

**Ashley Hilliard**  
289 Meyer Road  
Salt Spring Island, BC V8K 1X4  
250-653-9875; awhilliard@saltspring.com

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Cecil Saele  
Manager, Planning/Technical Projects  
Shaw Cablesystems G.P.  
751 Enterprise Crescent  
Victoria, B.C. V8Z 6P7

Dear Cecil,

**Re: Broadband Service, Beaver Point area, Salt Spring Island, BC**

Thank you and Derek Strauss for taking the time to meet with Ken Lee and me last Thursday and for sharing the results of the preliminary study of providing service to this area that you carried out a couple of years ago.

Ken Lee is the president of the South Salt Spring Island Property Owners and Residents Association (SSIPORA). He was involved in an extensive effort over the last few years to have broadband service extended to this area. I am a property owner and small businessman fed-up with having only dial-up internet.

The area in question is the SE part of Salt Spring: Stewart Rd from its intersection with Horel Rd; Beaver Pt Rd from approximately the 200 block east; and all side roads, which include mine. When you did your survey you calculated 378 dwellings in the area. As Ken and I indicated, there has been further development since, so the number is likely about 400 now, with more potential in the future. You surveyed 36 km of linear plant. Your preliminary cost analysis showed an infrastructure cost per dwelling almost 4 times more than is generally workable for you. Thus, despite strong interest in broadband service from the residents, you concluded that the return on investment (ROI) did not justify pursuing expansion to this area now or anytime soon.

Ken and I are trying to have this area included in a map of unserved areas being prepared by Industry Canada. This would qualify the area for potentially up to 50% matching funds, as announced in the federal Budget 2009. We are pursuing this through our MP, Gary Lunn.

Ken and I appreciate the support you expressed, and the willingness you indicated to revisit this project if 1) we are able to get this area on the map, and secure federal funding, and 2) we are able to demonstrate strong community support to take up services if offered.

We will keep you informed of our progress. Thank you again.

Yours sincerely,

Ashley Hilliard

cc. Ken Lee (SSIPORA)  
cc. Hon. Gary Lunn, MP