

focus BROADBAND



STIMULUS
UPDATE

September 2012

HIGHLIGHTS:

- CEO Jim Becker participated in the Congressman Gibson Broadband Symposium in August.
- CEO Jim Becker is on a panel of speakers at the Forever Wired conference held at Clarkson University in October.

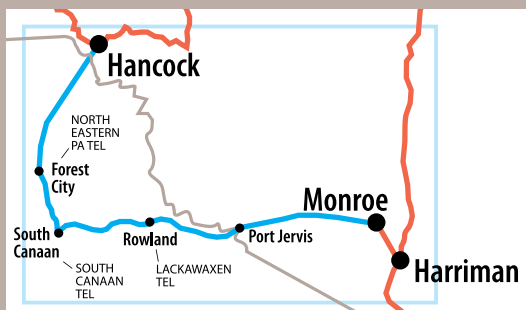


SUNY Cobleskill Real Life. Real Learning.

Project 7: NEW YORK - PENNSYLVANIA FIBER NETWORK REDUNDANT ROUTE VIA (3) PA TELEPHONE COMPANIES

ION will construct and lease fiber from an owner company (Hancock Telephone) thru Port Jervis and on to Monroe, NY. This fiber route goes through the service areas of Lackawaxen, South Canaan, and North Eastern Pennsylvania Telephone Companies, enabling those companies to upgrade their broadband services and improve reliability of service. This fiber build will also provide ION with an additional route for diversity reasons from the Binghamton, New York area.

This build goes through 9 towns with a total population of 62,477; representing 21,913 households, 4,469 businesses, and 13 anchor institutions.



The State University of New York College of Agriculture and Technology at Cobleskill is an accredited polytechnic college that is primarily baccalaureate and residential. SUNY Cobleskill is one of few institutions in the United States where an undergraduate student may also choose to earn an associate degree. The College has an enrollment of 2,600 students in 50 programs divided into two schools – School of Agriculture & Natural Resources and School of Business and Liberal Arts & Sciences. An economic engine for rural New York, SUNY Cobleskill is home to a wide array of extended learning and professional development opportunities.

SUNY Cobleskill is one of six remaining state agriculture and technology colleges, has the state's only contiguous farm, and hosts New York's only bachelor's degree programs in Turfgrass Management. The equestrian center, opened in fall 2005, includes a 34,000-square foot indoor arena, breeding and training facilities, and room to board over 70 horses. The 200-cow dairy facility boasts cutting-edge herd and waste management technology. The agricultural complex also includes an arboretum, golf greens, a fish hatchery, fourteen greenhouses, and agricultural engineering laboratories. In addition, the scenic 782-acre campus features an outdoor recreational area, histotechnology laboratory, broadcast television studio, restaurant, pre-school, and day care center.

"The ION stimulus project will give the College the opportunity to expand Internet service to students and employees at very affordable pricing. The increased Internet bandwidth will provide for greater student quality of life, greater access to SUNY-wide and other academic content, and the opportunity to share resources with other SUNY campuses through the high bandwidth service," states James Dutcher, SUNY Cobleskill CIO.

Fast Facts:
 Founded - 1916
 Degrees - 50
 Faculty - 200
 Student/Faculty Ratio - 21 to 1

Partner Profile: LightRiver Technologies, Inc.

LightRiver realizes that building a broadband network is more than just selling telecommunications equipment that carries bits from point A to B or dropping boxes on someone's doorstep and hoping for the best. It's about providing clients, like ION, with a full turn-key experience – from needs assessment through engineering and design to installation, commissioning and support – that enables them to confidently deliver a wide range of services to their customers and empowering their associates to get the most out of their broadband investment now and into the future.

It is also about knowledge, collaboration and trust.

And this is LightRiver's mission – to provide exceptional value in the design, integration and support of mission-critical transport [broadband] networks. "I am proud that ION has entrusted the deployment of its broadband network to LightRiver. We look forward to working closely with ION and applying our expertise to enable ION to extend services to their customers," said Glenn Johansen, founder, president and CEO of LightRiver.

An integrator of multi-vendor telecommunications transport technologies for the last 14 years, LightRiver is an expert in lighting next generation technologies – DWDM ROADM, Packet Optical Transport and Ethernet, recommending and furnishing products from world-class telecommunications manufacturers and delivering them with certified professional services to construct advanced broadband, backhaul and high capacity optical networks.

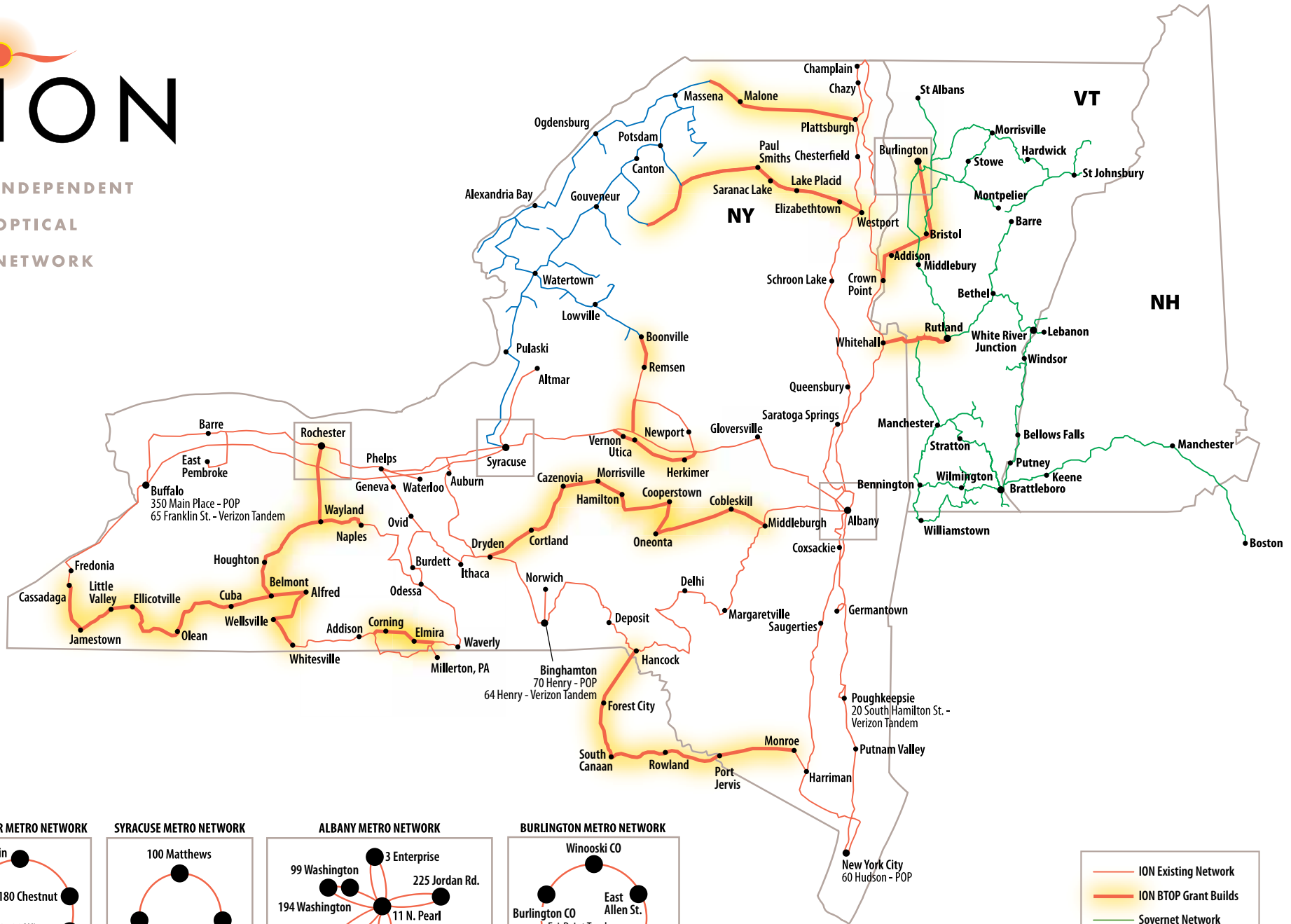
AWARD UPDATE

- Construction completed on Project 2 & 4b
- Majority of construction completed on Projects 1 & 9
- Have taken receipt of ethernet electronics for Projects 1, 2, 4b & 9
- Have taken receipt of fiber cable for all remaining projects
- CAI turn ups completed for Alfred University, Houghton College & TC3

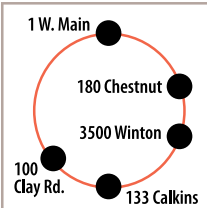
Anchor Institution



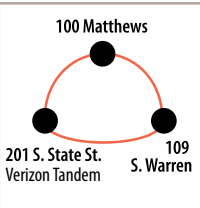
INDEPENDENT
OPTICAL
NETWORK



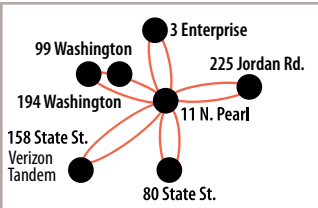
ROCHESTER METRO NETWORK



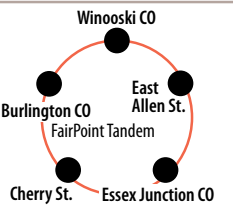
SYRACUSE METRO NETWORK



ALBANY METRO NETWORK



BURLINGTON METRO NETWORK



- ION Existing Network
- ION BTOP Grant Builds
- Sovernet Network
- DANC Network