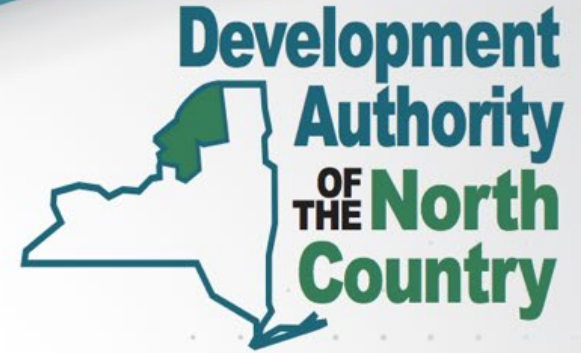


One Region. Partners in Development.



www.danc.org

**Adirondack Park Agency
Economic Development Committee
March 14, 2024**

The Development Authority of the North Country works with partners to meet the region's infrastructure needs in water, sewer, housing, telecommunications and solid waste management. The Authority also provides technical services to municipalities that strengthen communities and build capacity for economic development.

Mission

To serve the common interests of Jefferson, Lewis, and St. Lawrence Counties by providing assistance and infrastructure which will enhance the economic vitality of our region and promote the health and well being of its communities.

Development
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Who We Are & What We Do

- Public benefit corporation established by NYS Legislature in 1985 to develop & manage infrastructure required by reactivation of 10th Mountain Division
- Revenue-driven, Authority receives no operating funds from New York State
- 13-member, unpaid Board of Directors
 - Four partners: City of Watertown, Jefferson, St. Lawrence & Lewis counties
- 90 employees
- Unique among public authorities, DANC owns and operates a number of revenue-based infrastructure facilities including water and wastewater facilities, an extensive fiber optic network and a regional landfill
- Authority has five divisions that serve customers and provide services to municipalities and partners

Services

Development
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- **Regional Development**
 - Housing & business loan funds; housing program administration, community planning
- **Materials Management**
 - Regional landfill, regional recycling
- **Water Quality**
 - Ownership of water & sewer lines, contractual oversight of water & wastewater facilities
- **Engineering**
 - GIS, SCADA, technical services
- **Telecommunications**
 - [Open Access](#) Telecommunication Network



Proudly Serving Our
Partners in Development

- Business & Housing Programs
- Housing Program Administration
- Grant Writing & Administration
- Loan Underwriting Services
- Community Planning

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Regional Development

- Business loan program administration
- Housing project administration
- Community technical assistance
- Community planning



Town House Lodge, Lake Placid NY



Proudly Serving Our
Partners in Development

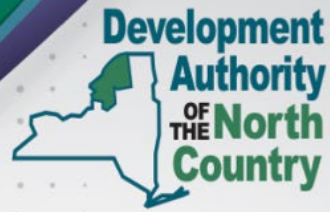
- Environmentally Sustainable Waste Disposal
- Recycling Program Development & Assistance
- Waste Diversion Education & Awareness
- Excellent Customer Service
- Public Recreational Trails

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Materials Management Facility



- Opened in 1992
- 1,500 acre site in Town of Rodman; ~200 acres in use
- Serves Jefferson, St. Lawrence and Lewis counties. We recently completed a \$24 million expansion of our landfill in Rodman. This expansion extends the useful life of the existing landfill by approximately 50 years and secures uninterrupted, long-term disposal capacity that is locally controlled, environmentally sound and cost-efficient



Proudly Serving Our
Partners in Development

- Local Government Technical Assistance
- GIS Data Development & Hosting
- Capital Project Management
- SCADA Services

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Engineering Services

Solving complex problems for municipalities that have limited internal resources/staff

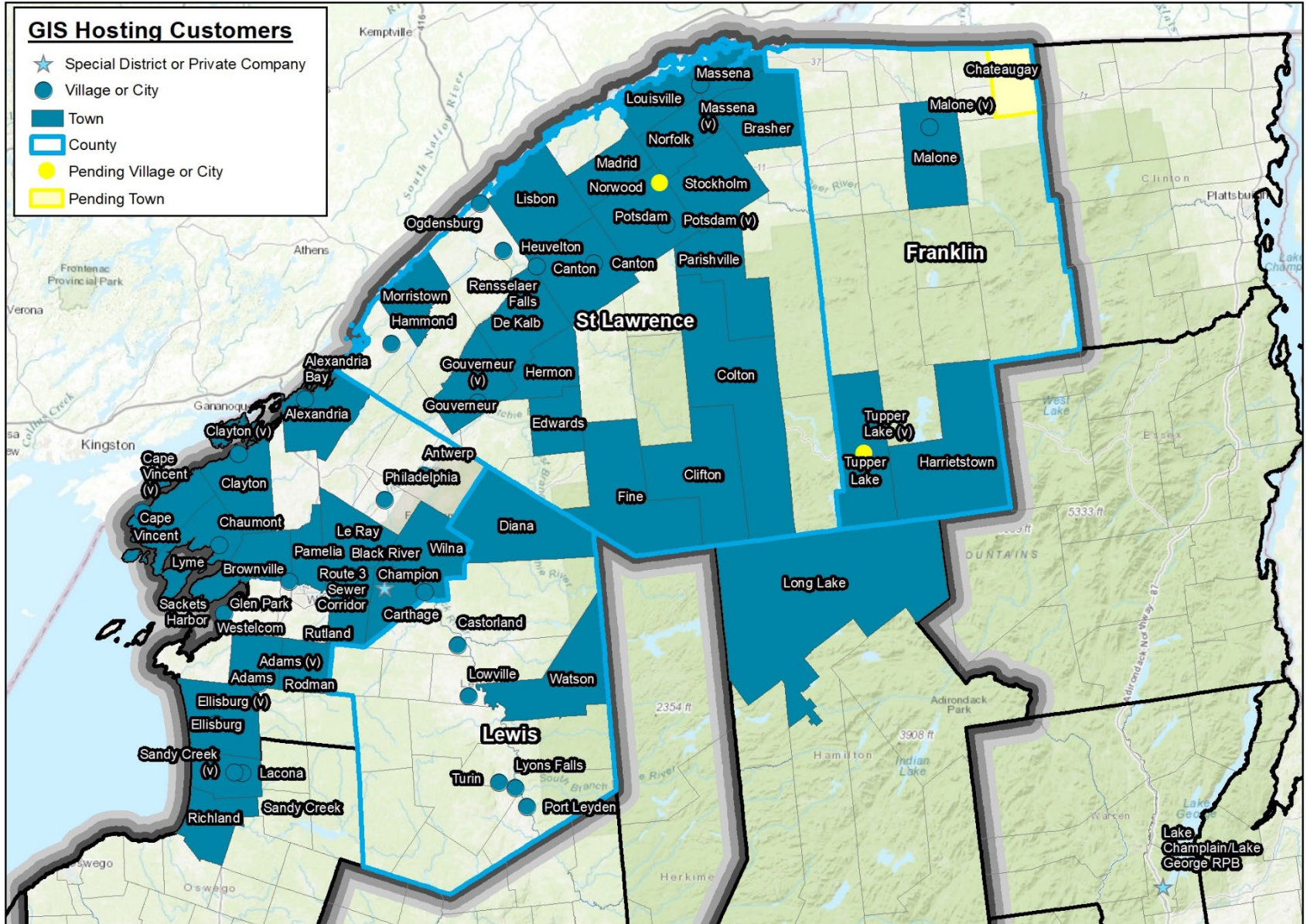
- Services offered:
 - Project grant writing/administration
 - Capital project management
 - Asset management planning
 - Water/sewer technical assistance
 - GIS development, training and web-based data hosting
 - SCADA (Supervisory Control and Data Acquisition) services
 - Development, control engineering and integration
 - Municipal efficiency studies
 - Experienced staff
 - Project managers
 - Licensed Professional Engineers
 - GIS professionals
 - Safety and environmental professionals

GIS Hosting Customers - FYE 25

Date: 3/12/2024

GIS Hosting Customers

- ★ Special District or Private Company
- Village or City
- Town
- County
- Pending Village or City
- Pending Town





Proudly Serving Our
Partners in Development

- Water & Wastewater Certified Operators
- System Operations & Maintenance
- Dedicated On Call Response Team
- Process Control & Monitoring

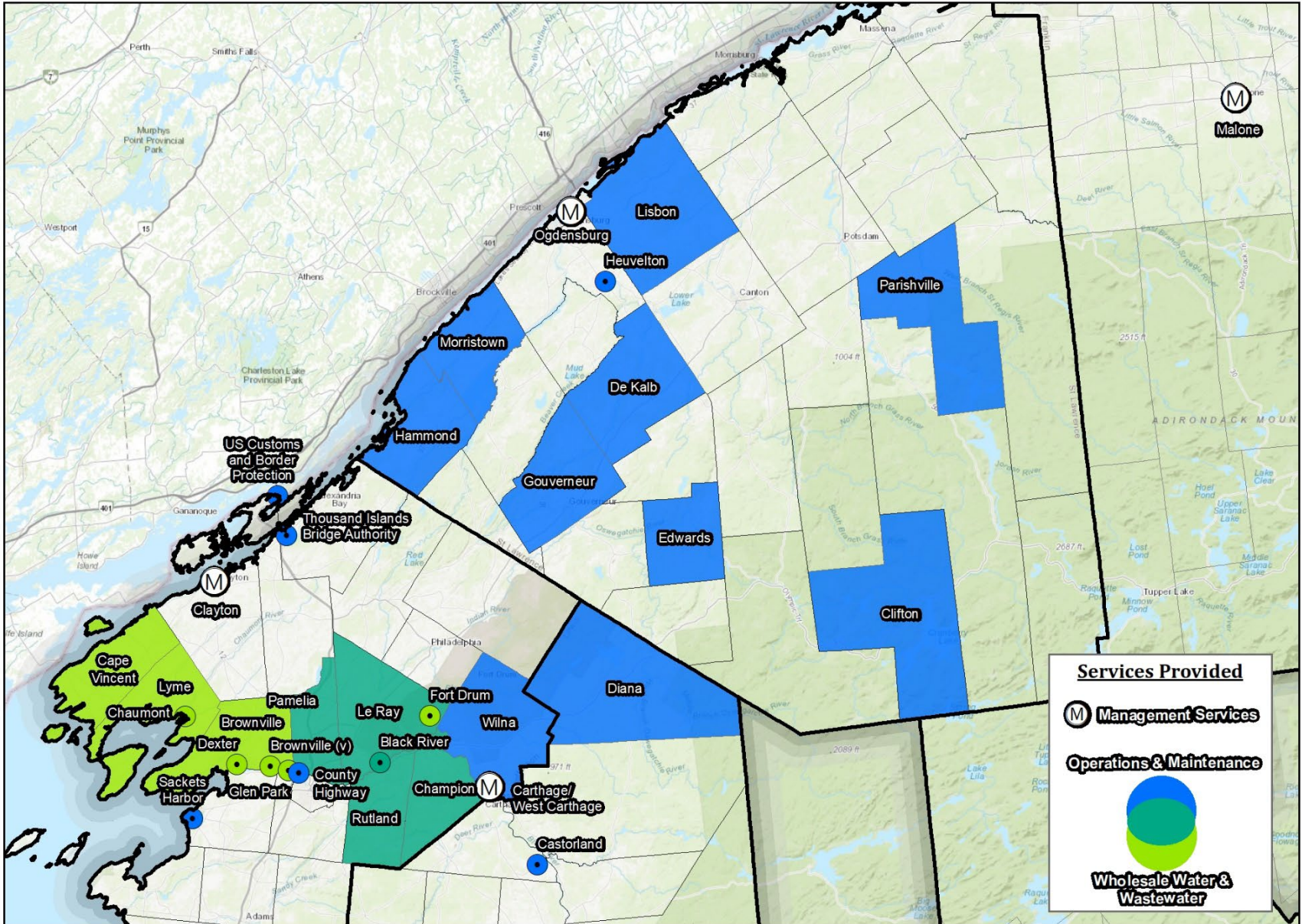
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Water Quality

- Western Jefferson Regional Waterline – 6 municipalities
 - Authority ownership and debt
 - Contractual agreement
- Route 3 Sewer Board - 5 municipalities
 - Municipal ownership and debt
 - Inter-municipal agreement
- Operations and Maintenance Agreements – 39
 - Authority operations
 - Authority personnel
- Management Services Agreement – 4 municipalities
 - Authority management
 - Municipal personnel
- Technical Services Agreements

Advantages: capture economy of scale; combined expertise; shared best practices; technology sharing; cost sharing; greater leverage with combined resources

Water Quality Customers - FYE 25





Proudly Serving Our
Partners in Development

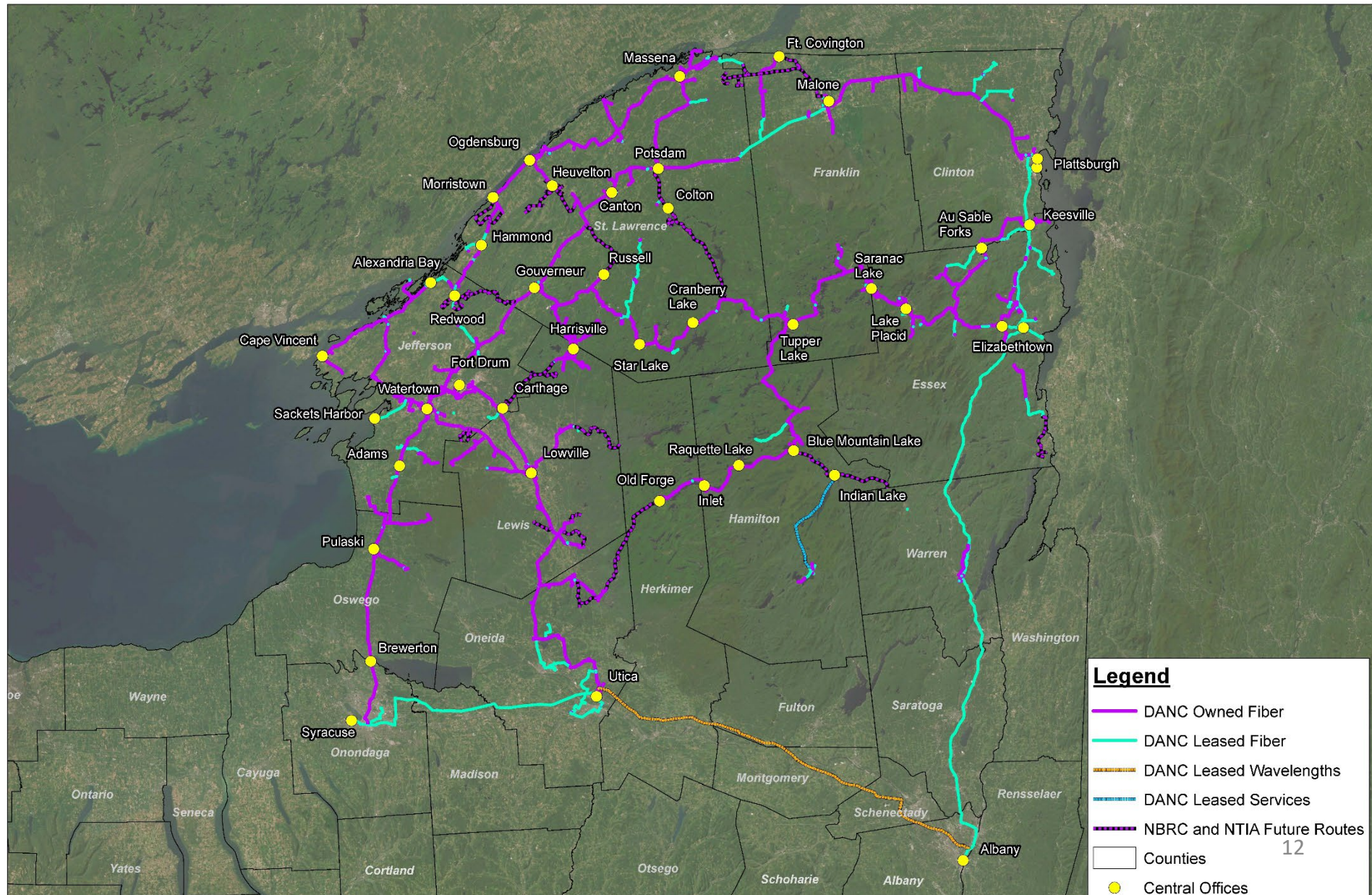
- World Class Carrier Network
- High-Speed Broadband
- Reliable & Diverse Network
- Wide Array of Services & Customers

Advancing the
North Country
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Telecommunications

- ~2,000 miles of broadband network connecting Watertown with Syracuse, Utica, Albany, Plattsburgh, and New York City; ensures NNY has global access
- 32 Central Offices power the network
- A middle-mile network providing transport services for telecommunications carriers (Verizon Wireless, AT&T, T-Mobile, Slic, Westelcom, etc.). Authority is a wholesale service provider, not a retail service provider.
- Carriers serve Jefferson, Lewis, St. Lawrence, Franklin, Essex, Clinton and Hamilton counties and beyond

Open Access Telecommunications Network





Proudly Serving Our
Partners in Development

- World Class Carrier Network
- High-Speed Broadband
- Reliable & Diverse Network
- Wide Array of Services & Customers

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Telecommunications

- **Two Telemedicine Networks**

Connect over 115 hospitals and healthcare providers throughout northern New York

- **Education Network**

Links approximately 70 BOCES facilities, school districts and colleges throughout the region with broadband services

- **Utility Agreements Network-wide**

10G wave for Avangrid/NYSEG
New York Power Authority

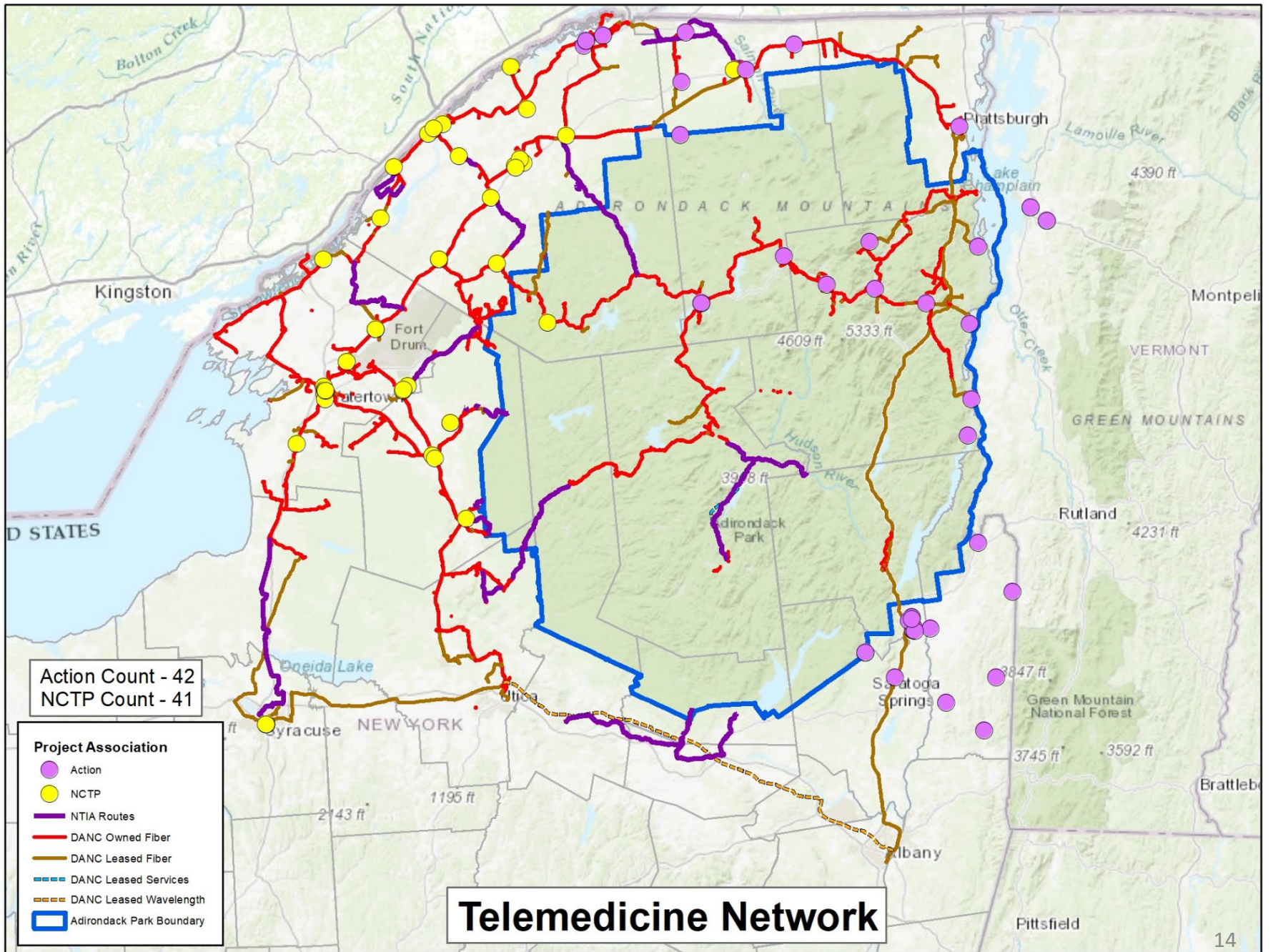
- **Public Safety Network**

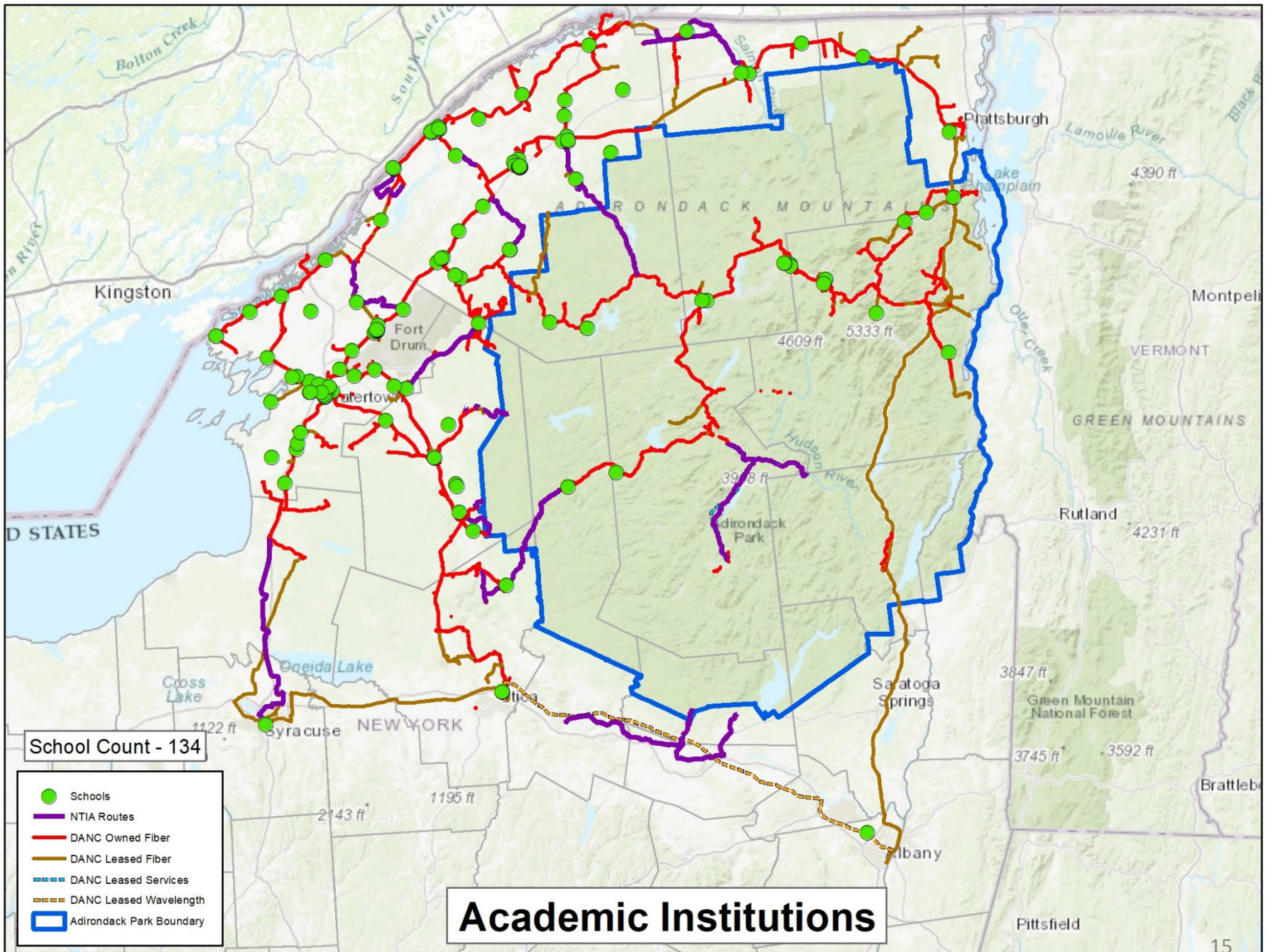
Links 911 dispatch centers and emergency management centers throughout nine (9) counties in northern New York

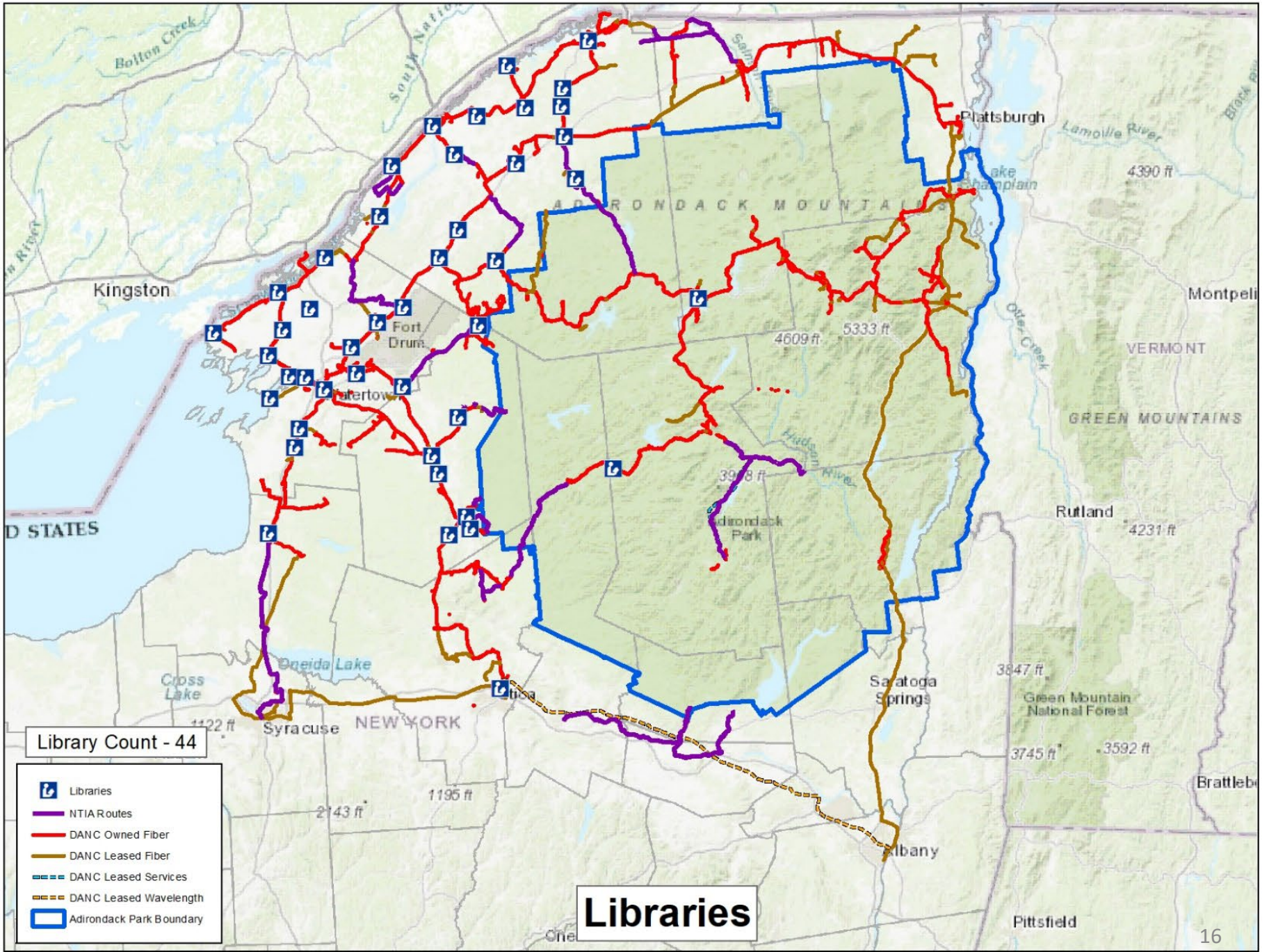
- **Wireless Cell Towers**

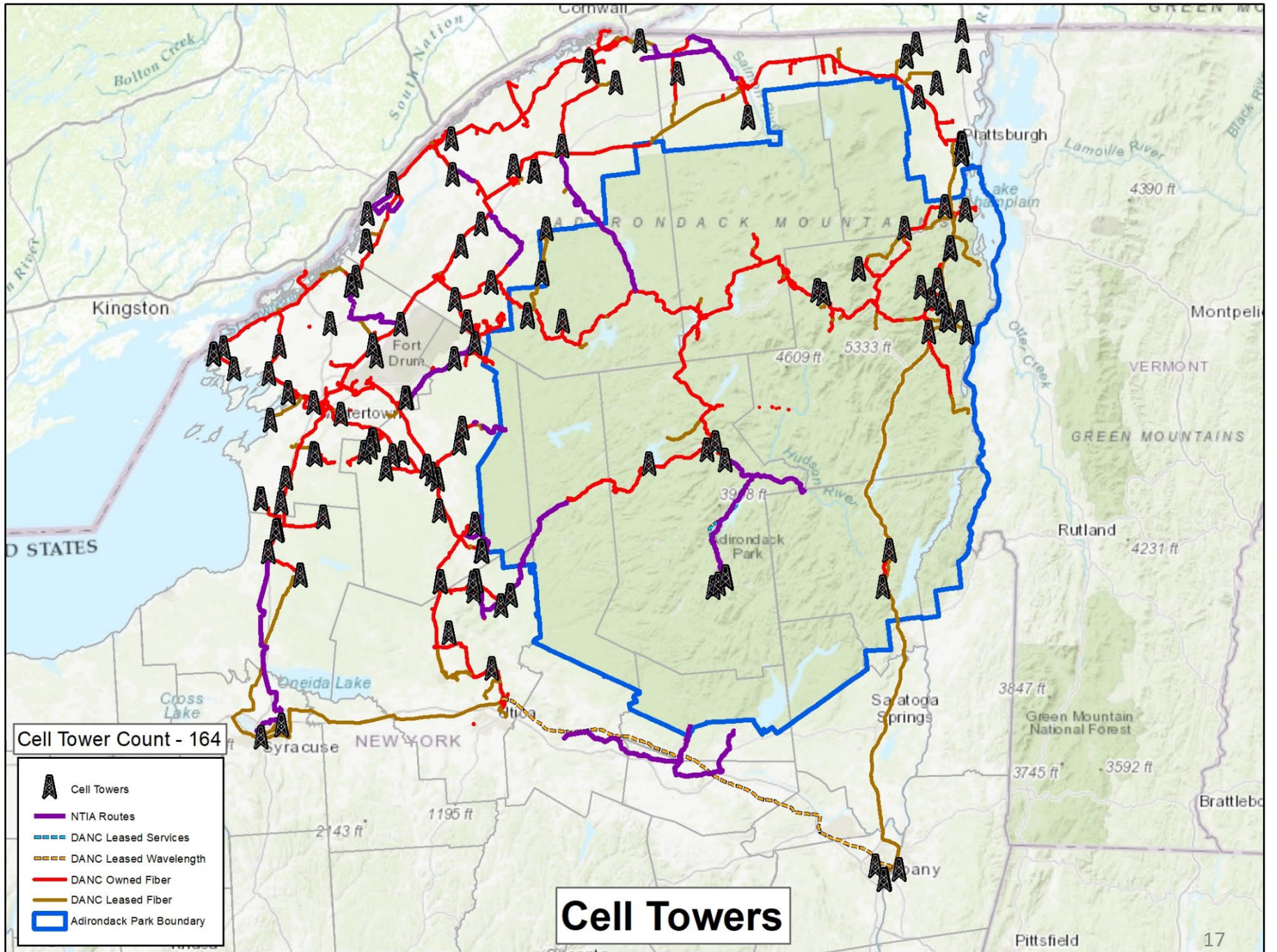
Over 80 connected to network; provides 4G service capabilities.













**"We don't make a lot of the products you buy.
We make a lot of the products you buy better"**

Ex: World University Games



The screenshot shows the top portion of the NCPR website. At the top left, there is a "Listen" button and the text "On now: All Things Considered". The NCPR logo is centered at the top. Below the logo is a navigation bar with a home icon, "News", "Music", "Shows", and "More" menus, along with social media icons for Facebook, Twitter, and Instagram, and a search icon. The main content area features a large headline: "ESPN will broadcast 2023 winter games in Lake Placid, housing still in the works". Below the headline is the byline: "BY EMILY RUSSELL (ADIRONDACK REPORTER), IN LAKE PLACID, NY".

Listen On now: [All Things Considered](#)

ncpr

Home News Music Shows More Facebook Twitter Instagram Search

ESPN will broadcast 2023 winter games in Lake Placid, housing still in the works

BY EMILY RUSSELL (ADIRONDACK REPORTER), IN LAKE PLACID, NY

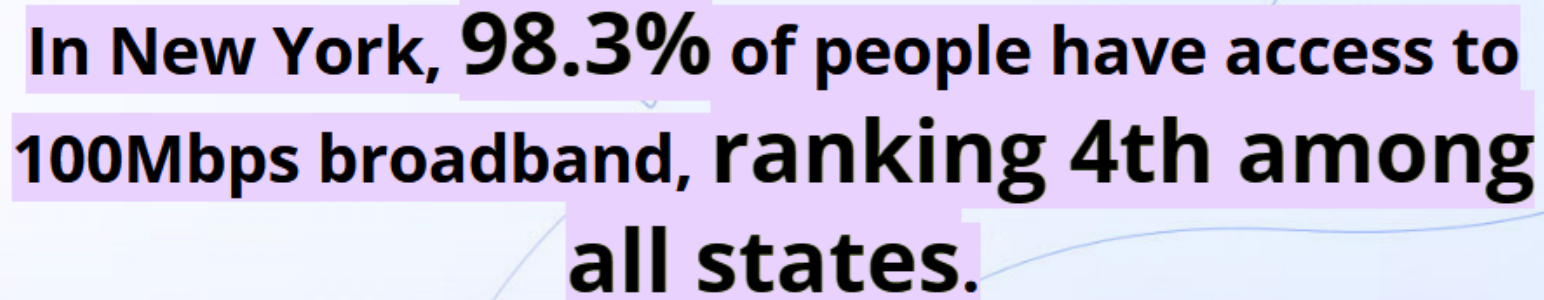
Network Customers

National Service Providers



Local Service Providers





In New York, 98.3% of people have access to 100Mbps broadband, ranking 4th among all states.

www.BroadbandNow.Com

In New York, **37.7%** of people have access to 1G broadband, **ranking 46th among all states.**

-
www.BroadbandNow.Com

Funding Sources/Grant availability

- Leading to telecom boom
- Global shortage of network equipment to include switches, antennas, and fiber optic cable.
- Fiber optic cable pricing is increasing, and ordering lead times are ~12 months.
- Global issue, not a U.S. issue. As an example, China is using 46% of the global fiber supply.
- Larger customers often have fixed pricing and priority over smaller customers.

Public-Private Partnerships

- There is no cookie-cutter approach
- Municipal partners
- Service providers partners
- Leverage our “Open Access” network and relationships

Tupper Lake Fiber-to-the-Home (FTTH)

- The Authority assisted the Town of Tupper Lake in securing a broadband grant.
- The Authority constructed an “open access” Fiber-To-The-Home network which is operated with a 3rd party.
- The Authority wrote a Request for Proposal (RFP) to seek a network operator.



UPCOMING PROJECTS

NTIA Project

- The Purpose of the project is to expand and extend middle mile infrastructure to reduce the costs of connecting areas that are unserved or underserved to the internet backbone
 - 2,444 unserved homes and 287 Community Anchor Institutions in twelve North Country counties, including healthcare and educational institutions, public emergency and municipal locations
- Modernization of the electric grid
- Improved public emergency services
- 335 miles of new fiber to be constructed
- \$24.45M – 40.5% National Grid, 59.5% NTIA Grant
- STATUS - In design/permitting phase
- SCHEDULED COMPLETION - 6/29/26

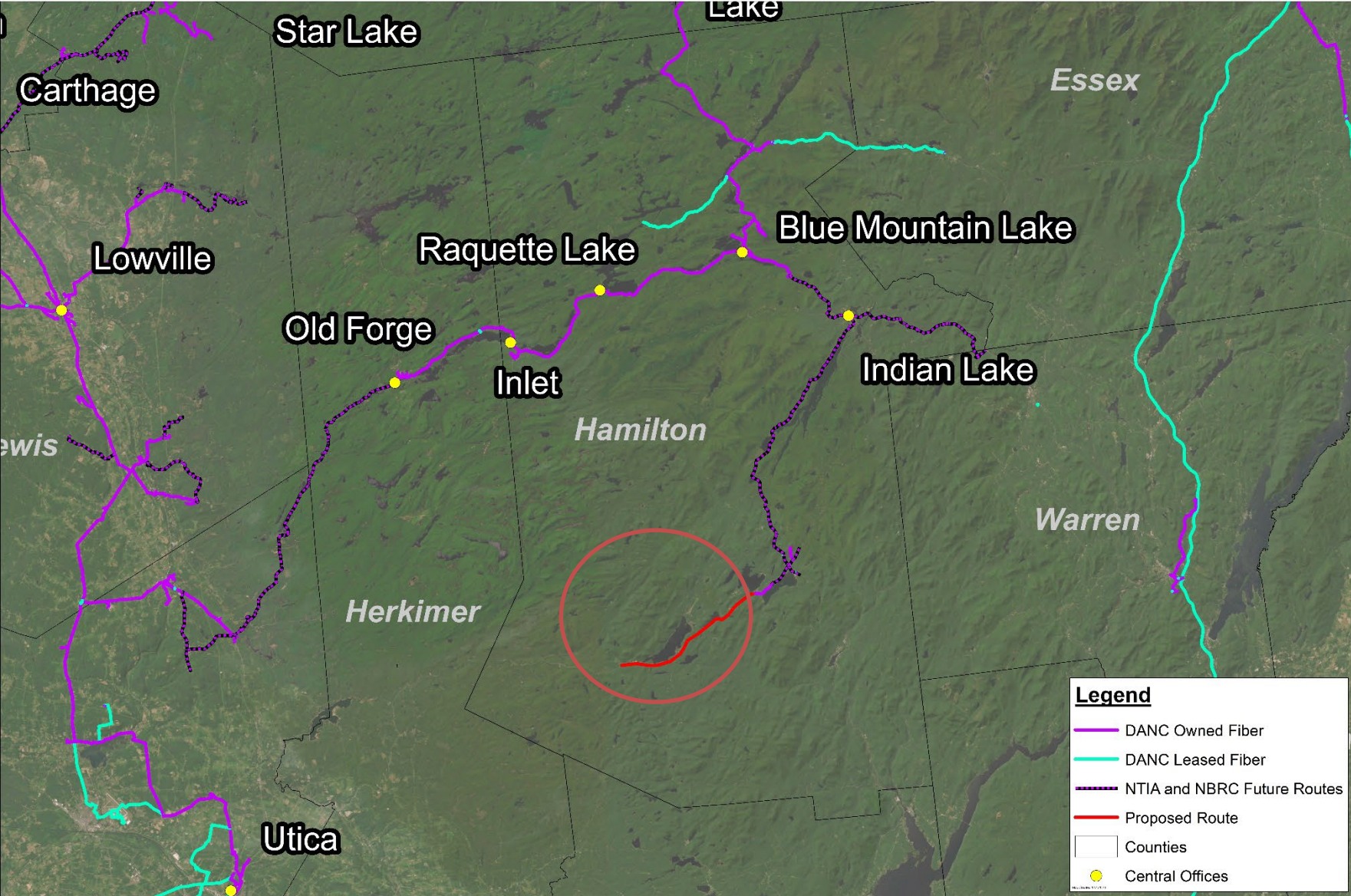
NBRC Catalyst Project Update

- The Purpose of the project is to construct broadband service to approximately 1040 homes including 488 unserved in Jefferson, Lewis and St. Lawrence counties. In many cases we are capitalizing on the NTIA infrastructure to extend the network.
- 63 miles of new fiber to be constructed
- 327 wireless customers to be served
- \$3,162,599 project, \$2,445,079 NBRC grant, \$707,520 county match
- STATUS – Final route selection commenced 10/30/2023
- SCHEDULED COMPLETION – 6/29/2026

Hamilton County Project

- Includes 12 miles of construction between Morehouse, NY and Lake Pleasant, NY.
- Benefits
 - Enhance emergency services by improving cell tower back-haul/improved cell coverage in Hamilton and Herkimer counties;
 - Provide broadband to approximately 65 unserved and underserved residential customers, these customers would be very difficult to serve without grant funding because the average homes per mile is 5.97;
 - Provide additional network revenue; and
 - Improve network reliability by allowing the Authority to transfer existing customers in Lake Pleasant from an unreliable leased service to all DANC fiber.
- Project Estimate: \$550,000
 - 100% from Hamilton County (committed)

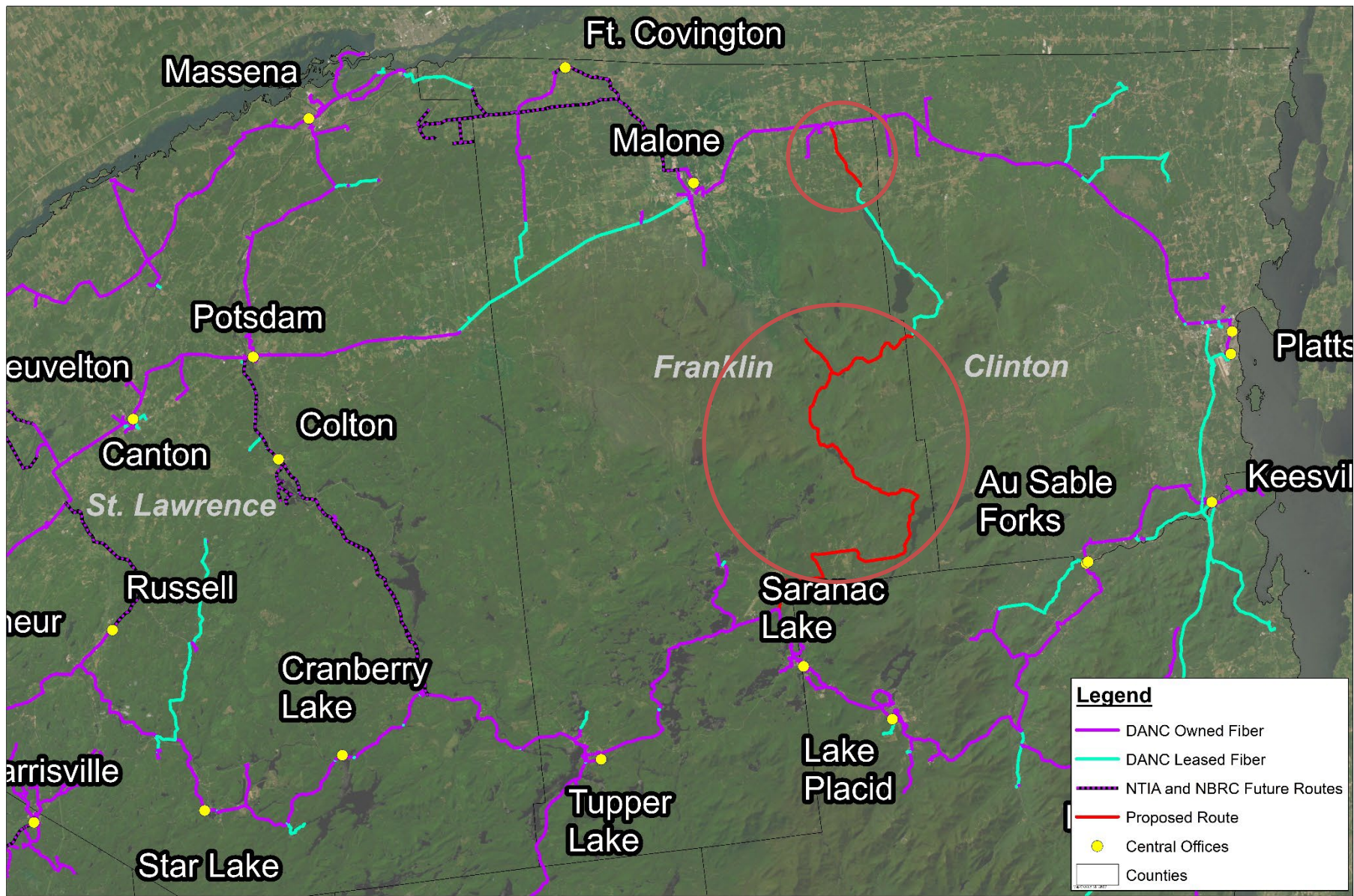
Hamilton County Planned Route



Franklin County Project

- Includes 50 miles of construction between Chateaugay, NY and Brainardsville, NY where it will interconnect with existing SLIC fibers then continue new construction from Standish to Harrietstown, NY.
- Project to be designed and managed by ECC technologies on behalf of Franklin County.
- Authority requested to own the network upon completion.
- Benefits
 - Provide broadband to approximately 371 unserved homes, these customers would be very difficult to serve without grant funding
 - Connect 12 Anchor Institutions
 - Improve network reliability by providing alternate paths between Malone and Tupper Lake as well as Malone and Saranac Lake.
- Project Estimate: \$2,750,000
 - NY State and Franklin County (proposed)

Franklin County Planned Route



Authority OATN Impact on the Region

- Provide services and opportunities that wouldn't be available otherwise
- Reliable state-of-the-art telecom services targeting large enterprise, education, government, military, public safety, and cellular providers.
- Enable remote workforce
- Technology services to our public partners
- Ultimately, our presence provides economic development and stabilizes the population decline

Adirondack Community Projects

Highlights

- Towns of Clifton-Fine Water/Wastewater Projects, Wanakena Footbridge Reconstruction, Town Consolidation Study
- GIS Data Development/Hosting
- J&L Building Demolition and Hazardous Waste Abatement Project
- Newton Falls to Carthage Railroad Redevelopment Project
- NBRC Local Development District Projects in Franklin County
- Paul Smith's Water/Wastewater Projects
- Village of Long Lake Jennings Park Pond Infrastructure Improvement Project
- Village/Town of Tupper Lake Water/Wastewater Projects, Town Hall Improvement Project, Low-Income Housing Rehabilitation Projects
- Authority Tourism Revolving Loan Fund - over \$3.7 million of \$5 million fund loaned to projects located in the Adirondacks to increase, improve or maintain lodging in the region.



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Thank you for your time!

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