

## Saltspring's Fiber Funding Proposal as a Blueprint for other Communities

The Saltspring Island Community Fiber Proposal can easily be adapted to bring resilient and locally-controlled fiber optics to your community. Just following these simple steps:

### 1. **No Need to Reinvent the Wheel**

- The content of the document found here: <https://connected-communities.ca/wp-content/uploads/2021/07/Saltspring-Island-Community-Fiber-Project-Proposal.pdf> may be copied into a word document format and then edited.

### 2. **Community Overview** (Page 2)

- Use census data found [Here](#) to provide an overview of your community. (For the most current information, use 2021 census data when it is available.)

### 3. **Project Chronology& Needs Assessment** (Page 5)

- Create an online survey like the one found [Here](#) to assess the current Internet service, needs and satisfaction level of your community. (Note - [Survey Monkey](#)'s Basic Plan is free if your survey is limited to 10 questions.)
- Replace the figures gathered from your survey with those found on Page 5 of the Saltspring Proposal.

### 4. **Digital Aspirations, Conclusion & Project Timeline** (Pages 6 -9)

- Information specific to your community may be used for these three sections, along with the text found in the Saltspring Proposal. (The benefits of a wired fiber optics network and the steps to building one are universal.)

### 5. **Network Overview & Last Mile Street Map** (Pages 10-12)

- Check [Here](#) to see if the Connected Coast will be bringing open access fiber optics to your community.
- Check to see if there are other open access fiber optic cables where you live. (Begin by asking any small, locally based Internet Service Provider.)
- Download a Satellite Street Map of the region you plan to bring fiber to from Google Maps.
- Use census data found [Here](#) to determine how many residences and businesses there are in the region you wish to serve. (Use 2021 census data when it is available.)
- Copy the format of these two sections of the Saltspring proposal, replacing regional-specific data with the info you have gathered as per the points above.

## 6. **System & Network Design** (Pages 13-14)

- These two sections may be used primarily as they are, replacing Saltspring with your community name. Please credit graphics to Baylink Networks.

## 7. **Cost of Construction** (Page 15)

- The cost of project construction will vary depending upon network design, the terrain, the distance between premises, how close homes are to the road, and when construction takes place. As of July 2021, a cost of \$6000 per premise was budgeted for bringing fiber to Saltspring for an estimated total cost of \$30 million. This build-out involves approximately 500 kilometers of fiber, with an estimated cost of \$60,000 per kilometer of fiber optic cable installed.
- To get a rough cost estimate for your community as of July 2021, multiply the number of kilometres of fiber needed by \$60,000.
- The exact construction cost of any fiber project will be determined in the Network Design Plan done by a telecommunications-engineering firm experienced in building fiber optic networks.

## 8. **Business Model, Revenue & Profit** (Pages 16 & 17)

- As of 2021, the general monthly expenses for any small Internet Service Provider will be similar to those found on page 16 of the proposal, minus the ferry charges if you live on the mainland.
- To determine your revenue, use the total number of potential subscribers gathered from your census data (the number of residences and businesses in the area you plan to serve). Multiply that figure by 30%, 60% and 90% and determine revenue based on the figures used in the chart on page 17 of the Saltspring proposal.
- Determine Annual Profit by subtracting annual Operating costs from projected Annual Revenue as found in the chart on page 17.

## 9. **Ownership Model, The Next Steps & Measuring Success** (Pages 18-20)

- These three sections may be directly copied, with any desired or required personalised additions.

## 10. **Have fun!**

- Enjoy this journey towards creating net neutral, energy-efficient, safe, fast, cyber-secure and community-controlled Internet.