



Mid-Atlantic Broadband Cooperative

COOPERATIVE CONNECTION

Mid-Atlantic Broadband Cooperative Newsletter

Dear MBC Member:

We're delighted to be a part of one of the largest job announcements in Henry County, Virginia in several years. ICF International, a Northern Virginia based professional services firm, is opening a new operations center in Martinsville/Henry County.

Our three broadband stimulus projects continue to progress and construction has begun on a few of the segments. The MBC team is hard at work, and is doing a great job keeping up with the many reporting and accounting requirements.

Finally, we appreciate the hard work of our Board of Directors, our economic development community, the Virginia Tobacco Commission, and the many stakeholders that has allowed MBC to be recognized as one of the Top 10 Notable Economic Development Efforts in the South, and has also enabled Virginia GigaParks to be recognized as one of the 10 Best Data Center Sites in the South!

Best Regards

Tad Deriso, President & CEO

MBC Success Story

Gamewood Technology Group, Inc.



Gamewood Technology Group is a privately-owned technology company based in Danville, Virginia. They have been serving Southside Virginia since 1993 with a variety of Internet connections for business and residential use.

A Different Kind of Telecom Provider History

The company was founded in 1991 by Drs. Frank and Dugan Maddux after they developed one of the first laboratory electronic data interchange programs for the dialysis industry. In 1993, the company decided to develop the first local Internet access service in Southside, Virginia. They named their Internet Service Provider (ISP) service Gamewood Data Systems.

At the same, the founders recognized a need for a kidney disease information clearinghouse. They created an Internet-based portal called RENALNET. This was one of the first medical websites in the world.

Gamewood's Services

Gamewood has greatly expanded their service offerings since their early days as a basic ISP. Their list of services now includes:

- Internet Services – high speed fixed and mobile wireless, dial-up services, DSL, ISDN and T1 lines, spam and virus filtering, website hosting, video conferencing systems, network consulting and spam and virus filtering.
- Networking Services -- structured wiring design, sales and installation; structured wiring testing and certification; fiber optic cabling and testing; network hardware and software design, sales, installation, configuration and repair; and campus network project management.

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MBC Success Story (continued)

- Telephone Systems – voice mail systems and interfacing, key service units, hotel/motel systems, music and advertising on hold, sound and paging systems, VoIP systems, remote programming services and call accounting systems.
- Security – security and fire alarms, video surveillance systems, fixed and mobile DVR systems, and wireless medical pendant alarms. One of their installations for a corporation in Danville has 52 cameras.
- Computer Systems – notebook, desktop and server design, sales, installation, configuration and support; computer repair and upgrades; virus removal; managed IT services and PC tune up services.
- Home/Business/Church – intercom systems, sound systems, home theater, central vacuum and home automation systems.
- Digital Signage Systems – sales and installation.



Gamewood's newest services include:

- A Mitel Data Card with an unlimited data plan.
- IPTV -- They have partnered with MBC Member Citizens Telephone Cooperative. This service replaces traditional cable and satellite-based TV services.

A New Facility for Gamewood

To handle all of these services, Gamewood has acquired a new facility. It is undergoing renovations and they will be moving into the facility in June 2011. The new building is located on Deer Run in Danville, Virginia and is twice as large as their current building.

A New Acquisition

As of April 1, 2011, Gamewood acquired MBC Member Kimbanet, located in Martinsville, Virginia. This acquisition will allow Gamewood to offer new services such as full tower design, construction and maintenance.

MBC and Gamewood

Gamewood began working with MBC in late 2005, after MBC had taken over the assets and operation of the eDan network. Gamewood was one of the first vendors on the eDan network. They assisted with the planning, design, building and fiber deployment of the eDan network in 2003.

Plans for the Future

Gamewood has no current plans for any additional acquisitions. They will continue to grow their network and connectivity using the MBC network. They are working to activate new service on a newly constructed tower to provide high-speed wireless Internet services in the Climax, Virginia area.

“We continue to value our great working relationship with MBC and MBC Member companies. We appreciate the broadband advantages that MBC brings to areas like Danville that traditionally had just a few options that were expensive and only available from the local exchange carrier. We also appreciate the friendly and personal nature of our interactions with MBC employees. It is refreshing to be able to work with people at MBC that have an understanding of our business and don't treat us like just another account number.”

-- M. Edward Wilborne, III, Gamewood Chief Information Officer

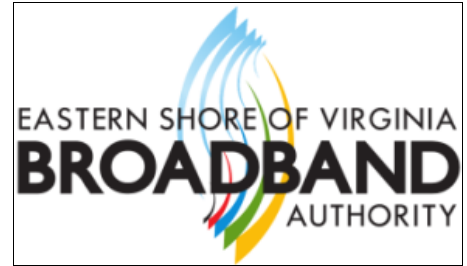
For more information about Gamewood Technology Group, visit their website at www.gamewood.net or call 434.792.2253.



Welcome New MBC Member

Eastern Shore of Virginia Broadband Authority

The Eastern Shore of Virginia Broadband Authority was formed to bring improved broadband and telecommunications services to the businesses and residents of the Eastern Shore of Virginia. The Authority is a public not-for-profit company created under the Virginia Wireless Service Authorities Act and by a resolution of the Counties of Northampton and Accomack. The fiber backbone will be an open access network, allowing public companies to provide services to Eastern Shore residents and businesses. *For more information, visit their website at www.esvabroadband.net.*



MBC Board Retreat

Every year, the MBC Board of Directors and the senior MBC staff participate in a Board Retreat. This meeting provides the opportunity to not only discuss MBC's present position in the industry, but to also look at MBC's strategic vision for the future, new technologies that may impact MBC's operations and its Members and new industry trends. MBC Consultant Robert Picchi facilitated the meeting. There were several outside speakers whose presentations on Emerging Wireless Technologies and the Impact of Demographic Trends on Economic Development in Virginia led to stimulating discussions.



GigaPark News

- ◆ Essel Propack America, LLC recently announced that the company is expanding its manufacturing facility in Danville, Virginia. This facility is located in a Virginia GigaPark.
- ◆ ICF International announced on April 11, 2011 that they will open a new operations center in Henry County, Virginia. The operations center will be located in the Patriot Centre Industrial Park, which is a Virginia GigaPark.



Visitors to the MBC and GigaParks Websites

Between March 6, 2011 and April 5, 2011, there were a large number of visitors to the MBC website (www.mbc-va.com):

- The MBC website had 1,799 visitors.
- These visitors looked at 4,718 pages, for an average of 2.62 pages per visit.

The page with the greatest number of views was the "Coverage Maps" section of the website, followed by the page with MBC Contact Information and Our Services.

The GigaPark website (www.gigapark-va.com) had 59 visitors. They viewed 192 pages, for an average of 2.78 pages per visit. The viewers were interested in

- The description of GigaParks.
- The GigaPark Layer 1 fiber optic network capabilities
- Competitive power offerings in Virginia

As previously mentioned, MBC was proud to play a part in the selection of a GigaPark for the new ICF International operations center. This is the MBC press release that was sent to the media about this exciting announcement.



**For Immediate Release
April 11, 2011**

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ICF International to Open an Operations Center in Henry County, Virginia
More than 500 New Jobs to be Created

Virginia Governor Bob McDonnell announced today that ICF International, a global professional services firm, will open its first operations center for Business Process Management in Henry County, Virginia. ICF International partners with government and commercial clients to deliver professional services and technology solutions in the energy, environment and transportation; health, education and social programs; and homeland security and defense markets.

This \$15 million center will bring 539 new jobs to the region. The operations center will be located in the Patriot Centre Industrial Park, which is designated as a Virginia GigaPark.

GigaParks™ is a marketing initiative created by the Mid-Atlantic Broadband Cooperative (MBC) to showcase the benefits of over 100 business, industrial and technology parks in Southern and Southwestern Virginia. These parks have access to a high capacity broadband infrastructure, along with a low-cost operating environment.

“We’re very proud that MBC’s advanced open-access fiber optic network played an important role in ICF’s decision to locate at the Patriot Centre GigaPark,” said Tad Deriso, President & CEO of MBC. “High capacity, low latency broadband services to key interconnection points, and a choice of telecom providers, are important economic development benefits that MBC brings to the region. Our infrastructure enables companies like ICF to locate their operations center in a low cost region, but yet still enjoy carrier-class network connectivity to the world.”

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About MBC

The Mid-Atlantic Broadband Cooperative (MBC) owns and operates an advanced open-access fiber optic backbone network that provides wholesale optical transport services, collocation, dark fiber, and tower construction/leasing. Over 60 private sector telecom providers are members of MBC. They use MBC’s open access network to expand their reach, reduce their transport costs, enable new services and applications and drive advanced broadband services in Southern Virginia. MBC and its Members serve GigaParks (www.gigapark-va.com) in Southern and Southwestern Virginia. MBC is a not-for-profit 501(c)12 Cooperative whose mission is economic development, job creation and private sector investment. For more information about MBC, visit www.mbc-va.com.



MBC Industry Conferences and Events

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

April 26-28

Broadband Properties Summit – Speaking on a rural broadband panel

www.bbpmag.com/2011s

May 10-11

IIR Telecom Cloud and Data Center Services – Speaking about MBC and GigaParks

www.iir-telecoms.com/division/telecoms

May 17

Data Center Dynamics Conference – Seattle, WA -- Exhibiting

www.datacenterdynamics.com

May 23-25

Virginia Telecommunications Industry Assn. (VTIA) Annual Meeting

www.vtia.org

June 30

Data Center Dynamics Conference: San Francisco, CA – Speaking and Exhibiting

www.datacenterdynamics.com



MBC Members in the News

All of MBC's Member companies and organizations are profiled on MBC's website in the Member Directory link in the Membership portion of the website (www.mbc-va.com). Contact information for all Members is available with their listings.

- ◆ **AboveNet, Inc.** announced it is extending its network capabilities through connections with Neutral Tandem's Ethernet Exchange network.
- ◆ **CenturyLink**
 - The merger of **CenturyLink** and Qwest Communications received approval from the communications regulators and the Justice Department. The merger creates the third largest telecommunications company in the United States. The combined company will use the name CenturyLink.
 - **CenturyLink** has started to show messages at various baseball parks stating that "Qwest is becoming CenturyLink". The Qwest name will be replaced with CenturyLink in August 2011.
- ◆ Cox Business, a division of **Cox Communications**, will break ground on a new fiber-optic backbone network in Rhode island in May 2011. This new backbone will provide low-cost broadband connectivity for government, research, educational and health care entities. The project is mainly funded by a \$21.7 million federal broadband stimulus grant.
- ◆ **FairPoint Communications** plans to extend fiber optic cable to provide faster high-speed wireless services to their customers across Maine, New Hampshire and Vermont.
- ◆ **FiberLight, LLC** announced that it has completed a new 3.5 mile, 432-count underground fiber network in Miami's financial district. The network will provide user access to hundreds of enterprise companies, government and educational facilities located in the area, as well as banks and large condominium complexes. The new network connects to FiberLight's South Florida fiber optic network.

MBC Members in the News (continued)

- ◆ **Tinet**, now a Neutral Tandem subsidiary, has launched a global wholesale offering, “EtherCloud.” EtherCloud is a Layer 2 platform that connects diverse partner networks into an Ethernet cloud that delivers end-to-end Ethernet and VPLS connectivity around the world. Using the EtherCloud, customers can receive price quotes, check for available capacity, order services, and monitor service performance on an end-to-end basis. In addition, the portal acts as a worldwide sales channel that funnels requests to its members for local Ethernet connectivity.
- ◆ **Verizon**
 - ◆ In response to customer demand, **Verizon** plans to deploy 100G technology on some segments of their U.S. network by the end of the second quarter of 2011. This will bring Verizon customers better performance and higher speed for all of the Internet applications. The increase in speed will also lead to improved network efficiency, latency and capacity.
 - ◆ **Verizon** launched their first 4G LTE powered Smartphone, the HTC Thunderbolt. This is the first handset to take advantage of Verizon’s 4G LTE network.
 - ◆ **Verizon** is now offering its FiOS subscribers independent video-on-demand films. Verizon is using Openfilm.com’s online video technology and content delivery platform to access more than 7,200 titles.
- ◆ **Zayo Group** has entered into a dark fiber agreement with the T1Company for services in the Cleveland market. The agreement includes existing and newly constructed fiber and is scheduled to be completed in June 2011.

Southern Virginia Economic Development News



Commonwealth of Virginia
Office of Governor Bob McDonnell

FOR IMMEDIATE RELEASE

March 2, 2011

Governor McDonnell Announces \$1.1 Million Expansion by CBN Secure Technologies in Danville Area *~High Tech Manufacturing Company to Add Operations and 25 Jobs~*

RICHMOND – Governor Bob McDonnell announced today that CBN Secure Technologies, Inc. plans to invest \$1.1 million to expand operations at its Danville facility, adding 25 new jobs. CBN Secure Technologies, Inc. already employs 14 in its facility that produces secure Virginia driver’s licenses and identification cards for the Department of Motor Vehicles. The Ottawa-based company will add new products to its manufacturing operations.

“Virginia is a pro-business state. Our policies encourage existing businesses to expand and create new jobs for our citizens,” said Governor McDonnell. “Our Virginia Jobs Investment Program and Virginia Tobacco Commission played key roles in assisting CBN with this expansion, which will bring much needed new jobs to Southern Virginia.”

Ian Shaw, President of CBN Secure Technologies Inc., said, “We are impressed with the quality and commitment of the staff in Danville, and the support from the Danville area community and the Commonwealth. We are eager to grow and serve our customers with the highest standards of integrity, service, and security.”



CBN Secure Technologies, Inc. Chairma of the Danville Pittsylvania County Regional Industrial Facility Authority (RIFA) said, "Once again, our regional efforts are producing results. The city and county, in conjunction with RIFA, are working tirelessly to ensure the success of our existing industries in the area. As we all work to make sure our corporate citizens prosper, we need to keep in mind our companies can choose to expand and invest anywhere – and when they choose to invest in the Danville region, this tells me our economic development efforts are paying off."

"Pittsylvania County and the City of Danville recognize high technology jobs are the key to prosperity because they offer good wages and quality benefits," said Tim Barber, Chairman of the Pittsylvania County Board of Supervisors. "CBN represents the type of companies we want to attract and retain in the region." Barber added, "This announcement is proof of our commitment to transforming the economy here in Southern Virginia by making sure our existing employers have what they need to grow and remain successful."

Delegate Daniel W. "Danny" Marshall (R-14th) added, "Our trained workforce, transportation system, educational excellence, and overall quality of life are key factors in the economic development of Danville and CBN's expansion, a mutually beneficial partnership."

For more information on CBN Secure Technologies, Inc. please visit www.cbnco.com.

The Virginia Department of Business Assistance (VDBA), created by the Virginia General Assembly in 1996, provides a one-stop-service for technical assistance related to business formation, access to capital, and workforce development. VDBA works with existing businesses as they grow their workforce and mentors entrepreneurs from ideas to launching their first business venture. To accomplish the objectives set forth in Governor McDonnell's Economic Development and Jobs Creation agenda, VDBA has provided \$1.37 billion in financing for Virginia businesses, provided technical assistance to over 16,250 businesses and will host over 60 Entrepreneurial Workshops statewide this year.



*Commonwealth of Virginia
Office of Governor Bob McDonnell*

FOR IMMEDIATE RELEASE
March 16, 2011

Governor McDonnell and Lieutenant Governor Bolling Announce Establishment of Southern Virginia Regional Alliance

Six Southern Virginia localities to promote regional economic development and job creation

DANVILLE – On behalf of Governor Bob McDonnell, Lieutenant Governor Bill Bolling today announced the establishment of the Southern Virginia Regional Alliance (SVRA), a regional marketing partnership between the cities of Danville and Martinsville, and the counties of Halifax, Henry, Patrick and Pittsylvania, created to more effectively promote the assets of the six participating localities.

Lieutenant Governor Bolling was joined by representatives from the six localities, the Virginia Economic Development Partnership, the Virginia Tobacco Indemnification and Community Revitalization Commission and the Administration to launch the partnership at the Institute for Advanced Learning and Research in Danville.

Speaking about today's announcement, Governor McDonnell said, "This is exactly the kind of proactive and cooperative effort that is so crucial to facilitating economic growth and private sector job creation."



We face a tough and competitive global economy. We are competing daily against China, Singapore and India. We can't undermine our collective effort as a Commonwealth by inadvertently competing against each other at the same time. Regions must work together to bring good work opportunities to our citizens. That is what the Southern Virginia Regional Alliance will do. This partnership will maximize the tremendous resources found in each Southern Virginia locality, and make the region an even more attractive location for new employers. This Alliance will get results, and the result will be new good-paying jobs for Southern Virginia."

Lieutenant Governor Bolling commented, "Experience has taught us that our economic development efforts are more successful when regions of the state work together, rather than compete with each other. Last year, Governor McDonnell and I forged a partnership with these localities that encouraged them to work together to promote their region as a great place for business. They accepted our challenge and they have more than risen to the occasion. I really do believe that these localities have done more in the past year to forge a working economic development partnership than any other region of the state, and I am confident that their cooperation will produce positive results. I'm just pleased that we were able to play a role in helping put this partnership together, and I look forward to working with them to bring more jobs to Southern Virginia."

Joining together as the SVRA, local economic development directors will partner to develop a unified marketing campaign, promote the region's assets and identify key industry sectors that align well with the communities strengths to attract new business, industry and jobs to the region.

The SVRA hosted a dozen CEOs and site selection executives from around the country in October at Primland in Patrick County. The group had the opportunity to discuss regional economic development assets, tour the region and attend a race at Martinsville Speedway.

The SVRA is currently in the process of selecting an executive director and has plans for a website and other marketing tools.

Sherman Saunders, Mayor of the City of Danville, stated, "The Southern Virginia Regional Alliance will give us the opportunity to combine all of our individual strengths, enhancing our ability to attract quality economic development projects. I look forward to working with our regional and state economic development partners, as we move ahead and commit to a strategic and united message – Southern Virginia is ready to bring new job creation and increased capital investment to the region."

Mike Sexton, Executive Director of the Halifax Industrial Development Authority, said, "We applaud the forward thinking of the administration and their efforts to bring Southern Virginia together. Having a single point of contact will improve our efforts to bring quality employers and investment to the region."

"The Martinsville-Henry County Economic Development Corporation (MHCEDC) understands the importance of regional marketing to the consulting and corporate world," says Amy Lampe, Chairman of the MHCEDC. "So, we are happy to underwrite our community's share of the cost of this important initiative, which will align Southern Virginia with the rest of Virginia and most states method of marketing economic development by regions."

Tom Rose, Patrick County Administrator stated, "Patrick County is excited to be a partner in the newly formed Southern Virginia Regional Alliance that will be able to offer a dynamic and growing market for locating and expanding firms in order to bring more jobs to the entire region."

"This is a big step forward for this area and regional cooperation," commented Tim Barber, Chairman of the Pittsylvania County Board of Supervisors.

To help launch the effort, the Virginia Economic Development Partnership will provide \$200,000 over two years that will be matched by the six participating localities and the Tobacco Commission. As a result, SRVA has secured \$600,000 to develop an economic development marketing plan to aggressively promote the region.

Senator Frank Ruff (R-Mecklenburg), Vice Chairman of the Tobacco Commission, stated, "The Tobacco Commission is glad to be part of this regional effort. We believe that the assets of each community can have greater impact working together. We cannot expect individual cities and counties to compete if we hope to be part of the international economy. To be a player in today's economy, we must work in tandem with neighboring communities."



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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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