

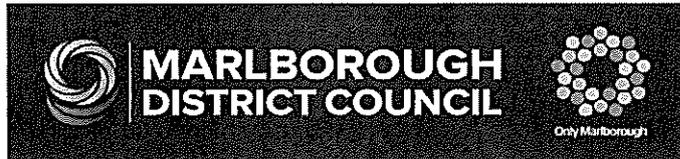


OIA information

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Working group/steering group details

<u>Steering Group attendees - 2015</u>	
Name	Role
Dean Heiford	Support Services, Marlborough District Council
Cr Geoff Evans	Councillor - Wairau / Awatere ward
Hamish Mcfarlane	Manager of MCoC
Nikki de Reeper	Chairman of MCoC
Helen Whittaker	Representative of Stuart Smith's office
<u>Digital Development (consultants on the project)</u>	
Chris O'Connell	Representative of Digital Development
Brendon Burns	Representative of Digital Development
Dayal Phillips	Representative of Digital Development
<u>Working Group attendees - 2016 (No steering group)</u>	
Name	Role
Dean Heiford	Support Services, Marlborough District Council
Stacey Young	CIO, Marlborough District Council
Katie Covell	Support Services, Marlborough District Council
<u>Creative Development (consultants on the project)</u>	
Brendon Burns	Representative of Creative Development
Dayal Phillips	Representative of Creative Development
John Sullivan	Representative of Creative Development
Neil de Wit	Representative of Creative Development



OIA information

Nov-16

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Supplier meetings

<u>Supplier Meetings</u>	
Date	Thursday 7th July 2015
Agenda	Supplier 1-2-1
Time	12:00 - 14:00
Date	Tuesday 13th September 2016
Agenda	NDA and Site protocol
Time	10:30 - 12:00

<u>Attendee List</u>	
July 7 2016 * Meeting notes, redacted, attached	
Name	Organisation
Brendon	Creative Development
Dayal	Creative Development
Dean	MDC
Katie	MDC
Geoff	Councillor
Neil de Wit	Creative Development
Geoff Evans	Councillor
Tuesday 13th September 2016 - Katie, I have no record of notes. You?BB	
Name	Organisation
John Sullivan	Creative Development
Brendon Burns	Creative Development
Dayal Phillips	Creative Development
Dean Heiford	Marlborough District Council
Stacey Young	Marlborough District Council
Katie Covell	Marlborough District Council
Geoff Evans	Councillor - Wairau / Awatere Ward





**MARLBOROUGH
DISTRICT COUNCIL**



OIA info:

Nov-16

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Community Engagement activities

	<u>Community Engagement activities</u>	<u>Time</u>	<u>Purpose</u>	<u>Other details</u>
a)	Community Forums			
1	Monday 25th May 2015 - Marlborough Civic theatre, Wishart 5:30 - 7:30		Present project, show coverage maps, ask for community feedback on connectivity and mobile black spots issues	Advertised publicly
2	Monday 22nd June 2015 - Marlborough Civic theatre, Wishart 5:30 - 7:30		Feedback presentation to forum on community survey results with over 900 responses	Advertised publicly
3	Thursday September 29 2016 - Waihopai Valley hall, meeting 6:30 - 8pm		Presentation to community on option for Council-led broadband project	Word-of-mouth - open meeting
b)	Community questionnaire Survey on internet connectivity			
	https://www.surveymonkey.com/r/InternetConnectivity	20.4.2015 to 19.5.2015	970 responses	



Nov-16

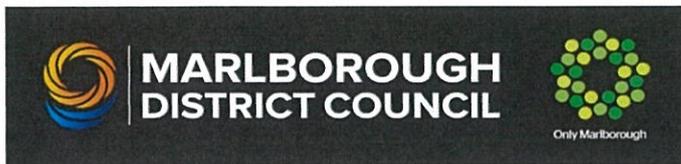
OIA information

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Working group/steering group details

Links	
ROI	MDC website - MDC ROI Response - July 8th 2015 http://www.marlborough.govt.nz/Your-Council/Projects/~media/Files/MDC/Home/Your%20Council/Projects/ROI/ROI_reponse_MDC_final.pdf
DEP	No link on website - attached





Nov-16

OIA information

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Meeting Notes

Monday 22nd June 2015

Apologies: Nick Gerritsen, Dean Heiford (MDC), Bob Anderson, Ken Roush, Stuart Oulton, Constable Alex Thompson, David Aitken, Pam Thomlinson and Bev Black.

Brendon ran through the agenda for the meeting and outlined what Digital Development Associates has been working on with Council and Steering Group. He also acknowledged the fact that the Marlborough Council is very prepared to assist any telecommunications provider who will improve services for any part of Marlborough.

That this includes looking at providing access on council owned hill sites for wireless operators, installing ducts for fibre in when roads, footpaths and berms are opened up and having no requirement for resource consents for telecommunications infrastructure in most instances...

Brendon introduced Chris O'Connell from Digital Development Associates.

Chris outlined the Registration of Interest from a technical standpoint. Chris said that a Digital Infrastructure audit would assist both the ROI and wider solutions for Marlborough.

Chris stated that Marlborough had a relatively good source of fibre, as a fibre optic cables run across Cook Strait and right through Marlborough. Therefore fibre is available in Marlborough to Internet Service Providers (ISPs). Network Tasman and FX Networks both have fibre as well as Chorus. Chris mentioned that we also have a competitive internet provider market here in Marlborough. He also indicated that we have a competitive mobile market here with Spark, Vodafone and 2 Degrees. These ISPs are committed to rolling out 4G services in the next year, so mobile coverage will get better in Marlborough.

From Chris' research he's found that there weren't any other council has any architecture of what connectivity and cell phone coverage is available in their region and that this current ROI process by Council has allowed for that. Now that we have this connectivity and cell phone architecture in the form of our regional connectivity and cell phone mapping, Chris suggested that we can update them and make it more robust going forward. He eluded to the fact that now we, i.e. Marlborough, have to make sure that we fill in those gaps on the maps.

It was emphasised that for any upgrade to our connectivity and cell phone coverage we need to have our hands up to MBIE, as squeaky wheels get oiled, so we need to make enough 'noise' to ensure that Marlborough is well placed to receive funding.

Chris then went through what expectations there were in terms of internet speed. The Government approach is that 5 megabits per second provides enough for rural broadband. This used to be the urban target 10 years ago, so this highlights that this is not going to be enough, especially in the future. Better connectivity is seen as a community, economic and civic need.

Chris indicated that in the past the government has based their internet connectivity requirement based on population size of that area, so in essence, the permanent residents. In tourism areas like Picton and the Sounds, this should be based on peak visitor numbers, not permanent residents. It was seen that in this era tourists expect to have internet connectivity and cell phone coverage everywhere, even on holiday.

Chris pointed out that in the past RBI has been seen as a network, but it's a funding mechanism. It's about speed and quality access to the internet.

The target speed should be about 100megabits with 100gigabits of data at a cost of about \$100 per month – 100x100x100. This is what the West Coast has stated as its connectivity target is and what people are seeing as realistic.

Not everyone in Blenheim has ultrafast broadband.

Chorus has fibre that needs to be made more available, so that the target of 100Megabits can be achieved for Marlborough residents.

Chris noted that we have a difficult topography, so we need to come up with community solutions and use new technology to do so, in order to make any dollars granted go as far as they can. Wireless connectivity is seen as a good way of reaching difficult areas in Marlborough, but that this worked on 'line of sight' only.

Brendon Burns then ran through Marlborough's list of local suppliers and what they do and for some of them, the areas that they specialise in.

Our local suppliers include;

DashNet (predominantly in the Awatere valley)

InspireNet

thePacific.Net

SoundsNet (predominantly in the Marlborough Sounds)

There is a parallel process going on where Councils are invited to put forward a Registration of Interest, and at the same time suppliers are invited to put in a ROI to the Ministry of Business, Employment and Innovation (MBIE).

Brendon outlined that Chorus makes it difficult for small companies to gain access to its fibre, sometimes it requires a \$200k payment guarantee bond. This \$200k needs to be given to Chorus in cash or by guarantee.

Brendon outlined that we need to consider that if we don't receive government funding from our bid, how we resolve these issues. Two areas of concern were Wakamarina and Rai Valley.

The audience were then invited to pin any internet connectivity and black spots on A0 sized maps of six different regions of focus in Marlborough. The audience chose blue or green to indicate poor internet connectivity in a particular area/location and black for poor cell phone coverage.

Wayne Price from the audience then relayed a story of the issues that he and his family at Marshlands. Wayne relayed how his sons have to get up at midnight to 2am to do their correspondence school languages due to poor connectivity.

From 6:15pm to 7pm there was an open forum where different solutions were discussed.

A representative from Wakamarina outlined the issue of poor connectivity in their region. 2km up the Wakamarina valley you could get Broadband, but 4km up the valley you can only get a Dial-up connection. This would be the case for about fifty residences. There isn't any cell phone reception also. It was deemed a health and safety issue as when there have been floods in the past and the telephone lines were down, the only communication resources they had were short band radios.

A man living on the base of the Whangamoas outlined the problem of about six people a year driving up his drive to use his land line when there was an accident as there was no cell phone reception on State Highway 6 from between Rai Valey and Hira, a stretch of 30 minutes in drive time.

A representative from the Sounds, in particular Tennyson Inlet, stated that for her drive from home in the Outer Sounds to Rai Valley, there wasn't cell phone coverage for 45 minutes and that this was a safety issue, so as a result felt vulnerable driving as she never knew what she would come across around every bend.

The Whangamoas hills resident said that there could potentially be a solution by mounting the fibre on power poles as even in the sounds there were power poles.

This lead on to Chris O'Connell playing an interview on screen between Brendon Burns and the manager Northpower lines company in Northland which is trialling a project of hanging fibre on power poles in rural areas.

He stated that running fibre on power poles costs a quarter the cost of digging in the ground

After this interview wrapped up, Chris O'Connell then commented that there would need to be a serious conversation with Marlborough Lines as to what connectivity problems that we could work together to solve. He also wanted to see Kiwi ingenuity suggesting solutions for the various communities with poor connectivity. He noted that the government hadn't asked for this particularly, but that we needed to highlight this in our ROI.

Mayor Alistair Sowman then wrapped up the meeting saying that it was successful and he was hopeful of a good outcome from the ROI for Marlborough

Meeting closed at 7:04pm

Summary from DEP/Digital Development Agenda workshop

Held August 25 2015 at MDC Committee Room:

Attending: Tracy Johnston, General Manager, Destination Marlborough; Rick Osborne, Chair, Wood Sector group; Sarah Wheldale, Manager, NMIT Blenheim; Richard Hunter, Plant and Food; Ruud Maasdam, Wine Marlborough board; Cathie Bell, Economic Development officer, MDC; Robyn Lyall Deputy Principal, Renwick School; Zane Charman, Sanford and Marine Farming Association; Cr Geoff Evans, Steering Committee on broadband/mobile improvements; Helen Whitaker, Steering Committee/MP's office; Dean Heiford, MDC Support Services Manager,

Chair, Steering Committee; Katie Covell, MDC, Support, Steering Committee; Chris O'Connell, Digital Development Associates; Brendon Burns, Digital Development Associates.

Apologies: *Beth Tester (CEO, Marlborough PHO; Butch Bradley, CEO, Ngati Apa; Andrew Cunningham, NM DHB)*

The workshop opened with a summary from Brendon of the Registration of Interest filed with Government last month seeking a Marlborough share of available funding for broadband and mobile coverage improvements. Chris presented an outline of how a Digital Enablement Plan was a step towards an ongoing need/process for a Digital Development Agenda for Marlborough.

Feedback:

Tracy Johnston: Visitors to Marlborough expect to be able to connect from any location. Marlborough's audience was global and people expected immediate responses. All businesses, not just the visitor sector, need to have an on-line presence. The knowledge of some tourism providers was not high; some were scared of technology such as Instagram. A lack of skills was an issue. A lot more could be done to embed stories if the connectivity was available everywhere. That was also important for visitors in health and safety situations, such as a broken leg on Queen Charlotte Walkway, some of which had little cell coverage.

Richard Hunter. The science and research sector was based on knowledge. Plant and Food was across the technology. Industries like the wine sector were adopting fantastic technology. Had seen a truck which was plugged into technicians in Germany to diagnose a problem. It was a struggle for some people to stay up to date.

Robyn Lyall. Schools such as Renwick now had good connectivity. The issue was children going back to homes where there was poor connectivity – especially in areas like Waihopai/Onamalutu - and/or a lack of devices. Children needed to be able to learn on-line at any time. Parents struggled to keep up with what their children were learning. There were also issues around parents not knowing what was appropriate to contribute to social media.

Sarah Wheldale. Tertiary sector was moving to seamless education and training; the problem was that while very good connectivity at NMIT, students did not always have this at home. Resilience in supply was important as a recent accidental cut into the fibre supply showed. Businesses needed to have continuity of supply – and backed up files to allow remote operations for interruptions/disasters.

Rick Osborne. The wood industry had been automating its factories for years. Complex machinery needed international connectivity. Usually one or two enthusiasts learnt about new technology and taught others. Skilled workers upskilled themselves. Industry was now moving the technology into the forests. Still many sites with no cell or broadband cover. Wood sector had indicated in ROI process that it was open to discussing the installation of wireless sites where trees did not block signals and issues around harvesting were managed. Ruud Maasdam. The wine industry is all about its stories. More than 80% of NZ's wine exports came from Marlborough. That meant a 24/7 environment for marketing, yet often vineyards and even some wineries had poor connectivity. Some winegrowers were also tourism operators. There was no broadband in the upper Wairau or Waihopai valleys. Ruud had to share a satellite connection with his visitor guests. If Marlborough could develop the infrastructure, there were opportunities to position itself as location for such training as Dev Bootcamps, where people come and learn such skills as code for web design.

Stace Young. Council was updating its Digital Strategy. This would further open up Council data to users. Council's Smart Maps were the beginning of this knowledge-based approach. Water transfers now required being on-line. People didn't yet really know what was already available from Council. Of all the increasing access to Council data, 27% was from within Marlborough.

Cathie Bell. Provides a facilitation role with Council's Smart and Connected strategy. Works to help local businesses with useful information and those who might relocate here. Puts people in touch with the right people. Good infrastructure and technology and ability to use it were very important to existing and potential Marlborough businesses.

Zane Charman. International customers of seafood wanted traceability of product right back to where it was sourced from. That required connectivity which in areas like the Sounds was often not available. Technology such as sensors would assist marine farming, with capacity to monitor lights for example. Security needed to be taken into account in planning for Marlborough's digital future.

Chris O'Connell. Coming out of the workshop feedback are a number of things.

- It had got some agreement underway on what needs to happen and a start to making the connections
- This was the nascent beginning of a MUSH +(Municipal University/Tertiary Schools Health) group + sector leaders
- Horses for courses. Different infrastructure/solutions/approaches required
- A programme to lift digital awareness was needed
- Remote areas needed better connectivity
- There was no real digital eco-system currently in Marlborough

Dean Heiford. The workshop provided an opportunity to build a governance and leadership group for Marlborough's digital future. Some who attended this workshop may bring in or be replaced by others from their sector as things evolved. A MUSH+ group was a longer term goal and a fluid approach would be taken. The Digital Enablement Plan came first. A summary of the meeting would be circulated. Attendees were asked to distil what had emerged, check that it resonated with their sectors and provide further feedback to Council. The Digital Enablement Plan requires 2-3 feasible projects for community enablement and 2-3 feasible projects for business growth. The DEP was now being drafted and would be circulated prior to being sent to MBIE on September 18.

Meeting with Waihopai Valley Residents Association, Valley hall.

September 29, 2016. Brendon Burns (Creative), Sue Lubransky (thePacific.net) and Cr Geoff Evans attended. No MDC notes taken.

MEETING NOTES

DATE: 7 July 2013
TO: Suppliers Attending Briefing
FROM: Creative - Brendon Burns, Dayal Phillips
CC: Dean Heiford, Stacey Young, Katie Covell

DELIVERING BETTER BROADBAND

Suppliers meeting July 7, Committee room, MDC

Attending: Dean Heiford, Support Services Manager, MDC; Stacey Young, Chief Information Officer, MDC; Cr Geoff Evans, MDC; [REDACTED]

[REDACTED] Brendon Burns, Dayal Phillips & Neil de Wit, Creative Development Solutions - Creative.

Apologies: Brendon [REDACTED] John Sullivan - Creative

Dean opened the meeting and said Council was committed to doing all it could to ensure broadband and cellular coverage was delivered across Marlborough. There were opportunities for suppliers if a collaborative approach were taken. He pointed to Council's announcement of June 24. (attached)

Dayal & Brendon delivered a presentation which noted while Council continues to seek Crown funding under UFB, RBI, MBSF, it had engaged Creative to deliver a Scoping and Feasibility study for Regional Broadband delivery. Council was prepared and willing to deliver the "Alternate Approach" which accompanied its ROI in July last year. It would work as an 'honest broker' with all parties for the benefit of Marlborough. Creative was [REDACTED]

[REDACTED] Multiple delivery options, both community and commercial, would be considered. Council would itself benefit from becoming much more widely Smart+Connected - [REDACTED]. Government agencies such as DOC would also benefit directly as well as serving the public interest and wider Government policy objectives. Creative is engaging with [REDACTED]. While good outcomes were expected, suppliers needed to be aware this may take some time to develop.

[REDACTED] not after any Council funding but did need site access, as well as access to backhaul and spectrum. He said any supplier had to provide 30mbs + to meet demand for services such as NetFlix. [REDACTED] commented that this was achievable, if the funding were available. Dean said Council was working on the access issues and mapping via GIS [REDACTED]. He noted Council's wish to provide Marlborough-wide coverage in a coordinated way. [REDACTED]

Creative said there is scope for many to play a part and a coalition of the willing and able – focused upon co-operation and delivery for Marlborough was now sought. Individual meetings will be scheduled with suppliers and organisations. Completion of a Non-disclosure agreement will be required to enter into substantive discussions

Dean concluded the meeting by welcoming Expressions of Interest, once suppliers have had time to consider what had been outlined – by July 29. Suppliers can contact him or - Brendon or Dayal directly. A meeting with communities & stakeholders will be held once the Scoping and Feasibility Study was fully underway to provide an update.

MBIE ROI Response

Document Prepared for Marlborough District Council by	Dayal Phillips, Brendon Burns
Date	July 8 2015
Status	Draft Final

Document Control

Version Control		
Date	Version	Created/Amended By and Provide Comments
20150610	0.1	Dayal Phillips –Draft Outline
20150706 and earlier	0.2 thru 0.15	Dayal Phillips, Brendon Burns, Chris O’Connell

Contributors to this Document		
Date	Name	Organisation & Title
	Dayal Phillips	DDA – Associate Business and Implementation
	Brendon Burns	DDA – Associate Communications
	Chris O’Connell	DDA – Associate Strategy
	Steve Barnard	DDA – Associate Engagement
	Dean Heiford	Manager Support Services MDC
	Steering Committee	Marlborough District Council

Distribution		
Date	Name	Organisation & Title
	Hamish MacFarlane	MDC Steering Committee, GM MCOO
	Lee Harper	MDC Steering Committee
	Geoff Evans	MDC Steering Committee, Councillor
	Stuart Smith	MP Kaikoura
	Hon. Amy Adams	Minister for Communications
	Alistair Sowman	Mayor, Marlborough District Council
	Helen Whitaker	Office of Stuart Smith, MP Kaikoura

Table of Contents

Document Control.....	2
Executive Summary.....	4
Response to ROI Requirements	6
Ultrafast Broadband 2	7
UFB2 – Areas of local authority assistance	11
Consents	11
UFB2 1b) Identification of infrastructure	12
Further comments	13
Rural Broadband Initiative 2	15
RBI2 Identification of Infrastructure	23
RBI2 Uptake and Awareness Assistance	24
Mobile Black Spot Fund	26
MBSF - Consents	28
MBSF Uptake and Awareness Assistance	29

Executive Summary

Marlborough is a growth region. More than 70 percent of New Zealand's wine and aquaculture production come from Marlborough; it is a tourism centre and home to diverse agricultural, forestry, aviation, horticultural, retirement and manufacturing sectors.

With around 1 percent of the nation's population, Marlborough punches above its weight on economic returns to New Zealand. Manufacturing is the dominant economic driver, with most of this centred around agriculture (including wine processing), fishing (notably aquaculture) and forestry; jointly these account for 37 per cent our economy.

In calendar year 2014, Marlborough delivered \$2.154b in GDP (in 2010 prices) and enjoyed 4.4 per cent economic growth, above the national average of 2.5 per cent. Per capita GDP at \$86,664 rose 1.2 per cent, again above the national average of 0.8 per cent. (*See Appendices: Infometrics data/Infometrics data link*)

Our tourism sector is again thriving, in large part because operators are building off the back of Marlborough's international reputation for wine and promoting the 'mountains to sea via vineyards' geography of the region.

There is now little if any economic activity that is not in some way dependent and enhanced by good Internet and mobile connectivity.

The wine industry requires such technology as data loggers to provide frost alerts and manage water use. Some marine farmers live in the Sounds and require broadband and cellular connectivity to be able to run their businesses; even if they are resident elsewhere in Marlborough or beyond, their industry is increasingly dependent on technology to sample water quality, manage harvesting and other activities.

Marlborough still has a strong traditional farming base from fertile lowlands growing crops to high country sheep stations. In increasingly competitive markets, Marlborough farmers need to be able to harness technology such as Precision Agriculture, on-line banking and on-farm applications. Access to the Internet and to cellular coverage is now as fundamental to farming infrastructure as four wheel drive vehicles and fencing wire.

Marlborough District Council has adopted a 'Smart and Connected' strategy (*see Appendices: Support Documentation/Smart and Connected Framework*) to underpin its wider economic development objectives.

The Smart and Connected strategy recognises that good connectivity is required for our region to realise its economic and societal potential. Achieving such connectivity on a near-ubiquitous basis presents a particular challenge for a region which includes the many isolated bays of the Marlborough Sounds and a rural hinterland marked by multiple long valleys; and which is home to a total population of 43,416 (2013 Census); modestly-sized Blenheim (24,186) is the biggest settlement followed by Picton/Waikawa (4,053), Renwick (2,118), Spring Creek/Grovetown, (1,275), Seddon (507), Havelock (486), and then a range of smaller centres and widely scattered communities.

Marlborough District Council (Council) is therefore welcoming of Government providing the opportunity to help identify the case for our region to benefit from increased investment in broadband and mobile services.

Council confirms that it is applying for funding under the three programmes; UFB2, RBI2 and Mobile Black Spot Fund as provided for under this Registration of Interest, to be managed by the Ministry of Business, Innovation and Employment.

Alternative Approach

In doing so, Council invites Government to consider an alternative approach, detailed in the Alternative Approach and Appendices document. The approach suggested is for Marlborough people to be able to access broadband anywhere – “Location Agnostic Broadband”, (LAB). This proposes a high and consistent Quality of Service for broadband delivery, regardless of the location of the community or family receiving that broadband service.

The model to provide that is focused on rural broadband delivery across our region: “Rural Broadband Access Network” or “RBAN”.

Council is suggesting to Government that it consider providing funding, as a minimum, equivalent to Marlborough’s per capita share of the \$360m across the three broadband/mobile funding programmes.

The delivery construct for “RBAN” would establish a board mechanism for community and potential partners input into governance. Ownership and control would remain with Council and the Marlborough community. One board member position would be reserved for appointment by the Crown.

Via “RBAN” Council would contract the service provider(s) to deliver services. “RBAN” would also have back to back contracts with the Suppliers for the services delivered by the ISPs.

It is considered that this model would be appropriate for funding a detailed planning phase, the development of a full Proof of Concept Pilot and a full business case for Marlborough-wide “LAB” and “RBAN” Implementation.

Council’s objective is that all Marlborough communities and end users of broadband services will have:

1. Broadband available on a location agnostic basis. It would make no difference whether the end user is located in a rural community or an urban community.
2. Minimum Quality of Service for the end user, both for upload and download.
3. In a step-change towards future-proofing, Council would seek to establish 50mb/s as an initial base minimum requirement for newly-funded services, with regular, scheduled upgrades of equipment towards achieving gigabit delivery
4. Multiple broadband supply options meeting minimum Quality of Service levels will be required. The end buyer can decide who will supply their broadband.
5. Fibre links with minimum of 1GB/s Ethernet bandwidth delivery to any Point of Presence at wholesale pricing, where servicing a rural school, rural community or rural health centre.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

What is proposed is a regional broadband access and governance structure that delivers a transparent, accountable, needs-driven approach to Marlborough's ongoing requirement for cost effective digital infrastructure investment. The effect will widen high quality broadband services, reduce the undue reliance upon a limited number of large providers, support a much improved national standard for broadband delivery, while reducing the overall cost and providing a better return on the capital invested by the Crown.

Given Marlborough's proximity and links to the Nelson/Tasman region, there is a willingness to consider a wider approach across the whole of the upper South Island. Marlborough can provide Government with a model that has the capacity to be adapted and developed by other regions.

Council believes there is much to be gained for the Crown from the model detailed in the Alternative Approach and Appendices document and asks it be given the utmost, urgent consideration. This ROI can proceed on a stand-alone basis or as part of the model suggested.

Response to ROI Requirements

Marlborough District Council welcomes this opportunity to respond to this initiative from Government. As a diverse region with urban pockets and scattered rural communities living in and around long valleys and isolated bays, Council seeks to share in the three programmes; UFB2, RB2 and MBSF.

There is considerable potential to assist many of its communities.

With encouragement and support from the local Member of Parliament, who reinforced the opportunity presented, Council seized on the ROI process earlier and more actively than most local authorities.

A Steering Committee was formed which included a representative of the MP's office, the Marlborough Chamber of Commerce, a senior Marlborough rural Councillor, a local IT specialist and advisers.

A survey of broadband and mobile coverage was organised, attracting nearly 1,000 responses (*Appendices: May Survey*). Two public forums were organised attended by more than 100 people. Council used its newspaper advertisements to promote the survey and meetings.

There can be no doubt that Council, Marlborough organisations and our communities have embraced the opportunities presented by the Government funding as the MBIE ROI response requirements outline.

Note: Given there are three separate programmes – UFB2, RB12 and MBSF – which may entail some separate consideration, Council has chosen to provide three sets of responses. This sees some duplication of material.

Ultrafast Broadband 2

Marlborough District Council wishes to see the greatest possible extension to UFB2 fibre in Marlborough. Blenheim is already the leading Chorus town for UFB1 uptake. Council believes its supportive approach to assisting Chorus in laying fibre will have assisted that level of uptake.

Although there has been the required ROI engagement with Chorus as a potential Supplier, it is not yet clear if Chorus will bid to provide fibre to Marlborough under UFB2. However, Council was advised in its ROI meeting with locally-based Suppliers that Network Tasman will bid to install UFB2 and FTTP fibre in Marlborough to these towns which are already along Network Tasman fibre routes.

- Picton/Waikawa
- Grovetown/Spring Creek
- Wairau Valley township

Additionally, Network Tasman is proposing to build ftp infrastructure, provided the appropriate access is available via RBI funded Chorus access points at:

- Rai Valley
- Havelock
- Seddon
- Ward

This would encompass almost all of the remaining 'urban' area of Marlborough. Council is wholly supportive of such extensions being provided by any fibre Supplier.

a) Maps for the urban boundaries for each town (*See Appendices: Maps/Urban Boundary Maps/- 'town'*)

b) Census 2013 data (*Please note some data is by area rather than meshblock*)

Urban area	Area Unit	Mesh Block	Population (usually resident)	Number of households	Median household income	**% with broadband (internet)
Picton / Waikawa	AU581100 + AU580442	n/a	4053	1905	\$ 45,550	66%
Spring Creek / Grovetown	AU580431	n/a	1275	513	\$ 61,400	88%
Seddon	AU580802	n/a	507	210	\$ 42,800	60%
Ward (township, not area unit)	n/a	MB2309600 MB2309700 MB2283102	153	114	\$ 58,900	66%
Renwick	AU580300	n/a	2118	810	\$ 65,600	76%
Havelock	AU580200	n/a	486	222	\$ 47,900	68%
Wairau Valley (township, not area unit)	n/a	MB2287300 MB2287200	432	168	\$ 61,500	79%

** Cannot use area unit measure for all as for Ward & Wairau Valley township, it's too large an area unit to be representative, so mesh blocks referenced only*

*** Note, this is the Census number for occupied households with Internet access, not the percentage of households with broadband access Many rural and Marlborough homes are still on dial-up speeds, well below the threshold set for any measure of broadband connectivity.*

c) Statistics New Zealand population growth and other projects

Urban area	Area Unit	Mesh Block	Population projections to 2031	Description of business activities ** (Major sectors)	List of health care facilities
Picton / Waikawa	AU581100 + AU580442	n/a	4580	Transport & Storage - 17% [243] Accommodation, cafes and restaurants - 15% [225] Retail Trade - 14% [207] Manufacturing - 12% [174] Property and Business Services - 10% [153]	Picton Medical Centre
Spring Creek / Grovetown	AU580431	n/a	2050	Agriculture, Forestry and Fishing - 40% [201] Manufacturing - 23% [117] Transport and Storage - 7% [36] Property and Business services - 7% [33] Construction - 5% [24]	none
Seddon	AU580802	n/a	570	Agriculture, Forestry and Fishing - 44% [54] Education - 17% [21] Retail Trade - 12% [15] Manufacturing - 10% [12] Transport and Storage - 5% [6]	none
Ward (township, not area unit)	n/a	MB2309600 MB2309700 MB2283102	n/a **	Accommodation, cafes and restaurants - 28% [33] Agriculture, Forestry and Fishing - 25% [30] Retail Trade - 13% [15] Wholesale Trade - 8% [9] Education - 5% [6]	none



Urban area	Area Unit	Mesh Block	Population projections to 2031	Description of business activities ** (Major sectors)	List of health care facilities
Renwick	AU580300	n/a	2290	Manufacturing - 15% [72] Agriculture, Forestry and Fishing - 15% [69] Retail Trade - 12% [54] Education - 10% [48] Property and Business Services - 8% [39]	Renwick Medical Centre
Havelock	AU580200	n/a	520	Accommodation, Cafes and restaurants - 28% [48] Retail Trade - 18% [30] Agriculture, Forestry and Fishing - 11% [18] Manufacturing - 11% [18] Health and Community Services - 7% [12]	Springlands Health Havelock
Wairau Valley (township, not area unit)	n/a	MB2287300 MB2287200	n/a **	Agriculture, Forestry and Fishing - 39% [54] Retail Trade - 35% [48] Construction - 4% [6] Education - 4% [6] Manufacturing - 2%	none

* Cannot use area unit measure for all as for Ward & Wairau Valley township, it's too large an area unit to be representative, so mesh blocks referenced only

** 'Population projections' - Can't access as information to mesh block level, so not available for Ward & Wairau Valley townships

*** 'GDP per capita' only available by region in Marlborough using Council available stats, so non obtainable for either area unit or mesh block

**** Full description of business activities available in Appendices: Census and Statistics Data / UFB - Description of business activities

d) Prioritise the towns/areas

While Council would wish to see all such extensions as nominated by Network Tasman or any other Supplier, the priorities and rationale in wishing to see as many of our community as possible becoming 'Smart and Connected' are:

1/ Picton/Waikawa

- Marlborough's biggest centre after Blenheim
- Tourism centre – 1m+ people pass through Picton every year on ferries
- Major businesses such as Port Marlborough unable to connect
- Overloaded copper network
- Fibre would assist wider wireless deployment to the Sounds

2/ Renwick

- Marlborough's third-biggest population centre
- A major tourism centre – home base for much wine-related tourism
- Renwick is the centre for many wine-related businesses including agricultural contractors, suppliers, tourism businesses, accommodation

3/ Spring Creek/Grovetown

- These two settlements collectively make up the fourth-biggest population centre
- A number of contracting and other businesses based in Spring Creek/Grovetown
- Sited on State Highway One with accessible fibre, ease of deployment

It may be that cases for other UFB2 extensions are developed in the Digital Enablement Plan or with Suppliers and/or as part of Council's proposal to access and manage broadband funding and projects.

UFB2 – Areas of local authority assistance

Consents

Summary

Marlborough District Council worked with Chorus in Blenheim under UFB1 which now has achieved its highest home/premise fibre connections in New Zealand. Council also earlier worked with Network Tasman in laying fibre across the region. **Marlborough District Council will work with any successful UFB2 bidders on any specific consenting issues.**

i. Aerial consents

Council has for quite some time had a policy of requiring cabling to be placed underground within new subdivisions and for all new works. This is to enhance the environment and amenity value in our urban areas where many streets are now underground. Council will need to consider any requests for new cabling to be erected on existing power or telephone poles.

ii. Shallow trenching

Council believes that shallow trenching is not a suitable method of service installation as it can cause issues for others wishing to work in the road corridor including roading contractors and other utility providers. Its use could be looked at on a case by case basis, but in most cases other preferred methods are available.

iii. Town-wide corridor access request

The Blenheim UFB rollout utilised corridor access requests per "cabinet area" some of which still have reinstatement yet to be completed to Council's satisfaction. Areas of this size can be difficult to manage under the CAR system so Council would not envisage a town-wide CAR as an effective way of managing the process.

iv. Reinstatement Standards

Council and the Marlborough Corridor Manager require that reinstatement is completed to the standards required in the National Code of Practice for Utility Operators Access to Transport Corridors.

UFB2 1b) Identification of infrastructure

Summary

Marlborough District Council has been very supportive of enabling the laying of fibre within Blenheim for UFB1. It will be similarly supportive of any deployment of fibre in any other urban (or rural) Marlborough location.

Council successfully provided details of Council's utility infrastructure (water, sewer, stormwater and redundant gas networks) during the UFB rollout within Blenheim. During the rollout Council and Chorus agreed on a process for the provision of this infrastructure information (plans and trenching instructions) where there were clashes between the fibre and existing services.

That process was for Chorus to provide Council with a plan showing its lay routes by cabinet area four weeks in advance of works commencing.

In this time Council provided aerial photos and trenching instructions as required showing all Council utility services adjacent to and crossing the lay route. This also included individual plans of each service enabling accurate location of these on site. These plan sets were then used by the laying contractor. During the Blenheim UFB project rollout Council assigned a full time staff member dedicated to manage this process.

Under UFB2, Council proposes to provide the same level of service delivered to the Blenheim UFB project, providing the required information to avoid clashes with existing infrastructure. It is not considered necessary to provide all such information at this stage.

It would be very onerous for example to duplicate all of the service information held for Picton.

Providing the complete data set for a township would also lead to a lot of unnecessary information made available as there will be much Council infrastructure that a UFB cabling project does not get near to or cross.

This task is greatly reduced when the laying route for the cable is known and information provided can be targeted to match the cable alignment.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

i. 1 Existing pole infrastructure by street

As earlier noted, much infrastructure once carried on poles in urban Marlborough has now been undergrounded. Marlborough Lines is the provider of street lighting. Council will facilitate efforts to assist any request by a UFB2 supplier for access to existing pole infrastructure including maps.

ii. Existing ducts

Council does not have ducting in the potential UFB2 areas but other utility providers do. (See Further Comments)

iii. Fees and Ground Conditions

Council has not charged fees and/or levies for the provision of service plans throughout the UFB rollout. However, there are corridor access request costs. Currently these are; \$247.25 for local roads and \$500.00 for the State Highway corridor (GST incl.) Ground condition information can be provided closer to the time when finalising the details of a rollout for each area.

iv. Disused infrastructure

There are no disused gas or storm water/water networks available for the use of the rollout in the potential areas for UFB2.

v. Underground Utility Infrastructure

As above

vi. Fibre Backhaul

Marlborough is well-served by fibre backhaul networks. These include Chorus backhaul fibre, Vocus fibre and TelstraClear backhaul fibre. Network Tasman has fibre running through Marlborough down the Wairau River valley to Picton. (See Appendices: Maps/(region-maps/(region) – VDSL/ADSL/Fibre Backhaul Network)

vii. Other Infrastructure

Council is willing to engage with the owners of any other infrastructure that may have the potential to assist with the delivery of better UFB in Marlborough.

Further comments

Council is considering providing a fully open access (available to any supplier who wishes to use) empty duct within trenches with the installation of 3 waters networks but only when these are being installed in the footpath/berm area. This would provide easy access to ducting for other utility operators to provide services to consumers' properties.

UFB2 - Uptake and Awareness assistance**Existing Council communications**

Marlborough District Council has been active in promoting the prospect of a UFB expansion to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the ROI and the prospect of Marlborough communities being able to benefit from improved connectivity including UFB2. Council also worked with its advisors to promote the ROI opportunity to its community via local newspapers. There were a series of stories on connectivity issues including at least two on the front page of the regional daily, The Marlborough Express. (See Appendices: Media coverage)

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

Council shares the Crown's interest in seeing the widest possible uptake of UFB from this second round funding. Council will continue to work to support any successful UFB2 bidder by ongoing and active Council communications and activities which promote the benefits of ultrafast broadband connectivity.

Connecting local libraries to UFB

Blenheim Public Library is connected to Council's Corporate Internet Direct feed via Spark providing 10mb/s up and down guaranteed. This connectivity is extensively used, both by local residents and many visitors, including seasonal grape workers. Marlborough's other main public library is in Picton where UFB and other high-speed options are not yet available.

Ensuring Council's telecommunications services are provided over UFB

Council's feed via Spark into its main office in Blenheim provides a guaranteed 10mb/s up and down service. Council was an active early adopter of providing services on-line. Residents (and many people beyond Marlborough) can view building consents, resource consent applications and a host of other data on-line.

- Council also provides access to a range of Smart Maps which give guidance across a suite of maps on access to services, recreation, playgrounds, property details, walking and cycling paths and other information. <http://www.marlborough.govt.nz/Services/Maps/Smart-Maps-Help.aspx>
- In the past year usage of Smart Maps has grown from around 2,200 a month to more than 11,000.
- The Integrated Management Services Processor (IMSP) strategic direction for MDC is "*To inform, engage and transform with online services*" which closely aligns with Government ICT strategy.
- MDC will be implementing a new IMSP in the next year and this will be a digital strategy.

Conducting basic research

Working with a Steering Group, Council organised a survey of Marlborough residents which sought information on current broadband and mobile connectivity.

- The survey was responded to by 970 people, around three times the number who submitted to Council's Long Term Plan 2015. (*See Appendices: Survey Data and Survey Summary/Marlborough survey data + Marlborough Survey Summary*)
- Council and the Steering Group also organised two public forums to discuss the ROI and identify broadband and mobile connectivity issues. Around 100 people attended the two meetings.
- Most people were rural/Sounds dwellers lamenting their lack of broadband or mobile coverage and the 'digital divide' that separated them from urban dwellers on UFB.

<http://www.stuff.co.nz/marlborough-express/news/69596220/slow-net-and-mobile-black-spots-frustrate>

UFB2 Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

- As part of its response to the ROI, MDC has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.
- It has also encouraged local suppliers to provide Supply ROIs and mention that they are engaged with MDC in looking for solutions to connectivity issues.
- Council will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines and Network Tasman.)

Other assistance

Council is ready to engage with Marlborough Lines, the region's electricity lines company. Marlborough Lines has its own potential needs for fibre to assist with communications for its lines business. It also has recently divested itself of some major external shareholdings and is looking for investment opportunities. Network Tasman provides an alternate possible option in seeking to develop mutually beneficial broadband delivery models.

Rural Broadband Initiative 2

Central and local government are increasingly encouraging New Zealanders to engage on-line. Departments such as IRD almost require people to provide information and payments via the Internet. The Government's current exercise testing interest in a new flag has seen low physical attendance at meetings, yet reportedly nearly 1m people have responded on-line.

Internal Affairs Minister Peter Dunne stated on July 7 that New Zealanders are doing more of their government transactions digitally; by March this year, an average of 45.8 per cent of measured government service transactions were completed digitally – up from 30.4 per cent when measurement started in June 2012.

At a Council level, the same approach is being taken across all manner of services. For example, all new water consents for users including the grape industry require data loggers to monitor take and flows.

When people have no connectivity, or face considerable delays accessing the Internet on dial-up, the call of central and local government to use on-line services can become a subject of derision.

Ensuring people can connect to local and central Government services is a primary reason why Council is seeking support for Marlborough under RB12 funding.

In responding to the RB12 programme initiative, Council wishes to underscore how it sees integrated potential solutions across UFB2, RBI2 and MBSF. If fibre extensions are able to be provided to such townships as Renwick, Havelock, Seddon, Ward and Wairau Valley townships, these will then provide the opportunity for wireless services, using the fibre for backhaul, to supply broadband connectivity to surrounding rural communities. Moreover, the poles that wireless providers install can also provide the potential for improved mobile services.

Additionally, Council notes how combined solutions across broadband and wireless will improve the health and safety of rural dwellers and travellers. Marlborough is a geographically challenging

province with hundreds of isolated bays and rugged rural hinterland. Our major industries include some with higher than average injury risks; forestry, farming, viticulture, aquaculture.

The poor, if any, broadband coverage in many parts of Marlborough means that rural dwellers are less able to access on-line material which may guide their health and safety practices. Additionally, when accidents happen, there are often difficulties in accessing mobile networks to call in emergency services.

While emergency services themselves usually have access to radio telephones, they look to have these supplemented by mobile coverage. Services such as the police, Search and Rescue, Coastguard and Department of Conservation face particular challenges with poor connectivity hampering search and rescue operations in the Marlborough Sounds. *(See Appendices: Support Correspondence/DOC support)*

The Marlborough Rural Fire Authority and Marlborough Civil Defence have also been contacted as part of the ROI Response and commented that improved broadband and mobile coverage would assist their efforts during such emergencies as last summer's major forestry fire at Onamalutu.

The Nelson Marlborough DHB has also submitted a supportive document for the ROI which identifies the benefits to patients who are on broadband who are then able to access services including for those suffering from tuberculosis, mental health issues and diabetes. More widely the DHB notes: *"With increased Internet coverage, patients in rural areas of Marlborough that would normally have to travel for a consultation may be able to access the care, results and management they need utilising this service from their own home."* *(See Appendices: DHB Telehealth Info to support Rural Broadband & Cellular Coverage)*

Given it produces most of the nation's wine and has a geography that includes fjords, plains, rivers and mountains, Marlborough is a tourism magnet. Many of our tourism operators, however, struggle to meet the expectations of their clients who want to ubiquitous connectivity, no matter how remote the location.

The dairy industry is another significant contributor to the Marlborough economy. Dairy operations here are increasing in size and becoming increasingly reliant on broadband and mobile connectivity. Fonterra is explicit about the impacts of poor connectivity on its shareholders and the benefits of improved access to broadband and cellular services. *(Appendices: Support Correspondence/Marlborough UFB 2_RFB2 support letter - Fonterra)*

In Council's view the overall economic contribution of Marlborough reinforces the case for a share of funding that stretches beyond the region's per capita population.

a) Areas with no broadband coverage

There are extensive areas of Marlborough with little or no broadband coverage. That is despite maps produced by telecommunication companies which suggest that areas have 'broadband.' At the two public forums Council ran in Blenheim, as well as at separate meeting in Havelock, people were asked to identify gaps in claimed broadband (and cellular coverage.) *(See Appendices: GIS Maps by sub-region x 2)*

Additionally, the regional survey Council ran with the Steering Committee saw many rural dwellers identify widespread gaps in supposed broadband coverage of suppliers. Some people report being able to access the Internet at certain times of day but not others.

Nearly 1,000 (970) people responded to the survey, of whom 87.6% had an Internet connection. Around 7% of respondents had dial-up connections. The majority of those responding were rural and Sounds residents. More than half those surveyed reported their Internet connection delivered either very slow (34%) and slow (22%) service. Only 3% reported having a very fast service. (*Appendices: Survey Data and Survey Summary/Marlborough survey data + Marlborough survey summary*)

As a result of the feedback from the survey and public forums, and recognising people with no broadband need to come ahead of those with poor broadband, the following Marlborough areas are identified with no or little broadband coverage:

- Rai Valley
- Linkwater/Anakiwa/Grove Arm
- Onamalutu
- Wakamarina
- Waihopai Valley
- Ohingaroa Bay, Mahau Sound (parts of Kenepuru Sound)
- Port Underwood



b)

RBI 2	Mesh Block	Population (usually resident)	Number households (Total Occupied Dwelling)	Median household income	% households with 'broadband' internet	
					2013	2013
Year		2013	2013	2013	2013	
Rai Valley	MB22284100	147	51	\$ 55,000		27%
Anakiwa	MB22286405	177	84	\$ 62,400		36%
	MB22286406					
	MB22286407					
Linkwater / The Grove	MB22286404	282	132	\$ 44,175		33%
	MB22286504					
	MB22286503					
	MB22286502					
Onamalutu	MB22286900	177	69	\$ 77,500		25%
Wakamarina	MB22283400	144	54	\$ 49,200		23%
	MB22283500					
Waihopai Valley	MB22287001	501	198	\$ 65,500		29%
	MB22288601					
	MB22288700					
	MB22288800					
	MB22288900					



RBI 2	Mesh Block	Population (usually resident)	Number households (Total Occupied Dwelling)	Median household income	% households with 'broadband' internet	
					2013	2013
Year		2013	2013	2013	2013	2013
Mahau / Kenepuru Sound	MB2285001					
	MB2285002					
	MB2285003					
	MB2285004	267	144	\$ 44,600	31%	
	MB2285101					
	MB2285102					
	MB2285400					
Port Underwood	MB2286303					
	MB2280402					
	MB2280104					
	MB2280300	54	39	\$ 25,000	22%	
	MB2280200					
	MB2280103					
	MB2280105					

* Cannot use area unit measure as too large an area so not representative, so mesh blocks referenced only

c) Statistics

RBI 2 Area	Mesh Block	Description of business activities & type	List of health care facilities
Year		2013	2013
Rai Valley	MB2284100	Accommodation and Food services - 29% [18] Education and Training - 29% [18] Agriculture, Forestry and Fishing - 14% [9] Wholesale Trade - 5% [3] Other services - 5% [3]	none
Anakiwa	MB2286405 MB2286406 MB2286407	Education and Training - 70% [42] Agriculture, Forestry and Fishing - 5% [3] Accommodation and Food services - 5% [3] Professional, Scientific and Technical Services - 5% [3]	none
Linkwater	MB2286404 MB2286504 MB2286503 MB2286502	Education and Training - 64% [84] Accommodation and Food Services - 9% [12] Agriculture, Forestry and Fishing - 5% [6] Professional, Scientific and Technical Services - 5% [6]	none
Onamalutu	MB2286900	Agriculture, Forestry and Fishing - 67% [24]	none
Wakamarina	MB2283400 MB2283500	Agriculture, Forestry and Fishing - 50%	none
Waihopai Valley	MB2287001 MB2288601 MB2288700 MB2288800 MB2288900	Agriculture, Forestry and Fishing - 61% [153] Manufacturing - 19% [48] Public Administration and Safety - 4% [9] Construction - 2% [6] Rental, Hiring and Real Estate Services - 2%	none
Mahau / Kenepuru Sounds	MB2285102 MB2285101	Agriculture, Forestry and Fishing - 31% [48] Accommodation and Food Services - 31% [48]	none
Port Underwood	MB2280402 MB2280104 MB2280300 MB2280200 MB2280103 MB2280105	Agriculture, Forestry and Fishing - 60% [9] Accommodation and Food Services - 40% [6]	none

** Cannot use area unit measure as as too large an area so not representative, so mesh blocks referenced only
** 'Population projections' - Can't access as information only available in area units *** 'GDP per capita' only available by region in Marlborough using Council available stats, so non obtainable for either area unit or mesh block
**** Full description of business activities available in Appendices: Census and Statistics Data / RBI 2 - Description of business activities*

d) Areas prioritised with rationale in order for most benefit from RBI2 investment

Council and the Steering Committee identify the following areas by priority

- Rai Valley
 - Service centre township on SH6 with school that has fibre
 - Strongly identified as in need by survey/public forums
 - Understood to have been designated for improvements under RB1
 - Rai Valley is a major entry point to Pelorus Sound communities with many Marlborough and Nelson people travelling there to holiday homes and for recreation
 - Major forestry area – need to access on-line health and safety materials
- Linkwater/Anakiwa/Grove Arm
 - Poor current connectivity identified by survey/public forums
 - Road entry to Kenepuru/Mahau Sound at Linkwater
 - Anakiwa is the end of the Queen Charlotte Walkway – tourists need Internet for weather alerts/other advisories to reduce Health and Safety issues
 - Outward Bound School at Anakiwa – a major facility hosting young people, which struggles with connectivity
 - Major tourism/permanent/holiday home area – Grove Arm, Queen Charlotte Sound
- Onamalutu
 - Last summer’s fires showed the ‘dial-up’ isolation for Onamalutu community – unable to monitor progress of fires and so take best informed Health and Safety precautions
 - Strongly represented at both community forums
 - Engaged in developing own wireless solution – could be supported/assisted
- Wakamarina
 - Dial-up for most residents
 - Prone to flooding – lack of on-line advice presents Health and Safety risks
 - Strongly represented at both community forums
 - Community open to idea of developing own solution – could be supported/assisted
- Waihopai Valley
 - Strong response to survey and attendance at forums
 - Motivated farming/grape growing community
 - Major forestry area – lack of on-line services hamper better Health and Safety
- Mahau/Kenepuru Sounds
 - Dial-up experiences frustrating residents
 - Several holiday resorts in Kenepuru Sound
 - Community scheme operating in Kenepuru – potential to upgrade
 - Outer reaches of these Sounds are 1.5 hours drive from nearest settlements of Havelock and Picton – Telehealth benefits if able to go on-line

- Port Underwood
 - Major forestry area – Health and Safety issues
 - Aquaculture a strong contributor to the area – increasing need for connectivity
 - Residents frustrated that fibre runs through area but no access

Consents

Under the current regional Resource Management Plans, telecommunications infrastructure is generally a Permitted Activity for a Requiring Authority (no Resource Consent) if under 25 metres and not on any ridgeline in an area of outstanding natural landscape. (In such situations, telecommunications infrastructure is still permissible if sited 30m below a ridgeline.) The current plans are being reviewed but Council does not expect significant changes. *(See Appendices: Support Documentation/Utilities rules, objectives and policies)*

Moreover, Council has indicated to local Suppliers that there is a preparedness to consider reviewing its approach to the fees charged for the leases charged for telecommunications operators who establish facilities on Council-owned high sites. Whereas in the past, a commercial approach was taken, Council will now take into account the community benefit that such sites may provide to companies providing wireless services, notably those in more rural and remote communities.

RB12 Identification of Infrastructure

Council has identified multiple possible infrastructure sites.

It has engaged in an extensive GIS mapping exercise which has identified that Council itself has numerous Radio Spectrum Management (RSM) sites dotted across Marlborough.

Council has already indicated to local Suppliers that it is prepared to engage with them and National Suppliers related to there being a potential for access to such sites. *(See Appendices GIS map RMS Sites)*

Council's advisors have also met and spoken with various other owners or occupiers of high sites in Marlborough that could potentially assist with extending both wireless broadband and cellular provision. There has been an encouraging response from organisations including:

- Port Marlborough (Council owned)
- Marlborough's Harbourmaster
- Department of Conservation
- NIWA
- Marlborough Regional Forestry (largely owned by MDC)
- Wood Sector group (representing forestry owners and processors)
- Marlborough Lines

Council to Act as Clearing House

While any arrangement would require specific discussion, negotiation and individual agreement, each organisation has indicated a willingness to engage via Council, as an independent arbiter and clearing house, with any telecommunications suppliers who may desire access to such high sites around Marlborough. There is a wide appreciation that there is a major community benefit in ensuring much greater broadband connectivity, as well as other benefits accruing to individual organisations. Council notes that as part of the ROI process it has approached the Department of Conservation, as the major landowner in much of the

Marlborough region. DOC has formally indicated its preparedness to consider access to its sites for broadband/mobile coverage improvements. (See Appendices: Support Correspondence/DOC Support)

RBI2 Uptake and Awareness Assistance

Existing Council communications

Marlborough District Council has been active in promoting the prospect of a RBI expansion to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the ROI and the prospect of Marlborough communities being able to benefit from improved connectivity. Local media stories were placed with regional media, highlighting the impacts of being unable to use broadband or mobile services. This included an elderly Sounds resident still on dial-up who was unable to Skype her son overseas. <https://www.stuff.co.nz/marlborough-express/business/68531432/Patchy-broadband-part-of-daily-routine> (See Appendices: Media coverage)

- A number of Sounds and rural Marlborough residents attended the second of two public forums in support of the Marlborough ROI.
- Council has several online services developing that are targeted at the rural and Sounds customers. One online system that we are developing is a joint partnership with government for the rural community, in particular, water users.
- The current Smart Maps holds several targeted maps of information that are useful for rural and Sounds customers with resource consents and marine farms maps integrated to information. Council's ePlan provide online resource management plans - interactive maps for planning information.

Council shares the Crown's interest in seeing the widest possible uptake of RBI from this second round funding. Council will continue to work to support any successful RBI bidder by ongoing and active Council communications and activities which promote the benefits of connectivity via the RBI.

Conducting basic research

Rural people unhappy with existing broadband and mobile coverage formed a major component of those responding to Council's survey. Some example comments:

- *"It tends to be unreliable and doesn't cope with multiple usages at the same time"*
- *"Compared to service we use in town, the rural service is not delivering to a level we require"*
- *"The current connectivity is fine for basic emails and some browsing, but downtime and (low) speed impede business functionality"*

(See Appendices: Survey data and Survey summary/Marlborough survey data + Marlborough survey summary)

Working with the successful RBI Bidder to encourage uptake

This awaits the conclusion of the current ROI process and/or the acceptance of Marlborough District Council's Alternative Approach proposal.

RBI2 Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

As part of its response to the ROI, Council has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.

- It has encouraged suppliers to provide Supply ROIs and mention that they are engaged with Council in looking for solutions to connectivity issues. Council will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines.)

RBI2 Other assistance

As noted, Council has engaged with a number of entities which own high sites which could potentially assist with wireless deployment. There are encouraging responses. This is regarded as work in progress.

Mobile Black Spot Fund

The two public forums organised by Council and the ROI Steering Group saw strong responses on mobile phone black spots.

Residents of the Onamalutu community spoke of their terror during last summer's major forestry fire. There is virtually no cell-phone coverage (or broadband) in the Onamalutu valley, leaving residents feeling isolated and vulnerable. The Marlborough Rural Fire Authority has endorsed the need for improved cellular coverage in this and other rural communities.

At the second public meeting, a resident of Tennyson Inlet in Pelorus Sound spoke of the hour and 15 minutes she is out of effective cell-phone contact in driving from her home, then via Rai Valley to Blenheim.

St John and a Nelson Marlborough District Health Board cardiologist have identified that the gap in cell-phone coverage is putting lives at risk in remoter Marlborough rural communities, notably Rai Valley. Ambulance officers are unable to connect patients being assisted in the Rai Valley area to mobile-linked devices which can be monitored by more senior staff. *(See Appendices: Letter of Support for Mobile Black Spot Funding for Marlborough)*

The survey of mobile coverage saw nearly half of those surveyed (47%) did not have good cell-phone reception at their properties and more than 80% identified black spots while driving around Marlborough

a) Significant tourism areas with no consistent 3G/4G coverage

The Marlborough Sounds are our region's jewel in the crown. While winter numbers dwindle, in summer the Sounds are host to thousands of New Zealand and foreign visitors. Many New Zealanders living outside Marlborough have baches in the Sounds.

- At best cell-phone reception is patchy across the Sounds.
- Maps provided by the three mobile service operators tend to show good coverage in wide, open areas of water.
- Typically coverage disappears when you reach shore, as baches, resorts and homes tend to sit under hills away from the easy coverage points.
- Some resorts dotting the famous Queen Charlotte Walkway, which sees thousands of annual visitors, are unable to provide cell-phone reception to their guests.

The lack of cell-phone service is far more serious for emergency services such as police. A local Police officer was unable to attend a public forum but emailed this message about cell-phone coverage being substandard across parts of Marlborough. *"Blenheim Police rely on this for vital communications and it could be vastly improved by adding some well needed cell sites to poor performing areas. If you could pass on that we would appreciate better coverage greatly."*

b) Sections of State Highways with no consistent 3G /4G coverage

Marlborough is dissected by State Highway One, running from Picton towards Kaikoura. It connects to Nelson through State Highway 6 (via Rai Valley) and State Highway 63 (via St Arnaud). There are major cell-phone gaps across each of these sections of State Highways.

- Cell-phone reception is often lost south of Ward on State Highway One when you reach the Pacific coastline.

- A farmer living at Lake Grassmere within a few hundred metres of SH1 reports that when needing to dial 111 during a recent helicopter crash, he had to first drive up a nearby hill to get cell-phone reception.
- The Awatere is now a major wine region. The lack of cell-phone coverage presents health and safety risks to vineyard owners and the thousands of contractors and staff who come to assist with pruning and other viticultural requirements. One woman reports that a landline is maintained on a vineyard block simply to provide for potential emergency calls as there is no cell-phone coverage.
- Service across State Highway 63 can be patchy.
- There is no less than some 30 minutes gap of cell-phone connectivity when driving between Canvastown and Hira, on the Nelson side of the major Whangamoia range.
- The community living behind Canvastown in the Wakamarina Valley report the loss of cell-phone connection within two kilometres of SH6.

The critical nature of essential infrastructure improvements are most graphically illustrated by St John's letter about how patients are being put at risk by the lack of cellular cover in Marlborough, notably in Rai Valley. (*See Appendices: Letters of Support Mobile Black Spot Funding for Marlborough*).

This was reinforced by strong attendance at our two public forums by Rai Valley residents.

- One man living near Rai Valley spoke of the regular appearance of desperate people arriving at his business after accidents or breakdowns on the Whangamoia Hills on State Highway 6 who could not use their mobile phones to call emergency services or for assistance.
- The man stated in that forum that he understood Vodafone was to have constructed a cell-phone tower under earlier RBI funding and that a local farmer had offered an ideal high site
- To this point, Vodafone had not chosen to actually build the RBI site at Rai Valley.

MBSF Areas prioritised and rationale

1. Rai Valley and environs (*Provisionally listed; if RBI1-funded tower proceeds, no case for RB12 funding*)
 - At centre of the longest stretch of State Highway in Marlborough without cell-phone coverage
 - More than 3,000 vehicles travel through Rai Valley on average every day
 - Lives at risk because ambulances cannot connect patients via cell-phone links to more senior staff
 - Motorists unable to call emergency services or breakdown assistance for many kilometres
 - Wider health and safety issues in an area dominated by farming/forestry activity
2. Awatere Valley
 - As a major wine region in its own right, the Awatere Valley's population is greatly increased at times by seasonal viticultural workers. In places there is no cell-phone reception, presenting serious health and safety risks in an industry which is both highly mechanised and dependent on manual labour. There is no health facility in the Awatere Valley so injured workers need to be taken to Blenheim.

- The Average Daily Traffic count at Lake Grassmere on SH1 is nearly 3,000 vehicles
 - There is still considerable traditional farming in the Awatere Valley, much of it in difficult terrain
 - Cell-phone coverage is reported to dwindle from the State Highway corridor outwards.
 - The Awatere Valley is also increasingly a destination for tourists. None of the Awatere wineries are on SH1 where existing cell-phone coverage is best.
3. Wakamarina Valley
- Residents report that cell-phone connections up this long valley cease within two kilometres of SH6 at Canvastown
 - This presents health and safety issues for people living in the valley who include a lot of 'lifestylers' engaging in activities remote from their homes with obvious attendant risks.
 - Major access road to the Richmond Range – many people tramp and climb in these mountains and lack of cell-phone coverage presents major concerns when emergency services are required.
4. Onamalutu
- Last summer's fires exposed the risks faced by Onamalutu dwellers who have no cell-phone cover or broadband.
 - Only one entrance in and out of the valley exacerbates the risks.
 - Marlborough Rural Fire Authority says Onamalutu is one of the areas of Marlborough where lack of cell-phone coverage is a major concern.
5. Waihopai Valley
- A major farming/grape-growing/forestry community.
 - Little or no cell-phone coverage in further reaches.
 - Mostly hill country, with attendant risks.
 - Only one road in and out – flooding and fire risks.

MBSF - Consents

Marlborough District Council has an enabling approach to infrastructure.

Under the current regional Resource Management Plans, telecommunications infrastructure is generally a Permitted Activity for a Requiring Authority (no Resource Consent) if under 25 metres tall and not on any ridgeline in an area of outstanding natural landscape. (In such situations, telecommunications infrastructure is still permissible if sited 30m below a ridgeline.) *(See Appendices, Extract from Wairau Awatere Resource Management Plan.)*

The current plans are being reviewed but Council does not expect significant changes.

Moreover, Council has indicated to local Suppliers that there is a preparedness to consider reviewing its approach to the fees charged for the access leases charged for telecommunications operators who establish facilities on Council-owned high sites. Whereas in the past, a commercial approach was taken, Council will

now take into account the community benefit that such sites may provide to companies providing wireless services, notably those in more rural and remote communities.

MBSF Identification of Infrastructure, land

Council has identified multiple possible infrastructure sites.

It has engaged in an extensive GIS mapping exercise which has identified that Council itself has numerous RSM sites dotted across Marlborough.

Council has already indicated to local Suppliers that it is prepared to engage with them and National Suppliers related to there being a potential for access to such sites. *(See Appendices: Maps/ - Maps/[region] – NZ Radio Spectrum Register – Community Forum [date])*

Council's advisors have also met and spoken with various other owners or occupiers of high sites in Marlborough that could potentially assist with extending both cellular (and broadband) provision. These include:

- Port Marlborough (Council owned)
- Marlborough's Harbourmaster
- Department of Conservation
- NIWA
- Marlborough Regional Forestry (largely owned by MDC)
- Wood Sector group (representing forestry owners and processors)
- Marlborough Lines

Council to Act as Clearing House

While any arrangement would require specific discussion, negotiation and individual agreement, each organisation has indicated a willingness to engage via Council, as an independent arbiter and clearing house, with any telecommunications suppliers which may desire access to such high sites around Marlborough. There is a wide appreciation that there is a major community benefit in ensuring much greater broadband connectivity, as well as other benefits accruing to individual organisations.

MBSF Uptake and Awareness Assistance

Existing Council communications

Marlborough District Council has been active in promoting the prospect of improved cell-phone coverage to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the prospect of Marlborough communities being able to benefit from improved cellular and broadband connectivity. Local media stories on connectivity had a strong rural flavour and reflected concerns about mobile black spots. *(See Appendices: Media coverage)*

Council shares the Crown's interest in seeing the widest possible benefits from the MBSF. Council will continue to work to communicate with communities and Suppliers to ensure the best possible uptake from any MBSF funding which comes to Marlborough.

Conducting basic research

Rural people unhappy with existing mobile coverage formed a major component of those responding to Council's survey and attending public forums.

- *"I think more cell phone towers should be put up especially in remote areas where accidents do happen"*
- *"We can only access cell-phone from specific points around our property"*
- *No cell-phone coverage within 30k - RD6 (Waihopai Valley)*
- *There is NO cell cover anywhere in Penzance Bay*
- *Very limited telecom, spotty Vodafone*
- *Nearest signal is 4 km away - Havelock RD1*

(See Appendices: Survey data and Survey summary/Marlborough survey data + Marlborough survey summary)

MBSF Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

As part of its response to the ROI, Council has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.

- It has encouraged suppliers to provide Supply ROIs and mention that they are engaged with MDC in looking for solutions to connectivity issues.
- MDC will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines.)

MBSF Other assistance

As noted, Council has engaged with a number of entities which own high sites which could potentially assist with wireless deployment. This is regarded as work in progress.

MBIE ROI Response

Document Prepared for Marlborough District Council by	Dayal Phillips, Brendon Burns
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Contributors to this Document		
Date	Name	Organisation & Title
	Dayal Phillips	DDA – Associate Business and Implementation
	Brendon Burns	DDA – Associate Communications
	Chris O’Connell	DDA – Associate Strategy
	Steve Barnard	DDA – Associate Engagement
	Dean Heiford	Manager Support Services MDC
	Steering Committee	Marlborough District Council

Distribution		
Date	Name	Organisation & Title
	Hamish MacFarlane	MDC Steering Committee, GM MCOG
	Lee Harper	MDC Steering Committee
	Geoff Evans	MDC Steering Committee, Councillor
	Stuart Smith	MP Kaikoura
	Hon. Amy Adams	Minister for Communications
	Alistair Sowman	Mayor, Marlborough District Council
	Helen Whitaker	Office of Stuart Smith, MP Kaikoura

Table of Contents

Document Control.....	2
Executive Summary.....	4
Response to ROI Requirements	6
Ultrafast Broadband 2	7
UFB2 – Areas of local authority assistance	11
Consents	11
UFB2 1b) Identification of infrastructure	12
Further comments	13
Rural Broadband Initiative 2	15
RBI2 Identification of Infrastructure	23
RBI2 Uptake and Awareness Assistance	24
Mobile Black Spot Fund	26
MBSF - Consents	28
MBSF Uptake and Awareness Assistance	29

Executive Summary

Marlborough is a growth region. More than 70 percent of New Zealand's wine and aquaculture production come from Marlborough; it is a tourism centre and home to diverse agricultural, forestry, aviation, horticultural, retirement and manufacturing sectors.

With around 1 percent of the nation's population, Marlborough punches above its weight on economic returns to New Zealand. Manufacturing is the dominant economic driver, with most of this centred around agriculture (including wine processing), fishing (notably aquaculture) and forestry; jointly these account for 37 per cent our economy.

In calendar year 2014, Marlborough delivered \$2.154b in GDP (in 2010 prices) and enjoyed 4.4 per cent economic growth, above the national average of 2.5 per cent. Per capita GDP at \$86,664 rose 1.2 per cent, again above the national average of 0.8 per cent. *(See Appendices: Infometrics data/Infometrics data link)*

Our tourism sector is again thriving, in large part because operators are building off the back of Marlborough's international reputation for wine and promoting the 'mountains to sea via vineyards' geography of the region.

There is now little if any economic activity that is not in some way dependent and enhanced by good Internet and mobile connectivity.

The wine industry requires such technology as data loggers to provide frost alerts and manage water use. Some marine farmers live in the Sounds and require broadband and cellular connectivity to be able to run their businesses; even if they are resident elsewhere in Marlborough or beyond, their industry is increasingly dependent on technology to sample water quality, manage harvesting and other activities.

Marlborough still has a strong traditional farming base from fertile lowlands growing crops to high country sheep stations. In increasingly competitive markets, Marlborough farmers need to be able to harness technology such as Precision Agriculture, on-line banking and on-farm applications. Access to the Internet and to cellular coverage is now as fundamental to farming infrastructure as four wheel drive vehicles and fencing wire.

Marlborough District Council has adopted a 'Smart and Connected' strategy *(see Appendices: Support Documentation/Smart and Connected Framework)* to underpin its wider economic development objectives.

The Smart and Connected strategy recognises that good connectivity is required for our region to realise its economic and societal potential. Achieving such connectivity on a near-ubiquitous basis presents a particular challenge for a region which includes the many isolated bays of the Marlborough Sounds and a rural hinterland marked by multiple long valleys; and which is home to a total population of 43,416 (2013 Census); modestly-sized Blenheim (24,186) is the biggest settlement followed by Picton/Waikawa (4,053), Renwick (2,118, Spring Creek/Grovetown, (1,275), Seddon (507), Havelock (486), and then a range of smaller centres and widely scattered communities.

Marlborough District Council (Council) is therefore welcoming of Government providing the opportunity to help identify the case for our region to benefit from increased investment in broadband and mobile services.

Council confirms that it is applying for funding under the three programmes; UFB2, RBI2 and Mobile Black Spot Fund as provided for under this Registration of Interest, to be managed by the Ministry of Business, Innovation and Employment.

Alternative Approach

In doing so, Council invites Government to consider an alternative approach, detailed in the Alternative Approach and Appendices document. The approach suggested is for Marlborough people to be able to access broadband anywhere – “Location Agnostic Broadband”, (LAB). This proposes a high and consistent Quality of Service for broadband delivery, regardless of the location of the community or family receiving that broadband service.

The model to provide that is focused on rural broadband delivery across our region: “Rural Broadband Access Network” or “RBAN”.

Council is suggesting to Government that it consider providing funding, as a minimum, equivalent to Marlborough’s per capita share of the \$360m across the three broadband/mobile funding programmes.

The delivery construct for “RBAN” would establish a board mechanism for community and potential partners input into governance. Ownership and control would remain with Council and the Marlborough community. One board member position would be reserved for appointment by the Crown.

Via “RBAN” Council would contract the service provider(s) to deliver services. “RBAN” would also have back to back contracts with the Suppliers for the services delivered by the ISPs.

It is considered that this model would be appropriate for funding a detailed planning phase, the development of a full Proof of Concept Pilot and a full business case for Marlborough-wide “LAB” and “RBAN” Implementation.

Council’s objective is that all Marlborough communities and end users of broadband services will have:

1. Broadband available on a location agnostic basis. It would make no difference whether the end user is located in a rural community or an urban community.
2. Minimum Quality of Service for the end user, both for upload and download.
3. In a step-change towards future-proofing, Council would seek to establish 50mb/s as an initial base minimum requirement for newly-funded services, with regular, scheduled upgrades of equipment towards achieving gigabit delivery
4. Multiple broadband supply options meeting minimum Quality of Service levels will be required. The end buyer can decide who will supply their broadband.
5. Fibre links with minimum of 1GB/s Ethernet bandwidth delivery to any Point of Presence at wholesale pricing, where servicing a rural school, rural community or rural health centre.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

What is proposed is a regional broadband access and governance structure that delivers a transparent, accountable, needs-driven approach to Marlborough's ongoing requirement for cost effective digital infrastructure investment. The effect will widen high quality broadband services, reduce the undue reliance upon a limited number of large providers, support a much improved national standard for broadband delivery, while reducing the overall cost and providing a better return on the capital invested by the Crown.

Given Marlborough's proximity and links to the Nelson/Tasman region, there is a willingness to consider a wider approach across the whole of the upper South Island. Marlborough can provide Government with a model that has the capacity to be adapted and developed by other regions.

Council believes there is much to be gained for the Crown from the model detailed in the Alternative Approach and Appendices document and asks it be given the utmost, urgent consideration. This ROI can proceed on a stand-alone basis or as part of the model suggested.

Response to ROI Requirements

Marlborough District Council welcomes this opportunity to respond to this initiative from Government. As a diverse region with urban pockets and scattered rural communities living in and around long valleys and isolated bays, Council seeks to share in the three programmes; UFB2, RB2 and MBSF.

There is considerable potential to assist many of its communities.

With encouragement and support from the local Member of Parliament, who reinforced the opportunity presented, Council seized on the ROI process earlier and more actively than most local authorities.

A Steering Committee was formed which included a representative of the MP's office, the Marlborough Chamber of Commerce, a senior Marlborough rural Councillor, a local IT specialist and advisers.

A survey of broadband and mobile coverage was organised, attracting nearly 1,000 responses (*Appendices: May Survey*). Two public forums were organised attended by more than 100 people. Council used its newspaper advertisements to promote the survey and meetings.

There can be no doubt that Council, Marlborough organisations and our communities have embraced the opportunities presented by the Government funding as the MBIE ROI response requirements outline.

Note: Given there are three separate programmes – UFB2, RB12 and MBSF – which may entail some separate consideration, Council has chosen to provide three sets of responses. This sees some duplication of material.

Ultrafast Broadband 2

Marlborough District Council wishes to see the greatest possible extension to UFB2 fibre in Marlborough. Blenheim is already the leading Chorus town for UFB1 uptake. Council believes its supportive approach to assisting Chorus in laying fibre will have assisted that level of uptake.

Although there has been the required ROI engagement with Chorus as a potential Supplier, it is not yet clear if Chorus will bid to provide fibre to Marlborough under UFB2. However, Council was advised in its ROI meeting with locally-based Suppliers that Network Tasman will bid to install UFB2 and FTTP fibre in Marlborough to these towns which are already along Network Tasman fibre routes.

- Picton/Waikawa
- Grovetown/Spring Creek
- Wairau Valley township

Additionally, Network Tasman is proposing to build ftp infrastructure, provided the appropriate access is available via RBI funded Chorus access points at:

- Rai Valley
- Havelock
- Seddon
- Ward

This would encompass almost all of the remaining 'urban' area of Marlborough. Council is wholly supportive of such extensions being provided by any fibre Supplier.

a) Maps for the urban boundaries for each town (*See Appendices: Maps/Urban Boundary Maps/- 'town'*)

b) Census 2013 data (*Please note some data is by area rather than meshblock*)

Urban area	Area Unit	Mesh Block	Population (usually resident)	Number of households	Median household income	**% with broadband (internet)
Picton / Waikawa	AU581100 + AU580442	n/a	4053	1905	\$ 45,550	66%
Spring Creek / Grovetown	AU580431	n/a	1275	513	\$ 61,400	88%
Seddon	AU580802	n/a	507	210	\$ 42,800	60%
Ward (township, not area unit)	n/a	MB2309600 MB2309700 MB2283102	153	114	\$ 58,900	66%
Renwick	AU580300	n/a	2118	810	\$ 65,600	76%
Havelock	AU580200	n/a	486	222	\$ 47,900	68%
Wairau Valley (township, not area unit)	n/a	MB2287300 MB2287200	432	168	\$ 61,500	79%

** Cannot use area unit measure for all as for Ward & Wairau Valley township, it's too large an area unit to be representative, so mesh blocks referenced only*

*** Note, this is the Census number for occupied households with Internet access, not the percentage of households with broadband access Many rural and Marlborough homes are still on dial-up speeds, well below the threshold set for any measure of broadband connectivity.*

c) Statistics New Zealand population growth and other projects

Urban area	Area Unit	Mesh Block	Population projections to 2031	Description of business activities ** (Major sectors)	List of health care facilities
Picton / Waikawa	AU581100 + AU580442	n/a	4580	Transport & Storage - 17% [243] Accommodation, cafes and restaurants - 15% [225] Retail Trade - 14% [207] Manufacturing - 12% [174] Property and Business Services - 10% [153]	Picton Medical Centre
Spring Creek / Grovetown	AU580431	n/a	2050	Agriculture, Forestry and Fishing - 40% [201] Manufacturing - 23% [117] Transport and Storage - 7% [36] Property and Business services - 7% [33] Construction - 5% [24]	none
Seddon	AU580802	n/a	570	Agriculture, Forestry and Fishing - 44% [54] Education - 17% [21] Retail Trade - 12% [15] Manufacturing - 10% [12] Transport and Storage - 5% [6]	none
Ward (township, not area unit)	n/a	MB2309600 MB2309700 MB2283102	n/a **	Accommodation, cafes and restaurants - 28% [33] Agriculture, Forestry and Fishing - 25% [30] Retail Trade - 13% [15] Wholesale Trade - 8% [9] Education - 5% [6]	none



Urban area	Area Unit	Mesh Block	Population projections to 2031	Description of business activities ** (Major sectors)	List of health care facilities
Renwick	AU580300	n/a	2290	Manufacturing - 15% [72] Agriculture, Forestry and Fishing - 15% [69] Retail Trade - 12% [54] Education - 10% [48] Property and Business Services - 8% [39]	Renwick Medical Centre
Havelock	AU580200	n/a	520	Accommodation, Cafes and restaurants - 28% [48] Retail Trade - 18% [30] Agriculture, Forestry and Fishing - 11% [18] Manufacturing - 11% [18] Health and Community Services - 7% [12]	Springlands Health Havelock
Wairau Valley (township, not area unit)	n/a	MB2287300 MB2287200	n/a **	Agriculture, Forestry and Fishing - 39% [54] Retail Trade - 35% [48] Construction - 4% [6] Education - 4% [6] Manufacturing - 2%	none

* Cannot use area unit measure for all as for Ward & Wairau Valley township, it's too large an area unit to be representative, so mesh blocks referenced only

** 'Population projections' - Can't access as information to mesh block level, so not available for Ward & Wairau Valley townships

*** 'GDP per capita' only available by region in Marlborough using Council available stats, so non obtainable for either area unit or mesh block

**** Full description of business activities available in Appendices: Census and Statistics Data / UFB - Description of business activities

d) Prioritise the towns/areas

While Council would wish to see all such extensions as nominated by Network Tasman or any other Supplier, the priorities and rationale in wishing to see as many of our community as possible becoming 'Smart and Connected' are:

1/ Picton/Waikawa

- Marlborough's biggest centre after Blenheim
- Tourism centre – 1m+ people pass through Picton every year on ferries
- Major businesses such as Port Marlborough unable to connect
- Overloaded copper network
- Fibre would assist wider wireless deployment to the Sounds

2/ Renwick

- Marlborough's third-biggest population centre
- A major tourism centre – home base for much wine-related tourism
- Renwick is the centre for many wine-related businesses including agricultural contractors, suppliers, tourism businesses, accommodation

3/ Spring Creek/Grovetown

- These two settlements collectively make up the fourth-biggest population centre
- A number of contracting and other businesses based in Spring Creek/Grovetown
- Sited on State Highway One with accessible fibre, ease of deployment

It may be that cases for other UFB2 extensions are developed in the Digital Enablement Plan or with Suppliers and/or as part of Council's proposal to access and manage broadband funding and projects.

UFB2 – Areas of local authority assistance

Consents

Summary

Marlborough District Council worked with Chorus in Blenheim under UFB1 which now has achieved its highest home/premise fibre connections in New Zealand. Council also earlier worked with Network Tasman in laying fibre across the region. **Marlborough District Council will work with any successful UFB2 bidders on any specific consenting issues.**

i. Aerial consents

Council has for quite some time had a policy of requiring cabling to be placed underground within new subdivisions and for all new works. This is to enhance the environment and amenity value in our urban areas where many streets are now underground. Council will need to consider any requests for new cabling to be erected on existing power or telephone poles.

ii. Shallow trenching

Council believes that shallow trenching is not a suitable method of service installation as it can cause issues for others wishing to work in the road corridor including roading contractors and other utility providers. Its use could be looked at on a case by case basis, but in most cases other preferred methods are available.

iii. Town-wide corridor access request

The Blenheim UFB rollout utilised corridor access requests per "cabinet area" some of which still have reinstatement yet to be completed to Council's satisfaction. Areas of this size can be difficult to manage under the CAR system so Council would not envisage a town-wide CAR as an effective way of managing the process.

iv. Reinstatement Standards

Council and the Marlborough Corridor Manager require that reinstatement is completed to the standards required in the National Code of Practice for Utility Operators Access to Transport Corridors.

UFB2 1b) Identification of infrastructure

Summary

Marlborough District Council has been very supportive of enabling the laying of fibre within Blenheim for UFB1. It will be similarly supportive of any deployment of fibre in any other urban (or rural) Marlborough location.

Council successfully provided details of Council's utility infrastructure (water, sewer, stormwater and redundant gas networks) during the UFB rollout within Blenheim. During the rollout Council and Chorus agreed on a process for the provision of this infrastructure information (plans and trenching instructions) where there were clashes between the fibre and existing services.

That process was for Chorus to provide Council with a plan showing its lay routes by cabinet area four weeks in advance of works commencing.

In this time Council provided aerial photos and trenching instructions as required showing all Council utility services adjacent to and crossing the lay route. This also included individual plans of each service enabling accurate location of these on site. These plan sets were then used by the laying contractor. During the Blenheim UFB project rollout Council assigned a full time staff member dedicated to manage this process.

Under UFB2, Council proposes to provide the same level of service delivered to the Blenheim UFB project, providing the required information to avoid clashes with existing infrastructure. It is not considered necessary to provide all such information at this stage.

It would be very onerous for example to duplicate all of the service information held for Picton.

Providing the complete data set for a township would also lead to a lot of unnecessary information made available as there will be much Council infrastructure that a UFB cabling project does not get near to or cross.

This task is greatly reduced when the laying route for the cable is known and information provided can be targeted to match the cable alignment.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

i. 1 Existing pole infrastructure by street

As earlier noted, much infrastructure once carried on poles in urban Marlborough has now been undergrounded. Marlborough Lines is the provider of street lighting. Council will facilitate efforts to assist any request by a UFB2 supplier for access to existing pole infrastructure including maps.

ii. Existing ducts

Council does not have ducting in the potential UFB2 areas but other utility providers do. (See Further Comments)

iii. Fees and Ground Conditions

Council has not charged fees and/or levies for the provision of service plans throughout the UFB rollout. However, there are corridor access request costs. Currently these are; \$247.25 for local roads and \$500.00 for the State Highway corridor (GST incl.) Ground condition information can be provided closer to the time when finalising the details of a rollout for each area.

iv. Disused infrastructure

There are no disused gas or storm water/water networks available for the use of the rollout in the potential areas for UFB2.

v. Underground Utility Infrastructure

As above

vi. Fibre Backhaul

Marlborough is well-serviced by fibre backhaul networks. These include Chorus backhaul fibre, Vocus fibre and TelstraClear backhaul fibre. Network Tasman has fibre running through Marlborough down the Wairau River valley to Picton. (See Appendices: Maps/(region-maps/(region) – VDSL/ADSL/Fibre Backhaul Network)

vii. Other Infrastructure

Council is willing to engage with the owners of any other infrastructure that may have the potential to assist with the delivery of better UFB in Marlborough.

Further comments

Council is considering providing a fully open access (available to any supplier who wishes to use) empty duct within trenches with the installation of 3 waters networks but only when these are being installed in the footpath/berm area. This would provide easy access to ducting for other utility operators to provide services to consumers' properties.

UFB2 - Uptake and Awareness assistance

Existing Council communications

Marlborough District Council has been active in promoting the prospect of a UFB expansion to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the ROI and the prospect of Marlborough communities being able to benefit from improved connectivity including UFB2. Council also worked with its advisors to promote the ROI opportunity to its community via local newspapers. There were a series of stories on connectivity issues including at least two on the front page of the regional daily, The Marlborough Express. (See Appendices: Media coverage)

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

Council shares the Crown's interest in seeing the widest possible uptake of UFB from this second round funding. Council will continue to work to support any successful UFB2 bidder by ongoing and active Council communications and activities which promote the benefits of ultrafast broadband connectivity.

Connecting local libraries to UFB

Blenheim Public Library is connected to Council's Corporate Internet Direct feed via Spark providing 10mb/s up and down guaranteed. This connectivity is extensively used, both by local residents and many visitors, including seasonal grape workers. Marlborough's other main public library is in Picton where UFB and other high-speed options are not yet available.

Ensuring Council's telecommunications services are provided over UFB

Council's feed via Spark into its main office in Blenheim provides a guaranteed 10mb/s up and down service. Council was an active early adopter of providing services on-line. Residents (and many people beyond Marlborough) can view building consents, resource consent applications and a host of other data on-line.

- Council also provides access to a range of Smart Maps which give guidance across a suite of maps on access to services, recreation, playgrounds, property details, walking and cycling paths and other information. <http://www.marlborough.govt.nz/Services/Maps/Smart-Maps-Help.aspx>
- In the past year usage of Smart Maps has grown from around 2,200 a month to more than 11,000.
- The Integrated Management Services Processor (IMSP) strategic direction for MDC is "*To inform, engage and transform with online services*" which closely aligns with Government ICT strategy.
- MDC will be implementing a new IMSP in the next year and this will be a digital strategy.

Conducting basic research

Working with a Steering Group, Council organised a survey of Marlborough residents which sought information on current broadband and mobile connectivity.

- The survey was responded to by 970 people, around three times the number who submitted to Council's Long Term Plan 2015. (*See Appendices: Survey Data and Survey Summary/Marlborough survey data + Marlborough Survey Summary*)
- Council and the Steering Group also organised two public forums to discuss the ROI and identify broadband and mobile connectivity issues. Around 100 people attended the two meetings.
- Most people were rural/Sounds dwellers lamenting their lack of broadband or mobile coverage and the 'digital divide' that separated them from urban dwellers on UFB.

<http://www.stuff.co.nz/marlborough-express/news/69596220/slow-net-and-mobile-black-spots-frustrate>

UFB2 Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

Marlborough District Council - MBIE UFB, RBI, MBSF ROI Response

- As part of its response to the ROI, MDC has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.
- It has also encouraged local suppliers to provide Supply ROIs and mention that they are engaged with MDC in looking for solutions to connectivity issues.
- Council will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines and Network Tasman.)

Other assistance

Council is ready to engage with Marlborough Lines, the region's electricity lines company. Marlborough Lines has its own potential needs for fibre to assist with communications for its lines business. It also has recently divested itself of some major external shareholdings and is looking for investment opportunities. Network Tasman provides an alternate possible option in seeking to develop mutually beneficial broadband delivery models.

Rural Broadband Initiative 2

Central and local government are increasingly encouraging New Zealanders to engage on-line. Departments such as IRD almost require people to provide information and payments via the Internet. The Government's current exercise testing interest in a new flag has seen low physical attendance at meetings, yet reportedly nearly 1m people have responded on-line.

Internal Affairs Minister Peter Dunne stated on July 7 that New Zealanders are doing more of their government transactions digitally; by March this year, an average of 45.8 per cent of measured government service transactions were completed digitally – up from 30.4 per cent when measurement started in June 2012.

At a Council level, the same approach is being taken across all manner of services. For example, all new water consents for users including the grape industry require data loggers to monitor take and flows.

When people have no connectivity, or face considerable delays accessing the Internet on dial-up, the call of central and local government to use on-line services can become a subject of derision.

Ensuring people can connect to local and central Government services is a primary reason why Council is seeking support for Marlborough under RBI2 funding.

In responding to the RB12 programme initiative, Council wishes to underscore how it sees integrated potential solutions across UFB2, RBI2 and MBSF. If fibre extensions are able to be provided to such townships as Renwick, Havelock, Seddon, Ward and Wairau Valley townships, these will then provide the opportunity for wireless services, using the fibre for backhaul, to supply broadband connectivity to surrounding rural communities. Moreover, the poles that wireless providers install can also provide the potential for improved mobile services.

Additionally, Council notes how combined solutions across broadband and wireless will improve the health and safety of rural dwellers and travellers. Marlborough is a geographically challenging

province with hundreds of isolated bays and rugged rural hinterland. Our major industries include some with higher than average injury risks; forestry, farming, viticulture, aquaculture.

The poor, if any, broadband coverage in many parts of Marlborough means that rural dwellers are less able to access on-line material which may guide their health and safety practices. Additionally, when accidents happen, there are often difficulties in accessing mobile networks to call in emergency services.

While emergency services themselves usually have access to radio telephones, they look to have these supplemented by mobile coverage. Services such as the police, Search and Rescue, Coastguard and Department of Conservation face particular challenges with poor connectivity hampering search and rescue operations in the Marlborough Sounds. *(See Appendices: Support Correspondence/DOC support)*

The Marlborough Rural Fire Authority and Marlborough Civil Defence have also been contacted as part of the ROI Response and commented that improved broadband and mobile coverage would assist their efforts during such emergencies as last summer's major forestry fire at Onamalutu.

The Nelson Marlborough DHB has also submitted a supportive document for the ROI which identifies the benefits to patients who are on broadband who are then able to access services including for those suffering from tuberculosis, mental health issues and diabetes. More widely the DHB notes: *"With increased Internet coverage, patients in rural areas of Marlborough that would normally have to travel for a consultation may be able to access the care, results and management they need utilising this service from their own home."* *(See Appendices: DHB Telehealth Info to support Rural Broadband & Cellular Coverage)*

Given it produces most of the nation's wine and has a geography that includes fjords, plains, rivers and mountains, Marlborough is a tourism magnet. Many of our tourism operators, however, struggle to meet the expectations of their clients who want to ubiquitous connectivity, no matter how remote the location.

The dairy industry is another significant contributor to the Marlborough economy. Dairy operations here are increasing in size and becoming increasingly reliant on broadband and mobile connectivity. Fonterra is explicit about the impacts of poor connectivity on its shareholders and the benefits of improved access to broadband and cellular services. *(Appendices: Support Correspondence/Marlborough UFB 2_RFB2 support letter - Fonterra)*

In Council's view the overall economic contribution of Marlborough reinforces the case for a share of funding that stretches beyond the region's per capita population.

a) Areas with no broadband coverage

There are extensive areas of Marlborough with little or no broadband coverage. That is despite maps produced by telecommunication companies which suggest that areas have 'broadband.' At the two public forums Council ran in Blenheim, as well as at separate meeting in Havelock, people were asked to identify gaps in claimed broadband (and cellular coverage.) *(See Appendices: GIS Maps by sub-region x 2)*

Additionally, the regional survey Council ran with the Steering Committee saw many rural dwellers identify widespread gaps in supposed broadband coverage of suppliers. Some people report being able to access the Internet at certain times of day but not others.

Nearly 1,000 (970) people responded to the survey, of whom 87.6% had an Internet connection. Around 7% of respondents had dial-up connections. The majority of those responding were rural and Sounds residents. More than half those surveyed reported their Internet connection delivered either very slow (34%) and slow (22%) service. Only 3% reported having a very fast service. (*Appendices: Survey Data and Survey Summary/Marlborough survey data + Marlborough survey summary*)

As a result of the feedback from the survey and public forums, and recognising people with no broadband need to come ahead of those with poor broadband, the following Marlborough areas are identified with no or little broadband coverage:

- Rai Valley
- Linkwater/Anakiwa/Grove Arm
- Onamalutu
- Wakamarina
- Waihopai Valley
- Ohingaroa Bay, Mahau Sound (parts of Kenepuru Sound)
- Port Underwood



b)

RBI 2	Mesh Block	Population (usually resident)	Number households (Total Occupied Dwelling)	Median household income	% households with 'broadband' internet	
					2013	2013
Year		2013	2013	2013	2013	2013
Rai Valley	MB2284100	147	51	\$ 55,000		27%
Anakiwa	MB2286405	177	84	\$ 62,400		36%
	MB2286406					
	MB2286407					
Linkwater / The Grove	MB2286404	282	132	\$ 44,175		33%
	MB2286504					
	MB2286503					
	MB2286502					
Onamalutu	MB2286900	177	69	\$ 77,500		25%
Wakamarina	MB2283400	144	54	\$ 49,200		23%
	MB2283500					
Waihopai Valley	MB2287001	501	198	\$ 65,500		29%
	MB2288601					
	MB2288700					
	MB2288800					
	MB2288900					



RBI 2	Mesh Block	Population (usually resident)	Number households (Total Occupied Dwelling)	Median household income	% households with 'broadband' internet
Year		2013	2013	2013	2013
Mahau / Kenepuru Sound	MB2285001				
	MB2285002				
	MB2285003				
	MB2285004	267	144	\$ 44,600	31%
	MB2285101				
	MB2285102				
	MB2285400				
Port Underwood	MB2286303				
	MB2280402				
	MB2280104				
	MB2280300	54	39	\$ 25,000	22%
	MB2280200				
MB2280103					
MB2280105					

* Cannot use area unit measure as too large an area so not representative, so mesh blocks referenced only

c) Statistics

RBI 2 Area	Mesh Block	Description of business activities & type	List of health care facilities
Year		2013	2013
Rai Valley	MB2284100	Accommodation and Food services - 29% [18] Education and Training - 29% [18] Agriculture, Forestry and Fishing - 14% [9] Wholesale Trade - 5% [3] Other services - 5% [3]	none
Anakiwa	MB2286405 MB2286406 MB2286407	Education and Training - 70% [42] Agriculture, Forestry and Fishing - 5% [3] Accommodation and Food services - 5% [3] Professional, Scientific and Technical Services - 5% [3]	none
Linkwater	MB2286404 MB2286504 MB2286503 MB2286502	Education and Training - 64% [84] Accommodation and Food Services - 9% [12] Agriculture, Forestry and Fishing - 5% [6] Professional, Scientific and Technical Services - 5% [6]	none
Onamalutu	MB2286900	Agriculture, Forestry and Fishing - 67% [24]	none
Wakamarina	MB2283400 MB2283500	Agriculture, Forestry and Fishing - 50%	none
Waihopai Valley	MB2287001 MB2288601 MB2288700 MB2288800 MB2288900	Agriculture, Forestry and Fishing - 61% [153] Manufacturing - 19% [48] Public Administration and Safety - 4% [9] Construction - 2% [6] Rental, Hiring and Real Estate Services - 2%	none
Mahau / Kenepuru Sounds	MB2285102 MB2285101	Agriculture, Forestry and Fishing - 31% [48] Accommodation and Food Services - 31% [48]	none
Port Underwood	MB2280402 MB2280104 MB2280300 MB2280200 MB2280103 MB2280105	Agriculture, Forestry and Fishing - 60% [9] Accommodation and Food Services - 40% [6]	none

** Cannot use area unit measure as as too large an area so not representative, so mesh blocks referenced only
** 'Population projections' - Can't access as information only available in area units *** 'GDP per capita' only available by region in Marlborough using Council available stats, so non obtainable for either area unit or mesh block
**** Full description of business activities available in Appendices: Census and Statistics Data / RBI 2 - Description of business activities*

d) Areas prioritised with rationale in order for most benefit from RB12 investment
Council and the Steering Committee identify the following areas by priority

- Rai Valley
 - Service centre township on SH6 with school that has fibre
 - Strongly identified as in need by survey/public forums
 - Understood to have been designated for improvements under RB1
 - Rai Valley is a major entry point to Pelorus Sound communities with many Marlborough and Nelson people travelling there to holiday homes and for recreation
 - Major forestry area – need to access on-line health and safety materials
- Linkwater/Anakiwa/Grove Arm
 - Poor current connectivity identified by survey/public forums
 - Road entry to Kenepuru/Mahau Sound at Linkwater
 - Anakiwa is the end of the Queen Charlotte Walkway – tourists need Internet for weather alerts/other advisories to reduce Health and Safety issues
 - Outward Bound School at Anakiwa – a major facility hosting young people, which struggles with connectivity
 - Major tourism/permanent/holiday home area – Grove Arm, Queen Charlotte Sound
- Onamalutu
 - Last summer’s fires showed the ‘dial-up’ isolation for Onamalutu community – unable to monitor progress of fires and so take best informed Health and Safety precautions
 - Strongly represented at both community forums
 - Engaged in developing own wireless solution – could be supported/assisted
- Wakamarina
 - Dial-up for most residents
 - Prone to flooding – lack of on-line advice presents Health and Safety risks
 - Strongly represented at both community forums
 - Community open to idea of developing own solution – could be supported/assisted
- Waihopai Valley
 - Strong response to survey and attendance at forums
 - Motivated farming/grape growing community
 - Major forestry area – lack of on-line services hamper better Health and Safety
- Mahau/Kenepuru Sounds
 - Dial-up experiences frustrating residents
 - Several holiday resorts in Kenepuru Sound
 - Community scheme operating in Kenepuru – potential to upgrade
 - Outer reaches of these Sounds are 1.5 hours drive from nearest settlements of Havelock and Picton – Telehealth benefits if able to go on-line

- Port Underwood
 - Major forestry area – Health and Safety issues
 - Aquaculture a strong contributor to the area – increasing need for connectivity
 - Residents frustrated that fibre runs through area but no access

Consents

Under the current regional Resource Management Plans, telecommunications infrastructure is generally a Permitted Activity for a Requiring Authority (no Resource Consent) if under 25 metres and not on any ridgeline in an area of outstanding natural landscape. (In such situations, telecommunications infrastructure is still permissible if sited 30m below a ridgeline.) The current plans are being reviewed but Council does not expect significant changes. *(See Appendices: Support Documentation/Utilities rules, objectives and policies)*

Moreover, Council has indicated to local Suppliers that there is a preparedness to consider reviewing its approach to the fees charged for the leases charged for telecommunications operators who establish facilities on Council-owned high sites. Whereas in the past, a commercial approach was taken, Council will now take into account the community benefit that such sites may provide to companies providing wireless services, notably those in more rural and remote communities.

RBI2 Identification of Infrastructure

Council has identified multiple possible infrastructure sites.

It has engaged in an extensive GIS mapping exercise which has identified that Council itself has numerous Radio Spectrum Management (RSM) sites dotted across Marlborough.

Council has already indicated to local Suppliers that it is prepared to engage with them and National Suppliers related to there being a potential for access to such sites. *(See Appendices GIS map RMS Sites)*

Council's advisors have also met and spoken with various other owners or occupiers of high sites in Marlborough that could potentially assist with extending both wireless broadband and cellular provision. There has been an encouraging response from organisations including:

- Port Marlborough (Council owned)
- Marlborough's Harbourmaster
- Department of Conservation
- NIWA
- Marlborough Regional Forestry (largely owned by MDC)
- Wood Sector group (representing forestry owners and processors)
- Marlborough Lines

Council to Act as Clearing House

While any arrangement would require specific discussion, negotiation and individual agreement, each organisation has indicated a willingness to engage via Council, as an independent arbiter and clearing house, with any telecommunications suppliers who may desire access to such high sites around Marlborough. There is a wide appreciation that there is a major community benefit in ensuring much greater broadband connectivity, as well as other benefits accruing to individual organisations. Council notes that as part of the ROI process it has approached the Department of Conservation, as the major landowner in much of the

Marlborough region. DOC has formally indicated its preparedness to consider access to its sites for broadband/mobile coverage improvements. (See Appendices: Support Correspondence/DOC Support)

RBI2 Uptake and Awareness Assistance

Existing Council communications

Marlborough District Council has been active in promoting the prospect of a RBI expansion to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the ROI and the prospect of Marlborough communities being able to benefit from improved connectivity. Local media stories were placed with regional media, highlighting the impacts of being unable to use broadband or mobile services. This included an elderly Sounds resident still on dial-up who was unable to Skype her son overseas. <https://www.stuff.co.nz/marlborough-express/business/68531432/Patchy-broadband-part-of-daily-routine> (See Appendices: Media coverage)

- A number of Sounds and rural Marlborough residents attended the second of two public forums in support of the Marlborough ROI.
- Council has several online services developing that are targeted at the rural and Sounds customers. One online system that we are developing is a joint partnership with government for the rural community, in particular, water users.
- The current Smart Maps holds several targeted maps of information that are useful for rural and Sounds customers with resource consents and marine farms maps integrated to information. Council's ePlan provide online resource management plans - interactive maps for planning information.

Council shares the Crown's interest in seeing the widest possible uptake of RBI from this second round funding. Council will continue to work to support any successful RBI bidder by ongoing and active Council communications and activities which promote the benefits of connectivity via the RBI.

Conducting basic research

Rural people unhappy with existing broadband and mobile coverage formed a major component of those responding to Council's survey. Some example comments:

- *"It tends to be unreliable and doesn't cope with multiple usages at the same time"*
- *"Compared to service we use in town, the rural service is not delivering to a level we require"*
- *"The current connectivity is fine for basic emails and some browsing, but downtime and (low) speed impede business functionality"*

(See Appendices: Survey data and Survey summary/Marlborough survey data + Marlborough survey summary)

Working with the successful RBI Bidder to encourage uptake

This awaits the conclusion of the current ROI process and/or the acceptance of Marlborough District Council's Alternative Approach proposal.

RBI2 Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

As part of its response to the ROI, Council has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.

- It has encouraged suppliers to provide Supply ROIs and mention that they are engaged with Council in looking for solutions to connectivity issues. Council will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines.)

RBI2 Other assistance

As noted, Council has engaged with a number of entities which own high sites which could potentially assist with wireless deployment. There are encouraging responses. This is regarded as work in progress.

Mobile Black Spot Fund

The two public forums organised by Council and the ROI Steering Group saw strong responses on mobile phone black spots.

Residents of the Onamalutu community spoke of their terror during last summer's major forestry fire. There is virtually no cell-phone coverage (or broadband) in the Onamalutu valley, leaving residents feeling isolated and vulnerable. The Marlborough Rural Fire Authority has endorsed the need for improved cellular coverage in this and other rural communities.

At the second public meeting, a resident of Tennyson Inlet in Pelorus Sound spoke of the hour and 15 minutes she is out of effective cell-phone contact in driving from her home, then via Rai Valley to Blenheim.

St John and a Nelson Marlborough District Health Board cardiologist have identified that the gap in cell-phone coverage is putting lives at risk in remoter Marlborough rural communities, notably Rai Valley. Ambulance officers are unable to connect patients being assisted in the Rai Valley area to mobile-linked devices which can be monitored by more senior staff. *(See Appendices: Letter of Support for Mobile Black Spot Funding for Marlborough)*

The survey of mobile coverage saw nearly half of those surveyed (47%) did not have good cell-phone reception at their properties and more than 80% identified black spots while driving around Marlborough

a) Significant tourism areas with no consistent 3G/4G coverage

The Marlborough Sounds are our region's jewel in the crown. While winter numbers dwindle, in summer the Sounds are host to thousands of New Zealand and foreign visitors. Many New Zealanders living outside Marlborough have baches in the Sounds.

- At best cell-phone reception is patchy across the Sounds.
- Maps provided by the three mobile service operators tend to show good coverage in wide, open areas of water.
- Typically coverage disappears when you reach shore, as baches, resorts and homes tend to sit under hills away from the easy coverage points.
- Some resorts dotting the famous Queen Charlotte Walkway, which sees thousands of annual visitors, are unable to provide cell-phone reception to their guests.

The lack of cell-phone service is far more serious for emergency services such as police. A local Police officer was unable to attend a public forum but emailed this message about cell-phone coverage being substandard across parts of Marlborough. *"Blenheim Police rely on this for vital communications and it could be vastly improved by adding some well needed cell sites to poor performing areas. If you could pass on that we would appreciate better coverage greatly."*

b) Sections of State Highways with no consistent 3G /4G coverage

Marlborough is dissected by State Highway One, running from Picton towards Kaikoura. It connects to Nelson through State Highway 6 (via Rai Valley) and State Highway 63 (via St Arnaud). There are major cell-phone gaps across each of these sections of State Highways.

- Cell-phone reception is often lost south of Ward on State Highway One when you reach the Pacific coastline.

- A farmer living at Lake Grassmere within a few hundred metres of SH1 reports that when needing to dial 111 during a recent helicopter crash, he had to first drive up a nearby hill to get cell-phone reception.
- The Awatere is now a major wine region. The lack of cell-phone coverage presents health and safety risks to vineyard owners and the thousands of contractors and staff who come to assist with pruning and other viticultural requirements. One woman reports that a landline is maintained on a vineyard block simply to provide for potential emergency calls as there is no cell-phone coverage.
- Service across State Highway 63 can be patchy.
- There is no less than some 30 minutes gap of cell-phone connectivity when driving between Canvastown and Hira, on the Nelson side of the major Whangamoia range.
- The community living behind Canvastown in the Wakamarina Valley report the loss of cell-phone connection within two kilometres of SH6.

The critical nature of essential infrastructure improvements are most graphically illustrated by St John's letter about how patients are being put at risk by the lack of cellular cover in Marlborough, notably in Rai Valley. (*See Appendices: Letters of Support Mobile Black Spot Funding for Marlborough*).

This was reinforced by strong attendance at our two public forums by Rai Valley residents.

- One man living near Rai Valley spoke of the regular appearance of desperate people arriving at his business after accidents or breakdowns on the Whangamoia Hills on State Highway 6 who could not use their mobile phones to call emergency services or for assistance.
- The man stated in that forum that he understood Vodafone was to have constructed a cell-phone tower under earlier RBI funding and that a local farmer had offered an ideal high site
- To this point, Vodafone had not chosen to actually build the RBI site at Rai Valley.

MBSF Areas prioritised and rationale

1. Rai Valley and environs (*Provisionally listed; if RBI1-funded tower proceeds, no case for RB12 funding*)
 - At centre of the longest stretch of State Highway in Marlborough without cell-phone coverage
 - More than 3,000 vehicles travel through Rai Valley on average every day
 - Lives at risk because ambulances cannot connect patients via cell-phone links to more senior staff
 - Motorists unable to call emergency services or breakdown assistance for many kilometres
 - Wider health and safety issues in an area dominated by farming/forestry activity
2. Awatere Valley
 - As a major wine region in its own right, the Awatere Valley's population is greatly increased at times by seasonal viticultural workers. In places there is no cell-phone reception, presenting serious health and safety risks in an industry which is both highly mechanised and dependent on manual labour. There is no health facility in the Awatere Valley so injured workers need to be taken to Blenheim.



- The Average Daily Traffic count at Lake Grassmere on SH1 is nearly 3,000 vehicles
 - There is still considerable traditional farming in the Awatere Valley, much of it in difficult terrain
 - Cell-phone coverage is reported to dwindle from the State Highway corridor outwards.
 - The Awatere Valley is also increasingly a destination for tourists. None of the Awatere wineries are on SH1 where existing cell-phone coverage is best.
3. Wakamarina Valley
- Residents report that cell-phone connections up this long valley cease within two kilometres of SH6 at Canvastown
 - This presents health and safety issues for people living in the valley who include a lot of 'lifestylers' engaging in activities remote from their homes with obvious attendant risks.
 - Major access road to the Richmond Range – many people tramp and climb in these mountains and lack of cell-phone coverage presents major concerns when emergency services are required.
4. Onamalutu
- Last summer's fires exposed the risks faced by Onamalutu dwellers who have no cell-phone cover or broadband.
 - Only one entrance in and out of the valley exacerbates the risks.
 - Marlborough Rural Fire Authority says Onamalutu is one of the areas of Marlborough where lack of cell-phone coverage is a major concern.
5. Waihopai Valley
- A major farming/grape-growing/forestry community.
 - Little or no cell-phone coverage in further reaches.
 - Mostly hill country, with attendant risks.
 - Only one road in and out – flooding and fire risks.

MBSF - Consents

Marlborough District Council has an enabling approach to infrastructure.

Under the current regional Resource Management Plans, telecommunications infrastructure is generally a Permitted Activity for a Requiring Authority (no Resource Consent) if under 25 metres tall and not on any ridgeline in an area of outstanding natural landscape. (In such situations, telecommunications infrastructure is still permissible if sited 30m below a ridgeline.) (See Appendices, Extract from Wairau Awatere Resource Management Plan.)

The current plans are being reviewed but Council does not expect significant changes.

Moreover, Council has indicated to local Suppliers that there is a preparedness to consider reviewing its approach to the fees charged for the access leases charged for telecommunications operators who establish facilities on Council-owned high sites. Whereas in the past, a commercial approach was taken, Council will

now take into account the community benefit that such sites may provide to companies providing wireless services, notably those in more rural and remote communities.

MBSF Identification of Infrastructure, land

Council has identified multiple possible infrastructure sites.

It has engaged in an extensive GIS mapping exercise which has identified that Council itself has numerous RSM sites dotted across Marlborough.

Council has already indicated to local Suppliers that it is prepared to engage with them and National Suppliers related to there being a potential for access to such sites. *(See Appendices: Maps/ - Maps/[region] – NZ Radio Spectrum Register – Community Forum [date])*

Council's advisors have also met and spoken with various other owners or occupiers of high sites in Marlborough that could potentially assist with extending both cellular (and broadband) provision. These include:

- Port Marlborough (Council owned)
- Marlborough's Harbourmaster
- Department of Conservation
- NIWA
- Marlborough Regional Forestry (largely owned by MDC)
- Wood Sector group (representing forestry owners and processors)
- Marlborough Lines

Council to Act as Clearing House

While any arrangement would require specific discussion, negotiation and individual agreement, each organisation has indicated a willingness to engage via Council, as an independent arbiter and clearing house, with any telecommunications suppliers which may desire access to such high sites around Marlborough. There is a wide appreciation that there is a major community benefit in ensuring much greater broadband connectivity, as well as other benefits accruing to individual organisations.

MBSF Uptake and Awareness Assistance

Existing Council communications

Marlborough District Council has been active in promoting the prospect of improved cell-phone coverage to its residents. Council has used its website and weekly Council advertisements in the region's two major newspapers to promote the prospect of Marlborough communities being able to benefit from improved cellular and broadband connectivity. Local media stories on connectivity had a strong rural flavour and reflected concerns about mobile black spots. *(See Appendices: Media coverage)*

Council shares the Crown's interest in seeing the widest possible benefits from the MBSF. Council will continue to work to communicate with communities and Suppliers to ensure the best possible uptake from any MBSF funding which comes to Marlborough.

Conducting basic research

Rural people unhappy with existing mobile coverage formed a major component of those responding to Council's survey and attending public forums.

- *"I think more cell phone towers should be put up especially in remote areas where accidents do happen"*
- *"We can only access cell-phone from specific points around our property"*
- *No cell-phone coverage within 30k - RD6 (Waihopai Valley)*
- *There is NO cell cover anywhere in Penzance Bay*
- *Very limited telecom, spotty Vodafone*
- *Nearest signal is 4 km away - Havelock RD1*

(See Appendices: Survey data and Survey summary/Marlborough survey data + Marlborough survey summary)

MBSF Investment options

Until now, Marlborough District Council has taken a commercial approach in leasing infrastructure (notably elevated sites) to telecommunication companies.

As part of its response to the ROI, Council has acknowledged to some regionally-based telecommunications suppliers that it will not necessarily require a commercial return where any project provides a weighted community benefit and doesn't allow flagrant profiteering.

- It has encouraged suppliers to provide Supply ROIs and mention that they are engaged with MDC in looking for solutions to connectivity issues.
- MDC will work to assist Suppliers who want to access specific Council sites.
- There is also the potential for consideration of possible co-investment with a Supplier where there is a community benefit proven, though Council would ideally look to other entities within the Marlborough community which may provide more aligned co-investment options (notably Marlborough Lines.)

MBSF Other assistance

As noted, Council has engaged with a number of entities which own high sites which could potentially assist with wireless deployment. This is regarded as work in progress.



OIA information Nov-16

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Working group/steering group details

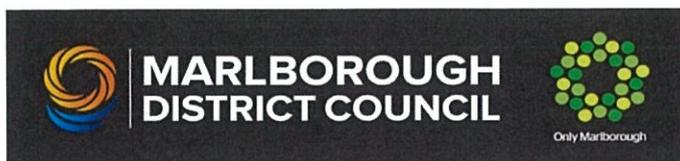
	<u>Steering Group meetings</u>
Date	Wed 20th May 2015
Time	14:00 - 14:30
Agenda	Coverage Maps
Date	Thursday 7th July 2015
Time	13:00 - 15:00
Agenda	Review of information gathered to support Registration of Interest to MBIE
Date	Tuesday 25th August 2015
Time	13:00 - 15:00
Agenda	MUSH RBI meeting
Date	Wednesday 16th September 2015
Time	13:00 - 14:30
Agenda	DEP finalisation meeting

Steering Group attendees - 2015

Name	Role
Dean Heiford	Support Services, Marlborough District Council
Cr Geoff Evans	Councillor - Wairau / Awatere ward
Hamish Mcfarlane	Manager of MCoC
Nikki de Reeper	Chairman of MCoC
Helen Whittaker	Representative of Stuart Smith's office
<u>Digital Development (consultants on the project)</u>	
Chris O'Connell	Representative of Digital Development
Brendon Burns	Representative of Digital Development
Dayal Phillips	Representative of Digital Development

Working Group attendees - 2016 (No steering group)

Name	Role
Dean Heiford	Support Services, Marlborough District Council
Stacey Young	CIO, Marlborough District Council
Katie Covell	Support Services, Marlborough District Council
<u>Creative Development (consultants on the project)</u>	
Brendon Burns	Representative of Creative Development
Dayal Phillips	Representative of Creative Development
John Sullivan	Representative of Creative Development
Neil de Wit	Representative of Creative Development



OIA information

Nov-16

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Supplier meetings

<u>Supplier Meetings</u>	
Date	Thursday 7th July 2016
Agenda	Supplier 1-2-1
Time	12:00 - 14:00
Date	Tuesday 13th September 2016
Agenda	NDA and Site protocol
Time	10:30 - 12:00

<u>Attendee List</u>	
July 7 2016 * Meeting notes, redacted, attached	
Name	Organisation
Brendon	Creative Development
Dayal	Creative Development
Dean	MDC
Katie	MDC
Geoff	Councillor
Neil de Wit	Creative Development
Geoff Evans	Councillor
Tuesday 13th September 2016 - * No meeting notes taken - mutual NDA	
Name	Organisation
John Sullivan	Creative Development
Brendon Burns	Creative Development
Dayal Phillips	Creative Development
Dean Heiford	Marlborough District Council
Stacey Young	Marlborough District Council
Katie Covell	Marlborough District Council
Geoff Evans	Councillor - Wairau / Awatere Ward



OIA infor

Nov-16

As compiled by Community Broadband facilitator - Katie Covell (MDC)

Community Engagement activities

	<u>Community Engagement activities</u>	Time	Purpose	Other details
a)	Community Forums			
1	Monday 25th May 2015 - Marlborough Civic theatre, Wishart Room - Open Forum	5:30 - 7:30	Present project, show coverage maps, ask for community feedback on connectivity and mobile black spots issues	Advertised publicly
2	Monday 22nd June 2015 - Marlborough Civic theatre, Wishart Room - Open Forum	5:30 - 7:30	Feedback presentation to forum on community survey results with over 900 responses	Advertised publicly
3	Thursday September 29 2016 - Waihopai Valley hall, meeting with community	6.30 - 8pm	Presentation to community on option for Council-led broadband project	Word-of-mouth - open meeting
b)	Community questionnaire Survey on internet connectivity https://www.surveymonkey.com/r/InternetConnectivity	20.4.2015 to 19.5.2015	970 responses	



OIA information

As compiled by Community Broadband facilitator - Katie Covell (MDC)
Working group/steering group details

Nov-16

Links	
ROI	MDC website - MDC ROI Response - July 8th 2015 http://www.marlborough.govt.nz/Your-Council/Projects/~media/Files/MDC/Home/Your%20Council/Projects/ROI/ROI_response_MDC_final.pdf
DEP	No link on website - attached

OIA information

As compiled by Community Broadband facilitator - Katie Covell (MDC)
Meeting Notes

Monday 22nd June 2015

Apologies: Nick Gerritsen, Dean Heiford (MDC), Bob Anderson, Ken Roush, Stuart Oulton, Constable Alex Thompson, David Aitken, Pam Thomlinson and Bev Black.

Brendon ran through the agenda for the meeting and outlined what Digital Development Associates has been working on with Council and Steering Group. He also acknowledged the fact that the Marlborough Council is very prepared to assist any telecommunications provider who will improve services for any part of Marlborough.

That this includes looking at providing access on council owned hill sites for wireless operators, installing ducts for fibre in when roads, footpaths and berms are opened up and having no requirement for resource consents for telecommunications infrastructure in most instances...

Brendon introduced Chris O'Connell from Digital Development Associates. Chris outlined the Registration of Interest from a technical standpoint. Chris said that a Digital Infrastructure audit would assist both the ROI and wider solutions for Marlborough.

Chris stated that Marlborough had a relatively good source of fibre, as a fibre optic cables run across Cook Strait and right through Marlborough. Therefore fibre is available in Marlborough to Internet Service Providers (ISPs). Network Tasman and FX Networks both have fibre as well as Chorus. Chris mentioned that we also have a competitive internet provider market here in Marlborough. He also indicated that we have a competitive mobile market here with Spark, Vodafone and 2 Degrees. These ISPs are committed to rolling out 4G services in the next year, so mobile coverage will get better in Marlborough.

From Chris' research he's found that there weren't any other council has any architecture of what connectivity and cell phone coverage is available in their region and that this current ROI process by Council has allowed for that. Now that we have this connectivity and cell phone architecture in the form of our regional connectivity and cell phone mapping, Chris suggested that we can update them and make it more robust going forward. He eluded to the fact that now we, i.e. Marlborough, have to make sure that we fill in those gaps on the maps.

It was emphasised that for any upgrade to our connectivity and cell phone coverage we need to have our hands up to MBIE, as squeaky wheels get oiled, so we need to make enough 'noise' to ensure that Marlborough is well placed to receive funding.

Chris then went through what expectations there were in terms of internet speed. The Government approach is that 5 megabits per second provides enough for rural broadband. This used to be the urban target 10 years ago, so this highlights that this is not going to be enough, especially in the future. Better connectivity is seen as a community, economic and civic need.

Chris indicated that in the past the government has based their internet connectivity requirement based on population size of that area, so in essence, the permanent residents. In tourism areas like Picton and the Sounds, this should be based on peak visitor numbers, not permanent residents. It was seen that in this era tourists expect to have internet connectivity and cell phone coverage everywhere, even on holiday.

Chris pointed out that in the past RBI has been seen as a network, but it's a funding mechanism. It's about speed and quality access to the internet.

The target speed should be about 100 megabits with 100 gigabits of data at a cost of about \$100 per month – 100x100x100. This is what the West Coast has stated as its connectivity target is and what people are seeing as realistic.

Not everyone in Blenheim has ultrafast broadband.

Chorus has fibre that needs to be made more available, so that the target of 100 Megabits can be achieved for Marlborough residents.

Chris noted that we have a difficult topography, so we need to come up with community solutions and use new technology to do so, in order to make any dollars granted go as far as they can. Wireless connectivity is seen as a good way of reaching difficult areas in Marlborough, but that this worked on 'line of sight' only.

Brendon Burns then ran through Marlborough's list of local suppliers and what they do and for some of them, the areas that they specialise in.

Our local suppliers include;

DashNet (predominantly in the Awatere valley)

InspireNet

thePacific.Net

SoundsNet (predominantly in the Marlborough Sounds)

There is a parallel process going on where Councils are invited to put forward a Registration of Interest, and at the same time suppliers are invited to put in a ROI to the Ministry of Business, Employment and Innovation (MBIE).

Brendon outlined that Chorus makes it difficult for small companies to gain access to its fibre, sometimes it requires a \$200k payment guarantee bond. This \$200k needs to be given to Chorus in cash or by guarantee.

Brendon outlined that we need to consider that if we don't receive government funding from our bid, how we resolve these issues. Two areas of concern were Wakamarina and Rai Valley.

The audience were then invited to pin any internet connectivity and black spots on A0 sized maps of six different regions of focus in Marlborough. The audience chose blue or green to indicate poor internet connectivity in a particular area/location and black for poor cell phone coverage.

Wayne Price from the audience then relayed a story of the issues that he and his family at Marshlands. Wayne relayed how his sons have to get up at midnight to 2am to do their correspondence school languages due to poor connectivity.

From 6:15pm to 7pm there was an open forum where different solutions were discussed.

A representative from Wakamarina outlined the issue of poor connectivity in their region. 2km up the Wakamarina valley you could get Broadband, but 4km up the valley you can only get a Dial-up connection. This would be the case for about fifty residences. There isn't any cell phone reception also. It was deemed a health and safety issues as when there have been floods in the past and the telephone lines were down, the only communication resources they had were short band radios.

A man living on the base of the Whangamoas outlined the problem of about six people a year driving up his drive to use his land line when there was an accident as there was no cell phone reception on State Highway 6 from between Rai Valey and Hira, a stretch of 30 minutes in drive time.

A representative from the Sounds, in particular Tennyson Inlet, stated that for her drive from home in the Outer Sounds to Rai Valley, there wasn't cell phone coverage for 45 minutes and that this was a safety issue, so as a result felt vulnerable driving as she never knew what she would come across around every bend.

The Whangamoas hills resident said that there could potentially be a solution by mounting the fibre on power poles as even in the sounds there were power poles.

This lead on to Chris O'Connell playing an interview on screen between Brendon Burns and the manager Northpower lines company in Northland which is trialling a project of hanging fibre on power poles in rural areas.

He stated that running fibre on power poles costs a quarter the cost of digging in the ground

After this interview wrapped up, Chris O'Connell then commented that there would need to be a serious conversation with Marlborough Lines as to what connectivity problems that we could work together to solve. He also wanted to see Kiwi ingenuity suggesting solutions for the various communities with poor connectivity. He noted that the government hadn't asked for this particularly, but that we needed to highlight this in our ROI.

Mayor Alistair Sowman then wrapped up the meeting saying that it was successful and he was hopeful of a good outcome from the ROI for Marlborough

Meeting closed at 7:04pm

Summary from DEP/Digital Development Agenda workshop

Held August 25 2015 at MDC Committee Room:

Attending: Tracy Johnston, General Manager, Destination Marlborough; Rick Osborne, Chair, Wood Sector group; Sarah Wheldale, Manager, NMIT Blenheim; Richard Hunter, Plant and Food; Ruud Maasdam, Wine Marlborough board; Cathie Bell, Economic Development officer, MDC; Robyn Lyall Deputy Principal, Renwick School; Zane Charman, Sanford and Marine Farming Association; Cr Geoff Evans, Steering Committee on broadband/mobile improvements; Helen Whitaker, Steering Committee/MP's office; Dean Heiford, MDC Support Services Manager,

Chair, Steering Committee; Katie Covell, MDC, Support, Steering Committee; Chris O'Connell, Digital Development Associates; Brendon Burns, Digital Development Associates.

Apologies: *Beth Tester (CEO, Marlborough PHO; Butch Bradley, CEO, Ngati Apa; Andrew Cunningham, NM DHB)*

The workshop opened with a summary from Brendon of the Registration of Interest filed with Government last month seeking a Marlborough share of available funding for broadband and mobile coverage improvements. Chris presented an outline of how a Digital Enablement Plan was a step towards an ongoing need/process for a Digital Development Agenda for Marlborough.

Feedback:

Tracy Johnston: Visitors to Marlborough expect to be able to connect from any location. Marlborough's audience was global and people expected immediate responses. All businesses, not just the visitor sector, need to have an on-line presence. The knowledge of some tourism providers was not high; some were scared of technology such as Instagram. A lack of skills was an issue. A lot more could be done to embed stories if the connectivity was available everywhere. That was also important for visitors in health and safety situations, such as a broken leg on Queen Charlotte Walkway, some of which had little cell coverage.

Richard Hunter. The science and research sector was based on knowledge. Plant and Food was across the technology. Industries like the wine sector were adopting fantastic technology. Had seen a truck which was plugged into technicians in Germany to diagnose a problem. It was a struggle for some people to stay up to date.

Robyn Lyall. Schools such as Renwick now had good connectivity. The issue was children going back to homes where there was poor connectivity – especially in areas like Waihopai/Onamalutu - and/or a lack of devices. Children needed to be able to learn on-line at any time. Parents struggled to keep up with what their children were learning. There were also issues around parents not knowing what was appropriate to contribute to social media.

Sarah Wheldale. Tertiary sector was moving to seamless education and training; the problem was that while very good connectivity at NMIT, students did not always have this at home. Resilience in supply was important as a recent accidental cut into the fibre supply showed. Businesses needed to have continuity of supply – and backed up files to allow remote operations for interruptions/disasters.

Rick Osborne. The wood industry had been automating its factories for years. Complex machinery needed international connectivity. Usually one or two enthusiasts learnt about new technology and taught others. Skilled workers upskilled themselves. Industry was now moving the technology into the forests. Still many sites with no cell or broadband cover. Wood sector had indicated in ROI process that it was open to discussing the installation of wireless sites where trees did not block signals and issues around harvesting were managed. Ruud Maasdam. The wine industry is all about its stories. More than 80% of NZ's wine exports came from Marlborough. That meant a 24/7 environment for marketing, yet often vineyards and even some wineries had poor connectivity. Some winegrowers were also tourism operators. There was no broadband in the upper Wairau or Waihopai valleys. Ruud had to share a satellite connection with his visitor guests. If Marlborough could develop the infrastructure, there were opportunities to position itself as location for such training as Dev Bootcamps, where people come and learn such skills as code for web design.

Stace Young. Council was updating its Digital Strategy. This would further open up Council data to users. Council's Smart Maps were the beginning of this knowledge-based approach. Water transfers now required being on-line. People didn't yet really know what was already available from Council. Of all the increasing access to Council data, 27% was from within Marlborough.

Cathie Bell. Provides a facilitation role with Council's Smart and Connected strategy. Works to help local businesses with useful information and those who might relocate here. Puts people in touch with the right people. Good infrastructure and technology and ability to use it were very important to existing and potential Marlborough businesses.

Zane Charman. International customers of seafood wanted traceability of product right back to where it was sourced from. That required connectivity which in areas like the Sounds was often not available. Technology such as sensors would assist marine farming, with capacity to monitor lights for example. Security needed to be taken into account in planning for Marlborough's digital future.

Chris O'Connell. Coming out of the workshop feedback are a number of things.

- It had got some agreement underway on what needs to happen and a start to making the connections
- This was the nascent beginning of a MUSH +(Municipal University/Tertiary Schools Health) group + sector leaders
- Horses for courses. Different infrastructure/solutions/approaches required
- A programme to lift digital awareness was needed
- Remote areas needed better connectivity
- There was no real digital eco-system currently in Marlborough

Dean Heiford. The workshop provided an opportunity to build a governance and leadership group for Marlborough's digital future. Some who attended this workshop may bring in or be replaced by others from their sector as things evolved. A MUSH+ group was a longer term goal and a fluid approach would be taken. The Digital Enablement Plan came first. A summary of the meeting would be circulated. Attendees were asked to distil what had emerged, check that it resonated with their sectors and provide further feedback to Council. The Digital Enablement Plan requires 2-3 feasible projects for community enablement and 2-3 feasible projects for business growth. The DEP was now being drafted and would be circulated prior to being sent to MBIE on September 18.

Meeting with Waihopai Valley Residents Association, Valley hall.

September 29, 2016. Brendon Burns (Creative), Sue Lubransky (thePacific.net) and Cr Geoff Evans attended. No MDC notes taken.

Delivering a Smart and Connected Community

A Digital Enablement Plan for Marlborough

Introduction

Marlborough District Council has embraced the opportunities provided by Government as part of its effort to roll out better broadband and mobile connectivity to New Zealanders.

The Registration of Interest submitted in July to MBIE by Council and a supporting Steering Committee identified a range of potential fibre, Rural Broadband and mobile coverage infrastructure projects to improve the reach, speed and functionality of broadband and cellular provision for many Marlborough residents.

These projects would provide important steps in Marlborough's digital progression. Council has recognised the crucial importance of a digitally enabled and connected community with its [Smart and Connected Economic Development Strategy](#).

This Digital Enablement Plan complements our ROI, by identifying projects which can increase use of our improving broadband/mobile infrastructure. It is another step towards creating a Digital Development Agenda for Marlborough which will see our region achieve universal access to high speed broadband and mobile coverage within the next decade.

Creating the Digital Enablement Plan for Marlborough

A Steering Committee was formed to work with Council and its advisors on the ROI. It provided the leadership and initial input for the DEP. Council organised for a wider group of stakeholders to attend a workshop in August.

Invitees to that stakeholder workshop included senior representatives of the tourism, wine, school, tertiary education, health, economic development, research, aquaculture, forestry and iwi as well as Steering Committee members and Council representatives.

The workshop provided feedback on current connectivity, existing gaps in services and competencies and the opportunity to identify projects for the DEP.

While the DEP was the immediate priority, workshop attendees have been advised of Council's wish to create an on-going process for input in creating and delivering a Digital Development Agenda for Marlborough. This nascent group will be encouraged to provide on-going feedback and leadership of the DEP projects and the Digital Development Agenda.

The workshop provided feedback which aligned with the strong programme of earlier public engagement for the ROI. There were two major public meetings, smaller public and sector meetings and a survey responded to nearly 1,000 people.

This initial workshop and the input provided fed into the creation of a Digital Vision for Marlborough.

Our Digital Vision



A Smart and Connected Marlborough

Smart and Connected Marlborough will use advanced digital infrastructure to create a sustainable future that embraces change, supports innovation and experimentation and is deeply connected.

Smart and Connected Marlburians will have access to skills, knowledge and technology enabling them to compete on global stages, delivering unique Marlborough products, services and experiences.

Living in a Smart and Connected Marlborough will be enhanced by the use of digital technology to create an environment that is safer, cleaner, more energy efficient and which is delivering sustainable, high- income opportunities for our all people.

Investors and migrants are attracted to Smart and Connected Marlborough because of its digital infrastructure, its skilled and entrepreneurial workforce and its proven track record of digital innovation in all of its key sectors.

As a result of the range of feedback received, Council and the Steering Committee have identified the following projects for Community Enablement and Business Growth under the Digital Enablement Plan.

Reflecting the strength of feedback we received from Marlborough's rural community, we have created an additional category – Rural Development – and included some projects to specifically support and enable rural dwellers.

Given the DEP's focus is on first year projects, we have included an Addendum of additional projects which will form part of Marlborough's ongoing Digital Development Agenda.

Community Enablement projects

1. Digital Awareness Programme

We identified a strong need to lift digital skills across our community.

A number of agencies are already engaged: reflecting Marlborough's high numbers of retirees, there is an active SeniorNet presence; NMIT and other tertiary providers offer computer literacy courses; Council offers similar courses at the Blenheim and Picton libraries.

Two particular needs came through our public engagement and workshop:

- Upskilling people who run small businesses, notably those in tourism/hospitality.
- Ensuring our children's digital literacy remains in line with that of children in larger centres and in so doing ensuring that Marlborough parents have the digital skills and tools to support their children.

We have identified four sub-projects for our DEP's Digital Awareness Programme that will assist:

- Better promoting what is already available. Council has the capacity to do this via its own suite of communications - website, library displays, weekly Council newsletter in local newspapers, creating stories for local media.
- A Computers in Homes programme has been established in Marlborough this year. Computers in Homes is a not for profit trust that works to provide training to parents and

then the provision of a computer in their homes. Council will offer to assist with the promotion of the new Computers in Homes programme to a wider range of parents and encourage local IT providers to help with services and reconditioned computers.

- Creating a Code Club for school-age children to develop their skills in code-writing, software development, gaming and web design. Council will work to identify a Marlborough school with teachers who could lead such a programme.
- Teen Tech Angels. Getting college students helping senior citizens, migrants and parents with tech help. Council proposes to work with our three colleges to develop a programme where students can provide assistance as volunteers and/or part of Technology studies.

2. Access to improved video-link facilities in Marlborough

While there are video-link facilities available at some law firms, banks and at the NMIT Blenheim campus, there is currently no public video-link facility in Marlborough. A link offering a large-screen format with very high resolution can offer an 'almost like being there' experience. These can provide a very useful alternative to travelling out of Marlborough or to allow presentations by people whose travel arrangements are disrupted. With fibre now in place across Blenheim, this removes one of the impediments to the provision of such facilities.

Council will look to develop its own video-conferencing links. It will also look more widely at supporting the establishment of high-speed video conferencing facilities open for public use at other locations where Council is involved. These include potentially the new Blenheim library and Marlborough's new theatre which is due to be completed early next year, adding to a suite of existing conference facilities at adjoining locations. Already Blenheim is attracting conferences that have never previously come to Marlborough; high-speed video links are an increasing feature/requirement of the conference industry.

Council will lead a review and help plan video-conferencing links in Marlborough.

3. Digital Advocacy as part of Council's Economic Development outcomes

These DEP projects and the accompanying Addendum frame only part of the digital potential that can be created for Marlborough as it progresses a Digital Development Agenda. We have identified the need for Digital Advocacy to identify, nurture and progress projects that advance our Smart and Connected future.

Council is currently creating a new position within its Economic Development team with a particular focus on assisting smaller communities. Given that much of Marlborough's most pressing need for enablement is in smaller and rural communities, Council will include a Digital Advocacy role as part of the job description.

We see a case for widening this role as momentum develops. If Council were able to secure a significant contribution to the cost of employing a 'Digital Champion', the case for such a driving role would be advanced.

Business Growth projects

1. The Social Network

Tourism, wine, seafood, farming and forestry are the key drivers of the Marlborough economy. There are many local SMEs where people struggle to keep up with all that is required to run businesses that are increasingly reliant on what is done on-line and engaging with sophisticated national and international clientele.

Conversely, there is a paucity of people with the support skills to assist. With an under-developed digital eco-system in Marlborough, it can be difficult to identify where support services exist, little to attract people here with IT skills and a real need for more training of those with technical aptitude. What will be put in place is The Social Network. This will provide an on-line presence to identify the range of services available, a place to advertise for staff and

to promote training being offered. This will be matched by simple social networking opportunities.

A similar enterprise has begun in recent months for Marlborough's consultants' community. There are regular breakfast and other social events to allow consultants to network and share information. Council will work to find a sponsor to establish a website for the Marlborough IT community and encourage a regular social event for the community to meet.

2. The Smart and Connected Showhome

Blenheim already has the highest uptake of Chorus-provided UFB in the country. If you are on fibre, you are able to use it to drive a range of devices and applications; family and friends may be able to see the benefits but there is no other place where the benefits of being on fibre are on display. Council will work with a local developer/home builder to create Marlborough's first Smart showhome. This will be connected to UFB and be a fully wired home, able to be operated remotely. It will feature state-of-the art security, heating, sensors and other technology. It will show the energy-saving efficiency and productivity benefits of a home which has been future-proofed.

Council will work to broaden the messaging, so that existing home owners are also able to see some of the benefits of connecting to fibre.

3. Marlborough's first Digital Monitor farm and vineyard

There are already several farms with fibre in Marlborough's Awatere valley; farmers who allowed FX Networks (now Vocus) to access to their farms in return for fibre connections. A Marlborough Digital Monitor Farm with access to huge bandwidth would allow all manner of benefits:

- Real time precision agriculture technology
- Remote video monitoring of crops/stock/security
- Staff who can video-link seamlessly home to other centres/countries
- Farmers can engage with CRIs, tertiary institutions, take part in rural webinars

Marlborough region produces 80% of New Zealand's wine exports and all major wine producers are represented in the region. Council is already aware of new vineyards which are having fibre installed to assist with remote monitoring of water use, frost risk, spraying regimes, soil moisture and temperature, the application of fertilisers and other vineyard requirements. Council is simultaneously now requiring new water off-takes to provide a constant feed of usage.

Council will work with Federated Farmers, Plant and Food, Wine Marlborough and the Marlborough Wine Research Centre to establish benchmarks and then develop both a Digital Monitor Farm and Digital Monitor Vineyard, supported by regular industry visits.

Rural Development projects

1. Develop a range of applications for devices and cellphones of benefit to rural dwellers.

Last summer, residents of the Onamalutu valley experienced a terrifying forestry fire. Although only a few kilometres from Renwick and 20km from Blenheim, residents in the narrow, winding valley were unable to get good information about the risk to themselves and their properties because of poor cell phone and broadband coverage in the area.

Rectifying those issues is a key priority for Marlborough's ROI; however, the fire underlined the importance of having good Civil Defence alerts/advisories available (e.g for fires, earthquake

and flood events). Council will work to ensure these are available across the widest set of platforms.

Additionally, rural communities can address some of their isolation issues by the provision and use of simple technology such as databases of neighbours to alert each other on security and other sub-community issues.

Council will work with the newly-established Rural Advisory Group in Marlborough to ensure rural dwellers have better alert and advisory systems in place.

2. Support rural dwellers to learn teleworking and remote collaboration skills.

Many rural dwellers need to develop their IT skills; often they don't have sufficient connectivity to do this on-line and/or prefer personal engagement. The new Rural Advisory Group, REAP and/or Rural Women NZ would be asked to help coordinate a programme in rural centres and halls (Seddon, Ward, Wairau Valley, Waihopai, Waitaria Bay etc), where tutoring is provided.

These support sessions will also provide the opportunity to promote new applications developed to allow rural communities to better engage with authorities at times of crisis and with each other.

The meetings will also allow the promotion of new emerging services of benefit to rural dwellers such as the NMDHB Telehealth initiative.

3. Work with the NMDHB to implement its Telehealth project.

One of the supporting documents for the ROI was from the Nelson Marlborough District Health Board, outlining its Telehealth initiative. This is already under development. In areas like rural Bay of Plenty, doctors are seeing patients remotely and a range of others services are provided on-line.

Telehealth could assist Marlborough rural communities with remote mental health counselling, on-line GP and specialist consultations, monitoring of patients with diseases such as diabetes.

Council will work with the NMDHB to promote the potential for increasing use of Telehealth services as broadband and cellular infrastructure improves the capacity to deliver such services.

Summary table of DEP projects

Project	Key action/who	Est.cost *	Likelihood 1-5**	Comm/Bus
Digital Awareness Programme				
○ Better promotion existing training	MDC	Low	5	Community
○ Promote Computers in Homes	MDC	Low/nil	4	Community
○ Create a Code Club	MDC/school	Low	3	Community
○ Tech Teen Angels	MDC/colleges	Low	3	Community
Video-link facilities	MDC/other	Med/high	4	Community and Business
Digital Advocacy	MDC/Network Tasman/other	Med/high	3	Community and Business
The Social Network	MDC/Chamber of Commerce/IT provider	Low	3	Business
Smart and Connected showhome	MDC/developer/builder	Med/high (though recoverable business costs)	4	Business
Digital Monitor farm and vineyard	MDC/Federated Farmers/CRIs/Wine Marlborough/MRC	Med/high (though mostly recoverable business costs)	4	Business
Support rural dwellers to learn teleworking	MDC/Federated Farmers/Rural Advisory Group/Rural Women NZ	Medium	4	Rural communities
Range of apps for rural dwellers	MDC/Civil Defence/Rural Advisory Group	Medium	3	Rural communities
Telehealth initiative	MDC/NMDHB/Rural Advisory Group	Low	3	Rural communities
		<i>Low costs estimated at \$2-5k</i> <i>Medium = \$5-15k</i> <i>High = \$15k+</i>	<i>1= lowest</i> <i>5= highest probability</i>	

MEETING NOTES

DATE: 12 July 2016
TO: Suppliers Attending Briefing
FROM: Creative - Brendon Burns, Dayal Phillips
CC: Dean Heiford, Stacey Young, Katie Covell

DELIVERING BETTER BROADBAND

Suppliers meeting July 7, Committee room, MDC

Attending: Dean Heiford, Support Services Manager, MDC; Stacey Young, Chief Information Officer, MDC; Cr Geoff Evans, MDC; [REDACTED]

[REDACTED] Brendon Burns, Dayal Philips & Neil de Wit, Creative Development Solutions - Creative.

Apologies: Brendon [REDACTED] John Sullivan - Creative

Dean opened the meeting and said Council was committed to doing all it could to ensure broadband and cellular coverage was delivered across Marlborough. There were opportunities for suppliers if a collaborative approach were taken. He pointed to Council's announcement of June 24. (attached)

Dayal & Brendon delivered a presentation which noted while Council continues to seek Crown funding under UFB, RBI, MBSF, it had engaged Creative to deliver a Scoping and Feasibility study for Regional Broadband delivery. Council was prepared and willing to deliver the "Alternate Approach" which accompanied its ROI in July last year. It would work as an 'honest broker' with all parties for the benefit of Marlborough. Creative was [REDACTED]

[REDACTED] Multiple delivery options, both community and commercial, would be considered. Council would itself benefit from becoming much more widely Smart+Connected - [REDACTED]. Government agencies such as DOC would also benefit directly as well as serving the public interest and wider Government policy objectives. Creative is engaging with [REDACTED]. While good outcomes were expected, suppliers needed to be aware this may take some time to develop.

[REDACTED] not after any Council funding but did need site access, as well as access to backhaul and spectrum. He said any supplier had to provide 30mbs + to meet demand for services such as NetFlix. [REDACTED] commented that this was achievable, if the funding were available. Dean said Council was working on the access issues and mapping via GIS [REDACTED]. He noted Council's wish to provide Marlborough-wide coverage in a coordinated way. [REDACTED]

Creative said there is scope for many to play a part and a coalition of the willing and able – focused upon co-operation and delivery for Marlborough was now sought. Individual meetings will be scheduled with suppliers and organisations. Completion of a Non-disclosure agreement will be required to enter into substantive discussions

Dean concluded the meeting by welcoming Expressions of Interest, once suppliers have had time to consider what had been outlined – by July 29. Suppliers can contact him or - Brendon or Dayal directly. A meeting with communities & stakeholders will be held once the Scoping and Feasibility Study was fully underway to provide an update.

