



VELOCITY BROADBAND • 1140 Terex Rd • Hudson, Ohio 44236 • (330) 342-9544

## Velocity Broadband

### History

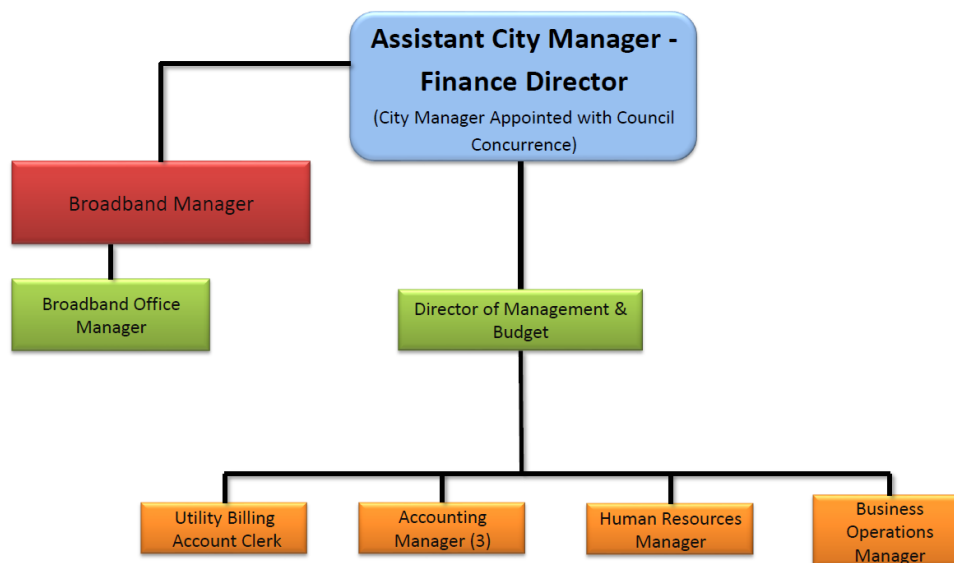
- Developed out of the 2012 strategic plan.
- Needs assessment was completed in 2014.
- Council direction to start pilot project in Summer of 2015.
- Core focus was to increase business retention and attraction.
- Services were available in all targeted business areas by 2017.

### Key Performance Metrics

- 303 current customers - 34% increase YTD
- 2019 Total Net Income was \$161,362
- 76% of new businesses in 2019 took VBB service
- 38% business take rate
- 53% residential take rate (on target with spring 2019 business plan)

### Key Future Developments (0 – 12 months)

- Continue residential connections along the fiber path
- Additional dedicated businesses coming online and growing
- Start offering Wi-Fi 6 devices to business and residential customers
- Customers requesting 10Gig and 100Gig services
- Continue and grow partnerships with local IT firms to provide value add services



Partner and subcontract with over 20 outside firms providing construction, engineering, and support