

2022 NPA Annual Conference

AUGUST 30, 2022





NRTC is a technology cooperative



Member driven. Technology focused.

Our Mission:

NRTC provides solutions that help our telecommunications and electric members bring all the advantages of today's evolving technology to rural America

Our Vision:

NRTC will be our members' most trusted technology partner

- **NRTC is a member owned cooperative**
 - > 1,500+ rural electric utilities and independent and cooperative telephone companies
- **30 Year History**
 - > We were formed in 1986 and have been profitable for the past 24 years
- **Technology Driven**
 - > We are not dues funded and we do not lobby
 - > Our revenue comes from the Technology services we provide
- **Financially Strong**
 - > \$200 million in revenue
 - > 660 employees
 - > \$225 million in equity capital; no debt; \$170 million in cash



NRTC Broadband Solutions

EVALUATE

Feasibility Assessment and Network Planning

Fiber & Fixed
Wireless Technology
Selection



Financial
Plans



Funding and
Grant Support



Service
Availability &
Market Analysis



DESIGN/BUILD

Engineering Design and Project Management

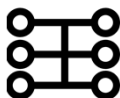
Engineering
Design & Mapping



Construction
Management



Core IP network
buildout



Interoperability
Analysis



Vendor
Management



OPERATE

Operations Planning and Outsourced Support

Marketing
and Sales



Network
Operations Center



Customer
Care



Video
Programming



Leveraging Grid Assets

Backbone Build: \$24M

- 690mi of 144-Ct Fiber = 99,360 "Fiber Miles" @ \$33K/Mi

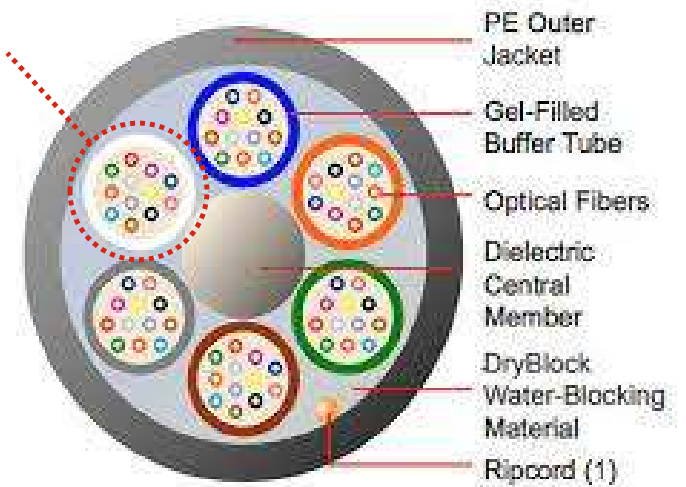
Telco Fiber Lease:

- Up to 48-Ct (4 "Buffer Tubes") available for lease
- Lease/IRU = Fiber-Mile/Mo
 - › Market Rate: \$50 - \$200 /Mo
- 10yr Payback = 8,280 "Fiber-Mile" @ \$25/Mo
 - › 690 mi "1 Buffer Tube" (12-Strands)
 - › 172.5 mi "4 Buffer Tubes" (48-Strands)
- \$3/Mo Maintenance Contract

Internal electric use

- substation connectivity

Buffer Tube
(12 Strands)



Fiber Infrastructure RFP

- PPD plans to build fiber infrastructure to connect substations
- Share proposed backbone route
- Solicit interest in leases along route

Public Private Partnerships (Simplified)

- **PPD stays focused on grid modernization**
 - › Many PPDs are deploying (or considering) fiber to connect substations and downline grid assets
 - › Over 50% of the cost to deploy Fiber is placement labor
 - › Upsizing grid fiber cables can create opportunities for PPDs and ETCs alike
- **PPD Communicates intended fiber routes through RFP**
 - › PPD sends intended grid fiber routes to all NE ETCs that operate in the area
 - › Each ETC evaluates routes for potential growth opportunities by leasing spare capacity
- **Creates a Win/Win**
 - › PPDs can pay off grid assets a bit faster
 - › PPDs can help reduce fiber lease rates to NE ETCs and improve economics to have broadband reach more Nebraskan homes
 - › ETCs can have lower cost access to more Nebraskan homes

Who Is ALLO

- **Founded in 2003**
- Community-wide Fiber Networks
- Nelnet, Inc. / SDC Capital Partners
- Competitive Fiber-to-the-Premise Provider
- Pass 1 Million+ Population
- Eliminate the Digital Divide (ACP)
- Empower and Assist in Economic Development
- Ensure Community is Ready for the Future



HONEST

EXCEPTIONAL

LOCAL

HASSLE-FREE



Who Is ALLO

Employees:

- 1,200 and growing

Customers:

- 121,000+ (weekly adds 600)

Current Communities:

- 1,500 to 290,000 in population



Recognition/Awards:

- 2022 – Top 5 PC Magazine Fastest ISP
- 2022 National Ranking - #2 Fastest Regional ISP
- 2022 - #1 Fastest ISP NE
- 2021 – Lincoln, NE - #2 in latency, #3 in upload (business), and #4 in download.



ALLO Communities