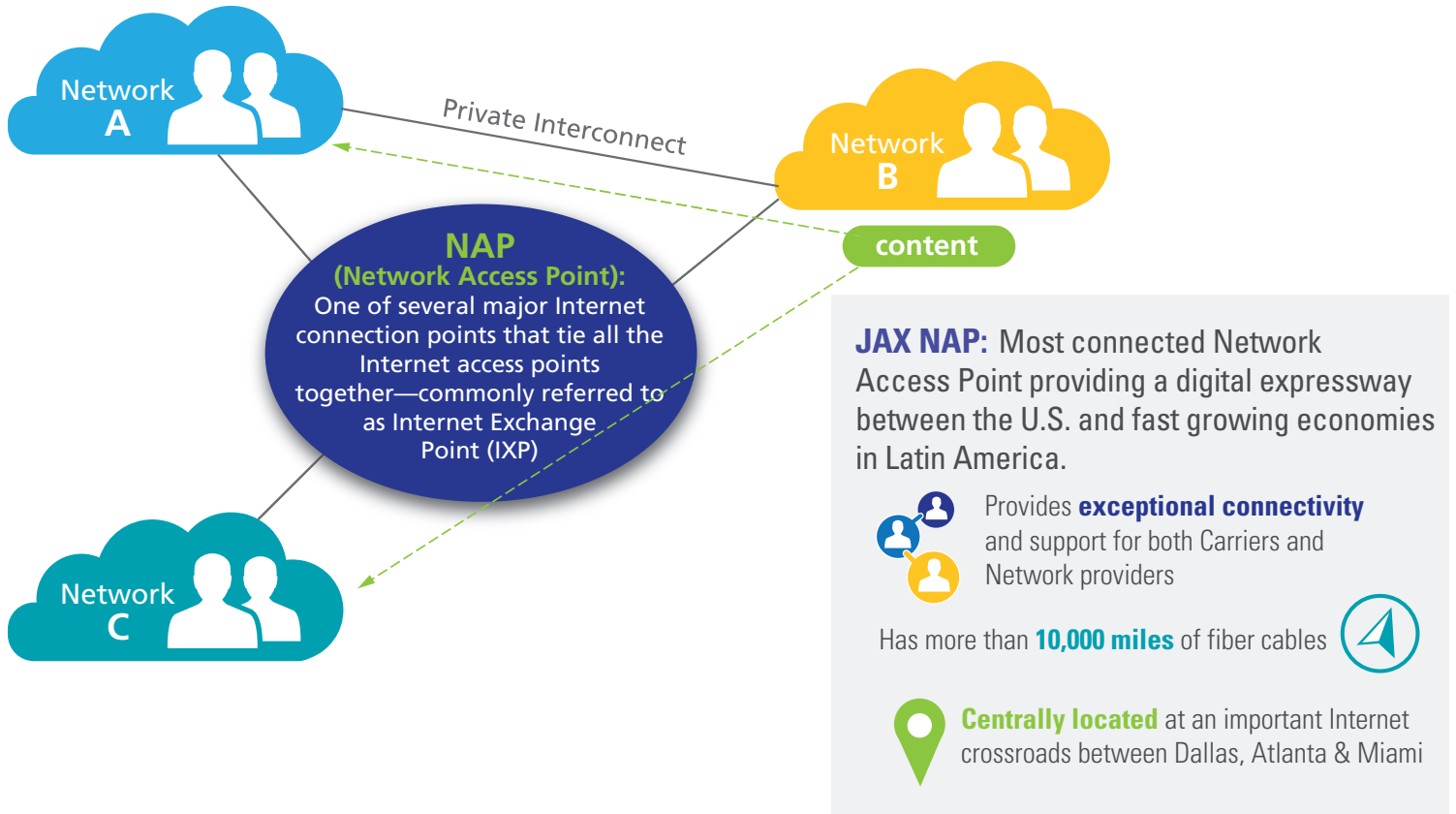
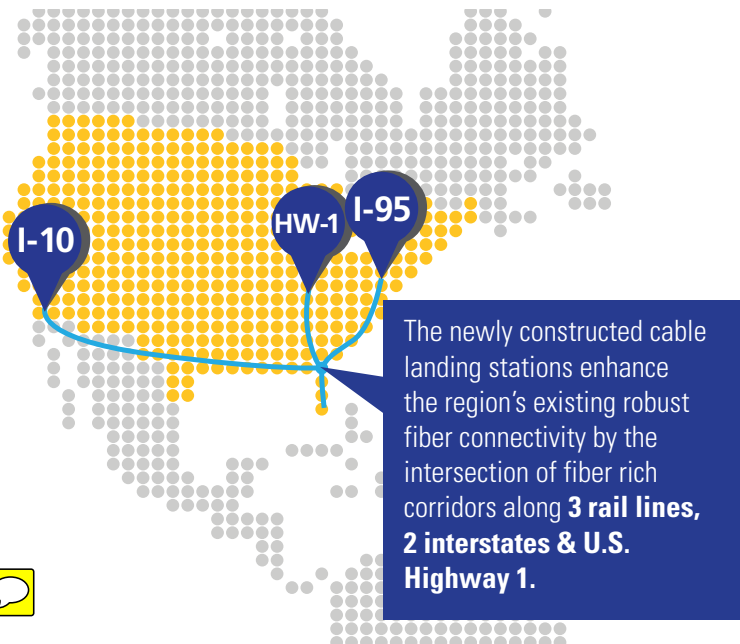


PUTTING THE JACKSONVILLE REGION ON THE DIGITAL MAP



REGIONAL IMPACT

JAX is emerging as a **tech market** and the newest network access point **connecting to Latin America**. JAX is also becoming a cable-landing destination as new submarine fiber cables are coming ashore.



JACKSONVILLE ADVANTAGES

Miami and Atlanta are traditionally known as the best connection points to Latin America. JAX is becoming more advantageous to use for NAP connectivity due to:



Reduced Risk

- NAP of Americas is too congested
- Miami is five times more likely to experience a hurricane



Reduced Latency

- As the Internet of Things (IOT) continues to grow, companies want to locate close to the edge of the Internet
- JAX NAP provides reliable and enhanced connectivity



Lower Cost

- JAX offers reduced connectivity and colocation costs in addition to lower general business costs when compared to cities like Miami and Atlanta
- Connecting to Latin America out of Jacksonville instead of Miami is closer – saving 350 terrestrial miles

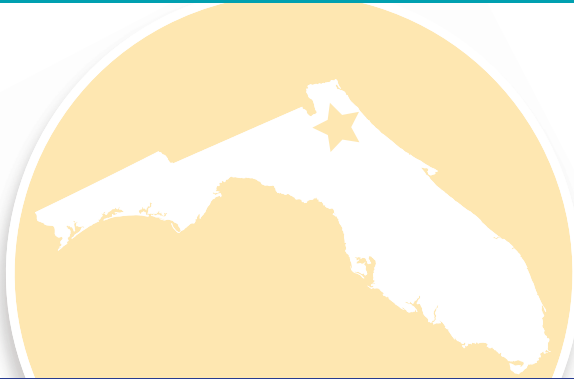


IMPACT FOR THE JACKSONVILLE REGION

Jacksonville's emergence as a growing connectivity point and data center presence should increase colocation demand locally and regionally, creating new tech jobs.

The City of Palm Coast in Flagler County has connected its FiberNet network with Allied Fibers route to major content distribution centers throughout the state of Florida. This on-ramp connection will allow businesses to access multiple service providers. This approach will create a new revenue stream that will help maintain the current infrastructure and benefit the local tax base.

Forbes continually
ranks JAX in its
TOP 10
for IT jobs



Florida Power & Light Company (FPL) announced certification of a pre-qualified data center at Nassau Crossing Industrial Park. The certification was based on criteria that the park has reliable and redundant power, fiber infrastructure, competitive cost structures and a location insulated from man-made and natural risks.

RECENT MARKET ACTIVITY:



JAX NAP houses 40+ international carriers and JAX IX, Cologix and Go Rack



Cologix is completing \$20 million in capital improvements to its two Jacksonville facilities



Allied Fiber has completed its southeastern network between Miami, Jacksonville and Atlanta



TierPoint has acquired CxP Data Centers with plans for expansion of a data center.



EdgeConneX has purchased a 42,000 square foot building for its NAP operations

Increase market activity through **outreach efforts** that target companies for **expansion or relocation** who want to be closer to JAX NAP:

- Data Center Operations
- Telecommunications
- Tech entrepreneurs
- E-commerce Operations