



COMMSCOPE®



FIBER BROADBAND FOR RURAL FLORIDA

FAC Annual Conference
June 29, 2023





Some of Our Clients

What Sets Conexon Apart

- Engagement Options – Consult or Connect partnership
- Our business model is deploying rural fiber networks
- Unique and cost-effective fiber deployment methodology
- Community owned fiber network (Cooperative or County)
- 100% FTTH to 100% of members (Cooperative philosophy)
- Fiber network supports Broadband and Smart Grid
- Very cost competitive, multi-gigabit broadband service

Conexon Connect Service

- Participate in the Affordable Connectivity Program (ACP)

Residential Service Options

Connect Ultimate*
2 Gigabit Internet
\$99.95

Connect Premier
1 Gigabit Internet
\$79.95

Connect Basic
100 Mbps Internet
\$49.95

HD-Quality Phone
\$29.95
plus applicable local taxes & fees

Fiber Broadband Speed



What Kind of Speed Do You Need?

Upload	25 Mbps	Basic 100 Mbps	Premier 1 Gigabit	Ultimate 2 Gigabit
40 MB Presentation	13.4 sec	3.4 sec	0.3 sec	0.2 sec
100 Photos	2 min	29.4 sec	2.9 sec	1.5 sec
30-Minute Video	11 min 30 sec	2 min 54 sec	17.2 sec	8.6 sec
100 GB Backup File	9 hrs 30 min	2 hrs 24 min	14 min 18 sec	7 min 12 sec
Download	25 Mbps	100 Mbps	1 Gigabit	2 Gigabit
100 MB Presentation	33.6 sec	8.4 sec	0.8 sec	0.4 sec
100 Photos	2 min	29.4 sec	2.9 sec	1.5 sec
2-Hour HD Movie	34 min 24 sec	8 min 36 sec	51.5 sec	25.8 sec
50 GB Game	4 hrs 48 min	1 hr 12 min	7 min 12 sec	3 min 36 sec





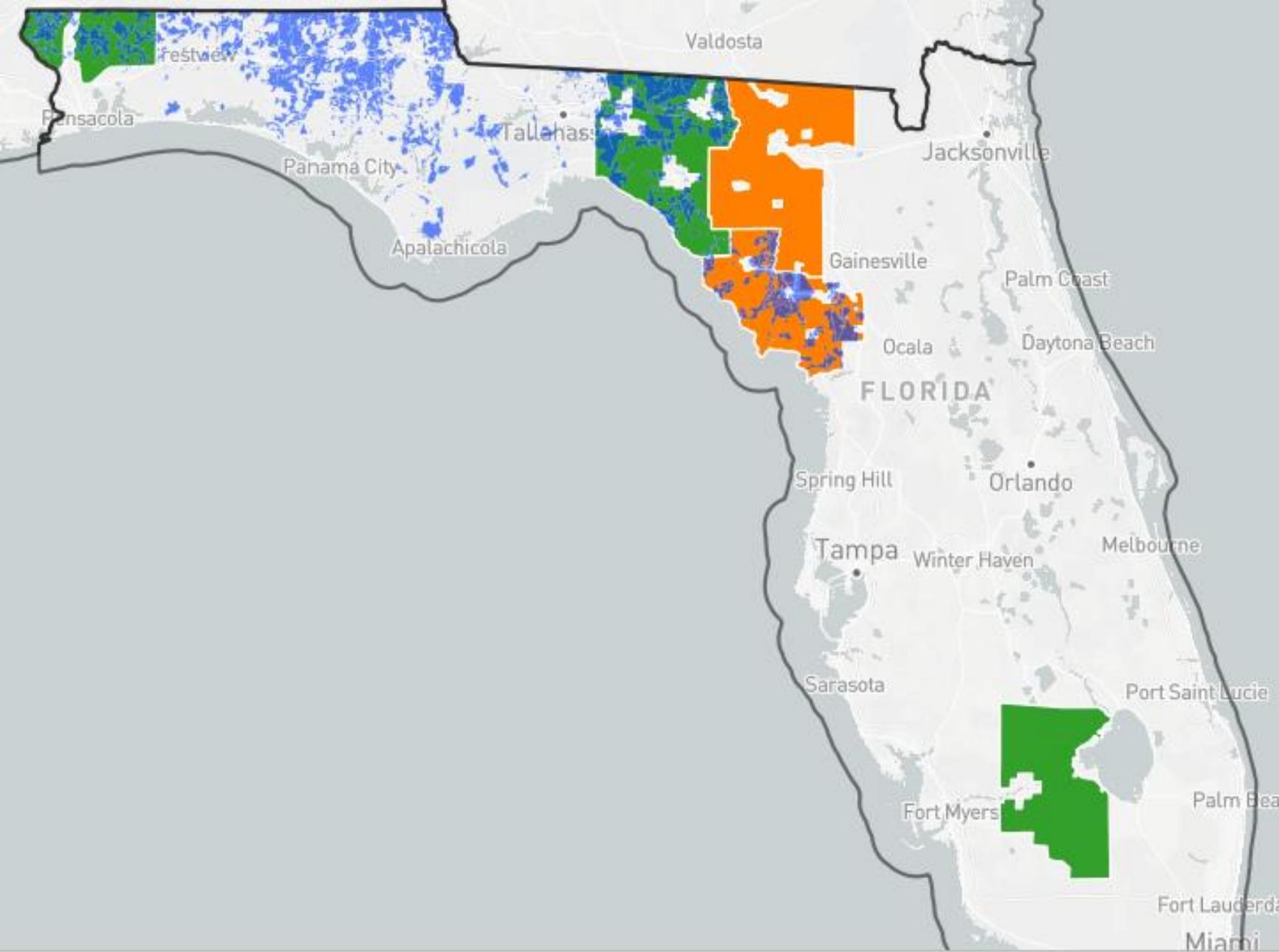
Second largest RDOF recipient
\$82.5M, 62,500 loc in Florida

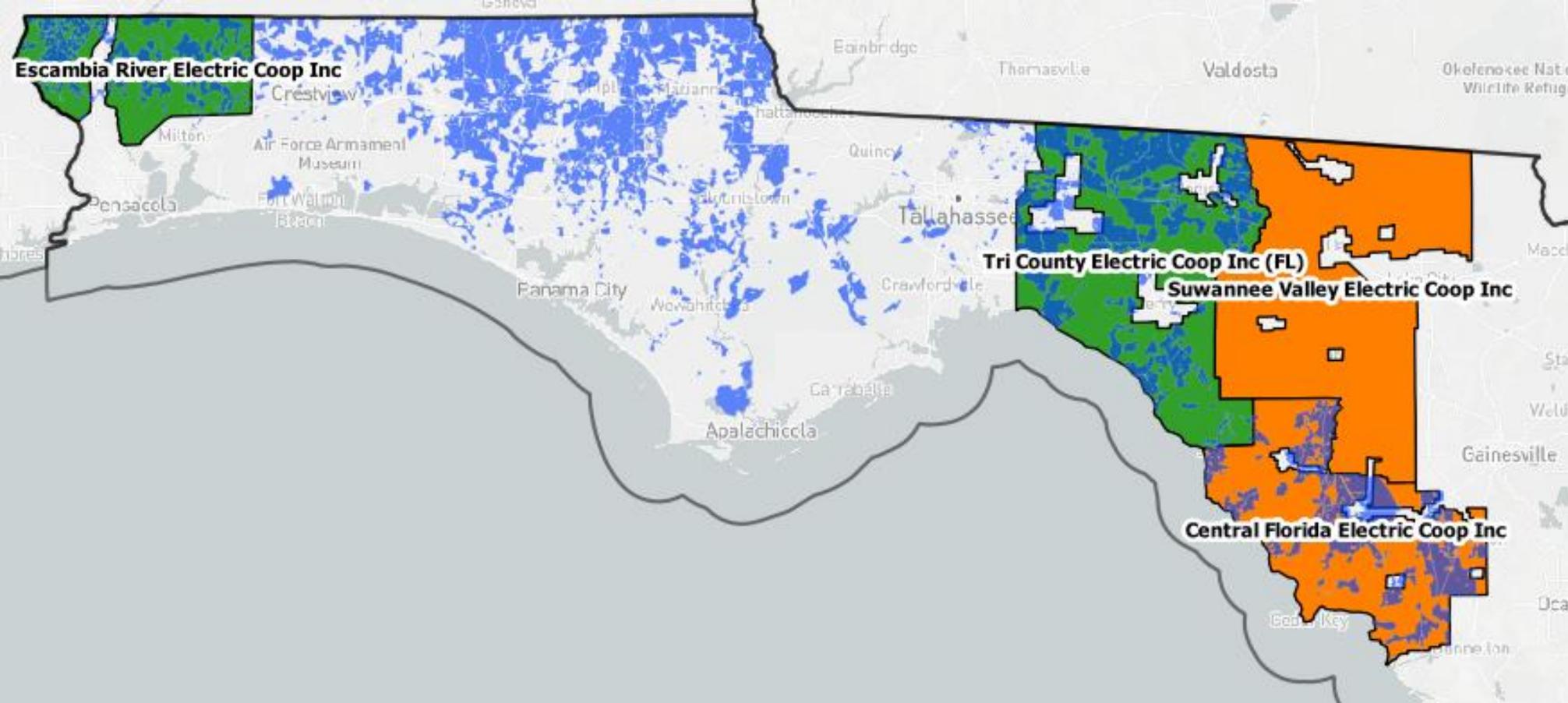
Publicly Announced

- Escambia River EC
- Tri-County EC
- Suwannee Valley EC
- Central Florida EC
- Glades EC

Serving

- 110k members

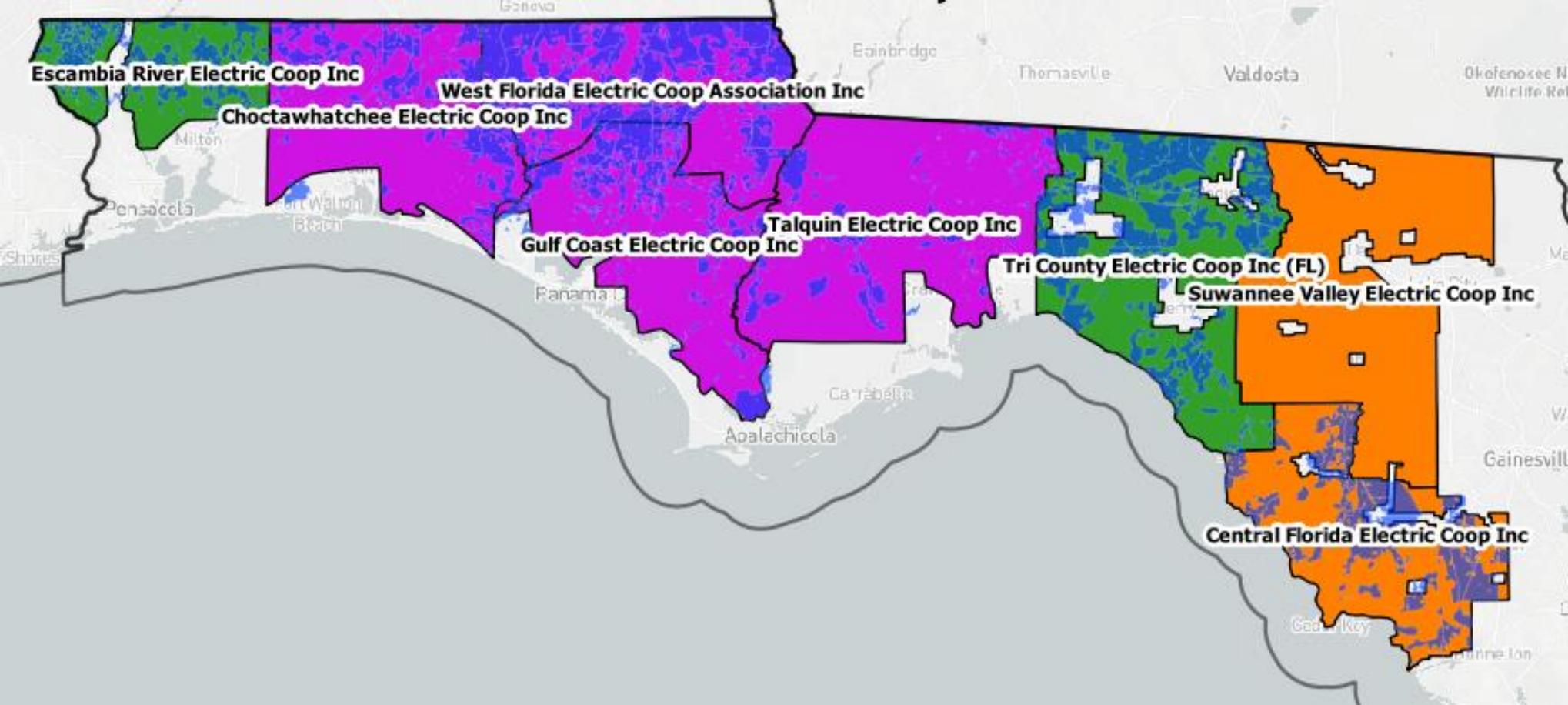




Rapid Deployment

First service available in approximately 9 months – Mid January '23

Average of 1,000 miles per year per cooperative



Panhandle Goal

Serve ~ 275,000 members partnering with cooperatives and counties

Deploy all grant and RDOF awarded areas

Broadband Project Overview



TRI-COUNTY
ELECTRIC COOPERATIVE

A Touchstone Energy Cooperative



Who we are

Serving Madison, Jefferson, Taylor & Dixie Co.

3,100
Miles of Powerline

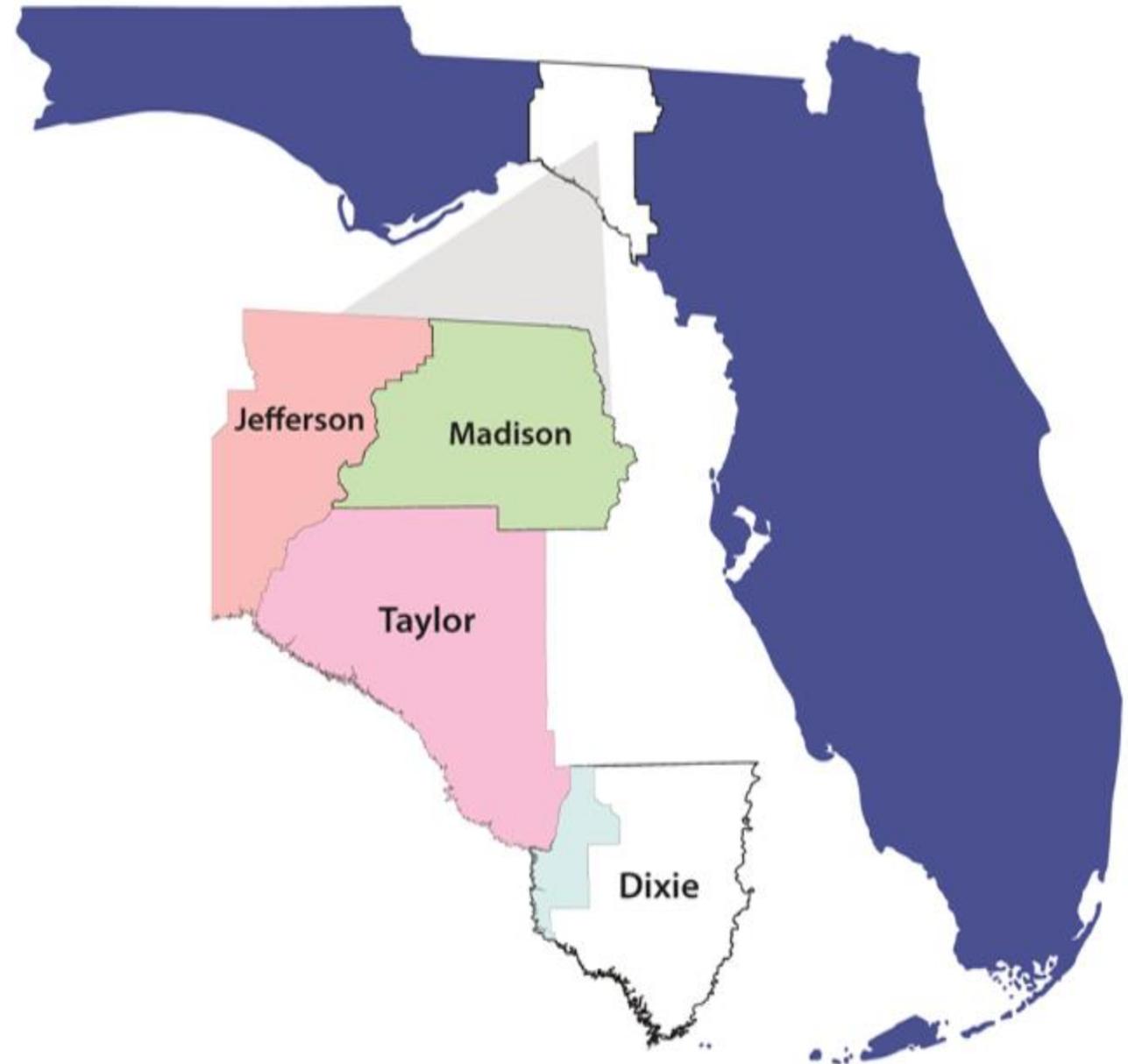
20,000
Electric Meters

68
Employees

2,600
Miles of Fiber

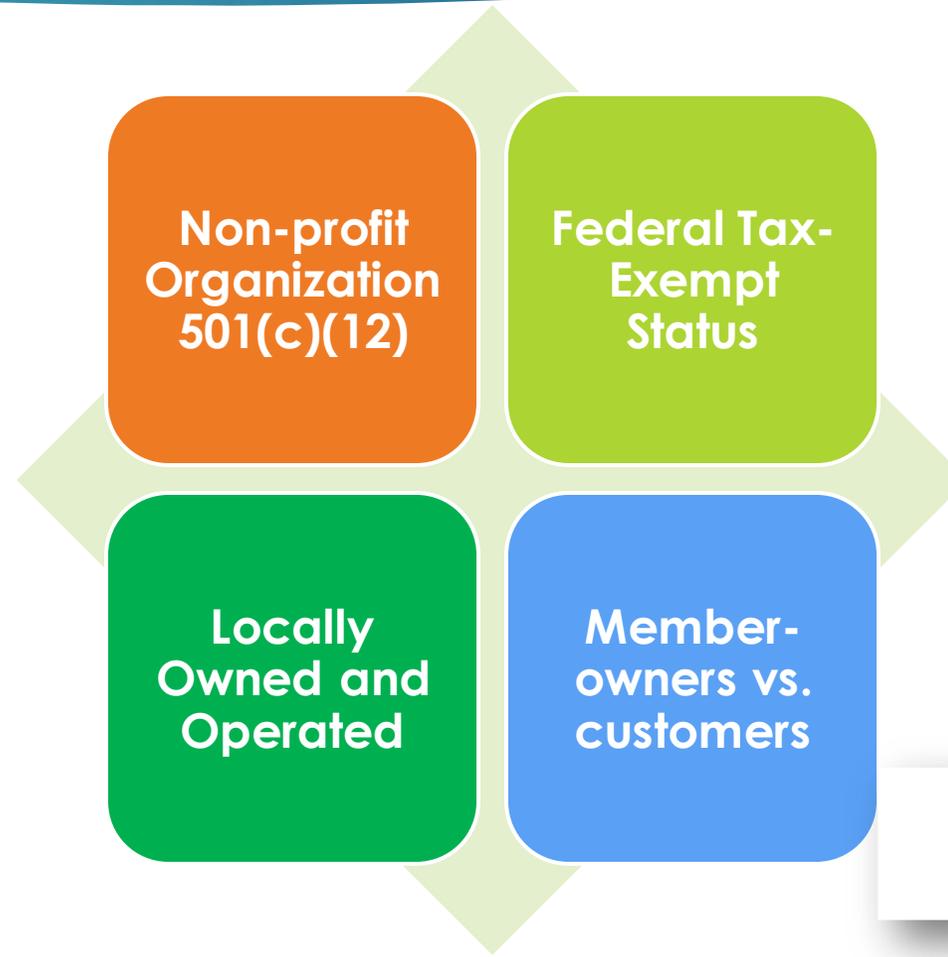
\$65 Million
Estimated Project Costs

24 – 36 months
Year Project Timeline*



* Pending grant funding

The Cooperative Difference



Why Electric Co-op Projects Are Different

1.

- 100% of all members are served

2.

- No “cherry picking” of higher density areas

3.

- Fiber network is owned by the residents/members

Project Statistics

Project Cost: \$65 Million

Miles of Fiber: 2,400

Houses Passed: 18,000

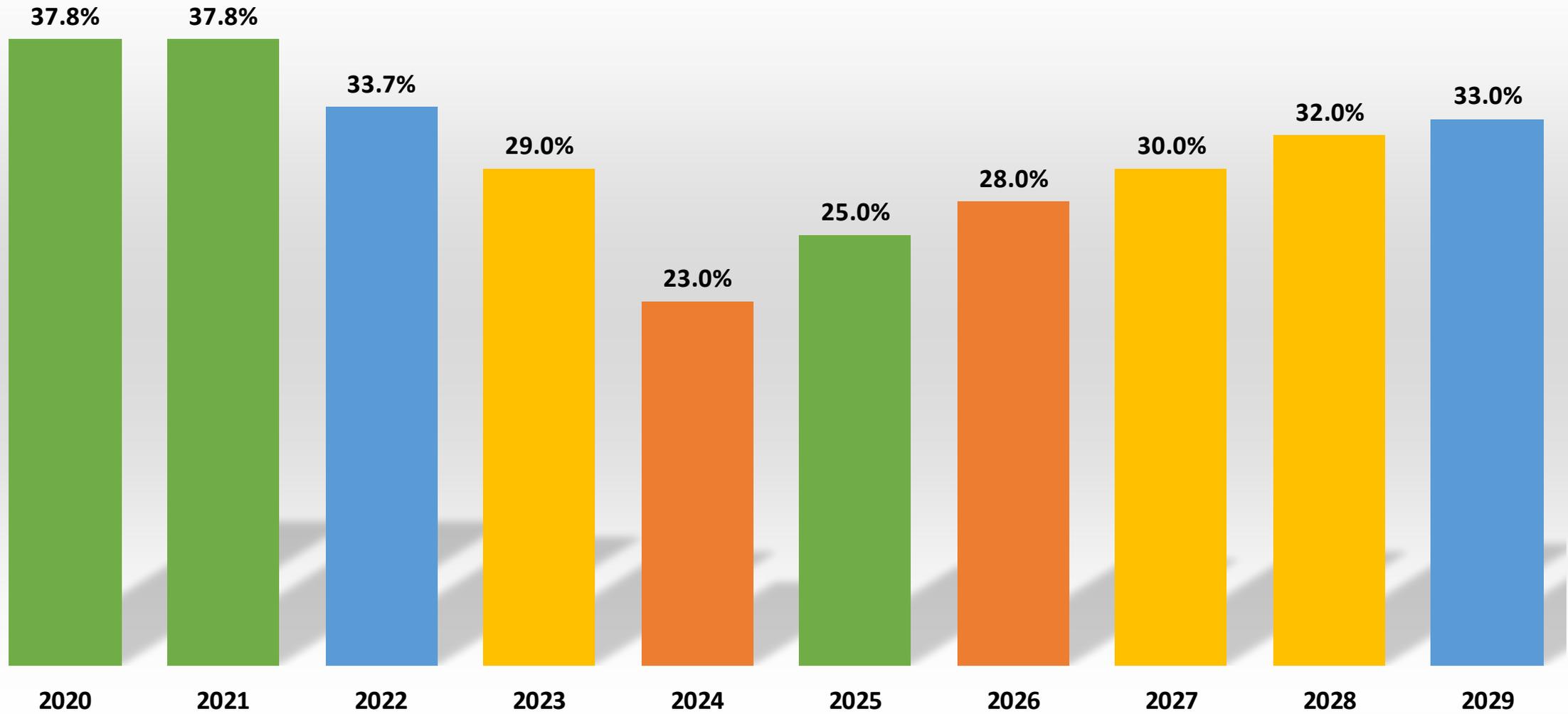
Start Date (Engineering): July 2022

Personnel/Contractors: 60

Project Spend as of May 31, 2023: \$25 Million

Jefferson County "Co-op" Fiber: \$18 Million

TCEC Equity as a % of Assets



Our Partnerships

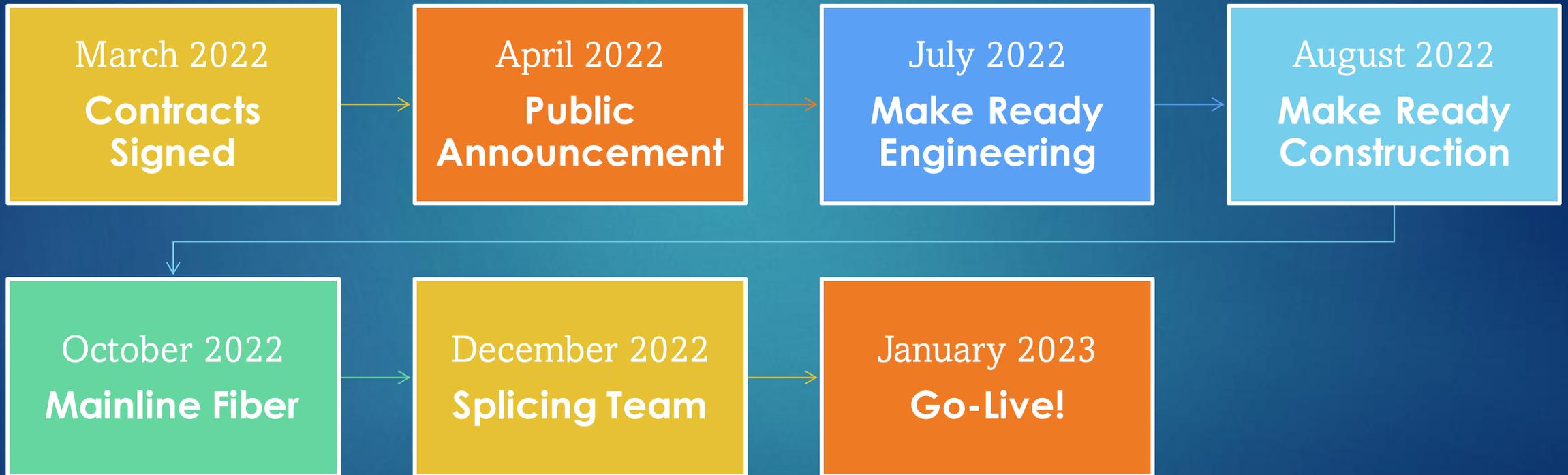
County Leadership

Cooperative Banks Committed to Broadband

Conexon

Conexon Connect (ISP)

Our Project Timeline



Our Performance Targets for 2023

+30%

Take Rates

20 – 25

Fiber Miles
Per Week

50 – 75

Homes
Connected
Per Week

Project Outlook

- Solid Take Rates
- Material & Labor Challenges
- Hands on Deck
- On Budget

Grants

- Broadband Opportunity Program
 - Broadband Infrastructure Program
 - Support by County
-
- **On Time - March 2025**

Reviews

**Vickie Griffis**
Love ours!
Like Reply Hide

on Tue Like Reply

**Jeff Tucker**
Just got my Connect powered internet installed. What a super easy process and I am getting like 2000 down and 1500 download to the terminal that they installed in my home. The ping time was a speedy 16Ms.

on Tue Like Reply

Like Reply 18w

**Mac Finlayson**
We are sure excited to get it! Thank you, TCEC, for bringing this to your customers! And thank you, Julius Hackett, for your vision and your leadership!

Like Reply Hide 5w

**Wendy Silvernell**
Working great down our dirt road 🚗🚗🚗

Like Reply Hide 5w

**Lanita Stover**
I got mine yesterday and it is so much faster than what we had I love it !!!

**Susan Thomas Pinkard**
Wendy Silvernell do you have it connected already?

Like Reply Hide 5w

Like Reply 16w

**Maggie Murdoch**
We got ours last Friday - it is FAST! We had Starlink and thought that was fast - this is over double the upload/download speeds.

Like Reply 17w

**Wendy Silvernell**
Susan Thomas Pinkard we do. My dad has something other than antennae channels for the first time ever.

Like Reply Hide 5w

**Rita Moody**
This is the best service I have ever had

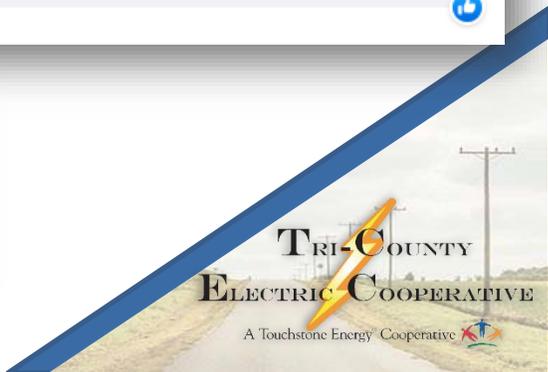
Like Reply Hide 12

Like Reply 17w

**Sandy Tillis**
Got mine Tuesday. Installers were so very nice. Can't even compare w DSL that I had for many years. I got the lowest plan and it's just awesome. Fast enough for me. So nice to have FIBER. Works instantly no buffering. Wi-Fi is great. I'm in Jena. Very happy with it.

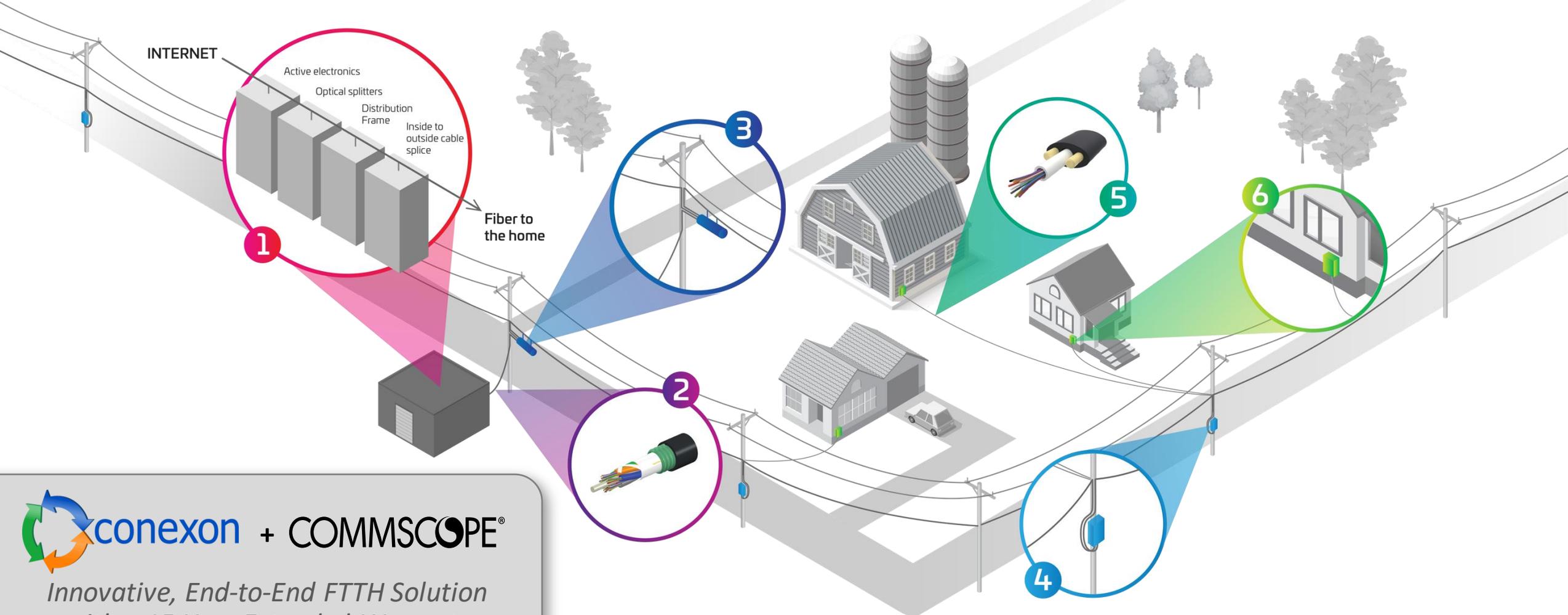
Like Reply 15w Edited

**AlyChris Norris**
We LOVE LOVE LOVE LOVE LOVE LOVE it!!!!
After going so long with crappy internet this has been amazing! We have a big household with a lot running at one time and haven't had a single problem.



Working to close the digital divide in rural north Florida





conexon + COMMSCOPE®

Innovative, End-to-End FTTH Solution with a 15-Year Extended Warranty

- 1** Hut (FGS, FPX, LSX, FEC)
- 2** Fiber Cable
- 3** Splice Closure (FOSC)
- 4** Rural Tap (OFDC)
- 5** Drop Cable
- 6** Wall Box (OWB)



Item	6/25/2024	7/2/2024	7/9/2024	7/16/2024	7/23/2024	7/30/2024	8/6/2024	8/13/2024	8/20/2024	8/27/2024	9/3/2024	9/10/2024	9/17/2024	9/24/2024	10/1/2024	10/8/2024	10/15/2024	10/22/2024	10/29/2024	11/5/2024	11/12/2024	11/19/2024	11/26/2024	12/3/2024	12/10/2024	12/17/2024	12/24/2024	12/31/2024	Total		
12																															
24																															
36/48																															
72/36																															
144																															
216/288																															
Total	150	25	0	0	175	125	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0



CommScope Commitment

Fiber Planning by project/week/cable size

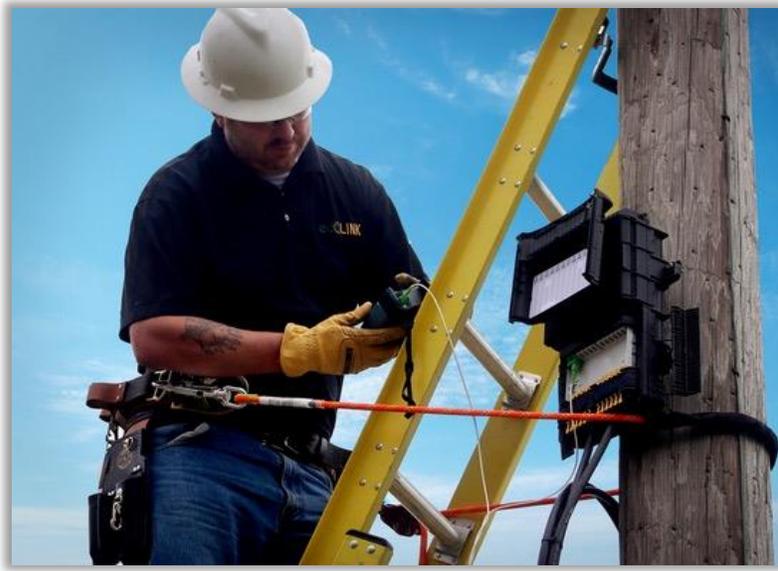
Production Allocation

Continued Investments to support rapid growth

Rapid response to quality issues

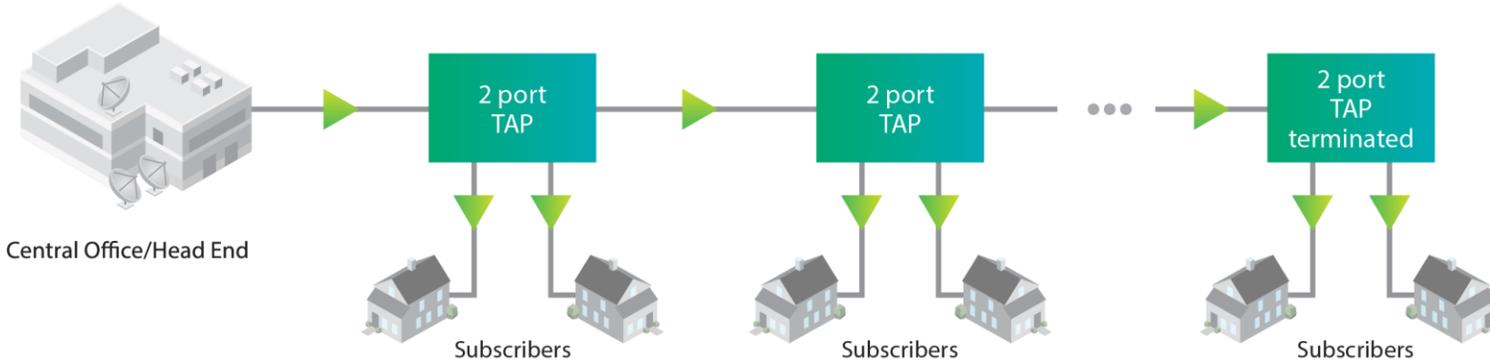
Conexon Connect Training facility

Dedicated Technical Support organization

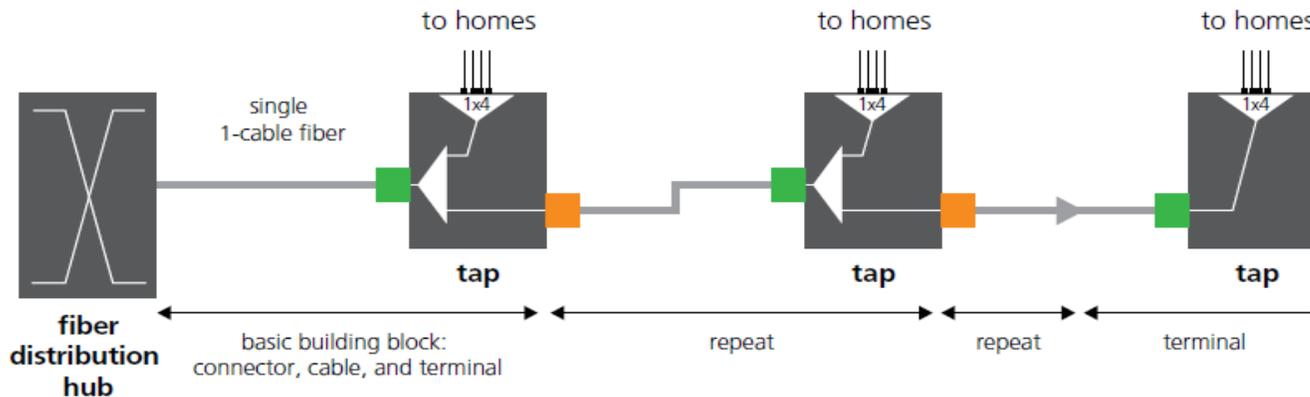


Innovation in Network

Network



Workings



Optical TAPs

Patented network in 2003

Extremely lean fiber network build ideally suited to low density environments.

leveraging bias splitters to distribute part of the optical signal to the customer and passes on the remaining signal to the next terminal.

Plug and Play or Spliced distribution.

~20% saving V's traditional network build architecture:

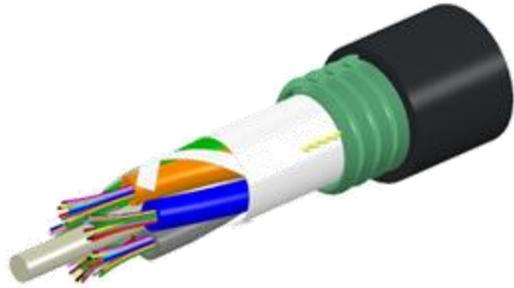
- Reduced Splicing needs
- Smaller cables – reduced infrastructure needs
- Faster time to install



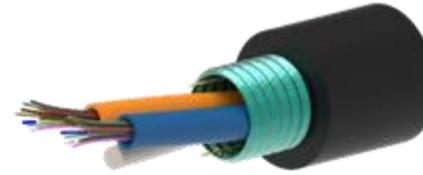
@flcounties
#FLCounties

Innovation in Cables

Stranded Loose Tube



HeliARC (2023)



Diameter

Ø11.5mm (0.4inch)

-33%

Ø7.7mm (0.3inch)

Weight

74lb/kft

-46%

40lb/kft

Standard Reel

15.5kft

+93%

30kft



Reduced warehousing
and shipping

Reduced Splicing

Increased Build
Efficiency

Improved
sustainability

Enhanced
Performance



@flcounties
#FLCounties

Innovation in Connectivity



2006

2015

2020

2023



BOS Tap



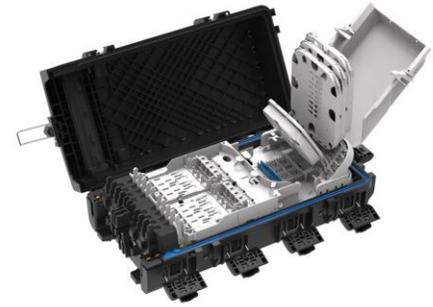
FOSC - TAP



OFDC -TAP



Future Focus



CSC200 – TAP +
144F splice

**Continued Joint Innovation
And Product Improvements**



Integrated functionality

- Simplified Installation**
- Enhanced Performance**
- Increased Capacity**
- Improved Reliability**

 @flcounties
#FLCounties

COMMSCOPE®

**Complete FTTH
Network Solution**



*A single vendor
providing end-
to-end solutions*

**Extended
Warranty**



*Peace of mind
for years
to come*

**Product Available
When Needed**



*Minimize costs
and meet
commitments*

**Track Record
With Coops**



*Experienced and
scalable support
team*

**Large US
Company**



*Access to Global
resources for small
rural Coops*

**Conexon
Partner**



*Access to volume
discounts for
smaller Coops*



@flcounties
#FLCounties

Calix Mission

To enable broadband service providers (smallest to largest) to leverage the Calix platform to simplify their business and excite their subscribers to grow their business and community



Nick Jones
Sr Manager Electric Cooperatives





We live to empower the innovators who will change the future of their communities.



Service Providers



Community Leaders



Local Government Leadership



Utility Leaders

The Calix Difference

Our Company

23+ Founded on Rural

42% Not For Profit

90% Small, Medium Community

- Electric Cooperatives
- Municipalities
- Indigenous

Lower OPEX

Faster Integration

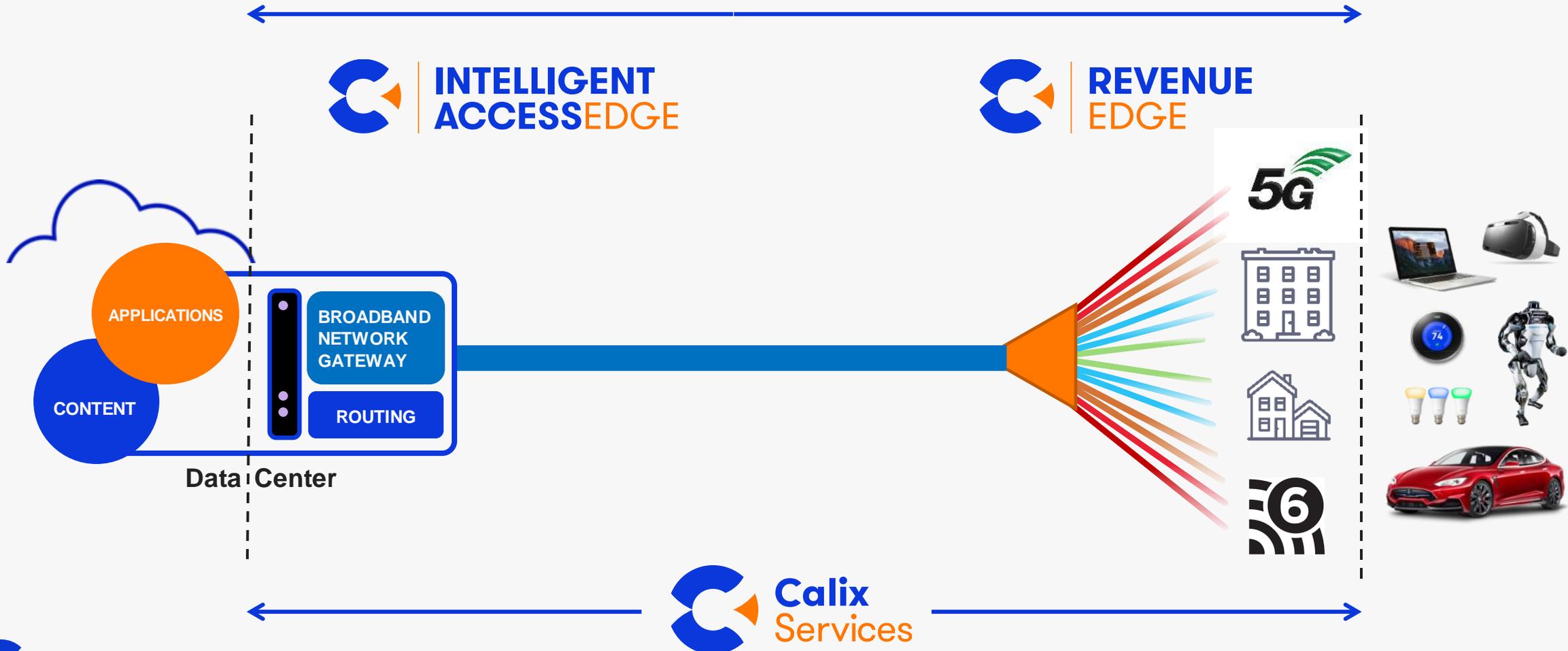
ENHANCED SUBSCRIBER EXPERIENCE

Improved Maintenance

Easier Troubleshooting



Calix builds cloud and software platforms, systems and services





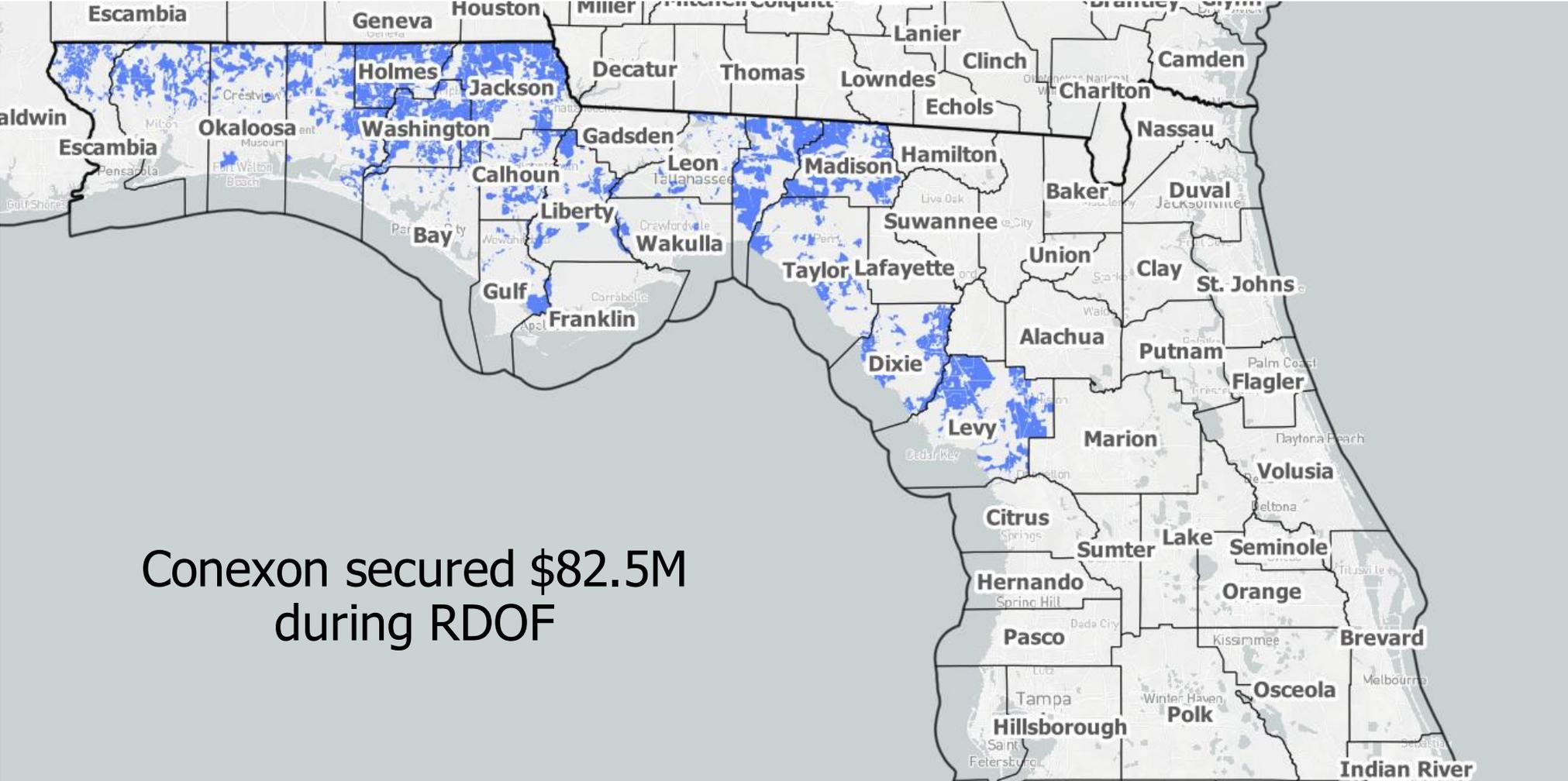
Empowering Broadband Service Providers to:

Simplify their business models

Excite their subscribers leveraging real-time data and insights

Grow their subscriber acquisition, loyalty, revenue, and value

RDOF Winnings



Conexon secured \$82.5M during RDOF

Florida Funding

- Conexon has been awarded \$55M in state funding
- Capital funding vs. operational funding
- Supply chain challenges
- Technology preference is fiber

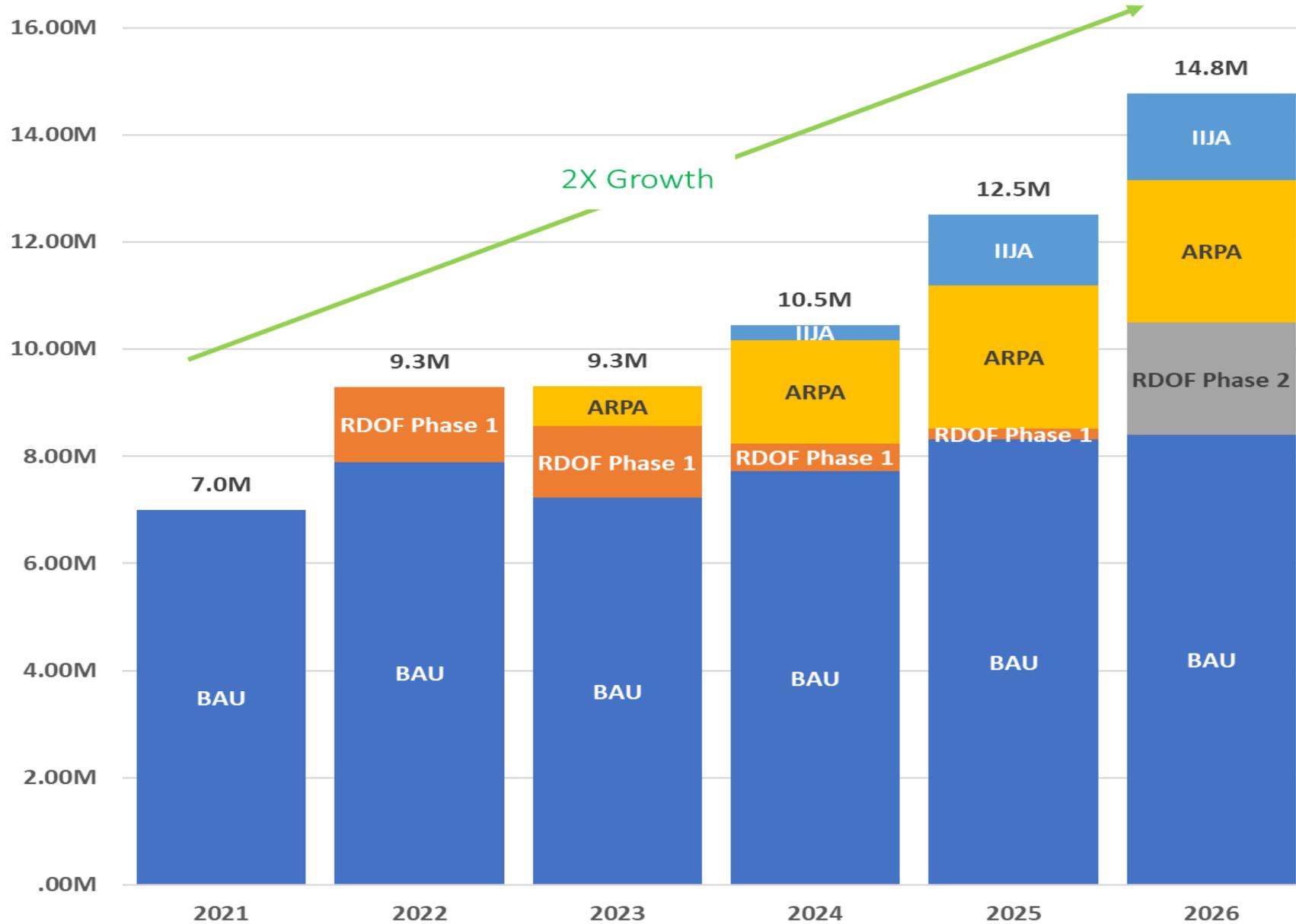
- BEAD funding (\$42.5B nationwide)

Florida's BEAD allocation is:

\$1,169,947,393



*Estimated Market Growth



Government Funding Impact

2X growth compared to 2021

Labor Availability

Changes in Deployment Environment

Target Deployment time scales



@flcounties
#FLCounties

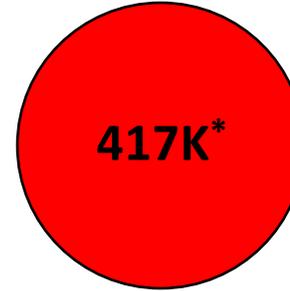
Today

2026

Labor Availability



~2x labor force growth



- Engineering and construction labor required
- Training and skill development

Deployment Environment



Increased focus on rural underserved areas



- Longer cable length per HH
- Challenged ROI
- Optical Reach – OLT utilization

Material Availability



Pending restrictions on material sourcing from overseas

- Potential to significantly increase material pricing
- Narrowed supply chain options

Macro economics



Inflation and interest rates increasing cost of deployment

- Impact to cost of capital
- Increased labor costs

Challenges to meet the targets

*: RVA FTTH and 5G Review and Forecast – Feb 2023





Total Sq ft: 583,000 • Employees: 730+
This facility houses manufacturing, engineering, marketing and global supply chain (logistics, procurement and operations) employees. They produce twisted pair, fiber and coaxial cables for use in data center and enterprise network architectures as well as cable television and wireless networks.

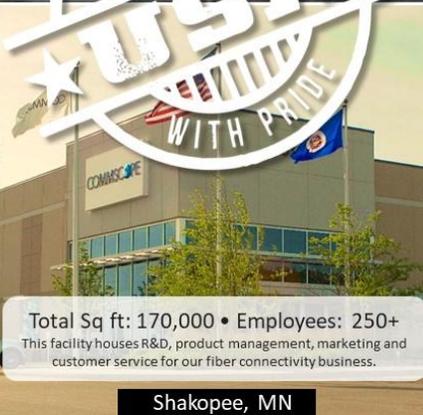


Total Sq ft: 1,000,000 • Employees: 620+
This facility houses manufacturing, engineering and sales support employees. Catawba is one of CommScope's primary manufacturing and product development facilities producing coaxial, fiber and distribution. The Catawba facility is the birthplace of CommScope.



Total Sq ft: 84,000 • Employees: 230+
This facility houses corporate functions that include IT, finance, human resources, legal and executive staff.

Hickory, NC



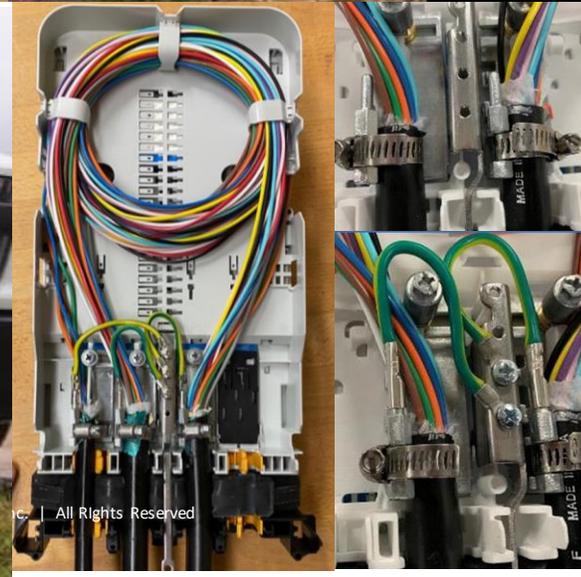
Total Sq ft: 170,000 • Employees: 250+
This facility houses R&D, product management, marketing and customer service for our fiber connectivity business.

Shakopee, MN



Total Sq ft: 100,000 • Employees: 285+
This facility houses R&D, product management, marketing and customer service for our wireless business.

Richardson, TX



CommScope's Commitment

Continued Innovation in the way networks are deployed and architected to drive efficiency of deployment

BABA Compliance to meet BEAD requirements

Fiber And Connectivity Supply to ensure schedules and commitments are met

Reliability and Quality - Product and solutions to ensure network longevity,

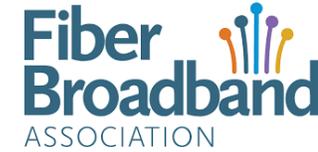
System Warranty for assured network performance

Environmental – commitment to ensure product and solutions are kind to the environment



@flcounties
#FLCounties

broadband for everyone



Skilled Labor Training
Programs

Network Design
& Install

Grant Support

Leveraged
Buying Power

Product & Network
Solutions



Preparing for BEAD

Working with
Industry associations
to help define
requirements

Providing information
and materials to help
support **funding
application**

Dedicated product
and **industry training**



@flcounties
#FLCounties



Thank You

Carl Meyerhoefer – Conexon
Paul Hubbard - Commscope

Jeff Brewer – Tri County Electric
Nick Jones - Calix