

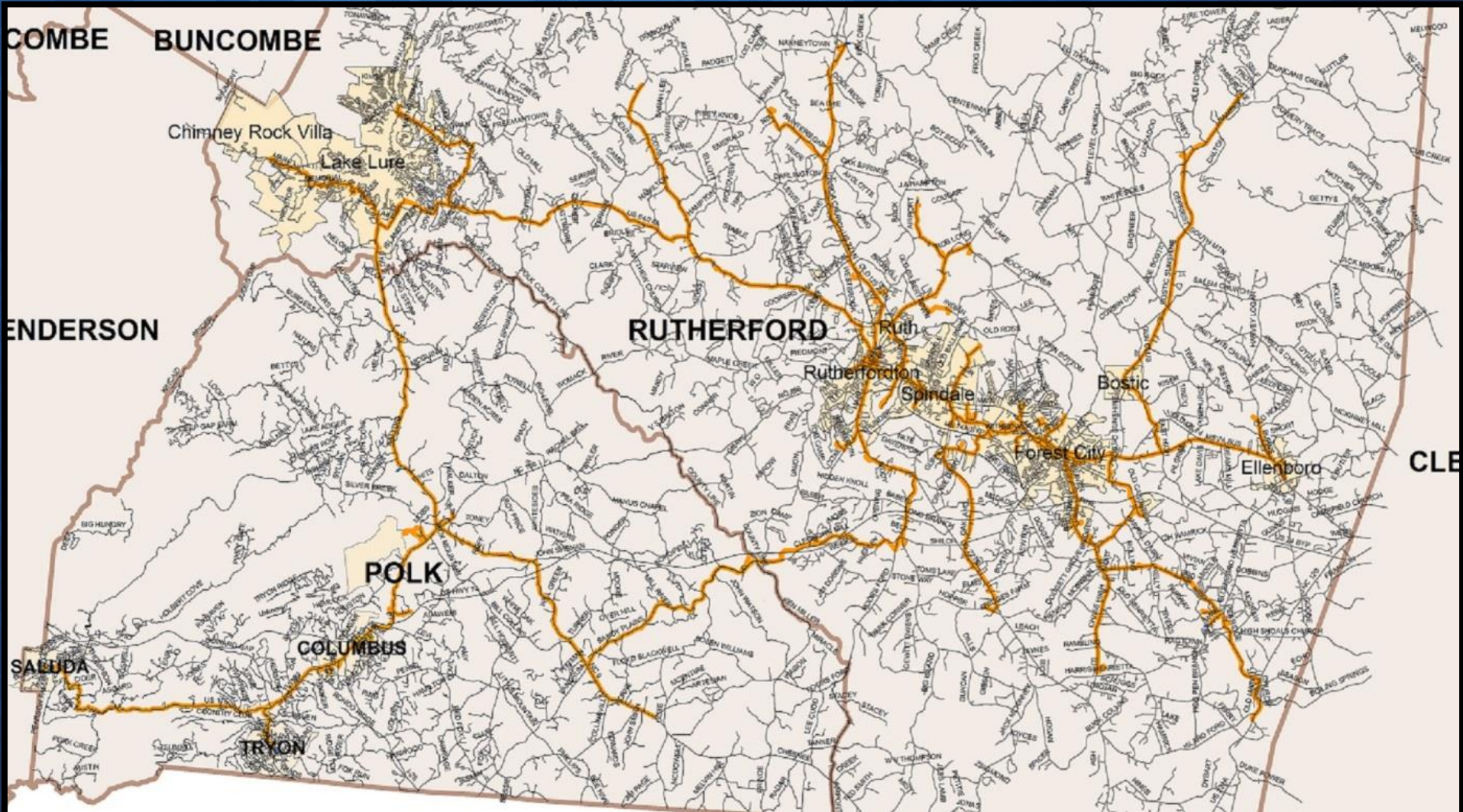
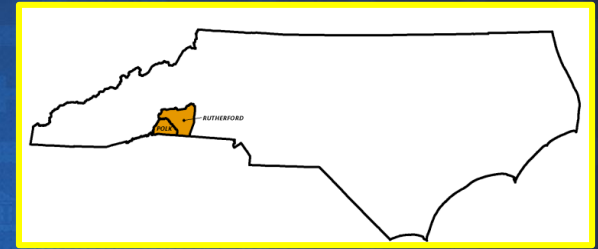


Broadband Communities Summit

*Broadband is Like Oxygen to Rural America –
What Technology and Companies Will Provide*

April 14, 2015

Where Are We Today???



How Did We Get Here???

Community Need 2001

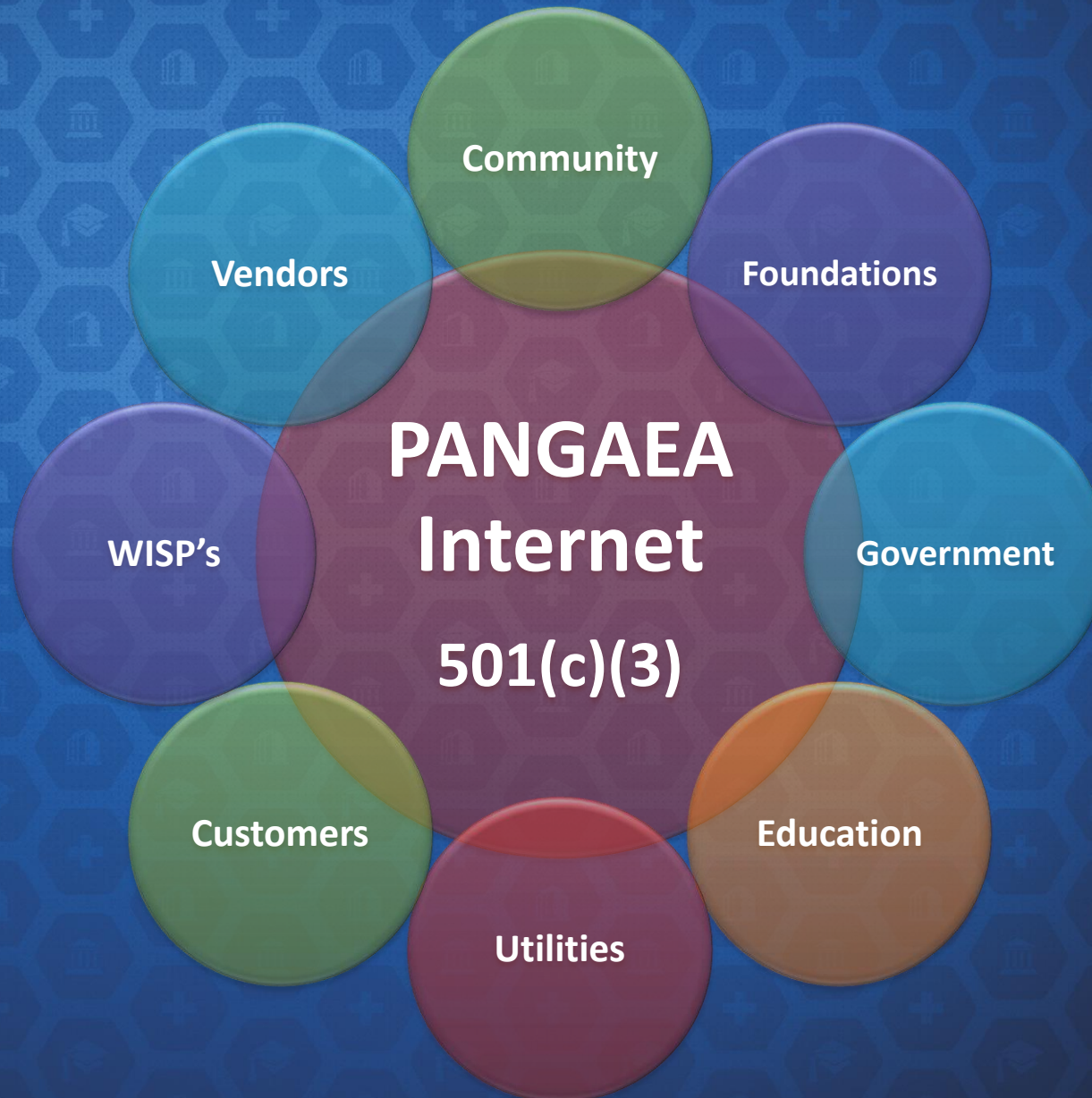
- Business customers: slow DSL, no other providers
- School system: High cost and poor service



Community Leadership

- Volunteer Board of Directors
- Local contractors
- County schools and government

Public/Private Partnerships



Impact

Low cost, non-profit structure

200 miles of fiber: last mile and middle mile

Fiber connections: health care, education, government, commercial

99.97% network uptime

Customer service: exceed expectations 94% of the time

Wireless broadband via WISP partner

Wi-Fi for towns and students (Facebook partnership)

PANGAEA community grants and scholarships

Lessons Learned

- **Community Focus, Not Shareholder Focus**
- **Partnerships (Public/Private)**
- **Funding (Sustainability)**
 - **Grants for Capital Costs**
 - **Customer Revenue for Operating Costs**
 - **USAC Service Provider**



- **10 – 18 % annual operating margin with \$0 debt**
- **Nearly \$1M revenue with \$600K cash reserve**
- **3 employees**

No Cookie Cutter Solutions

Challenges Remain