

ROGERS COMMUNICATIONS INC.

333 Bloor Street East
Toronto, Ontario
M4W 1G9

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Fazil Mihlar,
Deputy Minister of Energy Mines
and Resources
Province of British Columbia
Victoria, British Columbia V8W9N3
Fazil.mihlar@gov.bc.ca

Christine Kennedy,
Deputy Minister of Jobs, Economic
Development and Competitiveness
Province of British Columbia
Victoria, British Columbia V8W9T2
Christine.kennedy@gov.bc.ca

Grant Main,
Deputy Minister of Transportation and
Infrastructure
Province of British Columbia,
Victoria, British Columbia V8W 9T5
Grant.main@gov.bc.ca

Dear Sirs/Madam:

Re: Network Expansion in British Columbia

I am writing you today about an issue of utmost importance as Rogers Communications looks to increase our already significant investment in British Columbia (BC). To expand our network outside urban areas Rogers needs cost-effective and timely access to passive public infrastructure, including BC Hydro, provincial highways and transit corridors. This is a problem.

To date, Rogers has invested \$1.4 billion in our wireless network in BC. Over the next three to five years, we aim to invest an additional \$500 million, including significant investments to extend connectivity and access to advanced wireless services outside the heavily populated areas. However, there are significant barriers to putting that capital to work to contribute to the development of the world class telecommunications infrastructure being made available to the over 1.3 million British Columbian customers served by Rogers..

We applaud the Government's commitment to and significant financial support for connectivity. Public investments in partnership with private providers will bring significant economic benefits to the Province. Rogers has already partnered in some of those initiatives and wishes to do more. However, that cannot happen without certain, reasonable, and timely access to passive infrastructure to attach our network equipment. We are not looking for a free ride. We fully expect to pay public agencies for access on a cost recovery basis. Rogers is simply seeking fair, cost-based access to continue improving the quality and accessibility of telecommunications services for British Columbians.

As the government is keenly aware, quality telecommunications networks are even more critical today in dealing with COVID-19 and post-COVID-19 economic and health related issues. We are responding to this need with further investments in our networks.

The current cost and time of utilizing government-controlled infrastructure is a significant barrier to our ability to deploy capital in BC. High fees and, as importantly, unpredictable and lengthy permitting processes require us to tie

up significant capital for an uncertain period. A fairer, smoother, and more predictable permitting process will allow us to put that money to work and trigger the associated economic benefit much faster.


We note that, as the historical phone company, Telus benefits from a century old access to provincially controlled passive infrastructure. Telecommunications is today a robustly competitive business. We are not asking that Telus' prior arrangements be disrupted. We are just seeking a level playing field.

Rogers has been active in and committed to British Columbia for over 40 years. With 1,800 employees serving our 1.3 million customers, Rogers actively supports BC communities, including a \$6 million donation to Food Banks in BC this year. We have also funded a major 5G research project at the University of British Columbia (UBC). And last month, Rogers virtually opened a new customer solution centre in Kelowna, with more than 100 new team members already hired and trained virtually. The centre will bring a total of 350 new jobs to the local economy by 2021, as part of Rogers' fully Canadian-based customer service team.

The importance of fair and timely access to publicly owned infrastructure cannot be overstated. It is central to Rogers ability to deploy capital to extend and strengthen networks in the province. We believe the BC government, its agencies, and the public would all benefit from a more level playing field – revenues would increase as companies like Rogers utilize passive infrastructure to deploy capital to extend and strengthen networks in BC.

We continue to work directly with the relevant government agencies and would like to meet with you as soon as possible to discuss how we can collaborate to meet this challenge and trigger the economic benefits that will flow to British Columbia.

Sincerely,



Jorge Fernandes
Chief Technology & Information Officer



Dean Prevost
President, Rogers for Business

Copy to: Mr. Don Wright,
Deputy Minister to the Premier,
Parliament Buildings
Victoria, British Columbia
Don.J.Wright@gov.bc.ca