



THE BROADBAND GROUP

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**The Broadband Group Announces
Historic Broadband Initiative Empowering Municipalities and Utilities**
Making Competitive High-Speed Internet Access a Universal Reality

Las Vegas, NV (September 16, 2019)—[The Broadband Group](#) recently announced that its work with [City Utilities of Springfield \(Missouri\)](#) will effectively enhance Internet capabilities citywide through the expansion of the Utility's fiber optic network infrastructure by more than 1,000 miles—passing more than 105,000 homes. This more than \$120 million investment will result in no additional expense to City Utilities' customers due to the leasing of excess network capacity to new market entrant, [CenturyLink](#).

The monumental initiative was made possible by the implementation of an industry-shifting new service Model developed and refined by The Broadband Group that enables a Utility to make a large investment to upgrade its fiber optic infrastructure without the burden of raising rates. In its work with City Utilities and other utility organizations throughout the country, The Broadband Group provides strategic financial planning, network design, regulatory analysis and construction management oversight throughout the lifespan of a communications infrastructure project. The Broadband Group also facilitates the leasing of a utility's excess dark fiber capacity to qualified Broadband Internet Service Providers. This proves to be mutually beneficial for all parties. The utility's investment to make needed improvements to its infrastructure is reimbursed over time by an Anchor Tenant's lease payments. Changing the status quo, competition within the market is then stimulated by making it financially feasible for Telecommunications companies to enter new markets.

“Upgrading the fiber optic network is necessary for all Utilities to meet their customers’ and local economy’s evolving needs. This Utility Lease Model™ enables Utilities to invest in a better future without mortgaging the present,” said Tom Reiman, Founder and President of The Broadband Group. “This now proven and replicable model enables communities that have previously been left behind in terms of fiber network advancement to reap the economic and social benefits of increased Internet access. It also effectively changes the math for Broadband Internet Service Providers to enter markets they otherwise would not be able to access by easing the capital investment. This is a win-win for all, and we are excited about the possibilities.”

Springfield, Missouri marks the second time that a qualified Broadband Internet Service Provider was able to competitively enter a new market that was formerly served only by established Incumbent Providers. The previous successfully implemented model was in Huntsville, Alabama, when The Broadband Group worked with [Huntsville Utilities](#) to expand its network for internal operational needs, and then lease excess capacity to [Google Fiber](#) as its Anchor Tenant.

This model became a catalyst to [Huntsville's rise](#) as one of the country's most attractive destinations for businesses to establish large-scale operations. Local investments in Huntsville have included Facebook's \$750 million data center and Mazda-Toyota Manufacturing's \$1.6 billion plant to name a few. Huntsville was also recognized as one of the country's most digitalized cities, according to recent [Brookings Institution analysis](#) of federal workforce data.

“This initiative protects public investments, respects private sector growth and adds yet another city to the growing list of truly connected Gigabit communities,” said Patrick Thibeault, The Broadband Group's Chief Technology Officer.

For more information about The Broadband Group, visit <http://www.broadbandgroup.com>.

ABOUT THE BROADBAND GROUP

The Broadband Group (TBG), incorporated in 1997 and headquartered in Las Vegas, NV, is a leading telecommunications consulting and business advisory firm. TBG assists clients in developing plans for advanced broadband, video, voice, security, home control/management, telemedicine, and energy information services for cities, municipalities, utilities, and master planned communities. TBG provides business, financial, engineering design, and technology strategy services that create a sustainable competitive advantage to clients nationwide. TBG Network Services (TBGNS) is a wholly owned subsidiary of TBG.