Meeting Agenda

- UTC is looking forward to your attendance at the Broadband Workshop being held March 6-8 at the Madren Conference Center located at 230 Madren Center Drive, Clemson, SC 29634-5673.
- The registration desk, education sessions, meals, and exhibit hall are in the conference center which is connected to the James F. Martin Inn. Click here for a full map of the conference center. The room assignments are listed below.
    - Registration Desk – Foyer space/Lobby
    - Meals – Meeting Rooms III/IV
    - Education Sessions – Auditorium
    - Exhibit Hall – Grand Ballroom
- Additional information may be found in the Broadband Workshop Community on UTC's NetWorks site at this link and on the event website at this link.
- The NetWorks community is only open to registered attendees of the meeting. Click here to register now.
- **Please note that the UTC Region 3 meeting being held March 5-6 at the same location is a separate event and requires its own registration. For more information and to register** please visit the Region 3 event site at this link.

Wednesday, March 6th

3:00 – 6:00 PM   Networking Reception in Exhibit Hall

Thursday, March 7, 2024

7:00 – 8:00 AM   Breakfast

**8:00 – 8:30 AM   Welcome and Opening Remarks
Speaker: Lee Ayers, VP of Engineering, Mid-Carolina Electric Cooperative and
                           Chair of the Utilities Broadband Committee**

8:30 – 9:30 AM   Legal/Regulatory Issues for Utility Broadband
This session will set the stage for our first half-day of the Workshop, which will focus on the regulatory and policy issues for broadband deployment and services, particularly as they affect utilities. What are the current legal/regulatory issues facing utility broadband, including pole attachments and permitting, and what are the surrounding policy issues involving broadband access, including broadband speeds and digital discrimination? This panel session will feature policymakers, lawyers and industry representatives discussing the ways in which they can work together to promote broadband deployment.
Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:
- **Brett Heather Freedson, Member, Lerman Senter**
- **Sean Stokes, Partner, Keller & Heckman**
- **Brianna Woodsby, Senior Director of International Trade, Compliance, and Governance, AFL**
- **Adam Copeland, Deputy Bureau Chief, Wireline Competition Bureau at Federal Communications Commission**

9:30 – 10:00 AM   Break

10:00 – 11:00 AM   State and Federal Funding Opportunities and Challenges
This session will provide an overview of the various different state and federal funding opportunities for broadband infrastructure deployment. Utilities can position themselves for these opportunities by engaging early with policymakers and with the communities they serve. This session will also explore other funding opportunities for electric infrastructure reliability and security, which may also promote broadband deployment. It will feature representatives from state broadband offices and from federal agencies discussing the various programs and their requirements.
Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:
- **Jim Stritzinger, Broadband Director, SC Broadband Office, Office of Regulatory Staff**
- **Shannon Legree, Field Staff Branch Chief, Telecommunications Program, U.S. Department of Agriculture Rural Utilities Service**

11:00 AM – 12:00 PM   Strategies and Success Stories for Accessing Broadband Funding
This session will describe the ways that utilities have been able to access various broadband funding programs. It will feature utilities that were awarded funding and look ahead to upcoming broadband funding programs for utilities, including the $42.45 billion Broadband Equity Access and Deployment (BEAD) program, the $1 billion ReConnect Program, and the $10 billion Capital Projects Fund, as well as the various state broadband funding programs. It will

also feature private equity options for utilities to provide supplemental funding. The session will feature trusted experts who have worked with utilities and successfully managed the process. This interactive discussion will provide you with insights on the various different options and the requirements that go along with each program. It will also describe how utilities are uniquely positioned and may have priority preferences for access to funding from these programs.

Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:
- **Bill Lowry, Managing Director – Exelon Strategy**
- **Brooke Coleman, Broadband Account Manager, Nokia**
- **Aaron Watanabe, Business Development Account Executive, Broadband, LightRiver**

12:00 – 1:00 PM   **Lunch**

1:00 – 2:00 PM   **Why changes in the network are taking so long? Implementation and lessons learned of an operational support system (OSS) for PG&E to address network change delays..**

During this presentation, we will detail the digital transformation journey of PG&E company, and demonstrate how Comarch OSS Solutions played a pivotal role in achieving one of their strategic goals: reducing the time required for implementing network changes.

Additional will provide insights into a strategic approach for utilities to simplify telecom network management with real-time network inventory. OSS eliminates network management pain points stemming from emerging technologies and multiple vendors. The challenge lies in managing an increasingly complex infrastructure driven by emerging technologies and a multitude of management systems. Legacy networks, combined with 4G and 5G elements, have created this complex landscape posing ever-growing management challenges. The solution to this complexity lies in a high degree of automation, both within the networks themselves and in their management.

Utilizing unified, multi-vendor inventory management enhances resource utilization and lowers costs. Furthermore, gaining a comprehensive view of multi-vendor, multi-domain networks not only unlocks the potential of your data but also opens up new opportunities.

Speakers:
- **Piotr (Peter) Stoklosa, Director of Business Development, Comarch**
- **David McKinnon, Principal Technical Project Manager (retired Chief of Staff) at PG&E**

2:00 – 3:00 PM   Utility Broadband Use Cases

An increasing number of utilities, including investor-owned utilities (IOUs), electric cooperatives, and public power utilities, are deploying broadband infrastructure and/or providing broadband services. This session will include presentations from different utilities about their broadband deployments, and highlight the challenges and opportunities, as well as the lessons learned. This session will also explore how different types of utilities are developing different approaches to deploying broadband, and it will explain their decisions and success factors for their approaches. Then, it will conclude by looking ahead to the future for utility broadband from each of the utility's different perspectives. Find out how your utility can deploy broadband infrastructure by learning from the experience of other utilities during this informative session.

Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:

- **Bob Hance, President & CEO, Midwest Energy & Communications**
- **George Stegall, VP Corporate Development, Point Broadband**

3:00 – 3:30 PM   Break

3:30 – 4:30 PM   Operating and Maintaining a Utility Broadband Network

Beyond deployment, utilities need to maintain their broadband networks, which also entails unique issues, including critical infrastructure security concerns. Access to critical infrastructure must be carefully controlled, and utilities follow NERC CIP and other requirements concerning access to critical assets by third parties. In addition to these security concerns, there are also engineering and safety requirements that must be considered, particularly during emergency restoration, when electric services and broadband services may be affected. Even in non-emergencies, utilities face other maintenance issues, including rodents and gunshots that may damage broadband infrastructure. This session will examine these maintenance issues for utilities, both for those who have already deployed broadband infrastructure and those considering doing so.

Moderator: Lee Ayers, VP of Engineering, Mid-Carolina Electric Cooperative and Chair of
the Utilities Broadband Committee
Speakers:

- **Mitch Simcoe, Director of Solution Marketing, Ciena**
- **Bruce Smith, Co-Founder & CEO, GEOGRAPH Technologies**
- **Jan Forslow Sr. Solutions Architect, Itron, Inc.**

4:30 – 5:30 pm   Outlook for the Future of Utility Broadband

This session will take a look ahead at the future for utility broadband, including the types of utility applications driving additional bandwidth demands as well as new technologies that can

help meet those demands. It will also examine the business drivers and industry trends that are also driving utility broadband, including the need to monitor and control distributed energy resources (DER) and the ability to secure utility infrastructure against cyber and physical security threats from increasingly sophisticated attacks. This session will give you the answers you need to navigate the technical and economic challenges that face utility broadband going forward.

Moderator: **Lee Ayers, VP of Engineering, Mid-Carolina Electric Cooperative and Chair of the Utilities Broadband Committee**

Speakers:
- **Mark Boxer, Applications Engineering Manager, OFS**
- **Paul Thompson, Energy Market Manager, AFL**

5:30 – 7:30 pm   Networking Reception
UTC welcomes you to network with your utility peers, technology partners, and business consultants during this sponsored reception. Don't miss this opportunity to enjoy the unique utility broadband networking experience that UTC provides.

Friday, March 8, 2024
7:00 – 8:00 AM   Breakfast

8:00 – 8:30 AM   There Will Be Fiber. The Only Question Is: Who Will Own It?
If you aren't considering a robust fiber communications network system for the long-term management of your utility, think again.

In his keynote address, industry expert Jonathan Chambers, partner at rural fiber broadband solutions leader Conexon, will illustrate how the power of fiber can transform the future for America's utilities, ushering in a new era of efficiency and reliability. Chambers will also provide insight on how a utility can monetize the fiber infrastructure to justify network-wide fiber deployment. There are even scenarios where no capital investment is required by the utility!

UTC has historically been a pioneer and a leader in educating utilities on the positive impact fiber has on the communities they serve. Don't miss this thought-provoking session that will demonstrate how forward-thinking utilities can leverage the power of fiber for all.

Keynote Speaker:
- **Jonathan Chambers, Partner, Conexon**

8:30 – 9:30 AM   Business Models for Utility Broadband

This session will take a deeper dive into the different business models that utilities are currently implementing, and it will explore new business models that utilities may want to pursue in the future.   Some utilities are partnering with service providers to offer broadband services. Others are leasing fiber optic capacity on a wholesale basis. Some are interconnecting with other utilities to form regional networks. Still others are offering broadband services either through a separate subsidiary or directly to their customers. Looking forward, there are new business models with transactions involving infrastructure and shared services. This session will provide you with all the different options and the tradeoffs of each, so you can find the right one for your utility.

Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:

- **Carl Meyerhoefer, SVP, Business Development, Conexon**
- **Josh Leonard, Broadband Business Lead Networks, Integration & Automation / Transmission & Distribution, Burns & McDonnell**

9:30 – 10:00 AM   Break

10:00 – 11:00 AM   Utility Broadband and Grid Modernization

What makes utility broadband unique is that it as much or more about grid modernization as it is about providing broadband Internet access and other commercial communications services. Yet, the critical utility applications enabled by broadband are often overlooked. This session will describe how utilities are using broadband for advanced digital monitoring systems (ADMS) and distributed energy resource systems (DERS) management. These applications are increasingly important to ensure sufficient supply of power is available during critical events when demand is high.

Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:

- **Lee Ayers, VP of Engineering, Mid-Carolina Electric Cooperative and Chair of the Utilities Broadband Committee**
- **Nwabueze ("Eze") Phil-Ebosie, Director of Engineering, Commonwealth Edison Company**

11:00 AM – 12:00 PM   Technology Selection for Utility Broadband
Broadband can mean different things for different reasons. There are broadband technologies for transport and there are broadband technologies for in-home applications. There are even broadband technologies for unique use cases, including precision agriculture and advertising billboards, just to name a few examples. Each is important in their own way but dramatically different from each other. This session will describe the different technologies for transport, in-home and other use cases and explain how different technologies may complement or potentially conflict with each other.
Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:
- **Adam Harrison, Applications Engineering Manager, Energy Market, AFL**
- **Dennis Hensley, Regional Sales Manager, DZS**

12:00 – 1:00 PM   Engineering and Deployment Issues for Utility Broadband Infrastructure
As utilities deploy broadband infrastructure, they must consider and implement engineering practices and encounter practical obstacles. This session will describe how utilities are deploying broadband infrastructure as a practical matter, including some of the unique issues involved with deploying broadband in the electric space on a pole or in underground conduit. These deployments are in inherently dangerous environments, and they raise important safety, reliability and security issues. Hear from experts in deploying utility broadband infrastructure and learn how to successfully deploy broadband at your utility.
Moderator: Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC
Speakers:
- **Ron Bilodeau, Sr. Solutions Consultant, Osmose**
- **Ron Beck, Business Development Strategist, Burns & McDonnell**
- **John Werner, Senior Director Business Development, NWS**

1:00 – 1:15   Closing Remarks and Look Ahead
This session will provide the key takeaways from the Utility Broadband Workshop.
Speakers:
- **Lee Ayers, VP of Engineering, Mid-Carolina Electric Cooperative and Chair of the Utilities Broadband Committee**
- **Brett Kilbourne, Of Counsel, Stevens & Lee, on behalf of UTC**