Response to Applicant - Partial Access Granted
Form 4B

Re: Your request for access to information under Part II of the Access to Information and Protection of Privacy Act [Our File #: BTCRD/15/2015]

On April 02, 2015, the Department of Business, Tourism, Culture and Recreation received your request for access to the following records/information:

"I am requesting a copy of briefing notes, information notes, fact sheets, etc on Bell Aliant, Mobility, Bell Canada regarding broad band and cell phone coverage in the province."

- Clarifications of time: 2014-15; and,
- Clarification of versions: final/signed unless no final version available, then last draft.

I am pleased to inform you that your request for access to these records has been granted in part. Access to the remaining records, and/or information contained within the records, has been refused in accordance with Sections: 18.(1)(a)(ix), 18.(2)(a) and 27.(1)(c)(i), 27.(1)(c)(iii) as specified in the Access to Information and Protection of Privacy Act (the Act), (see attached for noted sections).

In accordance with your request a copy of the appropriate records has been enclosed.

Section 43 of the Act provides that you may ask the Information and Privacy Commissioner to review this partial refusal of access or you may appeal the refusal to the Supreme Court Trial Division. A request to the Information and Privacy Commissioner shall be made in writing within 60 days of the date of this letter or within a longer period that may be allowed by the Commissioner.

Records that are refused on the basis of section 18(2)(a) (official cabinet record), you must appeal directly to the Supreme Court Trial Division within 30 days after you receive the decision of the public body, pursuant to section 60. You may also contact the Office of the Information
and Privacy Commissioner who may decide to initiate an appeal pursuant to subsection 60(1.1).

The address and contact information of the Information and Privacy Commissioner is as follows:

Office of the Information and Privacy Commissioner  
2 Canada Drive  
P. O. Box 13004, Stn. A  
St. John’s, NL. A1B 3V8  

Telephone: (709) 729-6309  
Facsimile: (709) 729-6500

In the event that you choose to appeal to the Trial Division, you must do so within 30 days of the date of this letter. Section 60 of the Act sets out the process to be followed when filing such an appeal.

Please be advised that responsive records will be published following a 72 hour period after the response is sent electronically to you or five business days in the case where records are mailed to you. It is the goal to have the responsive records posted to the Office of Public Engagement's website within one business day following the applicable period of time. Please note that requests for personal information will not be posted online.

If you have any further questions, please contact Jonathan Hammond, ATIPP Coordinator, by telephone at 709-729-6811 or by e-mail at JonathanHammond@gov.nl.ca.

Sincerely,

Alastair O’Rielly  
Deputy Minister

Enclosure(s)
Cabinet confidences

18. (1) In this section

(a) "cabinet record" means

(i) advice, recommendations or policy considerations submitted or prepared for submission to the Cabinet,

(ii) draft legislation or regulations submitted or prepared for submission to the Cabinet,

(iii) a memorandum, the purpose of which is to present proposals or recommendations to the Cabinet,

(iv) a discussion paper, policy analysis, proposal, advice or briefing material, including all factual and background material prepared for the Cabinet,

(v) an agenda, minute or other record of Cabinet recording deliberations or decisions of the Cabinet,

(vi) a record used for or which reflects communications or discussions among ministers on matters relating to the making of government decisions or the formulation of government policy,

(vii) a record created for or by a minister for the purpose of briefing that minister on a matter for the Cabinet,

(viii) a record created during the process of developing or preparing a submission for the Cabinet, or

(ix) that portion of a record which contains information about the contents of a record within a class of information referred to in subparagraphs (i) to (viii);

(b) "discontinued cabinet record" means a cabinet record referred to in paragraph (a) the original intent of which was to inform the Cabinet process, but which is neither a supporting Cabinet record nor an official Cabinet record;

(c) "official cabinet record" means a cabinet record referred to in paragraph (a) which has been prepared for and considered in a meeting of the Cabinet; and

(d) "supporting cabinet record" means a Cabinet record referred to in paragraph (a) which informs the Cabinet process, but which is not an official cabinet record.

(2) The head of a public body shall refuse to disclose to an applicant a Cabinet record, including

(a) an official Cabinet record;

(b) a discontinued Cabinet record; and

(c) a supporting Cabinet record.

(3) The commissioner may review the refusal of a Cabinet record by the head of a public body under subsection (2) except where the decision relates to a Cabinet record which has been certified as an official Cabinet record by the Clerk of the Executive Council or his or her delegate.

(4) Where a question arises as to whether a Cabinet record is an official Cabinet record, the certificate of the Clerk of Executive Council or his or her delegate stating that the record is an official Cabinet record is conclusive of the question.

(5) The delegate of the Clerk of the Executive Council referred to in subsections (3) and (4) shall be limited to the Deputy Clerk of the Executive Council and the Secretary of the Treasury Board.
(6) An applicant may appeal a decision of the head of a public body respecting Cabinet records referred to subsection (2), except an official Cabinet record, to the commissioner or the Trial Division under section 43.

(7) An applicant may appeal a decision of the head of a public body respecting a Cabinet record which is an official Cabinet record directly to the Trial Division.

(8) This section does not apply to

(a) information in a record that has been in existence for 20 years or more; or

(b) information in a record of a decision made by the Cabinet on an appeal under an Act.

2012 c25 s6

Disclosure harmful to business interests of a third party

27. (1) The head of a public body shall refuse to disclose to an applicant information that would reveal

(a) trade secrets of a third party;

(b) commercial, financial, labour relations, scientific or technical information of a third party, that is supplied, implicitly or explicitly, in confidence and is treated consistently as confidential information by the third party; or

(c) commercial, financial, labour relations, scientific or technical information the disclosure of which could reasonably be expected to

(i) harm the competitive position of a third party or interfere with the negotiating position of the third party,

(ii) result in similar information no longer being supplied to the public body when it is in the public interest that similar information continue to be supplied,

(iii) result in significant financial loss or gain to any person or organization, or

(iv) reveal information supplied to, or the report of, an arbitrator, mediator, labour relations officer or other person or body appointed to resolve or inquire into a labour relations dispute.

(2) The head of a public body shall refuse to disclose to an applicant information that was obtained on a tax return, gathered for the purpose of determining tax liability or collecting a tax, or royalty information submitted on royalty returns, except where that information is non-identifying aggregate royalty information.

(3) Subsections (1) and (2) do not apply where

(a) the third party consents to the disclosure; or

(b) the information is in a record that is in the custody or control of the Provincial Archives of Newfoundland and Labrador or the archives of a public body and that has been in existence for 50 years or more.

2012 c25 s13
Decision Note
Department of Business, Tourism, Culture and Rural Development

Title: Broadband access for five (5) additional un-served communities.

Decision Required: Whether to provide additional support to Bell Aliant under phase three of the Rural Broadband Initiative to enable broadband access for Great Brehat, St. Carol’s and St. Anthony Bight on the Great Northern Peninsula, Buchans Junction in Central and Point Lance on the Avalon Peninsula.

Background and Current Status:
- Budget 2013 allocated $6.25M over two years to support broadband initiatives ($3.5M in 2013-14, $2.75M in 2014-15). $1.3M flowed last fiscal to Bell Aliant to support broadband access for 20 communities in the Coast of Bays (announced in April 2014). The remaining $2.2M carried forward to 2014-15, resulting in $4.95M for expenditure in 2014-15.

- As part of the third call for proposals under the RBI that closed to bidders on February 28, 2014, fourteen (14) proposals from seven (7) companies were submitted to BTCRD for funding consideration. Submissions were received from: Bell Mobility (8 proposals), Xplornet Communications Inc., Great Northern Wireless (GNW), Burgeo Broadcasting Systems (BBS), Teslogistics, EIION and Bell Aliant.

- Based on the recommendations of a public and private sector evaluation team and the status of BTCRD’s negotiations with carriers, on July 16, 2014, BTCRD announced $3.15M in broadband funding for an additional 81 communities, as follows:

<table>
<thead>
<tr>
<th>EIION</th>
<th>BBS</th>
<th>GNW</th>
<th>Bell Aliant</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>63 communities</td>
<td>10 communities</td>
<td>4 communities</td>
<td>4 communities</td>
<td>81 communities</td>
</tr>
<tr>
<td>2,158 households</td>
<td>391 households</td>
<td>192 households</td>
<td>178 households</td>
<td>2,919 households</td>
</tr>
<tr>
<td>$2.75M</td>
<td>$67K</td>
<td>$268K</td>
<td>$66K</td>
<td>$3.15M</td>
</tr>
</tbody>
</table>

- As per the RFP, this project work is intended to be complete by March 31, 2015. It is expected that it will be necessary to extend the project into 2015-16; therefore BTCRD will be seeking approval to carry-forward the necessary funds as part of the annual budget process.

- Bell Aliant had included in their proposal a request to undertake a fibre build in southern Labrador and to increase capacity in the Labrador Straits. This was approved in a Decision Note on August 6, 2014 (attached). The total cost of both those initiatives is $325K.

- Excluding cellular and satellite-based broadband service, following the completion of above projects in 2015, 98 per cent of the province’s population will have access to broadband. Approximately $1.44M of the total $6.25M remains available to support broadband access for the remaining un/under-served communities. BTCRD is continuing to negotiate cost-effective solutions with carriers and other potential funding partners.
Bell Aliant – Awards and Negotiations, Northern Peninsula and Southern Labrador

- Bell Aliant’s original proposal under RBI III was based on delivering the company’s conventional DSL service to three communities namely: St. Paul’s and Pine’s Cove on the Northern Peninsula and Red Bay in southern Labrador. The full proposal offered to serve a total of 207 households at an average cost per household of $4,599 based upon eligible costs (average cost to GNL $3,450). The original proposal breakdown with eligible cost of $952K is as follows:

1. DSL to St. Paul’s (99 households) and Pines Cove (30 households) is approximately $100K for an average of $752 per household based upon eligible costs (average cost to GNL of $581).

2. DSL to Red Bay - accomplished by installing redundant radio links from Flower’s Cove to L’Anse au Loup and building 40km of fiber to Red Bay (78 households) is approximately $10,925 per household based upon eligible costs (average cost to GNL of $8,192). Represents 89.5 per cent ($852K) of total proposal costs.

Awarded:

- As announced in July 2014, BCTRD has conditionally approved funding to a maximum of $66K to Bell Aliant for the provision of broadband access for the Northern Peninsula communities of Pines Cove and Eddies Cove (contract pending). Eddies Cove was swapped in to replace St. Paul’s, one of 63 communities awarded to EION under RBI III.

- Bell Aliant had agreed to provide DSL service to both Three Rock Cove and Jerry’s Nose at their cost which did not require funding from RBI.

- Bell Aliant was also awarded the fibre build to Red Bay and the implementation of upgrading infrastructure to relieve congestion in the Labrador Straits from L’Anse au Loup to Pinware. See Decision Note, August 6, 2014 (attached).

Proposed Additional Funding:

- As a result of ongoing negotiations with Bell Aliant, and the representation BCTRD has received from the area, private funding has been offered on behalf of the towns of Great Brehat, St. Carol’s and St. Anthony Bight in the amount of $30K towards the project. The total cost of this project will be $260K for implementation of DSL service. Bell Aliant is seeking $208K from RBI funding for this project.

- Further, Bell Aliant and BCTRD have received many requests to provide broadband service to Buchans Junction. This area of the province is one of the last for this region that remain unserved which should be considered for completion. The total project cost is $43,200 which Bell Aliant is seeking a 75 per cent ($32,400) contribution from RBI.

- The July 2014 projects announced, in addition to the new and proposed awards to Bell Aliant, results in the following revised project funding details:

<table>
<thead>
<tr>
<th>EION communities</th>
<th>BBS communities</th>
<th>GNW communities</th>
<th>Bell Aliant communities</th>
<th>TOTAL communities</th>
</tr>
</thead>
<tbody>
<tr>
<td>63</td>
<td>10</td>
<td>4</td>
<td>15</td>
<td>92</td>
</tr>
<tr>
<td>2,158 households</td>
<td>391 households</td>
<td>192 households</td>
<td>979 households</td>
<td>3,720 households</td>
</tr>
<tr>
<td>$2.75M</td>
<td>$67K</td>
<td>$268K</td>
<td>$631,400</td>
<td>$3.76M</td>
</tr>
</tbody>
</table>
Recommendation:

- It is recommended that BTCRD's draft a Letter of Notification to Bell Aliant under RBI III (attached) include the following:

  1. Include conditionally approved funding to a maximum of $208K (50 percent of total project costs) for the provision of DSL service to the communities of Great Brehat, St. Carol's and St. Anthony Bight contingent on a letter of participation from the private source in the amount of $30k, and,

  2. Include conditionally approved funding to a maximum of $32,400, for providing service to the community of Buchans Junction.

Prepared/reviewed by: H. Keats/D. Coombs/M. Ploughman

Approved by:

October 30, 2014
October 30, 2014

John Swantee
Director, Network Strategy
Bell Aliant Regional Communications, Limited Partnership
760 Topsail Road
Mount Pearl, NL A1N 3J5

Dear Mr. Swantee:

RE: Rural Broadband Initiative, Phase III

Your subsequent proposal’s to the Department of Business, Tourism, Culture and Rural Development (BTCRD) under the Rural Broadband Initiative has been conditionally approved for eligible project costs up to a maximum amount of two hundred forty thousand four hundred dollars ($240,400.00), subject to the availability of funds and contingent on a comfort letter from the private source identified by Bell Aliant in the amount of $30,000.

The terms and conditions, to be negotiated, will mirror those as outlined in previous RBI agreements between BTD and Bell Aliant. These funds are allocated for the provisioning of broadband service to Great Breda (BTCRD # 252), St. Carol’s (BTCRD # 251) and St. Anthony Bight (BTCRD # 250) on the Great Northern Peninsula and Buchans Junction (BTCRD # 329) in central Newfoundland and Labrador.

The Minister of BTD reserves the right to make public, information regarding this project including but not limited to, project applicant, project location, funding amount and a brief project description. In addition, the Minister shall be advised of any announcement or ceremony regarding the project.

If you have any questions regarding this letter of notification, please contact Hayward Keats at 729-0677. Please respond with your acceptance of this notification via email at haywardkeats@gov.nl.ca.

Sincerely,

Mark Ploughman
Assistant Deputy Minister
Decision Note
Department of Innovation, Business and Rural Development

Title: Broadband access for Southern Labrador

Decision Required: Whether to provide additional support to Bell Alliant under phase three of the Rural Broadband Initiative to enable broadband access for Southern Labrador.

Background and Current Status:
- Budget 2013 allocated $6.25M over two years to support broadband initiatives ($3.5M in 2013-14, $2.75M in 2014-15). $1.6M flowed last fiscal to Bell Alliant to support broadband access for 20 communities in the Coast of Bays (announced in April 2014). The remaining $2.2M carried forward to 2014-15, resulting in $4.95M for expenditure in 2014-15.
- As part of the third call for proposals under the RBI, that closed to bidders on February 28, 2014, fourteen (14) proposals from seven (7) companies were submitted to IBRD for funding consideration. Submissions were received from: Bell Mobility (8 proposals), Xplornet Communications Inc., Great Northern Wireless (GNW), Barge Broadcasting Systems (BBS), Telogistics, EION and Bell Alliant.
- Based on the recommendations of a public and private sector evaluation team and the status of IBRD’s negotiations with carriers, on July 16, 2014, IBRD announced $3.15M in broadband funding for an additional 81 communities, as follows:

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- As per the RFP, this project work is intended to be complete by March 31, 2015. Should it become necessary to extend the project into 2015-16, IBRD will seek approval to carry-forward the necessary funds as part of the annual budget process in the fall of 2014.
- Excluding cellular and satellite-based broadband service, following the completion of above projects in 2015, 98% of the province’s population will have access to broadband. Approximately $1.8M of the total $6.25M remains available to support broadband access for the remaining unserved communities. IBRD is continuing to negotiate cost-effective solutions with carriers and other potential funding partners.

Bell Alliant – Awards and Negotiations, Northern Peninsula and Southern Labrador
- Bell Alliant’s original proposal under RBI III was based on delivering the company’s conventional DSL service to three communities namely: St. Paul’s and Pine’s Cove on the Northern Peninsula and Red Bay in Southern Labrador. The full proposal offered to serve a total of 207 households at an average cost per household of $4,999 based upon eligible costs (average cost to GNW, $3,450). The original proposal breakdown with eligible cost of $852K is as follows:
1. DSL to St. Paul's (99 households) and Pines Cove (10 households) is approximately $100K for an average of $752 per household based upon eligible costs (average cost to GNL of $581).

2. DSL to Red Bay - accomplished by installing redundant radio links from Flower's Cove to L'Anse au Loup and building 40km of fiber to Red Bay (78 households) is approximately $10,925 per household based upon eligible costs (average cost to GNL of $3,192). Represents 89.5 per cent ($8,520K) of total proposal costs.

Awarded:
- As announced in July 2014, and as per the attached Letter of Notification (Annex A), IBRD has conditionally approved funding to a maximum of $66K to Bell Alliant for the provision of broadband access for the Northern Peninsula communities of Pines Cove and Eddies Cove (contract pending). Eddies Cove was swapped in to replace St. Paul's, one of 63 communities awarded to EION under RHI III.

Proposed Additional Funding:
- As a result of ongoing negotiations with Bell Alliant, for a total project cost of $250K for a radio upgrade, the company proposes to immediately provide congestion relief to four (4) communities closed to DSL sales for the past 24 months. These communities (listed below) are fed via the southern route originating in Flower's Cove and terminating in Happy-Valley Goose Bay.

- Further for a total project cost of $600K, Bell Alliant proposes a fibre build into Red Bay, with financial support from IBRD and ACOA ($200K each). This lower than originally proposed cost ($852K) takes advantage of work ongoing in the ground in region with NL Hydro, allowing for the elimination of mobilization/demobilization costs. The cost breakdown is as follows:
  - $470K for fibre related costs (material, engineering, project management, contract services);
  - $70K for transport;
  - $30K for NGN;
  - $30K for DSL node in Red Bay.

- A key consideration for the cost of this project is the delivery timeframe for the fibre cable. A date for delivery is generated once ordered, generally taking 4-5 weeks (potentially longer to Labrador). To avoid any increased costs associated with weather, Bell Alliant would want to complete the fibre build by the end of October, starting the project in mid-September. Bell Alliant would also be seeking to understand whether or not GNL would be looking for a fibre RU for this cable.

- An alternative to a fibre build into Red Bay is a radio solution between L'Anse au Loup and Red Bay at an overall project cost of approximately $460K. This option provides only a fraction of the long term capacity that a fibre connection provides, with the fibre solution "future-proofed" via the eventual connection to the embedded fibre of the Mudflats transmission line including the Strait of Belle Isle (SOSI) submarine cables, allowing for 1Gbps for Red Bay alone versus 150Mbps with radio. In consideration of the possibility of
additional coastal Labrador fibre builds, Red Bay should not be considered "last mile". The marginal benefit of fibre versus microwave in that context would be justified.

Recommendation:
- It is recommended that IBRD’s Letter of Notification to Bell Aliant under RBI III (attached) be amended to:
  
  1. Include conditionally approved funding to a maximum of $1.25K (50 percent of total project costs) for the provision of congestion relief to communities (West St. Modeste, Lance au Clair, Fortou, Lance au Loup) on the southern coast of Labrador; and,

  2. Include conditionally approved funding to a maximum of $200K, contingent on the equal participation of ACOA and Bell Aliant in support of a fibre build into Red Bay.

Prepared/reviewed by: D. Coombs/M. Ploughman
Approved by: A. O’Rielly

August 6, 2014
Decision Note
Department of Innovation, Business and Rural Development

Title: Broadband access for Southern Labrador

Decision Required: Whether to provide additional support to Bell Aliant under phase three of the Rural Broadband Initiative to enable broadband access for Southern Labrador.

Background and Current Status:
- Budget 2013 allocated $6.25M over two years to support broadband initiatives ($3.5M in 2013-14, $2.75M in 2014-15). $1.3M flowed last fiscal to Bell Aliant to support broadband access for 20 communities in the Coast of Bays (announced in April 2014). The remaining $2.2M carried forward to 2014-15, resulting in $4.95M for expenditure in 2014-15.

- As part of the third call for proposals under the RBI that closed to bidders on February 28, 2014, fourteen (14) proposals from seven (7) companies were submitted to IBRD for funding consideration. Submissions were received from: Bell Mobility (8 proposals), Xplornet Communications Inc., Great Northern Wireless (GNW), Burgeo Broadcasting Systems (BBS), Teslagistics, EION and Bell Aliant.

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- Excluding cellular and satellite-based broadband service, following the completion of above projects in 2015, 98 per cent of the province’s population will have access to broadband. Approximately $1.8M of the total $6.25M remains available to support broadband access for the remaining un/under-served communities. IBRD is continuing to negotiate cost-effective solutions with carriers and other potential funding partners.

Bell Aliant – Awards and Negotiations, Northern Peninsula and Southern Labrador
- Bell Aliant’s original proposal under RBI III was based on delivering the company’s conventional DSL service to three communities namely: St. Paul’s and Pine’s Cove on the Northern Peninsula and Red Bay in southern Labrador. The full proposal offered to serve a total of 207 households at an average cost per household of $4,599 based upon eligible costs (average cost to GNL $3,450). The original proposal breakdown with eligible cost of $952K is as follows:
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Awarded:
- As announced in July 2014, and as per the attached Letter of Notification (Annex A), IBRD has conditionally approved funding to a maximum of $66K to Bell Aliant for the provision of broadband access for the Northern Peninsula communities of Pines Cove and Eddies Cove (contract pending). Eddies Cove was swapped in to replace St. Paul’s, one of 63 communities awarded to EIOn under RBI III.

Proposed Additional Funding:
- As a result of ongoing negotiations with Bell Aliant, for a total project cost of $250K for a radio upgrade, the company proposes to immediately provide congestion relief to four (4) communities closed to DSL sales for the past 24 months. These communities (listed below) are fed via the southern route originating in Flower’s Cove and terminating in Happy-Valley Goose Bay.

- Further for a total project cost of $600K, Bell Aliant proposes a fibre build into Red Bay, with financial support from IBRD and ACOA ($200K each). This lower than originally proposed cost ($852K) takes advantage of work ongoing on the ground in region with NL Hydro, allowing for the elimination of mobilization/demobilization costs. The cost breakdown is as follows:
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- An alternative to a fibre build into Red Bay is a radio solution between L’Anse au Loup and Red Bay at an overall project cost of approximately $460K. This option provides only a fraction of the long term capacity that a fibre connection provides, with the fibre solution “future-proofed” via the eventual connection to the embedded fibre of the Muskrat Falls transmission line including the Strait of Belle Isle (SOBI) submarine cables, allowing for 1Gbps for Red Bay alone versus 150Mbps with radio. In consideration of the possibility of
additional coastal Labrador fibre builds, Red Bay should not be considered "last mile". The marginal benefit of fibre versus microwave in that context would be justified.

**Recommendation:**
- It is recommended that IBRD’s Letter of Notification to Bell Aliant under RBI III (attached) be amended to:
  
  1. Include conditionally approved funding to a maximum of $125K (50 percent of total project costs) for the provision of congestion relief to communities (West St. Modeste, Lance au Clair, Forteau, Lance au Loup) on the southern coast of Labrador; and,

  2. Include conditionally approved funding to a maximum of $200K, contingent on the equal participation of ACOA and Bell Aliant in support of a fibre build into Red Bay.

prepared/reviewed by: D. Coombs/M. Ploughman
Approved by: A. O'Rielly

August 6, 2014

[Signature]

August 12, 2014
July 7, 2014

John Swantee  
Director, Network Strategy  
Bell Aliant Regional Communications, Limited Partnership  
760 Topsail Road  
Mount Pearl, NL A1N 3J5

Dear Mr. Swantee:

RE: Rural Broadband Initiative, Phase III

Your proposal to the Department of Innovation, Business and Rural Development (IBRD) under the Rural Broadband Initiative has been conditionally approved for eligible project costs up to a maximum amount of one sixty-six thousand dollars ($66,000.00), subject to the availability of funds.

The terms and conditions, to be negotiated, will mirror those as outlined in previous RBI agreements between IBRD and Bell Aliant. These funds are allocated for the provisioning of broadband service to Pines Cove (IBRD # 227) and Eddies Cove (IBRD # 231) on the Great Northern Peninsula.

The Minister of IBRD reserves the right to make public, information regarding this project including but not limited to, project applicant, project location, funding amount and a brief project description. In addition, the Minister shall be advised of any announcement or ceremony regarding the project.

If you have any questions regarding this letter of notification, please contact Hayward Keats at 729-0677. Please respond with your acceptance of this notification via email at haywardkeats@gov.nl.ca.

Sincerely,

Mark Ploughman  
Assistant Deputy Minister
Meeting Note
Department of Business, Tourism, Culture and Rural Development
Premier Davis Meeting with Mr. Dan McKeen, Bell Aliant
Thursday, March 19, 2015 at 3:00 p.m.
Location TBD

Attendees:
- Dan McKeen, Vice Chair and VP Residential Service Bell Aliant (bio attached)
- Mark Ploughman, ADM, Innovation and Strategic Industries, BTCRD

Purpose of Meeting:
- At the request of Mr. McKeen, an introductory meeting to provide an update on the recently completed privatization of Bell Aliant in Atlantic Canada by Bell Canada Enterprises (BCE) and specific implications for Newfoundland and Labrador. There is no formal agenda for this meeting.

Background:
- Bell Aliant Inc (successor to Aliant Inc) is a communications company providing services in various areas throughout eastern Canada, under the NorthernTel, DMTS, Cellcom Communications, and Télébec brands in rural areas of Ontario and Quebec, and as Bell Aliant throughout Atlantic Canada.

- BCE, which has been the largest shareholder in the company (and most of its predecessors), announced plans in July 2014 to take full ownership of Bell Aliant, continuing under the Bell Aliant brand name in Atlantic Canada. BCE purchased the stake in Bell Aliant that it doesn’t already own for $3.95 billion in cash and stock, completing the privatization transaction in November of 2014.

- GNL and its funded bodies represent one of the largest users of information and telecommunications services in the province, with a combined telecom and data spend of more than $30M per year.

- Bell Aliant has also been an important partner in Government’s Rural Broadband Initiative (RBI), receiving $7.5M to provide broadband service to 51 communities and 6,388 households in the province since the initiative began in 2011.

- BCE has indicated that it plans a capital investment of $2.1 billion across Atlantic Canada over the next five years to continue the roll out broadband wireline and wireless for consumers and business users.

Possible Discussion Item # 1- Impact of the Privatization of Bell Aliant in NL
- The merger has resulted in a company that serves some 2 million consumers and 80,000 businesses. The company has 8,400 employees in the four provinces, with some 1,929 in Newfoundland and Labrador.
Potential Speaking Points

- The Government of Newfoundland and Labrador has worked closely with Bell Aliant over the years; however, it appears that Aliant’s presence has been diminishing in the province compared to that in the other Atlantic Provinces.

- In light of the recent change in ownership structure, the Premier may wish to ask about how Bell Aliant’s presence in Newfoundland and Labrador is changing and whether there is a proportionate share of activity relative to the other Atlantic Provinces.

- The Premier may wish to establish that it is the desire of this government to see that competitive services are available throughout all regions of the province.

Possible Discussion Item #2 - Government Procurement Strategy

- In July of 2014, GPA, OCIO and the Departments of Transportation and Works and Business, Tourism, Culture and Rural Development released a Request for Information (RFI) from interested parties to help inform the future direction of GNL procurement and provision of various telecommunications, data and television related services (referred to by the industry as Information, Communication and Technology, or ‘ICT’ services.) The aim was obtain information about the current and future offerings of the market players, and to solicit their observations and suggestions as to how GNL should be utilizing and procuring such services.

- Bell Aliant submitted a response, along with 7 others (including major network providers Rogers, Eastlink and Telus, as well as several niche players.)
Possible Discussion Item # 3- Rural Broadband Initiative

- Through the Rural Broadband Initiative (RBI), GNL is working to address gaps and deficiencies in broadband service infrastructure to households and businesses throughout the province.

- To improve access, Government provides a financial incentive under RBI for telecommunications companies to deliver broadband service in communities where otherwise there would not be a business case. Following implementation of projects recently announced under the third phase of RBI, 98 per cent of our province’s population will have access to broadband service.

- In 2014-15, Bell Aliant was successful in securing $1.9M in RBI III to support the deployment of broadband services (new and expanded) to 39 communities.

- In October 2014, Industry Canada issued a call for applications under the $305M Connecting Canadians Program (CCP). Similar to RBI, internet service providers can apply to receive funding to build wireless or wired infrastructure to extend and enhance broadband connectivity. The aim of CCP is to bring high-speed internet to an additional 280,000 homes in rural and remote regions of the country.

- The call for applications under the CCP closed on January 12, 2015, with applications currently under review as part of a national competitive process.

- To ensure maximum Program benefit for NL residents, BTCRD is making funds available to leverage federal support for broadband projects in NL that support the principles and priorities of the province’s Rural Broadband Initiative. For most projects, the CCP may fund up to 50 per cent of eligible project costs. The RBP may provide up to an additional 25 per cent to provide stacking to 75 per cent of total project cost.

- Bell Aliant has applied for various projects under the CCP and BTCRD has issued a comfort letter to all carriers (including Bell Aliant) for the potential of funding of up to 25 per cent on approved CCP projects.

Potential Speaking Points

- BCE has indicated that it plans a capital investment of $2.1 billion across Atlantic Canada over the next five years to continue the roll out broadband wireline and wireless for consumers and business users.

- The Premier may wish to inquire about the status of planned capital investments in Newfoundland and Labrador.

Possible Discussion Item # 4 - Cellular Coverage

- Industry Canada has put up for auction the 700 megahertz spectrum for auction. This is the spectrum normally utilized by analog Television broadcasters. It has a much greater reach and propagation of signal which will translate into a stronger signal over a much wider area.
• Bell has obtained this spectrum for the entire province.

• Bell Aliant and Rogers have in the past with an agreement under Inuksuk Wireless purchased spectrum for this province and to date have not used it. It will expire in 2017.

• Bell Mobility recent statistics shows 75% of the roads on the island portion of the province and 25% of the roads in Labrador have cell phone coverage.

• Bell Mobility internal review of coverage as of April 2014 available to the entire population of the province is at 96.3%.

Potential Speaking Points
• The Premier may wish to seek Bell Aliant’s position on spectrum and how it plans on deploying service in this province.

• What are Bell’s future plans for cellular coverage in areas of no or poor cellular coverage?

• What are Bell’s thoughts on allowing independent ISP’s and wireless innovations to extend coverage?

Prepared/reviewed by: D. Coombs/M. Ploughman in consultation with GPA and OCIO
Approved by:
March 13, 2015
Appointment to Bell Aliant (2010)

Bell Aliant appoints Dan McKeen as Senior Vice President, Customer Solutions

HALIFAX, Jan. 7 /CNW/ - Bell Aliant (TSX: BA:UN) announced today the appointment of Dan McKeen as Senior Vice President, Customer Solutions, effective January 28, 2010.

Mr. McKeen joins Bell Aliant with a strong track record of marketing and executive leadership in the communications and information technology sectors. Prior to his appointment, he held a number of leadership positions at Bragg Communications, a competitor of Bell Aliant under the Eastlink brand. His positions at Eastlink included Director of Marketing and New Business Development and, subsequently, Co-Chief Executive Officer.

In welcoming Mr. McKeen to Bell Aliant, Karen Sheriff, President and Chief Executive Officer said, "Dan's knowledge of the telecommunications, internet and television markets across our territory is both first-hand and deep. I am extremely pleased that Dan has chosen to move to Bell Aliant for the next stage of his career."

As Senior Vice President Customer Solutions, McKeen will assume leadership and responsibility for all aspects of marketing, sales and contact centre operations. He takes over the role from Heather Tulk who was recently appointed Senior Vice President, Residential Products, at Bell Canada in Toronto.

A graduate of Acadia University, McKeen began his career in marketing in 1985 and has held increasingly responsible executive positions, with a particular focus on marketing and business development, over the past 24 years. He has received several honours and awards for his business and volunteer accomplishments including the Frederick T. Metcalf Award for Cable Television Marketing and the Canadian Cable Television Association Award for excellence in Customer Service.

McKeen has strong ties to the community as a volunteer and advocate. He is Vice-President Girls for Dartmouth United Soccer Club, coaches an under-18 girls' soccer team, and is president of Recovery for Chernobyl's Children Society, a local group that every summer hosts Belarusian children who were affected by the 1986 Chernobyl nuclear disaster. Dan lives in Dartmouth, Nova Scotia, with his wife Cynthia and their two daughters.