

January 23, 2018

Brent Kittmer, CAO  
Town of St. Marys  
175 Queen Street East  
St. Marys, ON N4X 1B6

**Ref: SouthWestern Integrated Fibre Technology (SWIFT) Membership**

Dear Brent,

Thank you for allowing SWIFT the opportunity to meet with you this past September. As a follow-up to that meeting I wanted to provide an update with regard to the questions and concerns that were tabled during our discussions:

1. Ask SWIFT board to allow another intake to Vendor of Record (VOR) list;
2. Get Festival Hydro and Quadro on board;
3. Have SWIFT send a follow-up letter to the Town of St. Marys' council asking that they join SWIFT as a regional and local economic development initiative.

In September of 2017 SWIFT staff met with our Board of Directors and requested that they re-open the procurement process to provide an opportunity for additional service providers to be added to the VOR list. This request was expressly denied. The procurement process was fair and made a concerted effort to ensure that all service providers were contacted, kept up to date, and given every opportunity to make a submission for pre-qualification. Unfortunately, both Festival and Quadro Networks elected not to submit a proposal so they cannot directly access the funding. That being said, there is still an opportunity for both Festival and Quadro to partner with one of the 28 other pre-qualified service providers to participate in the SWIFT RFP(s) as they are released. Also when the network is operational they will be able to connect to the open access SWIFT funded infrastructure.

Lastly, SWIFT would welcome the opportunity to provide a deputation to council regarding the status of our project and membership request. We have attached a request hereto for your comments and feedback. Thank you again for your time and consideration. We look forward to making a formal presentation to council.

Sincerely,

A handwritten signature in blue ink, appearing to read 'G. Hogan', with a small mark to the right.

Geoff Hogan, Chief Executive Officer  
SouthWestern Integrated Fibre Technology

January 12, 2018

Honorable Mayor Al Strathdee and Council  
Town of St. Marys  
175 Queen Street East  
St. Marys, ON N4X 1B6

**Ref: SouthWestern Integrated Fibre Technology (SWIFT) Membership**

Dear Mr. Strathdee and Council,

SouthWestern Integrated Fibre Technology (SWIFT) is a not-for-profit, collective broadband initiative that is funding the construction of an affordable, open-access, ultra high-speed fibre-optic regional broadband network for everyone in Southwestern Ontario, Caledon and the Niagara Region. To overcome our region's longstanding broadband infrastructure gaps, SWIFT has developed a long-term plan to help more than 3.5 million Ontarians to connect and keep pace in a changing digital world. The project is leveraging over \$180 million in combined investments by the federal and provincial governments and over \$17 million in investments by municipalities across the region. To date, SWIFT has been championed and supported by all fifteen municipal members of the Western Ontario Wardens' Caucus, Caledon and Niagara. Combined, SWIFT represents the connectivity interests of over 15,000-member sites.

SWIFT membership is open to any community or organization that needs connectivity to any of its locations. Members benefit from SWIFT's significant procurement expertise, including aggregated demand, negotiated rates, and support in preparing RFPs for broadband services. As a buying group, SWIFT also ensures greater competition between telecom service providers which will lead to better services at lower prices in member communities. The first phase of the project will invest nearly \$300 million in fibre-optic broadband infrastructure across more than 350 communities.

From manufacturing to agri-food, government services to education, every aspect of our economy requires ultra-high-speed connectivity to access supply chains, commodity markets, marketing boards and other sales, purchasing, communications, banking and employment opportunities. Broadband is a catalyst for innovation, economic prosperity, and global competitiveness. Rural and remote communities across our region are struggling to attract, retain and expand job-creating businesses due to inadequate access to high-speed Internet. Companies are reluctant to open in, or relocate to, these unsupported areas of Ontario because they are limited by the technology they can use to maintain or grow their businesses, isolated from their potential customer base, unable to access global supply chains, unaware of crucial information relating to international market trends, and prevented from

accessing the government programs and services that have been established to help support them. To create more opportunities for our businesses to compete in our increasingly complex and diversified global economy, we need to leverage our collective voices and work together to fund the construction of a scalable, affordable, open-access, ultra-high-speed fibre-optic regional broadband network.

On behalf of the Board of Directors, please consider this letter your formal invitation to join SWIFT as we build the largest publicly funded regional broadband initiative in Canada to date. Following the support and participation of other separated and single-tier municipalities in Southwestern Ontario, I am inviting the Town of St. Marys to become a full contributing member of SWIFT. Becoming a contributing member carries a commitment of \$300000 and comes supported by a guaranteed build of fibre in your community worth at least four times your investment in SWIFT.

I have provided a rationale for the Town of St. Marys membership, attached for your review and dissemination within your municipality. We have developed reasonable payment terms to match your municipality's budget and would be pleased to discuss the full terms and details of membership in the project with you at your convenience.

Please consider this letter our formal invitation to join us in the more long-term process of building a relationship between SWIFT and your community. I would like to arrange a meeting with you and your council to further discuss SWIFT and opportunities for your community to join the project.

We believe that SWIFT will be a transformational infrastructure initiative for Southwestern Ontario, Caledon, and Niagara Region. It is our hope that building 'broadband for everyone' will provide Southwestern Ontario with critical strategic advantages that will help our region grow and prosper in the modern economy. I look forward to discussing the Town of St. Marys' participation in the SWIFT project with you at your earliest convenience. Thank you, in advance, for your consideration of this critically important project.

Sincerely,

A handwritten signature in blue ink, appearing to be 'G. Hogan', with a small flourish at the end.

Geoff Hogan, Chief Executive Officer  
SouthWestern Integrated Fibre Technology