been identified by the CRTC and represent those geographic areas where consumers would have realized benefit through application of the price-cap formula.

Gateway: A computer or a network that allows or controls access to another computer or network. Specifically, the gateway controls the network distribution access to the Internet backbone and is usually in possession of the Network Service Provider.



Internet Service Provider (ISP), also called Internet Access Provider (IAP): This is a company that offers its customer's access to the Internet via an appropriate distribution (connection) technology, such as dial-up, DSL, cable modem, wireless or dedicated high-speed interconnects. ISPs may also provide customers with Internet e-mail accounts, personal web pages, remote storage of data and other services unique to the ISP.

Network Service Provider (NSP), also called backbone providers or internet providers: These companies sell network access (bandwidth) by providing direct backbone access to the Internet. NSPs may be telecommunications companies, data carriers, wireless communications providers, Internet service providers, or cable television operators offering high-speed Internet access.

Point of Presence (POP): Interface point between communications entities. An Internet point of presence is an access point to the Internet. It is a physical location that houses equipment such as servers, routers and switches. It may be located in the Network Service Provider's facilities.

Point-to-multipoint link: In telecommunications, usually a bi-directional (duplex) communications medium that divides the total available bandwidth amongst each connected client via their customer premise equipment (CPE). An Access Node is an example.

Point-to-point link: In telecommunications, usually a normally bi-directional (duplex) communications medium between two points with no data or packet formatting (i.e., what goes in must comes out). Wireless point-to-point links can be established using radio or laser technologies. Internet backbone and backhaul are examples.

Underserved households: Households with access to Internet service at a download speed below 1.5 Mbps.

Unserved households: Households with no broadband connectivity, meaning either no Internet access of access only via dial-up telephone service at speeds up to 56 kbps.

APPENDIX 2

GEOGRAPHIC SERVICE AREAS AND ASSOCIATED INFORMATION

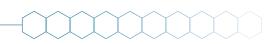


The Table below lists by Province and Territory the 64 Geographic Service Areas (GSAs) which have been defined for the purpose of the Broadband Program. The GSAs correspond to Statistics Canada Economic Regions wherever possible, and the GSA identifier corresponds to the Province/Territory and Economic Region code.

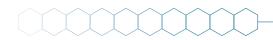
Please refer to the Broadband web site for maps of Canada showing GSA numbers and respective GSA maps.

TABLE: GEOGRAPHIC SERVICE AREAS AND ASSOCIATED INFORMATION

PROVINCE	PROVINCE CODE	GSA Identifier	ECONOMIC REGION	CENSUS DIVISIONS (CDS)
Newfoundland and Labrador (NL)	10	NL1010	1010	1001
		NL1020	1020	1002, 1003
		NL1030A	1030	1004, 1005, 1009
		NL1030B	1030	1010, 1011
		NL1040	1040	1006, 1007, 1008
Quebec (QC)	24	QC2410A	2410	2402, 2403, 2404, 2405, 2406
		QC2410B	2410	2401
		QC2415	2415	2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414
		QC2420	2420	2415, 2416, 2420, 2421, 2422, 2423, 2434
		QC2425	2425	2417, 2418, 2419, 2425, 2426, 2427, 2428, 2429, 2431, 2433
		QC2430	2430	2430, 2440, 2441, 2442, 2443, 2444, 2445
		QC2433	2433	2432, 2438, 2439, 2449, 2450
		QC2435	2435	2446, 2447, 2448, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2467, 2468, 2469, 2470, 2471



		QC2440	2440	2466
		QC2445	2445	2465
		QC2450	2450	2452, 2460, 2461, 2462, 2463, 2464
		QC2455	2455	2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479
		QC2460	2460	2480, 2481, 2482, 2483, 2484
		QC2465	2465	2485, 2486, 2487, 2488, 2489
		QC2470	2470	2435, 2436, 2437, 2451, 2490
		QC2475	2475	2491, 2492, 2493, 2494
		QC2480	2480	2495, 2496, 2497, 2498
		QC2490	2490	2499
Ontario (ON)	35	ON3510	3510	3506
		ON3520	3520	3544
		ON3530	3530	3518, 3519, 3520, 3521, 3524
		ON3540	3540	3522, 3523, 3530, 3543
		ON3550	3550	3525, 3526, 3528, 3529
		ON3560	3560	3532, 3534, 3539
		ON3570	3570	3536, 3537, 3538
		ON3580	3580	3540, 3541, 3542, 3531
		ON3590A	3590	3548, 3549, 3551, 3552, 3553, 3554, 3557
		ON3590B	3590	3556
		ON3595	3595	3558, 3559, 3560



Manitoba (MB)	46	MB4610	4610	4601, 4602, 4612
		MB4620	4620	4603, 4604
		MB4630	4630	4605, 4606,4607, 4615
		MB4640	4640	4608, 4609, 4610
		MB4650	4650	4611
		MB4660	4660	4613, 4614, 4618
		MB4670	4670	4616, 4617, 4620
		MB4680	4680	4619, 4621, 4622, 4623
Saskatchewan (SK)	47	SK4799		Only 29 First Nations communities are eligible in the following census divisions: 4701, 4704, 4705, 4706, 4709, 4710, 4712, 4713, 4714, 4716, 4717
Alberta (AB)	48	AB4810	4810	4801, 4802, 4803
		AB4820	4820	4804, 4805, 4807, 4810
		AB4830	4830	4806
		AB4840	4840	4809, 4814, 4815
		AB4850	4850	4808
		AB4860	4860	4811
		AB4870	4870	4813, 4817, 4818, 4819
		AB4880	4880	4812, 4816



British Columbia (BC)	59	BC5910A	5910	5917, 5919, 5921
		BC5910B	5910	5943, 5945
		BC5910C	5910	5923, 5925, 5927
		BC5920	5920	5909, 5915, 5929, 5931
		BC5930A	5930	5907, 5935, 5937
		BC5930B	5930	5933, 5939
		BC5940	5940	5901, 5903, 5905
		BC5950	5950	5941, 5953
		BC5960	5960	5947, 5949
		BC5970	5970	5951, 5957
		BC5980	5980	5955, 5959
Northwest Territories (NT)	61	NT6110	6110	6106, 6107
Nunavut (NU)	62	NU6210	6210	6204, 6205, 6208

APPENDIX 3

AREAS TO BE COMPLETELY SERVED BY OTHER INITIATIVES



The following provinces already have programs in place that provide 100 percent broadband connectivity or that will bring connectivity to 100 percent within the next 12 to 18 months. Therefore, no Geographic Service Areas (GSA) have been defined under the Broadband Canada program. Information on these initiatives may only be available in the language of origin.

Nova Scotia

The Broadband for Rural Nova Scotia initiative will deliver high speed Internet access to 100 per cent of Nova Scotia. When completed at the end of 2009, the entire province will have broadband access.

Further information on the program can be found at http://www.gov.ns.ca/econ/broadband/

New Brunswick

The New Brunswick provincial government is working with Barrett Xplore Inc. to ensure that the remaining 10 per cent of unserved households and businesses have broadband access by July 2010.

Further details can be found at http://www.gnb.ca/cnb/news/bnb/2009e0102bn.htm

Prince Edward Island

The government of Prince Edward Island has entered into a development agreement with Aliant that will see the firm investing \$8.2 million to extend broadband services to every community in Prince Edward Island by the end of 2009.

Further details can be found at

http://www.gov.pe.ca/news/index.php3?number=news&dept=&newsnumber=6014&lang=E

Eastern Ontario

The Eastern Ontario Warden's Caucus (EOWC), a non-profit organization that comprises membership from the mayors and wardens of counties and municipalities in the Eastern Ontario region, is the project proponent for a \$170 million broadband infrastructure project in that area. The governments of Canada and Ontario have each set aside up to one-third of total eligible costs, to a maximum contribution of \$55 million, to be funded under the Major Infrastructure Component of the Building Canada Fund. The EOWC Inc. and private sector partners' contribution must match or exceed the amount provided by each order of government.

Further details can be found at

http://www.news.ontario.ca/omafra/en/2009/07/canada-and-ontario-invest-in-broadband-access-for-eastern-ontario.html



Saskatchewan

With an investment of \$42.4 million from the Saskatchewan Government, SaskTel will invest \$220 million in its Saskatchewan network to move toward full broadband availability.

Further details can be found at http://www.gov.sk.ca/news?newsld=3483cf76-a6f7-47fc-9eaa-7ddbbc30cf4f

Yukon

The effort to make broadband connectivity available to all citizens in the Yukon is almost complete. Over 99 percent of Yukon's people and businesses currently have access to broadband.

Deferral Account Communities

Canadian communities under the Deferral Account proceedings are not eligible for funding under this program. For more information and list of communities, please consult the following two main CRTC decisions that announced which communities would be served:

Decision 2007-50 http://www.crtc.gc.ca/eng/archive/2007/dt2007-50.htm Decision 2008-1 http://www.crtc.gc.ca/eng/archive/2008/dt2008-1.htm

For additional information on the CRTC's framework decision outlining the criteria for Deferral Account broadband funding see http://www.crtc.gc.ca/eng/archive/2006/dt2006-9.htm