

Webinar: The Need for Connectivity, Steps for Access and Best Practices for Local Broadband Expansion

Wednesday, April 17, 2019 10:00 am to 11:30 am

Broadband plays an increasingly important role in economic development and is now considered a critical part of infrastructure. Yet, there remains a digital divide between communities—some with little to no connectivity and others with fast, reliable networks which they have been able to leverage into an economic development asset.

This complimentary webinar is designed to provide participants with an overview of the impact that emerging technologies are having on broadband within Ohio's communities and the various approaches to expanding broadband access. The webinar will update participants on the new efforts in Ohio to support broadband and learn how to assess which approach best accommodates community needs and capabilities-

Examples of locally owned, municipal network models (*both commercial and residential*), private, and public-private partnership models will be provided by community leaders who have implemented such approaches locally. Considerations for network construction, such as rights-of-way issues and permitting processes, will also be explored.

Regardless of where you fall on the broadband spectrum, this webinar is for you. **Ice Miller** and the **Ohio Economic Development Association (OEDA)** have partnered to bring you the latest on all things broadband including:

- The impact of emerging technologies on broadband,
- Ways to expand broadband access,
- How to determine the best approach for your community,
- Barriers to broadband success such as the digital skills gap and low adoption of broadband technology, and
- Case studies of how communities of all sizes have been able to make broadband an economic development asset.

Moderators:

Lindsay Miller and Chris Magill of Ice Miller LLP

Guest Speakers:

- Jay Bennett, *Director*, Public Service/ Community Development, City of Zanesville, Ohio
- Lindsey Brannon, *Head of Finance*, Neighborly
- David Corrado, *CEO*, Medina City Fiber Network, Medina, Ohio

Professional Profile: David Corrado

David Corrado is a high performance, results-driven executive with a career demonstrating visionary leadership, expertise and distinguished performance in product strategy, fiscal management and operational management of national and international technology operations. Mr. Corrado is highly effective in directing organizations to meet their business objectives and implement business processes.

Mr. Corrado holds an Executive Master of Business Administration from Baldwin-Wallace College in addition to earning a Bachelor of Arts in chemistry from Baldwin-Wallace College, a Bachelor of Science in chemical engineering from Cornell University. Mr. Corrado is a graduate of IBM Sales School and is an IBM Certified Consultant along with qualifying for five national technical awards.

Mr. Corrado's background in operations, network operating systems, project design and management, and systems integration provides a strong base for his technology management expertise. As an IBM consultant, Mr. Corrado architected business process methodologies and taught project management to Fortune 100 companies.

Over the past 36 years, Mr. Corrado has guided professional service practices to profitability, built consulting practices in companies that were historically hardware distributors and designed automated workflow management systems that were recognized worldwide as a best practice tool. He has been instrumental in establishing the first telemedicine broadband network within Ohio and his program methodology for this project was recognized nationally by USAC, the administrative arm of the FCC. Mr. Corrado is involved in bringing advanced networking services to local government and healthcare institutions.

Most recently, Mr. Corrado has acted as the CEO of the Medina County Fiber Network (MCFN), a municipal high-speed fiber broadband network providing transport services for fourteen major telecommunications carriers.

In the past five years, Mr. Corrado has been instrumental in replacing and implementing a new fiber network backbone infrastructure, providing advanced redundancy and diversity technology that no other fiber network in Medina County possesses. This advanced backbone led to Mr. Corrado attracting fourteen network carriers to connecting with the MCFN, bringing new telecommunications services into Medina County. Mr. Corrado has increased monthly revenue 1,467% over the past five years, through negotiating short term and long-term contracts with commercial companies and large cellular providers.

Most recently, Mr. Corrado is spearheading a fiber to the home project, constructing a public-private partnership with a nationwide investment firm, concluding a three year worldwide search and negotiation project.



Professional Profile: Lindsey Brannon

Lindsey Brannon is the Head of Finance for Neighborly and her responsibilities include fundraising, project finance, and overseeing capital plans for optimal returns. With over ten years of banking experience, Ms. Brannon works across multiple layers of the firm and is currently developing Neighborly's broadband group and the Neighborly Infrastructure Opportunity Fund. During her time at Neighborly, Ms. Brannon has led innovative and impact-focused bond financings for communities including: the nation's first publicly-issued Environmental Impact Bonds to mitigate stormwater flooding for the City of Atlanta, GA; and constituent-first financings through Neighborly's technology platform for the City of Cambridge, MA, the City of Madison, WI, and the City of Somerville, MA.



Ms. Brannon joined Neighborly in August 2017 from J.P. Morgan's Investment Bank having executed over \$6 billion of senior managed tax-exempt and taxable transactions for some of the largest and most complex public issuers in housing, infrastructure, utilities, and general government. Ms. Brannon also worked in J.P. Morgan's Private Bank providing investment, credit, and trust and estate services to Fortune 500 and financial services executives in Chicago and New York City. Ms. Brannon graduated from The University of Chicago with a B.A. in Public Policy Studies and maintains FINRA Series 7, 53, 66, and 79 licenses. Ms. Brannon is a member of the Northeast Women in Public Finance and lives in New York City with her husband Derek.

Professional Profile: Jay Bennett

Jay Bennett is the current appointed Director of Community Development and Public Services for the City of Zanesville. Mr. Bennett re-joined the City in 2014. He served in the same role in 1999-2001.

In his current capacity, Mr. Bennett is responsible for leadership and direction of both the Community Development and Public Service teams. Functions within this position for the City include community revitalization, planning and zoning, management of the city's utilities and infrastructure, and legislative affairs. He has over 30 years' experience working in the public sector.



From 2001 – 2014, he lived and worked in Oregon and Washington State in various roles including City Administrator and as a Development Director for a regional Community Development Corporation.

He currently serves as the President of the Zanesville Community Improvement Corporation; as a member of the Zanesville Planning Commission.