



UTC Utility Broadband Virtual Workshop How Utilities Are Answering the Call

June 22-24, 2021

All times listed are Eastern time zone

Tuesday, June 22nd

12:30-12:35 PM Welcome and Opening Remarks – Sheryl Riggs, President & CEO, UTC

12:35-1:30 PM Broadband Deployment: Where the Rubber Meets the Road on the Information Highway

Utilities empower broadband, whether they deploy broadband infrastructure, offer broadband services or provide pole attachments for third-party service providers. This session will examine the issues for utilities at the state and federal level regarding policies and practices affecting deployment of and access to broadband infrastructure. It will also discuss emerging issues for utilities, including joint use agreements with incumbent carriers and access to streetlights for wireless attachments. This session will feature experts from state and local organizations as well as industry representatives, providing the latest developments and their perspectives on how utilities are enabling broadband, including areas that are currently unserved with broadband.

Moderator: Brett Kilbourne, Senior VP Policy & General Counsel, UTC

Speakers: Tom Magee, Partner, Keller & Heckman

Aryeh Fishman, Associate General Counsel, Regulatory Legal Affairs, EEI

Tom Breuckman, Manager, Facility Attachments, Xcel Energy

Keith Williams, Telecom (Colocation) Manager, Southern

Elin Katz, Managing Director, Utilities & Associate General Counsel, Tilson

Joshua Broder, Chief Executive Officer, Tilson

1:30pm – 1:45pm – Virtual Break – Sponsored by Tilson

Please join our sponsor Tilson for a networking break in a private breakout room.

1:45-2:45 PM Policy Panel: Understanding the Regulatory and Legal Requirements of Utility Broadband

As electric utilities become proven developers of high-speed, highly reliable broadband networks, more policymakers throughout the U.S. will look to the industry as key partners in bridging the Digital Divide. This is positive news for residents in unserved and underserved areas who have lived with subpar internet service, if they have any service at all. For the utilities providing broadband service, there are a host of regulatory and legal issues that must be addressed. These include state regulation



and approval of investor-owned utilities broadband investments, restrictions on municipally owned or cooperatively organized utility broadband services, build-out requirements and performance measures for FCC broadband funding recipients, FCC broadband progress assessments and metrics for reasonable and timely deployment, eligibility requirements for state and federal broadband programs, and reforms on USF contributions. All of these issues will affect utilities that offer broadband services, particularly to the extent that they rely on state and local broadband funding. In addition, there are still unresolved issues lingering regarding the Rural Digital Opportunity Fund (RDOF) auction and the technical and financial capability of certain winning bidders to meet their service obligations. This session will feature policymakers and industry representatives providing their perspectives on these various issues.

Moderator: Brett Kilbourne, Senior VP Policy & General Counsel, UTC

Speakers: Sean Stokes, Partner, Keller & Heckman

Dave Sabala, General Manager (Retired), Douglas Electric Cooperative

Brad Hall, VP External Affairs, American Electric Power

3:00-4:00 PM Funding Opportunities: How to Navigate New Federal, State Programs

As the nation continues recovering from the ongoing coronavirus pandemic, broadband connectivity remains a top priority of federal and state lawmakers across the country. From the American Rescue Plan to the White House's proposed infrastructure package, policymakers are pursuing new programs to fund broadband expansion to unserved and underserved locations. For electric utilities considering deploying broadband infrastructure and providing broadband services, there are multiple opportunities to access funding for broadband investments. These include existing and new programs under the Federal Communications Commission (FCC), National Telecommunications and Information Administration (NTIA), and the Rural Utilities Service (RUS), as well as state broadband offices. This session will explore the various programs that are available and the requirements that utilities must meet for eligibility, applying, performance and deployment. This session will also explore potential regulatory fixes and recommendations from a National Association of Regulatory Utility Commissioners panel on broadband expansion. It will feature experts representing agencies providing broadband funding, providing their perspectives and answering questions about how utilities can access funding through these programs.

Moderator: Brett Kilbourne, Senior VP Policy & General Counsel, UTC

Speakers: Laura Spining, Deputy Associate Administrator for Broadband Programs, NTIA

Michael Janson, Director, Rural Broadband Auctions Task Force, FCC

Christopher A. McLean, Assistant Administrator, USDA Rural Utilities Service

Christopher Nelson, Chairman of South Dakota Public Service Commission and Chairman of the National Association of Regulatory Utility Commissioners' Broadband Expansion Task Force.

Brian O'Hara, Senior Director Regulatory Issues – Telecom & Broadband, NRECA

Wednesday, June 23rd

12:30-1:30 PM State of Utility Broadband



In a post-COVID world, broadband access has never been more important, and utilities are answering the call by deploying broadband infrastructure and providing broadband services. This session will provide an assessment of the state of utility broadband and will provide use cases of utilities who are deploying broadband infrastructure or providing broadband services. This session will feature industry experts and representative from several utilities who are helping to bridge the digital divide. It will examine the key drivers and provide lessons learned to help your utility succeed. Don't miss this informative and interactive session.

Moderator: Darren Farnan, Chief Development Officer, United Electric Cooperative

Speakers: Ed Diggs, Electric Distribution Program Manager, Dominion

Trey Hayes, Connectivity Team Leader, Alabama Power

Gary Wood, President & CEO, Central Virginia Electric Cooperative and Central Virginia Services, Inc.

Jonathan Chambers, Partner, Conexon

Dustin Keith, Wholesale Account Manager, Electric Power Board of Chattanooga

1:45-2:45 PM Technical Developments

Technology choice and deployment practices are key to successful broadband service offerings. Utilities are deploying future-proof broadband networks that are able to keep pace with consumer demands for increasing capacity and support requirements for smart grid and other applications. These networks are characterized by high reliability and resilience to ensure communications availability and avoid outages in the aftermath of storms and other events. At the same time, utilities are deploying broadband infrastructure using both overhead and underground installations. Some are attaching equipment in the communications space on the utility pole, while others are attaching in the electric space ; and some are using various types of fiber and other wireline technologies, while others are using wireless as part of a hybrid architecture. Finally, some are deploying in rural areas and others are deploying in urban and suburban areas, including some campus and MDU environments. This session will explore the different technology options and assess alternatives, as well as describe the different ways in which utilities are deploying broadband infrastructure. It will feature leading technology and service providers, engineering consultants and experts on safety standards offering their insights and experience to enable utilities to make informed choices about the strategy that is right for their needs in terms of cost and performance.

Moderator: Todd Way, CEO, Douglas Fast Net, a for-profit broadband subsidiary of Douglas Electric Cooperative

Speakers: Kathy Nelson, Principal, West Monroe Partners

Gautam Talagery, CTO for Utilities, Ericsson, Inc.

Michael Brown, Vice President of Engineering, NRTC Broadband Solutions

2:45 – 3pm - Virtual Break – Sponsored by NRTC

Please join our sponsor NRTC for a networking break in a private breakout room.



3:00-4:00 PM Business Issues: Meeting Your Customers' Expectations

Utilities have been successful at achieving high take rates and high customer satisfaction in their broadband deployments, and demand is likely to increase as more people work from home and telehealth and distance learning become the new norms in a post-COVID world. How do utilities ensure that they continue to meet customer expectations, and how do they provide new services that reduce churn and increase revenue? This session will describe how utilities have succeeded using crowd fiber and innovative marketing approaches that have fueled high levels of broadband adoption and effective customer relations management. It will also explore how utilities are working with third party ISPs, VoIP and video providers, and turn-key network management and other resource service providers to support their broadband networks. Whether your utility is small or large, wholesale or retail, rural or urban, this session will provide you with ideas for your broadband deployments and service offerings.

Moderator: Lee Ayers, VP – Engineering, Mid-Carolina Electric Cooperative

Speakers: Joe Kohegyi, Director, Marketing Channel Activation, Calix

Scott Jackson, National Market Manager – Broadband, Graybar

Bailey White, Co-Founder, CrowdFiber

Jimmy Carr, Chief Executive Officer, All Points Broadband

Thursday, June 24th

12:30-1:30 PM Strategic Issues and Utility Broadband Trends

The number of utilities deploying broadband infrastructure and offering broadband services continues to increase, and as more and more utilities do so, there are several emerging trends and interesting new strategies that are taking shape in utility broadband. Investor-owned utilities are deploying broadband networks as they implement grid modernization initiatives, uniquely different from some of the utelco metro-area and long-haul fiber ventures over two decades earlier. They're upgrading their utility communications networks, deploying in remote areas that lack broadband, and partnering with ISPs, who in turn provide broadband services to consumers. This is a win-win-win for electric utilities, broadband ISPs, and consumers. Meanwhile, electric cooperatives are interconnecting to form regional networks and they're extending their networks to reach nearby communities outside of their service territories, which promotes broadband access and also increases economies of scale and efficiencies that reduce cost and improve the quality of service and revenues. Similarly, public power providers are increasingly offering broadband services to the communities they serve, and in some cases they're partnering with commercial service providers. This session will examine these strategic approaches and emerging trends, and explore ways in which utilities can accelerate broadband deployment, reduce the digital divide and promote grid modernization cost effectively and efficiently.

Moderator: Brett Kilbourne, Senior VP Policy & General Counsel, UTC

Speakers: Lee Ayers, VP – Engineering, Mid-Carolina Electric Cooperative

Kristie Goodson, Sr. Dark Fiber Specialist, TVA

Gary Borgeson, Director Fiber Operations, Arkansas Electric Cooperative



Mike Keyser, General Manager, BARC Electric Cooperative

1:45-2:45 PM Safety, Reliability and Security Issues for Broadband Deployments

As they deploy broadband infrastructure, utilities must continue to ensure safety, reliability and security. Broadband deployment raises unique safety and reliability issues in terms of the attachment of equipment, and it also brings additional security issues both in terms of physical and cyber security. Utilities need to be able to control access to infrastructure, ensure that personnel are properly trained to install and maintain equipment, and they need to monitor the network and manage traffic so that the security of utility operations is maintained and consumer personal information is protected. This session will explore these issues and will feature interactive discussions between a panel of experts and workshop participants to identify solutions for these challenges. Bring your questions and offer your input during this informative and interactive session!

Moderator: Brett Kilbourne, Senior VP Policy & General Counsel, UTC

Speakers: John Werner, Senior Manager, Fiber & Wireless, Thayer Power and Communications

Gabriel Garcia, Senior Counsel, CPS Energy

Ron Bilodeau, Director, Strategic Solutions, Osmose

Jonathan Pollet, Founder/Executive Director, Red Tiger Security

2:45 – 3:00 PM - Virtual Break – Sponsored by Osmose

Please join our sponsor Osmose for a networking break in a private breakout room.

3:00-4:00 PM The New Broadband Deal: How the Biden Infrastructure Plan Empowers Utilities to Bridge the Digital Divide

As President Biden's massive infrastructure proposal makes clear, connecting all Americans to high-speed internet services is a national priority. Much like the effort it took to electrify the US a century ago, bringing reliable and fast internet service to unserved and underserved areas will require unique partnerships, innovative ideas, and non-traditional players. This is where the electric utility sector comes in. Already, hundreds of public-power and cooperative utilities are providing high-quality broadband services to their communities. Hundreds of others want to do the same but are prohibited by outdated laws and regulations. In addition, several privately owned utilities are looking to provide middle-mile broadband services to local companies to lower the costs of serving hard-to-reach locations. How does the Biden infrastructure plan empower utilities to bridge the Digital Divide? What innovative partnerships are already in place to facilitate broadband deployment? How can state and local policymakers update laws and regulations to fully empower utilities and other non-traditional players to connect their communities? In this session, panelists will explore what's possible, what's needed, and what can be done right now to effectuate change.

Moderator: Robert Thormeyer, Vice President of Communications and Advocacy, UTC

Panelists: Anna Read, Manager of Broadband Research Initiatives, Pew Charitable Trusts



Sherry Lichtenberg, Deputy Director and Principal for Telecommunications Research and Policy, National Regulatory Research Institute

David Allen, Vice President, Regulatory & Gas Operations, Midwest Energy and Communications

David Hoover, Principal, The Ferguson Group

Peggy Ruddock, Regulatory Consultant, Ameren