

## MBC Success Story

### The Southern Virginia Higher Education Center

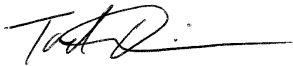


Dear MBC Member:

The MBC Team has been working hard on managing our 700+ miles of new fiber construction. We've found some creative ways around the substantial delays on fiber cable delivery, due to the worldwide fiber shortage caused by the Japanese disaster and skyrocketing demand. We're confident that the budgets and construction deadlines will be met, and our Members will be able to take advantage of these new builds in the very near future.

MBC continues to grow, and we're in process of hiring our 19<sup>th</sup> employee, who will manage our IT, Corporate CRM systems, and local networks. We're proud to be a small part of adding employees in the region, thanks to the support of our Members who continue to expand their businesses and reduce their costs through the use of the MBC network.

Best Regards



Tad Deriso, President & CEO

As we have mentioned in previous newsletter issues, there are different classifications of membership in MBC. The majority of MBC's Members are Class B members -- providers of telecommunications services.

MBC also has seven Class C Members, which are "Governmental and/or Public Sector Providers". One of those Class C Members is the Southern Virginia Higher Education Center (SVHEC).

The SVHEC is located on the banks of the Dan River in South Boston, Virginia. The Center's main building is a 55,000-square-foot renovated stem factory tobacco warehouse that was built in the 1850's. Many of the original factory's architectural features remain, alongside examples of state-of-the-art technology. This mixture of old and new features represent the important part that tobacco played in the early days of industrial development in Southern Virginia and the key role that the SVHEC is playing in the future of the area's economic development. The second part of the SVHEC campus is the Innovation Center. This former American Tobacco Warehouse, was donated to the Halifax Educational Foundation in December 2007.

The SVHEC's mission is "to advance southern Virginia economically, culturally, and socially by providing citizens with affordable, accessible educational opportunities through partnerships and regional cooperation. We are guided by this mission and our core belief that education is the catalyst for change."

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## MBC Success Story (continued)

To fulfill its mission, the SVHEC offers a high quality education through their partnerships with eleven colleges and universities and 13 industry partners. With a wide variety of degree options, students can take courses or pursue a certificate or degree in everything from Nursing and Business Management to Engineering, Digital Art & Design and Product Design & Development. Their programs include: College for Lifelong Learning, Agribusiness, Literacy/ESL, Certificates and Associates Degrees, Bachelor's Degrees, Master's Degrees and Doctoral Degrees. Other initiatives include the Business of Art and Design, the Center of Nursing Excellence and Workforce Services.



### **SVHEC and MBC**

The SVHEC joined MBC to get direct, cost efficient access to the Intranet and to build high-speed direct access to their educational partners in Southern Virginia. The MBC network has enabled SVHEC to have a large Intranet pipe for educational use at a very competitive price, allowing the SVHEC to use their state appropriation efficiently. Access to the MBC network has also enabled a direct “private Intranet” to be built to connect SVHEC’s educational partners in Southern Virginia. The Intranet now supports applications like videoconferencing without the packet delay and bandwidth choke points that occurred before joining MBC. The MBC network also allows SVHEC to provide access to the Internet, Internet 2 and other educational networks in large bandwidth at reasonable prices. This in turn is enabling the SVHEC to participate and partner with Tier 1 universities on research initiatives.

### **SVHEC’s Impact on Southern Virginia**

The SVHEC partners with nine educational partners and 13 industry partners to offer the entire continuum of academic programs, from GED to Ph.D. Currently, 73 academic programs (certificates and degrees) are available to students. Since becoming a state agency in 2001, the SVHEC has served more than 25,000 students across all educational partners and programs. In the years 2008-2010, 183 graduates at Southside Virginia Community College and Danville Community College took at least one course at the SVHEC; many community college students complete most or all of their programs in South Boston. The SVHEC’s impact is greatly improved by their membership in the MBC network, since it enables their educational partners to deliver programs in a number of modalities – face-to-face, videoconference, online and in a hybrid format. This flexibility is part of the reason their partners can offer a full range of programs.

### **SVHEC’s Network Hub**

The network hub of the Southern Virginia Education Network (SVEN) is located in the basement noc at MBC’s headquarters at the Riverstone Technology Park in South Boston. The hub is used as SVHEC’s Intranet gateway and directly ties five Southern Virginia Educational Partners together in a private Ethernet cloud. Because of their SVEN network, the SVHEC has been able to enter into a partnership with the Lake County Distance Education Center in Clarksville, Virginia, providing them with a broadband connection. With this connection, Southside Virginia Community College can now provide credit courses and the SVHEC can provide non-credit programming to the citizens of Mecklenburg County, Virginia. The MBC network and this partnership has enabled SVHEC to expand its reach and regional focus.

### **Future Plans**

This fall, the SVHEC will move into its second facility – the Innovation Center located two doors down from their mail 820 Spruce Street operation. The Innovation Center will serve as SVHEC’s “nerve center” for workforce services and economic development. It will add another 46,000 square feet of badly needed instructional space. The SVHEC’s signature Business of Art & Design programs, the R&D Center for Advanced Manufacturing & Energy Efficiency and division offices for Workforce Services @SVHEC will be housed in the new facility. Additionally, the Innovation Center will be home to an 80+ seat tiered classroom, upfitted with the full technological complement for live or streaming programs.

*“The SVHEC’s relationship with MBC has allowed us to provide cutting-edge technology for student access and distance learning at an affordable price. Because of this technology, students who come to the SVHEC have access to a wide range of educational resources and opportunities. In the coming years, we believe our growth and expansion will be significantly enhanced by our membership in the MBC network.”*

--Hope Harris-Gayles, Communications Manager, SVHEC

For more information about the SVHEC, visit their website at [www.svhec.org](http://www.svhec.org) or contact Hope Harris-Gayles at [hopegayles@svhed.org](mailto:hopegayles@svhed.org) or 434-572-5446.



## MBC/GigaParks in the Media

- The June issue of *Virginia Business Magazine* features an 8-page spread on broadband projects in Southside and Southwest Virginia. Sponsored by the Virginia Tobacco Commission, this spread includes a full page on MBC and GigaParks.
- In late April, an article was written in the *Charleston (W. VA.) Daily Mail* about MBC and our rural ISP member, GNS Networks. Dennis Hunt, owner of GNS Networks in Appomattox County decided he wanted to have Internet service, even though a telecom service provider wasn't bringing that service to his area. So, Mr. Hunt designed and installed his own system that works off a 190-foot tower and became an Internet Service Provider.

Mr. Hunt now has 100 customers in the area. His network runs off the tower he built and one erected by MBC. MBC also laid a fiber optic cable to the area, enabling broadband Internet service. The article provided a description about MBC and quoted MBC CEO and President Tad Deriso as saying that Hunt is doing what MBC was created for – the deployment of Internet service to rural areas in Virginia.

- The May/June issue of the *Rural Cooperatives* magazine (published by the USDA) included information about the new ICF International operations center that will open in Henry County, Virginia in their "Newsline" section. The Newsline article mentioned that the operations center will be located at a Virginia GigaPark, and that the availability of the MBC advanced open-access fiber optic network played a critical role in ICF's decision to open the operations center in Henry County



## MBC Staff Presentations in Southern Virginia

The MBC staff recently visited with the South Hill, Dinwiddie and Farmville Chambers of Commerce to provide an update on the MBC network and ongoing projects. MBC also participated in the Lynchburg Area Chamber Connection Trade Show.



## Visitors to the MBC and GigaPark Websites

Between May 13 and June 12, 2011, there were a steady number of visitors to both sites. Here are some of the highlights:

### **MBC ([www.mbc-va.com](http://www.mbc-va.com))**

1. The MBC website hosted 1,727 visitors.
2. The most popular sections viewed were the Coverage Maps, Contact information and About MBC.

### **GigaPark ([www.gigapark-va.com](http://www.gigapark-va.com))**

1. There were 66 visitors to the GigaPark site during this time period.
2. Viewers visited almost all of the pages equally, with the Technology section experiencing a slight edge.



## MBC Members in the News

### ◆ CenturyLink

CenturyLink earned two “Best-in-Class” Business Services awards, based on the 2011 Business Connectivity Report Card by ATLANTIC-ACM, a telecommunications research benchmarking firm. CenturyLink’s Business Markets Group was recognized for excellence based on customer feedback.

### ◆ Comcast

Comcast Business Services launched business Ethernet service in 20 markets. For now, the services will only be offered in metro areas, where the greatest demand is located. The equipment is from Ciena, Juniper and Cisco.

### ◆ Danville Utilities

nDanville, the open-access fiber optic network operated by MBC Member Danville Utilities, was recently profiled in an article on the home page of the *Community Broadband Networks* website, found at [www.muninetworks.org](http://www.muninetworks.org). The article provided a number of testimonials by users of the network. It also mentioned that nDanville was the recipient of the 2011 Intelligent Community Forum (ICF) Founders Award.

### ◆ Verizon Communications, Inc.

Verizon is developing new connected-home services in partnership with Healthsense. For the initial services, Verizon is providing its network and Healthsense is providing Wi-Fi, in-home sensors and other technology that will enable remote monitoring of seniors’ activities. These new services will help Verizon to extend the reach of FiOS into more MDUs and planned communities that cater to seniors.

### ◆ Verizon Communications, Inc

Verizon has enhanced its cloud offerings for the federal market with its recent acquisition of Terremark Worldwide Inc., a managed IT services and cloud services provider. Verizon is offering federal customers a variety of contract options for cloud services.



## MBC Industry Conferences and Events

**MBC will be participating in these upcoming industry conferences and events in 2011:**

**May 10-11**

**IIR Telecom Cloud and Data Center Services** – Speaking about MBC and GigaParks  
[www.iir-telecoms.com/division/telecoms](http://www.iir-telecoms.com/division/telecoms)

**May 17**

**Data Center Dynamics Conference** – Seattle, WA -- Exhibiting  
[www.datacenterdynamics.com](http://www.datacenterdynamics.com)

**May 23**

**IMN Conference on Financing, Investing and Real Estate Development for Data Centers:** Chicago, IL – Speaking and Exhibiting

**June 30**

**Data Center Dynamics Conference:** San Francisco, CA – Speaking and Exhibiting  
[www.datacenterdynamics.com](http://www.datacenterdynamics.com)

**August 16**

**Data Center Dynamics Conference:** Washington, DC – Exhibiting  
[www.datacenterdynamics.com](http://www.datacenterdynamics.com)



### *Commonwealth of Virginia Office of Governor Bob McDonnell*

#### **Governor McDonnell Announces 61 New Jobs in Virginia**

*Safety Technologies, Inc. to create 46 jobs in Lunenburg County; 15 executive jobs in Fairfax County*

#### **Virginia successfully competed against Alabama, Maryland, New Mexico and Pennsylvania for the project**

**RICHMOND** – May 10, 2011 - Governor Bob McDonnell announced today that Safety Technologies, Inc. (STI), a technology leader in providing a permanent, cost-efficient solution for any type of fuel storage tank against explosions, blasts and fire, will invest \$5.89 million to open a manufacturing facility in Lunenburg County, creating 46 new jobs; and expand its Administrative office in Fairfax County, where the company is based, creating 15 new jobs.

The company holds the exclusive marketing and manufacturing rights for the Detonation Suppression System (DSS™) within North America and marketing/distribution rights to a number of other countries. DSS™ is a unique patented technology developed to prevent explosions and mitigate blasts and the spread of fires in any fuel storage system. The DSS technology also provides significant environmental and energy savings. It cuts in half CO2 emissions into the environment and also it provides energy savings by reducing fuel loss in storage fuel tanks caused by fuel evaporation. STI's top markets include defense, homeland security, state and local government, energy, chemical, transportation and other government and industrial sectors. The company's new operation in Lunenburg County will manufacture an aluminum foil product used in the DSS™. Virginia successfully competed against Alabama, Maryland, New Mexico and Pennsylvania for the project.

Speaking about today's announcement, Governor McDonnell said, "This competitive project is tremendous news for the Commonwealth. STI is a Virginia-headquartered company that manufactures a life-saving product critical in areas of warfare and terrorism. The company chose to also locate its new manufacturing facility in Virginia, and Lunenburg County's trained manufacturing workforce and proximity to the Port of Virginia for international sales sealed the deal. Fairfax County is the ideal base to expand STI's administrative office due to its access to federal clients. An overall gain of 61 new jobs and the growth of a Virginia company is great news for our Commonwealth and our citizens."

"Lunenburg County's infrastructure and the availability of a shell building that could be outfitted to meet STI's needs added to Virginia's advantage over other states," said Jim Cheng, Virginia Secretary of Commerce and Trade. "The company's DSS™ product is one of a kind, and we are proud that a Virginia export helps protect both military troops and civilians nationally and overseas."

STI is a U.S. company registered in the state of Virginia. Its product, DSS™, will defeat enemy or terrorist attacks intended to cause the explosion of any fuel storage tank or fuel tanker. This explosion-suppression technology defeats conventional explosives, incendiary weapons or other attack modes that can have catastrophic consequences, including the loss of lives, disruption of operations, destruction of critical assets, financial losses, and/or environmental disasters. In addition, it provides significant environmental benefits by reducing hydrocarbon emissions as well as energy savings by reducing fuel evaporation loss.



According to Dr. Nick Stergioulas, President and CEO of the company, "Virginia is an ideal location for business. The Commonwealth offers a strong manufacturing base, the best access to domestic and global markets, and the cost of doing business and quality of workforce are among the best in the country. We chose Lunenburg County for our manufacturing facility because of its location, its hardworking workforce and the overall support we got from the local community. We found the location to be ideal due to its proximity to the major Virginia ports and highways, the proximity to Northern Virginia and the availability of suitable workforce that can fulfill our manufacturing needs. We are also very appreciative of the tremendous support we have received from the Virginia Economic Development Partnership, Lunenburg County, Fairfax County, the Virginia Tobacco Indemnification and Community Revitalization Commission, and the Virginia Department of Business Assistance. Their assistance has far exceeded our expectations."

The Virginia Economic Development Partnership worked with Lunenburg County and Fairfax County to secure the project for Virginia. Governor McDonnell approved a \$100,000 grant from the Governor's Opportunity Fund to assist Lunenburg County with the project. The Virginia Tobacco Indemnification and Community Revitalization Commission approved \$160,000 in Tobacco Region Opportunity Funds for the project. The company is eligible to participate in the Virginia Enterprise Zone Program, administered by the Virginia Department of Housing and Community Development. Through its Virginia Jobs Investment Program, the Virginia Department of Business Assistance will provide funding and services to support the company's recruitment and training activities.

Mr. Wayne Hoover, Chairman of the Board of Supervisors of Lunenburg County wishes to welcome Safety Technologies, Inc. to our community. "The joint efforts of all segments of government in Lunenburg County, plus a group of local investors have come to fruition in an exciting way. The coordination efforts of VEDP and our economic development staff to bring together the state and its incentives and grants, the Tobacco Commission, the investors, the local assets, and STI are to be commended. Placing this business that will create good-paying jobs in a building that has remained vacant for many years is a wonderful and revitalizing accomplishment. Safety Technologies, Inc. with its life-saving detonation suppression system product is a company that Lunenburg and Virginia will be proud to call their own."

"I am delighted that the Tobacco Commission could play a part in helping Safety Technologies, Inc. locate a manufacturing facility in Lunenburg County," said Delegate Tommy Wright, a member of the Virginia Tobacco Indemnification and Community Revitalization Commission. "Their investment of \$5.89 million will create much needed jobs for Lunenburg. This type of cooperative thinking will help make a real difference in the economic landscape of Southside Virginia."

"STI is an excellent demonstration of how the growth of a company in Fairfax County can also benefit another part of the Commonwealth," said Gerald L. Gordon, Ph.D., president and CEO of the Fairfax County Economic Development Authority. "Virginia is a great place to conduct a wide variety of business operations."

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### *Commonwealth of Virginia* *Office of Governor Bob McDonnell*

#### **Governor McDonnell Announces Presto Products Company to Expand in Halifax County**

*~ Company to invest \$6 million and create 22 new jobs over the next three years~*

**RICHMOND** –June 17 -- Governor Bob McDonnell today announced that Presto Products Company, a manufacturer of plastic film and bags will invest \$6 million to expand its operation in Halifax County. The company will add five new manufacturing lines, creating 22 new jobs.

Speaking about today's announcement, Governor McDonnell said, "Presto's investment and expansion of five manufacturing lines will allow for increased capacity, serving more customers from its facility in Halifax County. This project will not only increase the company's competitiveness in its market, but also will help secure the future of the plant and 375 employees. I commend the Southern Virginia Higher Education Center for its commitment to workforce training to meet the needs of Halifax County's corporate citizens, and Dominion Virginia Power, which helped ensure that the quality of the plant's electrical service could



accommodate the expanded production capacity. ”

“I anticipate that this expansion is one of more to come as Presto continues to grow in Halifax County,” said Jim Cheng, Virginia Secretary of Commerce and Trade. “By increasing manufacturing capability, the company is investing in its future and will become even more competitive, gain international and domestic market share, and be more profitable.”

Presto is a market-leading supplier of products ranging from private label food and disposer bags to packaging closures, soil stabilization materials and specialty stretch films.

Joy Johnson, Plant Manager of Presto Products stated, “Our vision is to be the customer’s most cost-effective choice for quality and service through Operational Excellence. We are extremely excited that this expansion will allow us to continue to strive towards our vision and allow us to continue to have a strong presence in this community.”

The Virginia Economic Development Partnership worked with Halifax County to secure the project for Virginia. The Southern Virginia Higher Education Center (SVHEC) collaborated with regional partners to develop and coordinate the multi-faceted workforce-training program. Training of incumbent workers will begin at the SVHEC in June.

Dominion Virginia Power also was instrumental in the project, and Deputy Secretary of Commerce and Trade for Rural Development Mary Rae Carter provided additional valuable assistance. Through its Virginia Jobs Investment Program, the Virginia Department of Business Assistance will provide funding and services to support the company’s recruitment, training and retraining activities.

“This is an exciting day for Halifax County and Southern Virginia to have the first tenant in Halifax County Industrial Park announce their continued growth. This facility has grown at an average of \$2 million per year over the last four years, and we are grateful for Presto Products’ investment in Halifax County,” said Mike Sexton, Executive Director of the Industrial Development Authority of Halifax County. “We are also grateful for the infrastructure and workforce support received from our state and local partners as well as the support from the Halifax County Board of Supervisors.”

“This tremendous outcome speaks volumes about the power that public/private partnerships can have in revitalizing Southside Virginia. We have been honored to assist in this effort, are deeply appreciative of Governor McDonnell’s leadership in bringing jobs to Southside, and look forward to future opportunities to collaborate and serve,” said Dr. Betty H. Adams, Executive Director of the Southern Virginia Higher Education Center.

“This project represented an opportunity for Presto Products, state and local officials and Dominion to work together to ensure Presto could expand in Halifax County,” said Dominion Virginia Power Chief Executive Officer Paul D. Koonce. “All partners worked diligently, and the spirit of cooperation successfully created today’s good news.”

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## MBC Mission Statement

The Mid-Atlantic Broadband Cooperative (MBC) provides the leadership and technology infrastructure necessary to assist in the economic revitalization efforts of Southside Virginia by providing high capacity optical transport services on MBC's regional and long-haul network from Atlanta, GA, to Washington, DC.

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