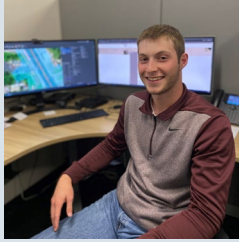




**Connecting the Community**

# What's New @ CTC



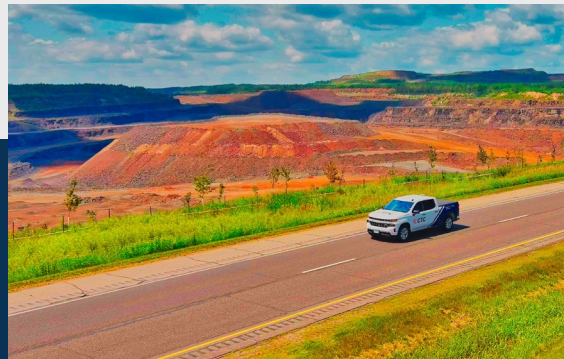
**CTC's Values: Member Experience – Accountability – Competition – Innovation - Performance**



**Creation of a new construction company to assist with fiber builds in partnership with Meeker Cooperative Light & Power.**



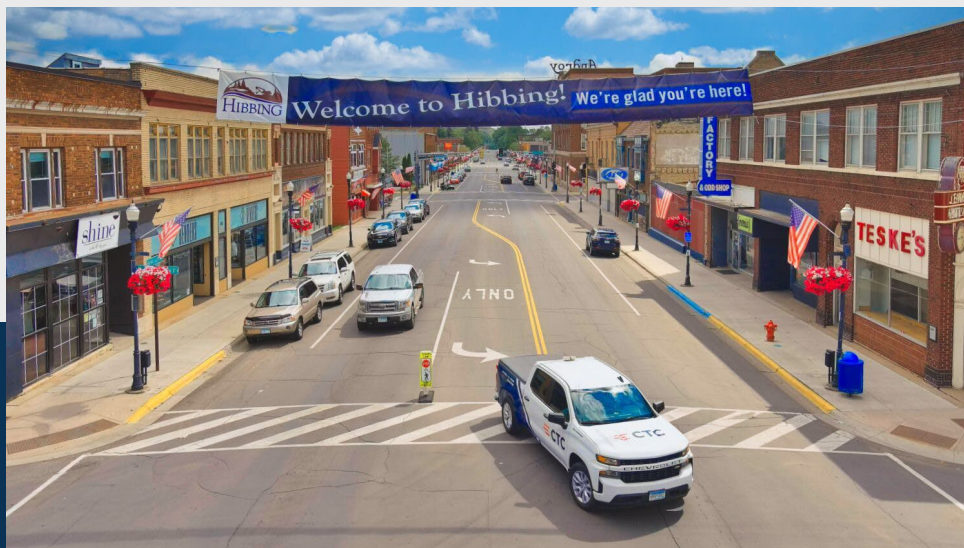
**Establishment of a new non-profit that will exclusively fund local community initiatives where CTC has services starting in 2025.**





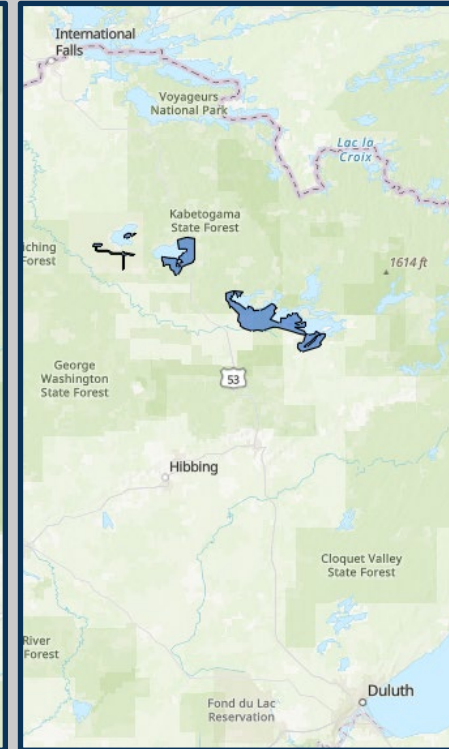
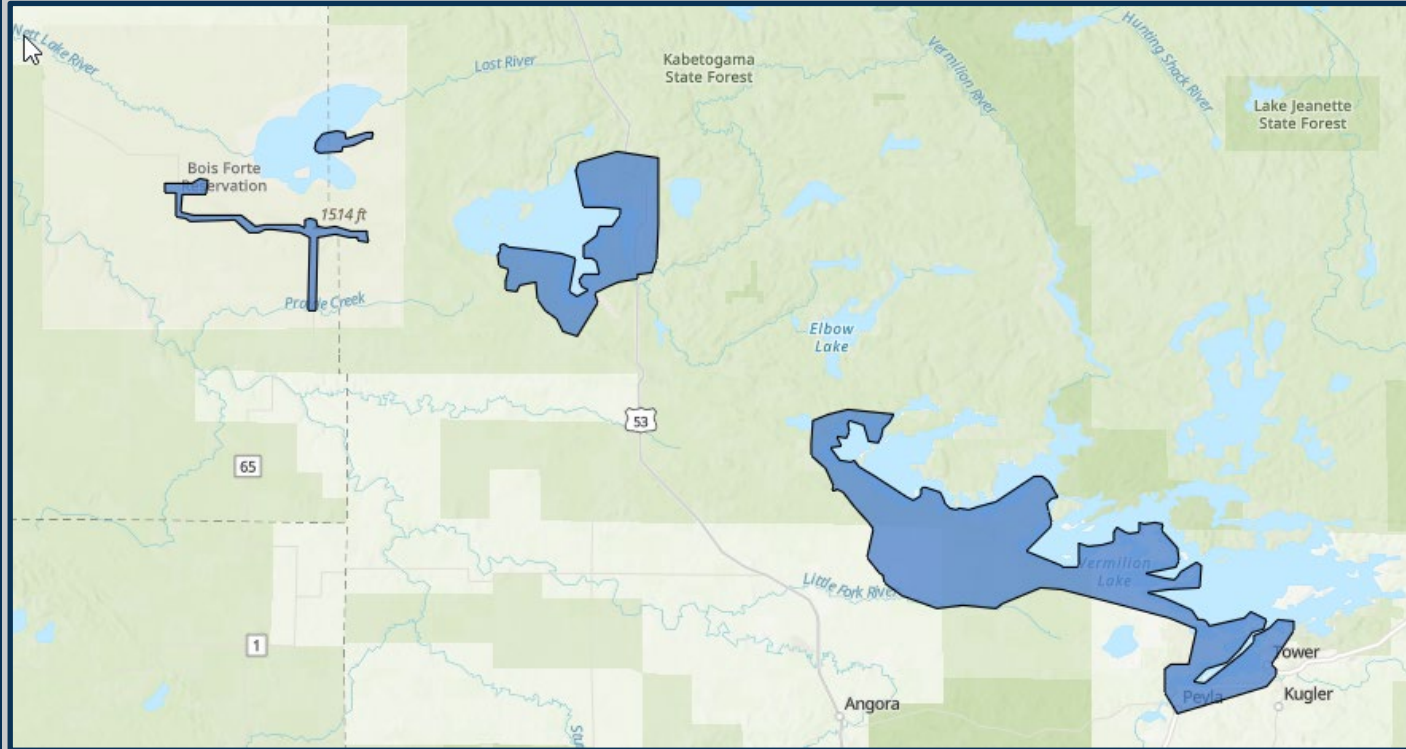
# CTC Partnerships 2010 - 2024

- **A Decade of Partnerships: \$123.6M in Federal, State, Local Govt. and CTC Investment to Connect 16,534 Minnesota Homes and Business's since 2014**
  - 8 State Grant/Line Extension awards totaling \$25M of State, CTC and Local Govt. investment connecting 4,136 locations
  - 7 Federal Grant awards totaling \$24.95M and connecting 3,247 locations
  - 5 Local Govt & CTC projects totaling \$13.65M, connecting approximately 3,000 locations
  - Cooperation amongst Cooperatives (+Tribal and Local Govt) has led to 9 projects totaling \$60M of Federal/State funding, connecting 6,151 locations



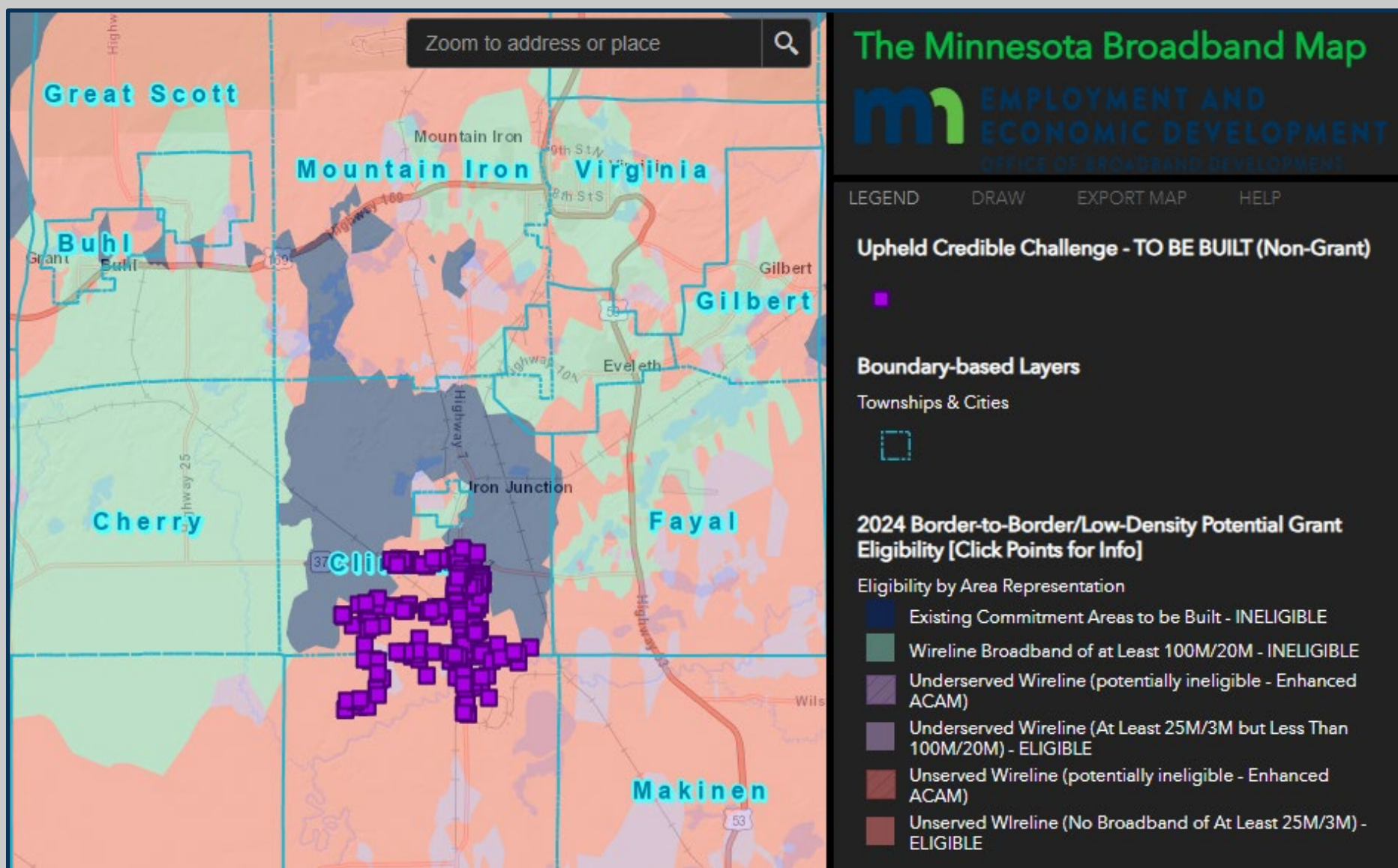


# NTIA Tribal Broadband Connectivity Program



- \$19.8M of TBCP Funding
- 3,000+ Locations
- Project construction in 3 phases as aerial make ready work is completed.
- Environmental and Historic Preservation Work began in Nov. 2022.

# MN Border to Border Grant – Round 9: Clinton Twp



- 333 unserved locations in amended project area.
- **Source of Funds:** MN Office of Broadband, IRRRB, St. Louis County, CTC. \$3.5M Total Cost.

# Implementing a Minnesota State Broadband Grant

Task Name	Who	Non-Reimbursable Cost
<b>- Pre-Application</b>		
Community Engagement	Business Development	\$0 - \$10,000
Project Estimate	Engineering, GIS	\$1,000 - \$5,000
Financial Feasibility	Business Development, Finance	\$1,000
Source of Funds	Business Development, Finance	\$0 - \$5,000
Pre-Application Notification and Challenge Process	Business Development	\$500 - \$2,500
		<b>\$2,500 - \$23,500</b>
<b>- Application Development &amp; Submittal</b>		
Complete Required Grant Application Documents	Business Development, Engineering, Finance, Marketing	\$3,000 - \$8,000
Obtain Letters of Support	Business Development, Marketing	\$2,000 - \$4,000
Obtain Proof of Project Match if Applicable from Other	Business Development	\$0 - \$10,000
Challenge Process	Business Development	\$0 - \$1,000
If applicable cure application and re-submit	Business Development, Engineering, GIS, Finance	\$0 - \$10,000
		<b>\$5,000 - \$33,000</b>
<b>- Application Award</b>		
Public Relations/Community Engagement	Business Development, Marketing	\$500 - \$5,000
Grant Agreement Review and Execution	Business Development, Finance	\$500
Bid Waiver if Applicable	Engineering, Business Development	\$250
		<b>\$1,250 - \$5,750</b>
	<b>Total Application Expenses</b>	<b>\$8,750 - \$62,250</b>

# Implementing a Minnesota State Broadband Grant

Task Name	Who	Non-Reimbursable Cost
<b>+ Pre-Application</b>		
<b>+ Application Development &amp; Submittal</b>		
<b>+ Application Award</b>		
<b>- Pre-Construction Activities</b>		
Detailed Design	Engineering, GIS	
Environmental Review	Engineering, Consultants	
Historic Preservation	Engineering, Consultants	
Permitting	Engineering	
Continued Community Engagement - Initiate Sales	Marketing, Sales	
Materials Procurement	Finance, Inventory	
Bid or Negotiate Construction Contract	Engineering	
<b>- Construction and Service Activation</b>		
Pre-Wire Homes and Business's	Member Services, Dispatch, Technicians	
Construction	Engineering, Construction Contractor	
Splicing	Engineering, Construction Contractor	
Test Drops	Engineering, Construction Contractor	
Activate Customer Service(s)	Provisioning, Service Assurance Team	
Continued Sales and Marketing	Sales, Marketing	
<b>- Administrative Functions</b>		
Grant Reporting	Engineering, Finance, Business Development	
Funding Requests	Finance	
General Project Management	Engineering, Finance, Business Development	





**Connecting the Community**



## Northeast Service Cooperative: Existing Network

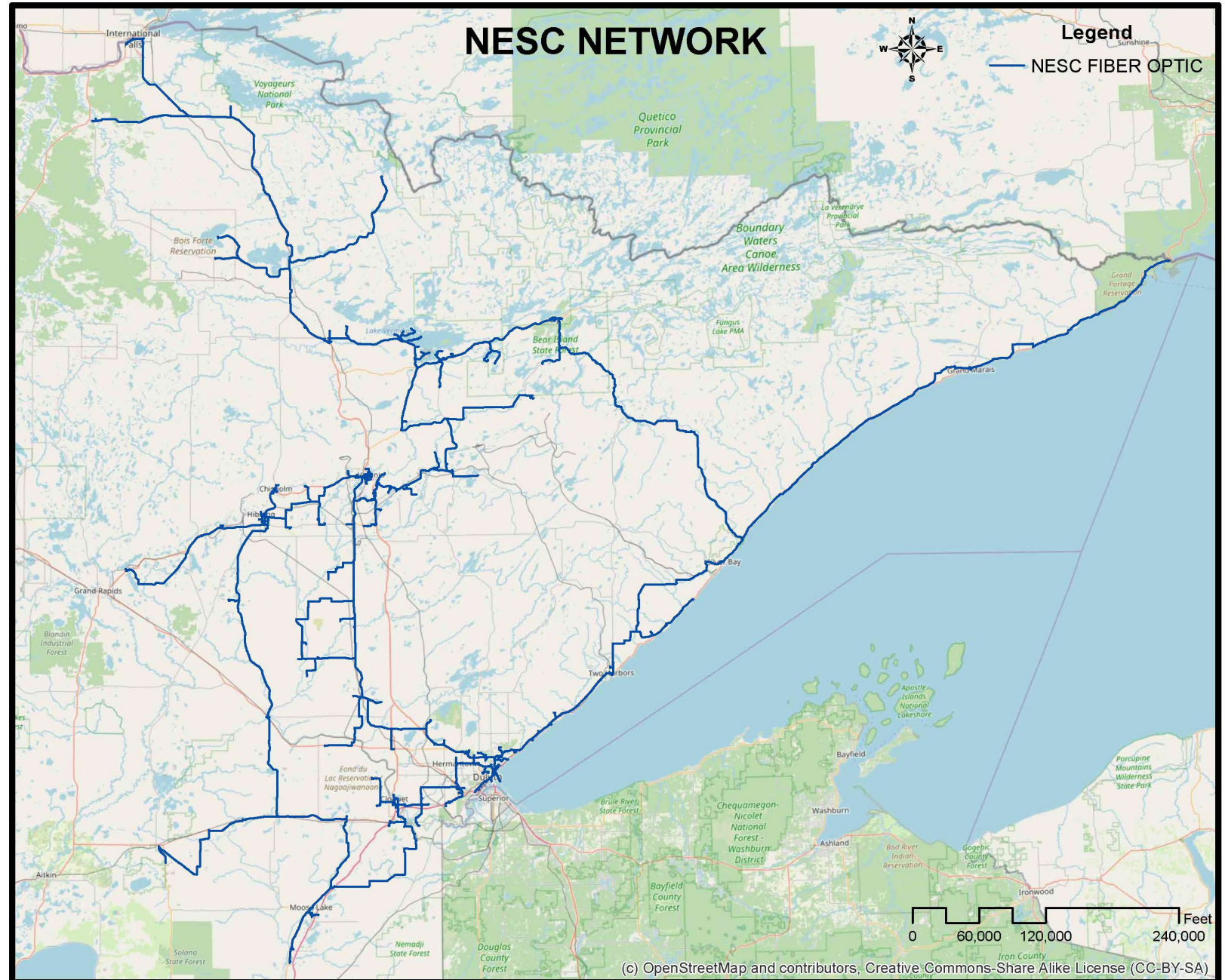
Focus on the Middle Mile

“Provider’s Provider”

Public and Private Sector

## Serving 10 Counties of Northeast and East Central Minnesota

- Over 1,200 miles of Optical Fiber
- 18 Telco partners
- 948 Connections
- 84 Members
- 40/100 Gigahertz Optical Channels





## U.S. Economic Development Administration: Cambridge Route

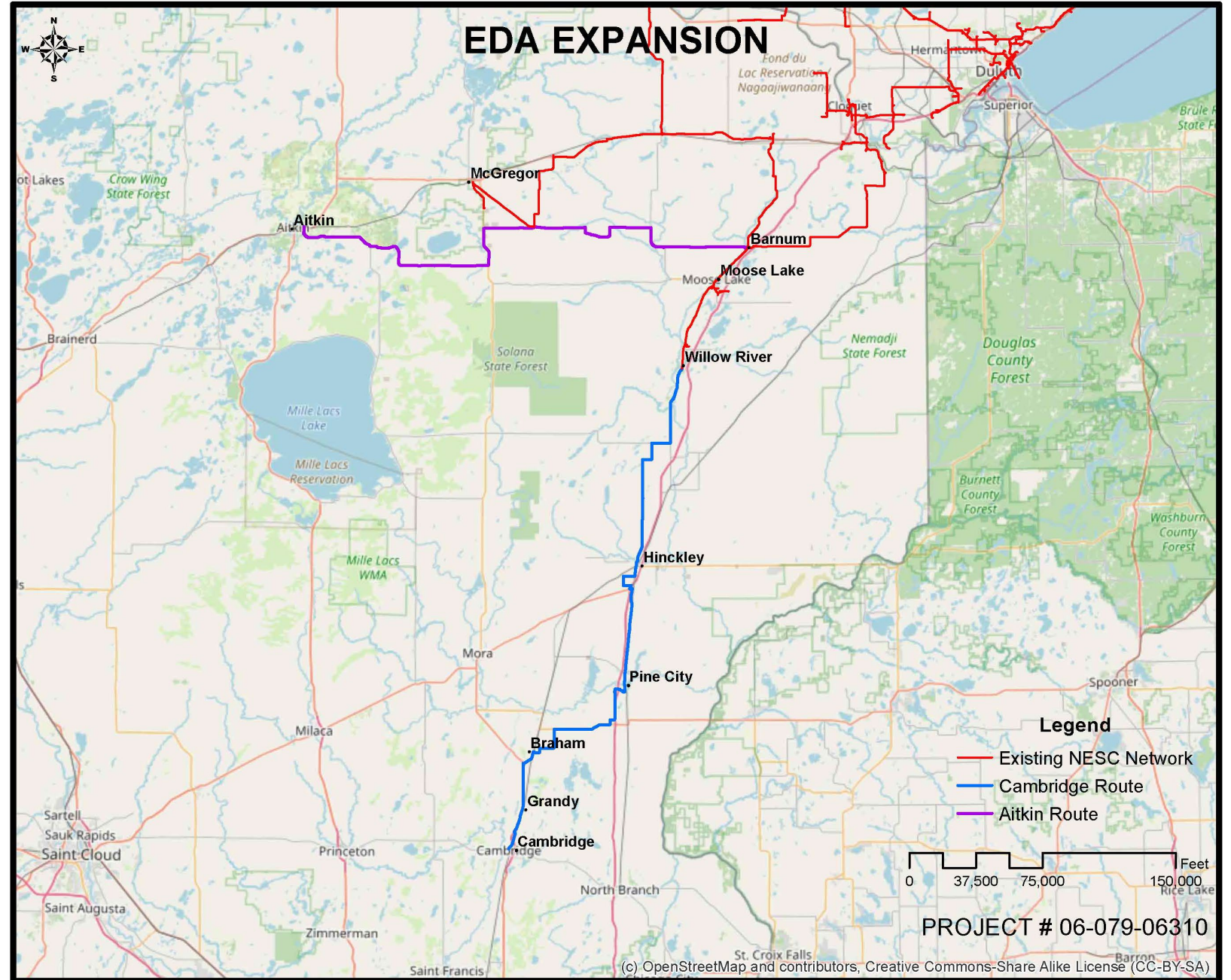
2024/2025 Construction

Federally Funded  
\$3.34M EDA Grant  
\$835,000 NESC Match

### Goals for Expansion

- Economic Growth
- Education
- Health Care
- Government
- Public Safety
- Access to Internet Core

### Continuing the Mission





**Paul Bunyan**

COMMUNICATIONS

**GIGAZONE™**

# MINNESOTA'S LARGEST BROADBAND COOPERATIVE

- ◇ NOT-FOR-PROFIT 501 (C)(12) COOPERATIVE FORMED IN 1952
- ◇ MEMBER OWNED AND GOVERNED
- ◇ OPERATE AT COST
  - SERVICE-FOCUS = AGGRESSIVELY REINVEST
  - RETURN PROFITS TO MEMBERS
  - NO INTERNET RATE INCREASE IN 10+ YEARS
- ◇ 35,000 BROADBAND CUSTOMERS
- ◇ 160 EMPLOYEES



# MISSION-FOCUSED

- ◇ INNOVATIVE COMMUNICATION SERVICES
- ◇ ENHANCE QUALITY OF LIFE BY ACCEPTING A LEADERSHIP ROLE IN RURAL COMMUNICATIONS AND ECONOMIC DEVELOPMENT

# INNOVATIVE SERVICES

## ◇ FIBER-OPTIC GIGABIT BROADBAND

- EXCLUSIVELY FIBER CONSTRUCTION SINCE 2004
- GIGAZONE GIGABIT SERVICES LAUNCHED IN 2014
- SYMMETRICAL SPEEDS: UPLOADS AND DOWNLOADS EQUALLY FAST
- MULTIPLE-GIGABIT SERVICES (2, 6, 10) LAUNCHED IN 2020
- INNOVATIVE IN-HOME WI-FI TECHNOLOGY

## ◇ MANAGED BUSINESS COMMUNICATIONS, I.T., WEB, AND CYBERSECURITY SERVICES

## ◇ CERTIFIED APPLE REPAIR CENTERS Authorized Service Provider

## ◇ DIGITAL TELEVISION



# PARTNERSHIPS



Cooperative  
Development<sup>LLC</sup>

## ◇ COOPERATIVE DEVELOPMENT

- UNIQUE PARTNERSHIP FORMED IN 1996
- UNDERGROUND INFRASTRUCTURE CONSTRUCTION
- JOINTLY OWN BEMIDJI'S 100-ACRE TECHNOLOGY PARK
- ECONOMIC DEVELOPMENT PROECTS
- 80 EMPLOYEES
- COOPERATIVES HELPING COOPERATIVES





# SUPPORT

- ◇ EARLY SIGNERS OF FCC'S KEEP AMERICANS CONNECTED PLEDGE
- ◇ AGGRESSIVE ROLL-OUT OF ACP
  - IN PARTNERSHIP WITH
    - RED LAKE NATION
    - LEECH LAKE BAND OF OJIBWE
    - ITASCA ECONOMIC DEVELOPMENT CORPORATION (IEDC)



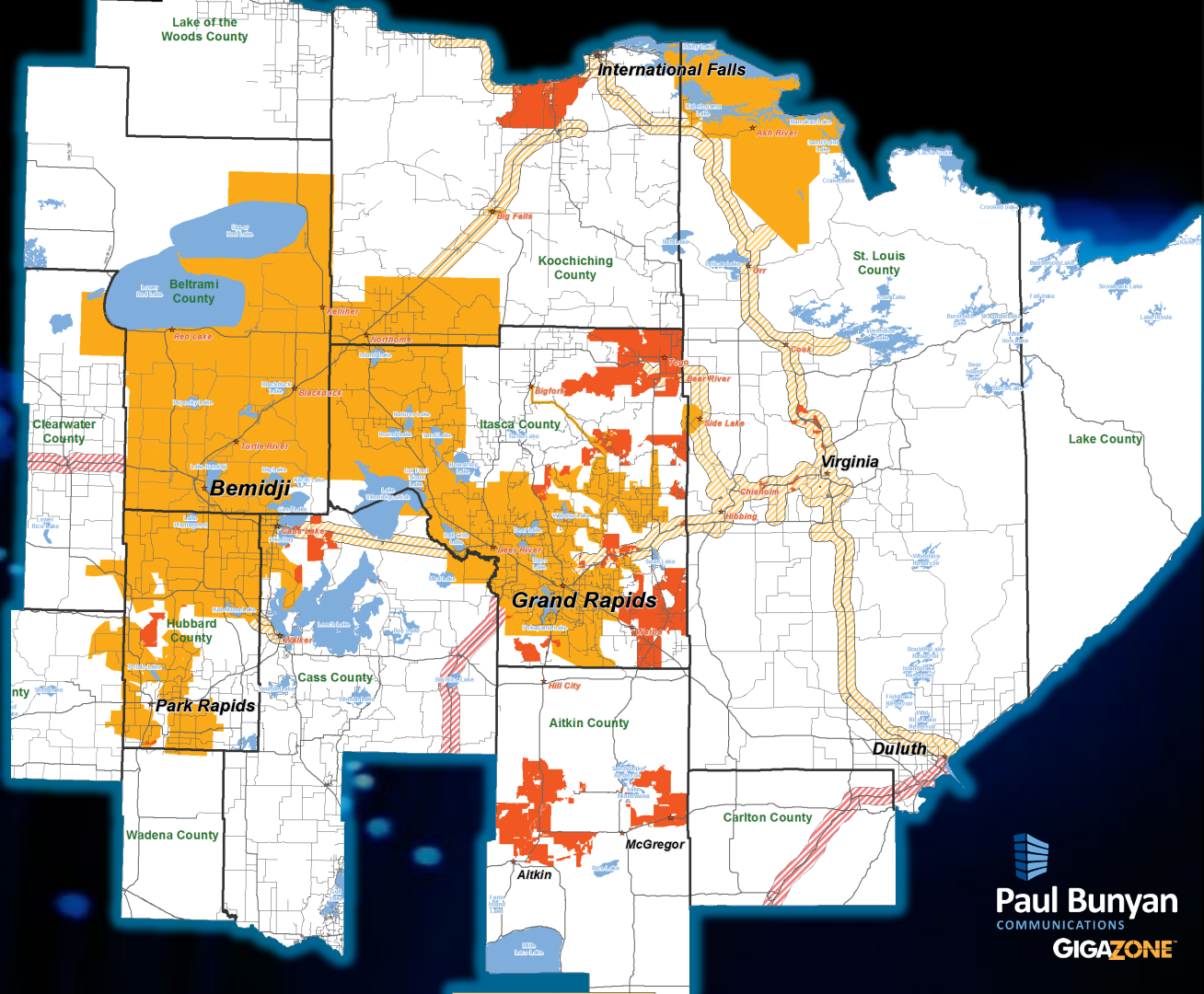


Bemidji  
Cooperative Headquarters  
(1994)



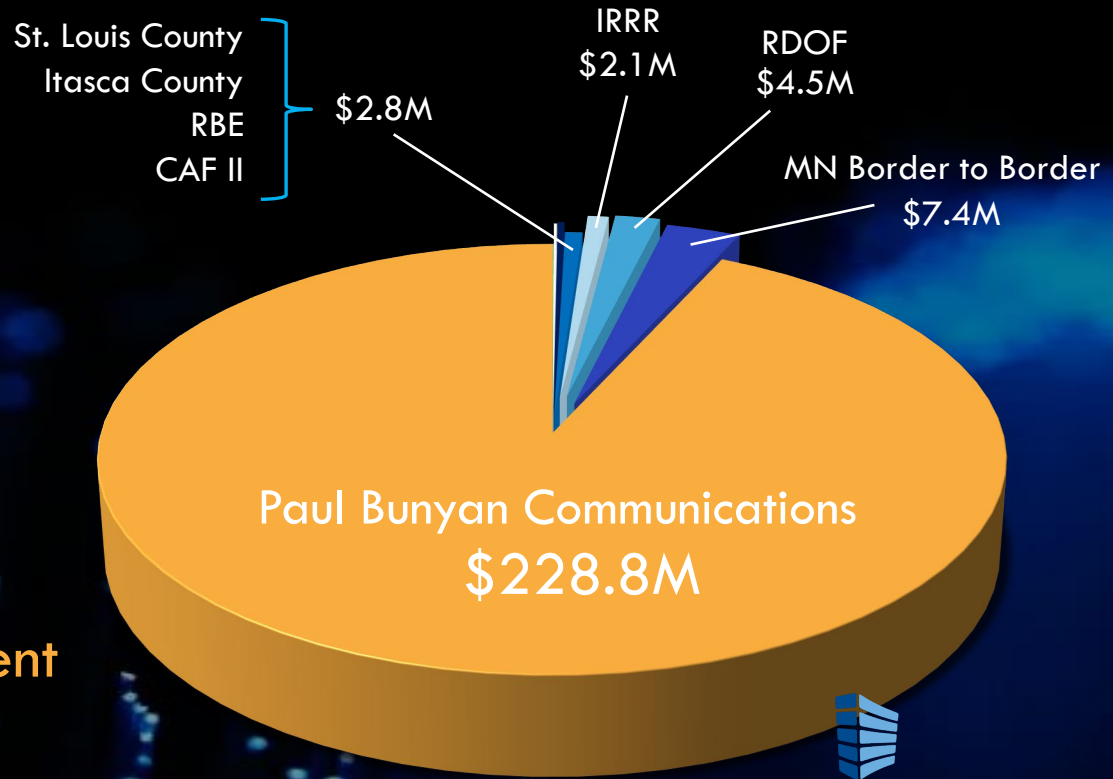
Grand Rapids  
Customer Service &  
Technology Center  
(2020)

6,000  
SQUARE MILES



Fiber Network Investment  
2005 - 2023

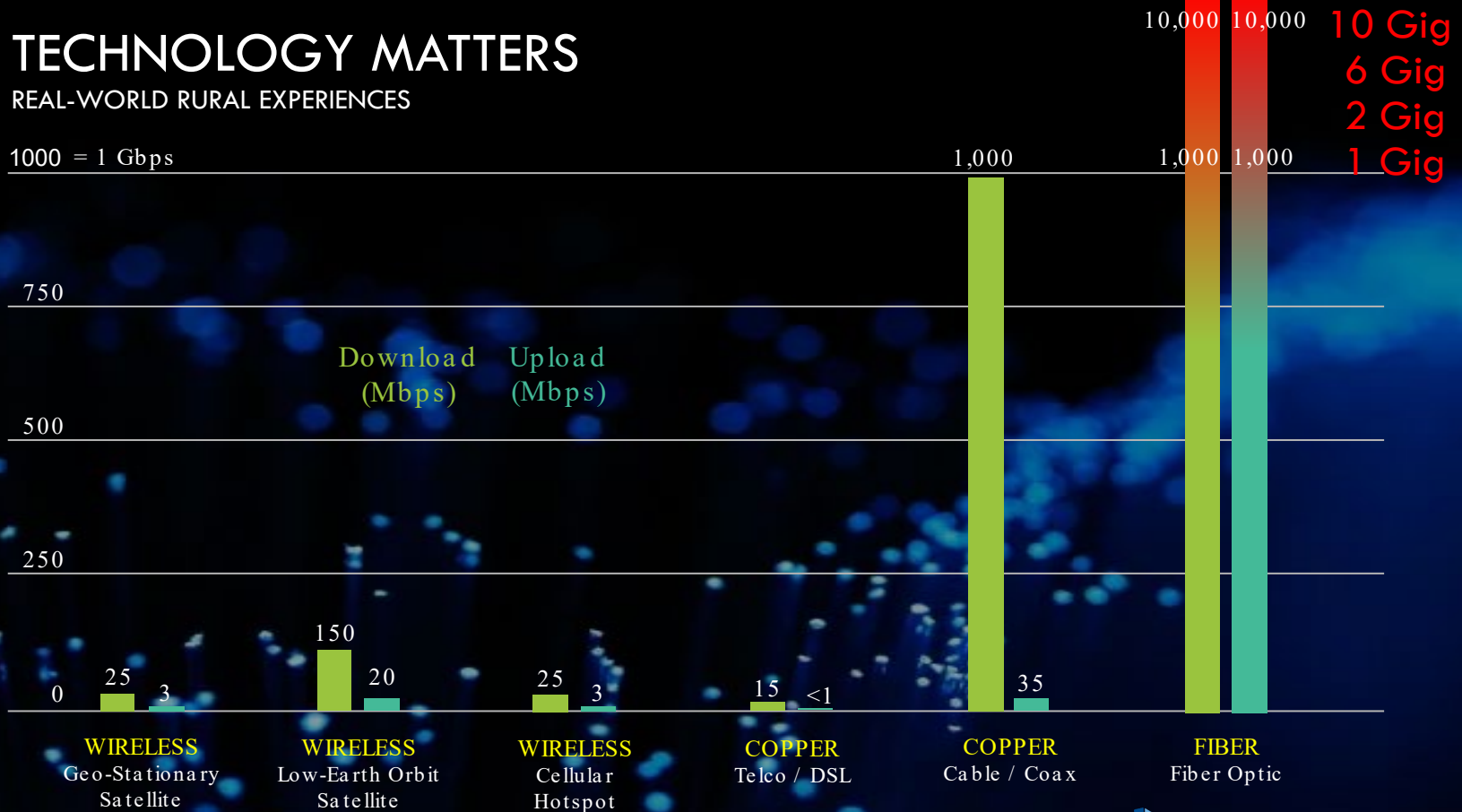
\$245,600,000



# TECHNOLOGY MATTERS

REAL-WORLD RURAL EXPERIENCES

1000 = 1 Gbps



# 2025 LEADERSHIP TEAM



**Chad Bullock**  
Chief Executive Officer



**Christie Turn**  
Chief Operating Officer



**Rob St. Clair**  
Chief Network Officer



**Leo Anderson**  
Chief Technology Officer



**Craig Boyer**  
Chief Financial Officer



**Patti Horazuk**  
Regulatory Compliance Specialist

*Retiring end of 2024*



**Gary Johnson**  
CEO



**Dave Schultz**  
CFO



**Steve Howard**  
IT & Development Mgr.



[www.gigazonegaming.com](http://www.gigazonegaming.com)

# GIGAZONE TECH XPO

Paul Bunyan  
COMMUNICATIONS  
EVENT

[www.gigazonetechxpo.com](http://www.gigazonetechxpo.com)



Danielle Feinberg  
Visual Effects Supervisor  
Pixar

Steve Wozniak  
Co-Founder  
Apple



# THANKS!



**Paul Bunyan**  
COMMUNICATIONS  
**GIGAZONE™**

GARY JOHNSON

CEO & GENERAL MANAGER

[gjohnson@paulbunyan.net](mailto:gjohnson@paulbunyan.net)