



**EH!tel Networks Inc**

392058 Grey Road 109

Holstein, ON, N0G 2A0

February 20, 2021

Town of Blue Mountains

32 Mill Street

Thornbury, ON, N0H 2P0

**Attention:** Members of Council & RABIT Committee

**RE:** Support for UBF Application in Blue Mountains

EH!tel Networks Inc. is submitting applications to the UBF (Universal Broadband Fund) which are due on March 15<sup>th</sup>, 2021. Since this deadline has been extended from the original deadline of February 15<sup>th</sup>, we are in the position to submit additional applications.

After attending your RABIT Committee information meeting, we believe the rural community in Blue Mountains is a good fit. As of today, 14 UBF applications will be submitted by EH!tel. Six applications are within the County of Grey, including Southgate, Grey Highlands, and West Grey.

EH!tel's UBF applications consist of "Fibre to the Premise" solutions to assure sustainability and comprehensive coverage within the project area. All premises passed are enabled with the following:

- 50/10 service is available at \$79.95/mo or less.
- \$199 installation fee or \$99 installation fee if signing up during project construction.
- Various package offerings up to 1Gb.s.
- Unlimited Usage and exceptional low latency & jitter.
- Home Phone with unlimited LD North America & loads of features for \$20/mo.
- Cable TV and Bundles.
- Open Access and Wholesale opportunities.

With your support, EH!tel is prepared to prepares to submit an application to UBF for the Town of Blue Mountains. Our engineering team has initiated the design, based on the map following this letter.

Applications are favored by UBF through "Letters of Support" from the LUA's and the community. Due to time constraints, we do not have the ability launch a campaign. We ask for your assistance and support with the following:

- Letter of Support\* from the Town of Blue Mountains.
- Provide us with your Public Works encroachment and permitting requirements for the rural project area. This has an impact on cost. Numerous Municipalities have granted flexibility for line placement (decided onsite with the Roads Manager). This can save up to \$5/m of constructions costs.
- Consider making available a water source (for drills & vacuum excavators) and disposal site (for clean wet fill from vacuum excavators). This can save up to \$1/m for construction costs.
- Consider making available a staging yard.

- If possible, entertain a lease for placement of POPs (10x10ft shelters for fibre distribution). One near Thornbury, and one near Ravenna.
- Inform your community (business and/or residential) of the option to support EH!tel with “Letters of Support\*\*”.

*\*Points of merit: impacts for the community due to poor broadband, benefits (social & economic) of this project. Challenges this project will overcome due to difficult terrain and vegetation. Any additional support that Blue Mountains is willing to offer for this project. Facilities passed that would benefit.*

*\*\*Points of merit: Current service deficit and the impact it has on family/business. Benefits such as online schooling, ability to work from home, social or health issues. Examples of actual economic benefits such as not having to drive to gain access to Internet or enabling a business to operate more efficiently.*

EH!tel is thorough, detailed, and particular with all funding applications, evidenced in our recent awards through SWIFT. On average, we invest over \$20K per application for design, engineering, data collection and submissions. Our applications are STRONG!

A strong application does not guarantee a win. Risks include:

- To avoid competition, claims of 50/10 service are often made and/or disputed at the expense of the community. It has been suggested that the broadband map is inaccurate, as it is limited to packages purchased. This indicates that the average home cannot afford 50/10 even if it is available (due to monthly costs or capital cost – such as a tower). Permitting and regulations further add challenges to roof or tower installation. Despite these facts, a current eligible area may change to in-eligible at anytime.
- UBF funds are limited - funds requested may exceed funds available. Less costly options such as wireless, G5, Starlink may be considered? UBF is across the Country, competitive bids are evaluated Nation wide.
- Traditionally, the Federal Government has ignored small players such as EH!tel. It is much easier to make a few larger deals with traditional telecoms. We all know how well that played out for the rural communities. On the positive side, there is a push for change, and there is plenty of evidence to support this change. We are of the understanding; UBF will consult with the WOWC, SWIFT and other organizations regarding applications in our area.
- We are not perfect. Any little error or misinterpretation in our application can result in disqualification or loss of points.

We thank you for considering your support. If you have further questions, please do not hesitate to contact us. We are committed to enable quality, sustainable and affordable broadband to the communities in which we live.

Sincerely,

Antonius Peeters

CEO/President

EH!tel Networks Inc.

**BLUE MOUNTAINS PROJECT**

Blue stars – proposed POPs

Blue lines – proposed fibre lines

Yellow lines – project boundary (currently eligible under UBF)





# **EH!tel Networks Inc.**

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Holstein, ON, N0G 2A0

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[www.ehtel.ca](http://www.ehtel.ca)

Antonius Peeters, CEO/President



# **EH!tel Networks Inc**

- **LOCAL – Office in Holstein**
- **Mandate - Rural Broadband**
- **FTTP Pilots since 2010**
- **OSP Construction Partners**
- **Incorporated in 2010**
- **Over 3200 Subscribers**
- **EH!tel FTTP launched 2017**
- **Up to \$60M Committed**





# SWIFT Projects

- **Grey County**  
1875 Premises & 140km of fibre
- **Dufferin County**  
682 Premises & 76km of fibre
- **Bruce County**  
1070 Premises & 70km of fibre
- **Region of Waterloo**  
94 Premises & 14km of fibre
- **Wellington County** – COMPLETED  
674 Premises & 33km of fibre
- **More to be announced soon!**



# Construction Partners

- **FibreXpress Network Builders**

EH!tel's in-House Civil Construction Arm  
Service & Installation Fleet

- **DTS Technical**

Civil Construction & Engineering & Locates

- **Optilinx Systems Inc.**

Civil Construction

- Two of Canada's larger OSP construction companies  
Committed to EH!tel's projects.







# Services

## UNLIMITED INTERNET

	↓	↑
• Residential Edge	50	10
• Residential Ultimate	100	10
• Residential Extreme	250	20
• Residential Extreme GE	1000	40

**Home Phone / HD Cable TV / Business & Corporate**







## Funding??



Universal Broadband Fund



## Challenges

**User Trends**

**Time Lines**

**Capital Costs**

**Definitions of Served Areas**

**ROW & Permitting**

**Niagara Escarpment**