



Cane Bay Plantation

This planned 30-year development may someday include 10,000 homes

Located along Highway U.S.176 in the Charleston area, Cane Bay Plantation is breaking new ground—and making news. The community has closed on more single-family homes than any other Planned Unit Development or subdivision in Metro Charleston for 2008, 2009, 2010, and 2011. Cane Bay was also listed as #40 in a ranking of top-selling U.S. master planned communities by John Burns Real Estate Consulting. Covering approximately 4,500 acres, with both residential and commercial sectors, Cane Bay is clearly becoming a big draw in Berkeley County.

Beautiful Variety

Ben Gramling III, President of Gramling Brothers Real Estate & Development, says, “Our objective with Cane Bay was to create an environment that would give a wide variety of people the same access to the things that are important in everyone’s quality of life.” Those things include good schools, beautiful green space, dependable businesses, and the right infrastructure (including Fiber-To-The-Home from Home Telecom).



When completed, Cane Bay will be made up of 10,000 homes plus grocery stores, medical centers, schools, and churches. Currently the comprehensive development includes:

- **The first Del Webb active adult community** in the Charleston area, built by Pulte, with approximately 450 homes established and a planned build-out of 1,000
- **Old Rice Retreat**, built by Centex
- **Sanctuary Cove**, built by Sabal Homes and Landmark 24
- **Magnolia**, coming in 2012 by Dan Ryan Builders
- **Lindera Preserve**, coming in 2012 by Lennar
- **Cane Bay High School**, in its fourth year
- **Cane Bay Elementary**, in its third year
- **Cane Bay Middle School**, to open at the start of the 2012-2013 school year
- **Publix supermarket**, the anchor of a newly built shopping center on 20 acres that offers much room to grow for other businesses

Dan Ryan Builders’ Magnolia and Lennar’s Lindera Preserve will open in Cane Bay in 2012. Together with the already established neighborhoods, they will offer a variety of home options ranging from low-maintenance, energy-efficient living for young professionals to grand family estate homes.

Cane Bay is Gramling’s largest development to date, and he considers it to be a once-in-a-lifetime opportunity for him and a smart development for Charleston. “This community is meant for all buyers, from first-time ones to those seeking higher-end homes. Cane Bay is designed to responsibly give you what you need and want, close to home,” says Gramling.





Home Telecom's Role

Will Helmly, President and COO of Home Telecom, has worked with Cane Bay to help meet the community's communications needs. Will notes, "Home Telecom has played an active role in the planning and development of Cane Bay. We've worked closely with Gramling Brothers since the early stages, and Home Telecom has infrastructure on the property to allow us to grow with the community. Home Telecom has also partnered with Pulte as part of the HOA services for the Del Webb community, and we provide structured wiring services for both Del Webb and Old Rice Retreat."

The most impactful contribution by Home Telecom to Cane Bay is undoubtedly Fiber-To-The-Home (FTTH). Explains Will, "Most importantly, this type of fiber-optic network has the bandwidth growth capacity required as data demand continues to escalate. FTTH will be able to cover

the growing needs of communications services for decades. For example, fiber optic cable has the capability of 10,000 Mbps, 1,000 times faster than cable modems. Today, we offer and easily accommodate symmetrical Internet speeds of up to 50 Mbps over an extremely reliable network."

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— BEN GRAMLING III, PRESIDENT, GRAMLING BROTHERS REAL ESTATE & DEVELOPMENT

Of course, FTTH is not just a benefit for the homes of Cane Bay but to the schools and businesses there as well. All segments of the community can look forward to a bright future as they enjoy Cane Bay's many opportunities.



WHO'S MINDING YOUR BUSINESS?

HOME INTEGRATION TEAM L to R: Will Wofford and Tyler Mullinax

The Home Integration Team is often the "first face" of Home Telecom, since its members primarily meet with homebuyers before construction of a home. During these meetings, outlet locations are planned for Home Telecom's Phone, Cable TV, and Internet services along with these other options: Security Systems, Wall-Mounted Flat Screen TVs, Surround Sound Audio, Whole House Audio, and Intercom Systems.

Will Wofford, Senior Operations Representative, is joined on this team by Tyler Mullinax. Says Will, "We've been at

Cane Bay just about every business day to provide wiring solutions or installs. Our team is also a structured wiring sub-contractor for Pulte and regularly services the Del Webb and Old Rice Retreat communities. I handle our back office operations including ordering, billing, design, and scheduling of services. Tyler Mullinax is our on-site Technician; he installs pre-wire and trim work in new homes, specialized wiring and electronics for Home Integration products, and Security Systems."