I attended the county meeting at the Village Inn last evening on high-speed internet. As you know the county has been pushing for some time now to obtain high speed internet throughout the county. It has also been one of my goals for many years harassing Spectrum/TWC. I was asked last night about all the Spectrum crews that were working in our town but not so much in the rest of the county. I said that it is all new service being installed and it was probably a combination of my phone calls and emails these last few years along with COVID that did the trick.

Last night Dave Godfrey, from Niagara County, did a presentation on a company called RTO which stands for Rural Technology Operators, <u>https://www.rtowireless.com/</u>. This is a different and innovative way of offering high speed internet to everyone in the county. I requested Dave to send his slides to me to share with you as one of them shows exactly how the coverage in the county will look like.

Jack Welch, county CAO, did a presentation on the cost break down. I have attached a copy of his presentation. Page one lists the municipalities and school districts minus the villages since there is no idea how much they will receive at this time. The <u>second</u> column shows how much is to be received from the Federal Government. The <u>third</u> column shows how many homes/businesses do not have access to reliable internet services. The <u>fourth</u> column shows the percentage of residents who do not have access to reliable internet. The <u>fifth</u> column shows how much it would cost if the town were to pay to have their service brought into the town. The <u>sixth</u> column shows the percentage of the Federal money we would have to spend for a town wide service. In our case it would be almost 3.5 times more than we are receiving.

Page two shows the same data plus three columns that show a 5%, 10% and a 15% involvement from the Federal funds. The county is looking at each of the municipalities and school districts contributing %5. I have tried different calculations and have no idea at 5% how we would pay \$36,121. I get \$10,500. Needless to say, the numbers need to be reworked unless I am missing something.

This was just an initial meeting to present the idea to all of us. We will be having another meeting in the next few weeks and have requested that a representative from RTO do a presentation followed by a Q&A.

I personally like the idea for two reasons; first it will offer highspeed internet to everyone no matter where you live in the county and second it breaks the monopoly strangle hold Spectrum has on us. A little competition should bring prices to an affordable cost.

I will keep you posted on the costs and future information.

Sean

|                    |            |       |              | ead | ch unit funding alor | ne             |  |
|--------------------|------------|-------|--------------|-----|----------------------|----------------|--|
| towns              | ARPA       | units | % of total   | tot | al cost by town      | % of ARPA      |  |
| Albion             | 880,000    | 74    | 5.48%        | \$  | 177,018.30           | 20.1%          |  |
| Barre              | 210,000    | 302   | 22.35%       | \$  | 722,426.03           | 344.0%         |  |
| Carlton            | 310,000    | 35    | 2.59%        | \$  | 83,724.87            | 27.0%          |  |
| Clarendon          | 380,000    | 57    | 4.22%        | \$  | 136,351.93           | 35.9%          |  |
| Gaines             | 350,000    | 39    | 2.89%        | \$  | 93,293.43            | 26.7%          |  |
| Kendall            | 290,000    | 16    | 1.18%        | \$  | 38,274.23            | 13.2%          |  |
| Murray             | 510,000    | 41    | 3.03%        | \$  | 98,077.71            | 19.2%          |  |
| Ridgeway           | 690,000    | 287   | 21.24%       | \$  | 686,543.94           | 99.5%          |  |
| Shelby             | 550,000    | 206   | 15.25%       | \$  | 492,780.67           | 89.6%          |  |
| Yates              | 260,000    | 294   | 21.76%       | \$  | 703,288.91           | 270.5%         |  |
| towns              | 4,430,000  | 1351  | 100.00%      | \$  | 3,231,780.00         | 73.0%          |  |
|                    |            | _     |              |     |                      |                |  |
| schools            | ARPA       | units | % of total   | tot | al cost by school    | % of ARPA      |  |
| Albion CSD         | 4,265,000  | 407   | 31.28%       | Ş   | 1,011,018.03         | 23.7%          |  |
| Holley CSD         | 2,304,000  | 70    | 5.38%        | Ş   | 173,885.17           | 7.5%           |  |
| Kendall CSD        | 1,233,000  | 30    | 2.31%        | Ş   | 74,522.21            | 6.0%           |  |
| Lyndonville CSD    | 1,274,000  | 385   | 29.59%       | \$  | 956,368.41           | 75.1%          |  |
| Medina CSD         | 3,411,000  | 409   | 31.44%       | \$  | 1,015,986.18         | 29.8%          |  |
| schools            | 12,487,000 | 1301  |              | \$  | 3,231,780.00         | 33.1%          |  |
|                    | ARPA       | units | % of total   | tot | al cost by County    | % of ARPA      |  |
| County             | 7,830,000  | 1351  | 100.0%       | \$  | 3,231,780.00         | 41.3%          |  |
|                    |            |       |              |     |                      | 0/ - 5 4 0 0 4 |  |
| Charad             | 24 747 000 |       |              | ÷   | 2 221 790 00         | % OF ARPA      |  |
| Silareu            | 24,747,000 |       |              | Ş   | 5,251,780.00         | 15.1%          |  |
| customer           | S          | 1351  | \$650 / unit | \$  | 878,150.00           |                |  |
| Totals             |            |       |              | Ś   | 4.109.930.00         |                |  |
|                    | 24,747,000 |       |              | Ŧ   | .,,                  | 13.06%         |  |
| BBCSD              |            | 9     |              |     |                      |                |  |
| BCSD               |            | 2     |              |     |                      |                |  |
| RHCSD              |            | 9     |              |     |                      |                |  |
| OACSD              |            | 30    |              |     |                      |                |  |
| total              |            | 50    |              |     |                      |                |  |
|                    |            | ~     |              |     |                      |                |  |
| Village of Lighter |            | 0     |              |     |                      |                |  |
| Village of Holley  | uille.     | 0     |              |     |                      |                |  |
| Village of Lyndon  | ville      | 0     |              |     |                      |                |  |
| village of Medina  | l          | 0     |              |     |                      |                |  |

|                   | shared funding |       |             |    |           |           |    |           |           |    |           |           |
|-------------------|----------------|-------|-------------|----|-----------|-----------|----|-----------|-----------|----|-----------|-----------|
| towns             | ARPA           | units | % of total  |    | 5%        | % of ARPA |    | 10%       | % of ARPA |    | 15%       | % of ARPA |
| Albion            | 880,000        | 74    | 5.48%       | \$ | 8,851     | 1.01%     | \$ | 17,702    | 2.01%     | \$ | 26,553    | 3.017%    |
| Barre             | 210,000        | 302   | 22.35%      | \$ | 36,121    | 17.20%    | \$ | 72,243    | 34.40%    | \$ | 108,364   | 51.602%   |
| Carlton           | 310,000        | 35    | 2.59%       | \$ | 4,186     | 1.35%     | \$ | 8,372     | 2.70%     | \$ | 12,559    | 4.051%    |
| Clarendo          | 380,000        | 57    | 4.22%       | \$ | 6,818     | 1.79%     | \$ | 13,635    | 3.59%     | \$ | 20,453    | 5.382%    |
| Gaines            | 350,000        | 39    | 2.89%       | \$ | 4,665     | 1.33%     | \$ | 9,329     | 2.67%     | \$ | 13,994    | 3.998%    |
| Kendall           | 290,000        | 16    | 1.18%       | \$ | 1,914     | 0.66%     | \$ | 3,827     | 1.32%     | \$ | 5,741     | 1.980%    |
| Murray            | 510,000        | 41    | 3.03%       | \$ | 4,904     | 0.96%     | \$ | 9,808     | 1.92%     | \$ | 14,712    | 2.885%    |
| Ridgewa           | 690,000        | 287   | 21.24%      | \$ | 34,327    | 4.97%     | \$ | 68,654    | 9.95%     | \$ | 102,982   | 14.925%   |
| Shelby            | 550,000        | 206   | 15.25%      | \$ | 24,639    | 4.48%     | \$ | 49,278    | 8.96%     | \$ | 73,917    | 13.439%   |
| Yates             | 260,000        | 294   | 21.76%      | \$ | 35,164    | 13.52%    | \$ | 70,329    | 27.05%    | \$ | 105,493   | 40.574%   |
| towns             | 4,430,000      | 1351  | 100.00%     | \$ | 161,589   | 3.65%     | \$ | 323,178   | 7.30%     | \$ | 484,767   | 10.94%    |
| schools           | ARPA           | units | % of total  |    | 33.1%     | % of ARPA |    | 28.1%     | % of ARPA |    | 23.1%     | % of ARPA |
| Albion CSD        | 4,265,000      | 407   | 31.28%      | \$ | 334,795   | 7.85%     | \$ | 284,244   | 6.66%     | \$ | 233,693   | 5.48%     |
| Holley CSD        | 2,304,000      | 70    | 5.38%       | \$ | 57,581    | 2.50%     | \$ | 48,887    | 2.12%     | \$ | 40,193    | 1.74%     |
| Kendall CSD       | 1,233,000      | 30    | 2.31%       | \$ | 24,678    | 2.00%     | \$ | 20,952    | 1.70%     | \$ | 17,226    | 1.40%     |
| Lyndonville CSD   | 1,274,000      | 385   | 29.59%      | \$ | 316,698   | 24.86%    | \$ | 268,879   | 21.11%    | \$ | 221,061   | 17.35%    |
| Medina CSD        | 3,411,000      | 409   | 31.44%      | \$ | 336,440   | 9.86%     | \$ | 285,640   | 8.37%     | \$ | 234,841   | 6.88%     |
| schools           | 12,487,000     | 1301  |             | \$ | 1,070,191 | 8.57%     | \$ | 908,602   | 7.28%     | \$ | 747,013   | 23.1%     |
|                   | ARPA           | units | % of total  |    | 61.9%     | % of ARPA |    | 61.9%     | % of ARPA |    | 61.9%     | % of ARPA |
| County            | 7,830,000      | 1351  | 100.0%      | \$ | 2,000,000 | 25.54%    | \$ | 2,000,000 | 25.54%    | \$ | 2,000,000 | 25.5%     |
|                   |                |       |             |    | 100.00%   | % of ARPA |    |           | % of ARPA |    |           | % of ARPA |
| Shared            | 24,747,000     |       |             | \$ | 3,231,780 | 13.1%     | \$ | 3,231,780 | 13.1%     | \$ | 3,231,780 | 13.1%     |
| customer          | S              | 1351  | \$650 / uni |    |           |           |    |           |           |    |           |           |
| Totals            |                |       |             |    | 100%      |           |    | 100%      |           |    | 100%      |           |
|                   | 24,747,000     |       |             |    |           |           |    |           |           |    |           |           |
| BBCSD             |                | 9     |             |    |           |           |    |           |           |    |           |           |
| BCSD              |                | 2     |             |    |           |           |    |           |           |    |           |           |
| RHCSD             |                | 9     |             |    |           |           |    |           |           |    |           |           |
| OACSD             |                | 30    |             |    |           |           |    |           |           |    |           |           |
| total             |                | 50    |             |    |           |           |    |           |           |    |           |           |
| Village of Albion |                | 0     |             |    |           |           |    |           |           |    |           |           |
| Village of Holley |                | 0     |             |    |           |           |    |           |           |    |           |           |
| Village of Lyndon | ville          | 0     |             |    |           |           |    |           |           |    |           |           |
| Village of Medina | a              | 0     |             |    |           |           |    |           |           |    |           |           |

|                   |            |       |                     | eac  | h unit funding alone |           | sh | ared funding | g         |                 |           |                 |           |
|-------------------|------------|-------|---------------------|------|----------------------|-----------|----|--------------|-----------|-----------------|-----------|-----------------|-----------|
| towns             | ARPA       | units | % of total          | tota | al cost by town      | % of ARPA |    | 5%           | % of ARPA | 10%             | % of ARPA | 15%             | % of ARPA |
| Albion            | 880,000    | 74    | 5.48%               | \$   | 177,018.30           | 20.1%     | \$ | 8,851        | 1.01%     | \$<br>17,702    | 2.01%     | \$<br>26,553    | 3.017%    |
| Barre             | 210,000    | 302   | 22.35%              | \$   | 722,426.03           | 344.0%    | \$ | 36,121       | 17.20%    | \$<br>72,243    | 34.40%    | \$<br>108,364   | 51.602%   |
| Carlton           | 310,000    | 35    | 2.59%               | \$   | 83,724.87            | 27.0%     | \$ | 4,186        | 1.35%     | \$<br>8,372     | 2.70%     | \$<br>12,559    | 4.051%    |
| Clarendon         | 380,000    | 57    | 4.22%               | \$   | 136,351.93           | 35.9%     | \$ | 6,818        | 1.79%     | \$<br>13,635    | 3.59%     | \$<br>20,453    | 5.382%    |
| Gaines            | 350,000    | 39    | 2.89%               | \$   | 93,293.43            | 26.7%     | \$ | 4,665        | 1.33%     | \$<br>9,329     | 2.67%     | \$<br>13,994    | 3.998%    |
| Kendall           | 290,000    | 16    | 1.18%               | \$   | 38,274.23            | 13.2%     | \$ | 1,914        | 0.66%     | \$<br>3,827     | 1.32%     | \$<br>5,741     | 1.980%    |
| Murray            | 510,000    | 41    | 3.03%               | \$   | 98,077.71            | 19.2%     | \$ | 4,904        | 0.96%     | \$<br>9,808     | 1.92%     | \$<br>14,712    | 2.885%    |
| Ridgeway          | 690,000    | 287   | 21.24%              | \$   | 686,543.94           | 99.5%     | \$ | 34,327       | 4.97%     | \$<br>68,654    | 9.95%     | \$<br>102,982   | 14.925%   |
| Shelby            | 550,000    | 206   | 15.25%              | \$   | 492,780.67           | 89.6%     | \$ | 24,639       | 4.48%     | \$<br>49,278    | 8.96%     | \$<br>73,917    | 13.439%   |
| Yates             | 260,000    | 294   | 21.76%              | \$   | 703,288.91           | 270.5%    | \$ | 35,164       | 13.52%    | \$<br>70,329    | 27.05%    | \$<br>105,493   | 40.574%   |
| towns             | 4,430,000  | 1351  | 100.00%             | \$   | 3,231,780.00         | 73.0%     | \$ | 161,589      | 3.65%     | \$<br>323,178   | 7.30%     | \$<br>484,767   | 10.94%    |
| schools           | ARPA       | units | % of total          | tota | al cost by school    | % of ARPA |    | 33.1%        | % of ARPA | 28.1%           | % of ARPA | 23.1%           | % of ARPA |
| Albion CSD        | 4,265,000  | 407   | 31.28%              | \$   | 1,011,018.03         | 23.7%     | \$ | 334,795      | 7.85%     | \$<br>284,244   | 6.66%     | \$<br>233,693   | 5.48%     |
| Holley CSD        | 2,304,000  | 70    | 5.38%               | \$   | 173,885.17           | 7.5%      | \$ | 57,581       | 2.50%     | \$<br>48,887    | 2.12%     | \$<br>40,193    | 1.74%     |
| Kendall CSD       | 1,233,000  | 30    | 2.31%               | \$   | 74,522.21            | 6.0%      | \$ | 24,678       | 2.00%     | \$<br>20,952    | 1.70%     | \$<br>17,226    | 1.40%     |
| Lyndonville CSD   | 1,274,000  | 385   | 29.59%              | \$   | 956,368.41           | 75.1%     | \$ | 316,698      | 24.86%    | \$<br>268,879   | 21.11%    | \$<br>221,061   | 17.35%    |
| Medina CSD        | 3,411,000  | 409   | 31.44%              | \$   | 1,015,986.18         | 29.8%     | \$ | 336,440      | 9.86%     | \$<br>285,640   | 8.37%     | \$<br>234,841   | 6.88%     |
| schools           | 12,487,000 | 1301  |                     | \$   | 3,231,780.00         | 33.1%     | \$ | 1,070,191    | 8.57%     | \$<br>908,602   | 7.28%     | \$<br>747,013   | 23.1%     |
|                   | ARPA       | units | % of total          | tota | al cost by County    | % of ARPA |    | 61.9%        | % of ARPA | 61.9%           | % of ARPA | 61.9%           | % of ARPA |
| County            | 7,830,000  | 1351  | 100.0%              | \$   | 3,231,780.00         | 41.3%     | \$ | 2,000,000    | 25.54%    | \$<br>2,000,000 | 25.54%    | \$<br>2,000,000 | 25.5%     |
|                   |            |       |                     |      |                      | % of ARPA |    | 100.00%      | % of ARPA |                 | % of ARPA |                 | % of ARPA |
| Shared            | 24,747,000 |       |                     | \$   | 3,231,780.00         | 13.1%     | \$ | 3,231,780    | 13.1%     | \$<br>3,231,780 | 13.1%     | \$<br>3,231,780 | 13.1%     |
| customer          | s          | 1351  | <b>\$650 / un</b> i | \$   | 878,150.00           |           |    |              |           |                 |           |                 |           |
| Totals            |            |       |                     | \$   | 4,109,930.00         |           |    | 100%         |           | 100%            |           | 100%            |           |
|                   | 24,747,000 |       |                     |      |                      | 13.06%    |    |              |           |                 |           |                 |           |
| BBCSD             |            | 9     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| BCSD              |            | 2     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| RHCSD             |            | 9     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| OACSD             |            | 30    |                     |      |                      |           |    |              |           |                 |           |                 |           |
| total             |            | 50    |                     |      |                      |           |    |              |           |                 |           |                 |           |
| Village of Albion |            | 0     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| village of Holley |            | 0     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| village of Lyndon | ville      | 0     |                     |      |                      |           |    |              |           |                 |           |                 |           |
| Village of Medina | 1          | 0     |                     |      |                      |           |    |              |           |                 |           |                 |           |

|  | Orleans O                  | County                  |   |
|--|----------------------------|-------------------------|---|
| 3-Sector Sites   | 37,800                     | 36<br>10%               | 1,360,800<br>136,080<br>1,496,880       |
| BEC Customer Units<br>BEC Installation<br>misc install hardware      | 350<br>250<br>50<br>650    | 1,351<br>1,351<br>1,351 | 472,850<br>337,750<br>67,550<br>878,150 |
| Site fit-up<br>site acquisition                                      | 50,915<br>46,500<br>97,415 | 12<br>12                | 610,980<br>558,000<br>1,168,980         |
| Backhaul (per month)<br>Backhaul (per year)                          | 2,500<br>30,000            | 12<br>12                | 30,000<br>360,000                       |
| BACC Allocation per Cust<br>Annual Network Maint. p<br>CBRS Licenses | 120<br>1,500<br>12,900     | 1,351<br>12<br>2        | 162,120<br>18,000<br>25,800<br>205,920  |
| project cost<br>backhaul (annual)                                    |                            |                         | 3,749,930<br>360,000<br>4,109,930       |
| Customer's cost  |                            |                         | 878,150                                 |
| net start up costs   |                            |                         | 3,231,780                               |

#### **Residential Rural Internet – Monthly Pricing**

| H | $\mathbf{a}$ | -  |  |
|---|--------------|----|--|
|   |              | 91 |  |

Up to 10 / 1 Mbps

#### \$29.99 /mo

With speeds up to 10 Mbps down and 1 Mbps up, enjoy all of the email, web browsing, streaming music, and social media activity you want. Leave that painfully slow DSL behind and never look back!

| Basic +                            |
|------------------------------------|
| Up to 25 / 3 Mbps                  |
| \$49.99 /mo                        |
| With speeds up to 25 Mbps down and |

3 Mbps up, your web browsing will be a breeze on multiple devices and those streaming videos will finally be watchable!

| Standard  | Pr   |
|---|--|
| Up to 50 / 5 Mbps   | Up to  |
| \$69.99 /mo   | \$8  |
| It is a whole new<br>world of fast web<br>browsing, virtual<br>classes and<br>meetings, social<br>media, and gaming<br>when you are<br>connected with<br>speeds up to 50<br>Mbps down and 5<br>Mbps up. | With s<br>100 M<br>and 1<br>you'll<br>best o<br>on mu<br>device<br>video<br>speed<br>gamir<br>have |

#### Premium Up to 100 / 10 Mbps \$89.99 /mo With speeds up to 100 Mbps down and 10 Mbps up, you'll enjoy the best of everything on multiple devices. Multiple video streams, and speedy online gaming – you'll have it all. Fast.



# RECALLER Solutions

# CBRS Network Deployment Niagara & Orleans, Counties April 2021

RTO WIRELESS, LLC CONFIDENTIAL & PROPRIETARY INFORMATION \*PROVIDED ONLY UNDER NONDISCLOSURE AGREEMENT

# **Introduction to RTO Wireless**

>RTO is designing a hybrid network that contains traditional terrestrial towers like

- RTO Wireless is under contract to support AT&T's Disaster Recovery Aerostat solution for Emergency Restoration of its Mobile Network
- ➢RTO AeroSites provide significant cost advantages compared to traditional tower deployments due to coverage area that is 10x to 50x or greater in comparison to traditional towers.
- ➢RTO is leveraging a Nationwide CLEC/CPCN footprint allowing for cost effective terrestrial assets to augment coverage.
- ➢RTO is partnered with Wendel and Tilson, who both have extensive nationwide site acquisition and fit-up experience supporting 4G networks from AT&T, Sprint, Verizon, and T-Mobile.
- ≻RTO is backed by Microsoft & Management.
- RTO has offices in New York (Syracuse), Silicon Valley (Morgan Hill), Boston (Framingham), Maine (Portland) and Vermont (Burlington).



# RTO Wireless and Microsoft announce agreement to deliver broadband (& IoT) internet to rural communities July 24, 2018 | Microsoft News Center

Shelley McKinley, Microsoft's head of Technology and Corporate Responsibility states, "We are excited to partner with RTO Wireless to bring broadband to students, farmers, educators and business owners."



RTO Wireless enables the Communities in Rural Markets to Access Exciting New Applications and Services

RTO WIRELESS, LLC CONFIDENTIAL & PROPRIETARY INFORMATION

\*PROVIDED ONLY UNDER NONDISCLOSURE AGREEMENT\*

#### RTO: National Turnkey Solution Provider to AT&T FIRSTNET. Built with AT&T



# Combined Niagara and Orleans Counties – Unserved Only High Level Summary

- Deployment Type: CBRS Technology
- Current Unserved Customers Covered: 3,204 Homes / Est. 7,690 POPs
- LTE eNB Type: Nokia AirScale
- Number of Sites: 19 Sites
- Number of Sectors: 3 Sectors/Site, 57 Sectors Total
- Unserved Homes do not have any access to broadband services, defined as 25 Mbps DL
- Total Residences covered with service ranging from 25 Mbps to 100 Mbps DL: 23,612
- Total Population covered with service ranging from 25 Mbps to 100 Mbps DL : 56,669
- Backhaul: Fiber and Microwave
- Deployment timeline: 4-7 months from Project Start, provided reasonable permitting process
- Estimated Project Cost: \$5,358,725 with 19 Sites



# Combined Niagara and Orleans Counties – Unserved & Underserved High Level Summary

- Deployment Type: CBRS Technology
- Current Unserved Customers Covered: 4,481 Homes / Est. 10,754 POPs
- LTE eNB Type: Nokia AirScale
- Number of Sites: 27 Sites to Cover Unserved and Underserved
- Number of Sectors: 3 Sectors/Site, 81 Sectors Total
- Underserved Homes have one broadband service provider, defined as 25 Mbps DL
- Residences covered with service ranging from 25 Mbps to 100 Mbps DL: 40,524
- Population covered with service ranging from 25 Mbps to 100 Mbps DL : 97,257
- Backhaul: Fiber and Microwave
- Deployment timeline: 6-9 months from Project Start, provided reasonable permitting process
- Estimated Project Cost: \$7,541,205 with 27 Sites



# Niagara County, New York – Only Unserved Addresses High Level Summary

- Deployment Type: CBRS Technology
- Current Unserved Customers Covered: 1,682 Homes / Est. 4,037 POPs
- LTE eNB Type: Nokia AirScale
- Number of Sites: 7 Sites to Cover Unserved
- Number of Sectors: 3 Sectors/Site, 21 Sectors to Cover Unserved
- Unserved Homes do not have any access to broadband services, defined as 25 Mbps DL
- Residences covered with service ranging from 25 Mbps to 100 Mbps DL: 16,912
- Population covered with service ranging from 25 Mbps to 100 Mbps DL : 40,588
- Backhaul: Fiber and Microwave
- Deployment timeline: 4-7 months from Project Start, provided reasonable permitting process
- Estimated Project Cost: \$2,106,425 with 7 Sites











# 7-Site Addresses with RSRP+SINR Satisfied

31,523 Buildings Covered by CBRS

COLOR WAREHOUSE

58 Thorold

406 Saint Gatharine's



# Niagara County, New York – Unserved + Underserved Addresses High Level Summary

- Deployment Type: CBRS Technology
- Current Unserved and Underserved Customers Covered: 2,959 Homes / Est. 7,102 POPs
- LTE eNB Type: Nokia AirScale
- Number of Sites: 15 Sites to Cover Unserved and Underserved
- Number of Sectors: 3 Sectors/Site, 45 Sectors to Cover Unserved and Underserved
- Underserved Homes have one broadband service provider, defined as 25 Mbps DL
- Residences covered with service ranging from 25 Mbps to 100 Mbps DL: 33,823
- Population covered with service ranging from 25 Mbps to 100 Mbps DL : 81,176
- Backhaul: Fiber and Microwave
- Deployment timeline: 6-9 months from USDA Award, provided reasonable permitting
- Estimated Project Cost: \$4,288,905 with 15 Sites





Rural Technology Operators











# 15-Site Addresses with RSRP+SINR Satisfied

Ransomvill

Nonth Tonawanda

105,086 Buildings Covered by CBRS

420

Streatharines

Thorold

Niagara-on-the-Lake

405

Niagara Falls





990)

Amherst

Somerset 😯



# Orleans County, New York

#### High Level Summary

- Deployment Type: CBRS Technology
- Current Unserved Customers Covered: 1,522 Homes / Est. 3,653 POPs
- LTE eNB Type: Nokia AirScale
- Number of Sites: 12 Sites
- Number of Sectors: 3 Sectors/Site, 36 Sectors Total
- Unserved Homes do not have any access to broadband services, defined as 25 Mbps DL
- Residences covered with service ranging from 25 Mbps to 100 Mbps DL: 6,700
- Population covered with service ranging from 25 Mbps to 100 Mbps DL : 16,081
- Backhaul: Fiber and Microwave
- Deployment timeline: 4-7 months from Project Start, provided reasonable permitting process
- Estimated Project Cost: \$3,253,300 with 12 Sites





Rural Technology Operators

### RSRP



**RTOVireless** Rural Technology Operators

#### **SINR** Somerset Yates Center lcott Barker Kendall Lyndonville Carlton Kent East Gaines Newfane Ridgewa Hartlan Medina Brockport Middleport Gasport Clarendon Shelby Barre Center East Shelby Ogde Lockport Royalton Center Royalton SINR Broadcast [LT outh 20.00 dB 15.60 dB 11.20 dB 6.80 dB 2.40 dB East Oakfield Alabama -2.00 dB Byron

US FCC Cellular Market Areas US FCC Economic Areas US FCC Major Economic Areas US FCC Television Broadcast To US Fiber Costar Buildings US Fiber CoStar Buildings US Metropolitan Statistical Area US Micropolitan Statistical Area US Places US Ports US Regions US States US Zip Codes US Zones >>> LTE-TDD: 43190, 3560.00 Neighbors [LTE-TDD: 43190, 3

Neighbors [LTE-TDD: 43190, 3 RSRP Satisfied [LTE-TDD: 4319 RSRP+SINR Satisfied [LTE-TDD SINR Satisfied [LTE-TDD: 43190 RSRP Broadcast [LTE-TDD: 431 D RSRP Broadcast [LTE-TDD: 4] RSRP Indoor [LTE-TDD: 43190, SINR Broadcast [LTE-TDD: 43 RSRP Service [LTE-TDD: 43190 SINR Service [LTE-TDD: 43190, Serving HetNet with RSRP+SIN Serving Radio with RSRP+SINR Serving Site with RSRP+SINR S Serving Sector with RSRP+SINF Signal Overlap Count [LTE-TDD Address RSRP [LTE-TDD: 4319 Address SINR [LTE-TDD: 43190 Address RSRP+SINR Satisfied [ Address Serving Radio with RS Address Serving HetNet with R Address [LTE-TDD: 43190, 356

**RTOW** ireless

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US FCC Cellular Market Areas

US Fiber Comcast Nodes US Fiber CoStar Buildings

### **RSRP+SINR Satisfied**



US Metropolitan Statistical Areas US Micropolitan Statistical Areas US Places US Ports US Regions US States US Zip Codes US Zones >>> LTE-TDD: 43190, 3560.00 MH; Neighbors [LTE-TDD: 43190, 3560. RSRP Satisfied [LTE-TDD: 43190, 35 RSRP+SINR Satisfied [LTE-TDD: 4 SINR Satisfied [LTE-TDD: 43190, 35 RSRP Broadcast [LTE-TDD: 43190, 3 D RSRP Broadcast [LTE-TDD: 43190 RSRP Indoor [LTE-TDD: 43190, 356 SINR Broadcast [LTE-TDD: 43190, 3 RSRP Service [LTE-TDD: 43190, 356 SINR Service [LTE-TDD: 43190, 356 Serving HetNet with RSRP+SINR Sat Serving Radio with RSRP+SINR Satis Serving Site with RSRP+SINR Satisfie Serving Sector with RSRP+SINR Sati Signal Overlap Count [LTE-TDD: 431 Address RSRP [LTE-TDD: 43190, 35 Address SINR [LTE-TDD: 43190, 350 Address RSRP+SINR Satisfied [LTE-1 Address Serving Radio with RSRP+S Address Serving HetNet with RSRP+ Address [LTE-TDD: 43190, 3560.00

Checkpoint RSRP [LTE-TDD: 43190,

Rural Technology Operators

### Addresses with RSRP+SINR Satisfied



# NORA Network Build Budget – 19 Total Sites (Only Unserved)

#### **Total Cost of Broadband Deployment**

| Expense Item                     | Unit                 | QTY   | Roll Up         |
|----------------------------------|----------------------|-------|-----------------|
| (19) 3-Sector Sites              | \$ 37,800.00         | 57    | \$<br>2,154,600 |
| BBU and Radio Spares (10%)       |                      | 10%   | \$<br>215,460   |
|                                  |                      |       | \$<br>2,370,060 |
| Site Acquisition                 | \$46,500.00          | 19    | \$<br>883,500   |
| Site Fit-up                      | \$ 50,915.00         | 19    | \$<br>967,385   |
|                                  |                      |       | \$<br>1,850,885 |
|                                  |                      |       |                 |
| Niagara CBRS PAL License         | \$64 <i>,</i> 500.00 | 2     | \$<br>129,000   |
| Orleans CBRS PAL License         | \$12 <i>,</i> 900.00 | 2     | \$<br>25,800    |
|                                  |                      |       | \$<br>154,800   |
| Backhaul Expense (1st Year only) | \$ 30,000.00         | 19    | \$<br>570,000   |
| BACC Allocation per Customer     | \$ 120.00            | 3,204 | \$<br>384,480   |
| Annual Network Maint. per Site   | \$ 1,500.00          | 19    | \$<br>28,500    |
| Total Project Expenses           |                      |       | \$<br>5,358,725 |

- CBRS Technology transmitted on 3.5 GHz to 3.7 GHz spectrum
  - Plenty of unlicensed CBRS spectrum (GAA) available for network deployment
  - Purchase two CBRS Priority Access Licenses (PAL) at 10 MHz each for both counties.
  - PAL licenses protect the network and investment from interference. Not all licenses were acquired in the auction.
- Backhaul Expense assumed at \$30,000 per year (\$2,500/month) for each of 19 Sites
- 1<sup>st</sup> Year of Operations (Backhaul, Back Office, Customer Care, and Maintenance) covered. Operating Income to cover Expenses thereafter.
- Total Cost of Deployment: \$5,358,725



# NORA Network Build Budget – 27 Total Sites (Incl. Underserved)

#### 1<sup>st</sup> Year Budget

| Expense Item                     | Unit                  | QTY   |    | Roll Up   |
|----------------------------------|-----------------------|-------|----|-----------|
| (27) 3-Sector Sites              | \$ 37 <i>,</i> 800.00 | 81    | \$ | 3,061,800 |
| BBU and Radio Spares (10%)       |                       | 10%   | \$ | 306,180   |
|                                  |                       |       | \$ | 3,367,980 |
|                                  |                       |       |    |           |
| Site Acquisition                 | \$46,500.00           | 27    | \$ | 1,255,500 |
| Site Fit-up                      | \$ 50,915.00          | 27    | \$ | 1,374,705 |
|                                  |                       |       | \$ | 2,630,205 |
|                                  |                       |       |    |           |
| Niagara CBRS PAL License         | \$64,500.00           | 2     | \$ | 129,000   |
| Orleans CBRS PAL License         | \$12,900.00           | 2     | \$ | 25,800    |
|                                  |                       |       | \$ | 154,800   |
|                                  |                       |       |    |           |
| Backhaul Expense (1st Year only) | \$ 30,000.00          | 27    | \$ | 810,000   |
|                                  |                       |       | -  |           |
| BACC Allocation per Customer     | \$ 120.00             | 4,481 | \$ | 537,720   |
| Annual Network Maint. per Site   | \$ 1,500.00           | 27    | \$ | 40,500    |
|                                  |                       |       |    |           |
| Total Project Expenses           |                       |       | \$ | 7,541,205 |

- CBRS Technology transmitted on 3.5 GHz to 3.7 GHz spectrum
  - Plenty of unlicensed CBRS spectrum (GAA) available for network deployment
  - Purchase two CBRS Priority Access Licenses (PAL) at 10 MHz each for both counties.
  - PAL licenses protect the network and investment from interference. Not all licenses were acquired in the auction.
- Backhaul Expense assumed at \$30,000 per year (\$2,500/month) for each of 27 Sites
- 1<sup>st</sup> Year of Operations (Backhaul, Back Office, Customer Care, and Maintenance) covered. Operating Income to cover Expenses thereafter.
- Total Cost of Deployment: \$7,541,205



# Niagara Network Build Budget – 7 Sites (only Unserved)

#### 1<sup>st</sup> Year Budget

| Expense Item                     | Unit            | QTY   | Roll Up         |
|----------------------------------|-----------------|-------|-----------------|
| (7) 3-Sector Sites               | \$<br>37,800.00 | 21    | \$<br>793,800   |
| BBU and Radio Spares (9)         |                 | 10%   | \$<br>79,380    |
|                                  |                 |       | \$<br>873,180   |
|                                  |                 |       |                 |
| Site Fit-up                      | \$<br>50,915.00 | 7     | \$<br>356,405   |
| Site Acquisition                 | \$<br>46,500.00 | 7     | \$<br>325,500   |
|                                  |                 |       | \$<br>681,905   |
|                                  |                 |       |                 |
| Backhaul Expense (1st Year only) | \$<br>30,000.00 | 7     | \$<br>210,000   |
|                                  |                 |       |                 |
| BACC Allocation per Customer     | \$<br>120.00    | 1,682 | \$<br>201,840   |
| Annual Network Maint. per Site   | \$<br>1,500.00  | 7     | \$<br>10,500    |
| CBRS Licenses                    | \$<br>64,500.00 | 2     | \$<br>129,000   |
|                                  |                 |       |                 |
| Total Expenses                   |                 |       | \$<br>2,106,425 |

- Network consists of 7 total sites with three sectors at each site, totaling 21 sectors
- 21 Sectors support 1,680 connections;
- Sites can be configured for four sectors to provide additional capacity
- CBRS Technology transmitted on 3.5 GHz to 3.7 GHz
- Backhaul Expense assumed at \$30,000 per year (\$2,500/month) for each of 7 Sites
- Back Office and Customer Care estimated at \$120 for first year (\$10/month) per customer
- Maintenance expense estimated at \$1,500 for first year (\$125/month) for each of 7 Sites
- CBRS Licenses acquired to ensure sufficient spectrum (unlicensed spectrum is available.
- Total Cost: \$2,106,425



# Niagara Network Build Budget – 15 Sites (incl. Underserved)

#### 1<sup>st</sup> Year Budget

| Expense Item                     | Unit            | QTY   | Roll Up         |
|----------------------------------|-----------------|-------|-----------------|
| (15) 3-Sector Sites              | \$<br>37,800.00 | 45    | \$<br>1,701,000 |
| BBU and Radio Spares (9)         |                 | 10%   | \$<br>170,100   |
|                                  |                 |       | \$<br>1,871,100 |
|                                  |                 |       |                 |
| Site Fit-up                      | \$<br>50,915.00 | 15    | \$<br>763,725   |
| Site Acquisition                 | \$<br>46,500.00 | 15    | \$<br>697,500   |
|                                  |                 |       | \$<br>1,461,225 |
|                                  |                 |       |                 |
| Backhaul Expense (1st Year only) | \$<br>30,000.00 | 15    | \$<br>450,000   |
|                                  |                 |       |                 |
| BACC Allocation per Customer     | \$<br>120.00    | 2,959 | \$<br>355,080   |
| Annual Network Maint. per Site   | \$<br>1,500.00  | 15    | \$<br>22,500    |
| CBRS Licenses                    | \$<br>64,500.00 | 2     | \$<br>129,000   |
|                                  |                 |       |                 |
| Total Expenses                   |                 |       | \$<br>4,288,905 |

- Network consists of 15 total sites with three sectors at each site, totaling 45 sectors
- 45 Sectors support 3,600 connections
- Sites can be configured for four sectors to provide additional capacity
- CBRS Technology transmitted on 3.5 GHz to 3.7 GHz
- Backhaul Expense assumed at \$30,000 per year (\$2,500/month) for each of 15 Sites
- Back Office and Customer Care estimated at \$120 for first year (\$10/month) per customer
- Maintenance expense estimated at \$1,500 for first year (\$125/month) for each of 15 Sites
- CBRS Licenses acquired to ensure sufficient spectrum (unlicensed spectrum is available).
- Total Cost: \$4,288,905



# Orleans Network Build Budget – 12 Sites (only Unserved)

#### 1<sup>st</sup> Year Budget

| Expense Item                     | Unit            | QTY   | Roll Up         |
|----------------------------------|-----------------|-------|-----------------|
| (12) 3-Sector Sites              | \$<br>37,800.00 | 36    | \$<br>1,360,800 |
| BBU and Radio Spares (9)         |                 | 10%   | \$<br>136,080   |
|                                  |                 |       | \$<br>1,496,880 |
|                                  |                 |       |                 |
| Site Fit-up                      | \$<br>50,915.00 | 12    | \$<br>610,980   |
| Site Acquisition                 | \$<br>46,500.00 | 12    | \$<br>558,000   |
|                                  |                 |       | \$<br>1,168,980 |
|                                  |                 |       |                 |
| Backhaul Expense (1st Year only) | \$<br>30,000.00 | 12    | \$<br>360,000   |
|                                  |                 |       |                 |
| BACC Allocation per Customer     | \$<br>120.00    | 1,522 | \$<br>182,640   |
| Annual Network Maint. per Site   | \$<br>1,500.00  | 12    | \$<br>18,000    |
| CBRS Licenses                    | \$<br>12,900.00 | 2     | \$<br>25,800    |
|                                  |                 |       |                 |
| Total Expenses                   |                 |       | \$<br>3,252,300 |

- Network consists of 12 total sites with three sectors at each site, totaling 36 sectors
- 36 Sectors support 2,304 connections
- Sites can be configured for four sectors to provide additional capacity
- CBRS Technology transmitted on 3.5 GHz to 3.7 GHz
- Backhaul Expense assumed at \$30,000 per year (\$2,500/month) for each of 12 Sites
- Back Office and Customer Care estimated at \$120 for first year (\$10/month) per customer
- Maintenance expense estimated at \$1,500 for first year (\$125/month) for each of 12 Sites
- CBRS Licenses acquired to ensure sufficient spectrum (unlicensed spectrum is available).
- Total Cost: \$3,252,300



### **Precision Farming Leveraging AeroSites**

PRECISION AGRICULTURE EFFORTS CAN MAKE USE OF IOT (LORAWAN) OR NBIOT FOR REMOTE CONTROL & SENSOR, IN ADDITION TO IMAGING DATA OBTAINED FROM THE SAME AEROSITE PAYLOAD.





Other fields in multispectral image

Roads

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## **Precision Ranching Leveraging AeroSites**

Livestock Tracking & Monitoring without MNO NBIoT Saving IT Costs, VSAT Charges & Tower Builds



#### AeroSites Enable Environmental Monitoring

- Can establish a pre-event baseline
  - Water and soil contamination
  - Vegetation stress levels
  - Pipeline and production facility integrity
  - Disturbed earth, right of way violations
- During an event
  - Rapid response with global real-time awareness
  - Quick assessment for first-responders
  - On-going surveillance of ocean, wetlands and surface contamination
- During clean-up, restoration and abandonment phases
  - Helps guide and prioritize efforts
  - Documents extent of environmental impact
  - Provides clean-up results
  - Provides long-term trending

# **RTO Wireless Team**

| NAME            | TITLE  |
|-----------------|--|
| Steve Hubbard   | CEO, Co-Founder                              |
| Rob Reagan      | CTSO, Co-Founder                             |
| Idan Bar-Sade   | Antenna & RAN Payload Systems                |
| David Duplissis | VP of Operations and Site Engineering        |
| George Chianis  | VP Site Acquisition and Government Relations |
| Tom Sidlauskas  | Engineering                                  |
| Steve Avilla    | Engineering                                  |
| Steve Sifferman | Backhaul Solution Expert                     |
| Kevin Reagan    | Marketing & Business Development             |
| Cameron Kilton  | Terrestrial Network Siting and Operations    |
| Michael Moore   | Business Development - Energy & Tribal       |

#### Steve Hubbard – Chief Executive Officer



- Mr. Hubbard has over 25 years of operational and advisory experience in the wireless and communications sectors. As Co-Founder and CEO of RTO Wireless, Mr. Hubbard is leading a shared infrastructure, broadband network providing macro and FWA access and middle mile backhaul in rural markets. RTO's network utilizes a mix of aerostats and terrestrial infrastructure to optimize the cost economics of rural market coverage. RTO is a member of Microsoft's Airband Initiative to address the unserved broadband population in rural markets.
- Prior to RTO, Mr. Hubbard led Northeast Wireless's Maine-New Hampshire Roaming Agreement with AT&T and its four amendments. Northeast Wireless operated a rural 4G network for AT&T totaling 179 macro sites and a 191-site microwave backhaul sites that was acquired by AT&T in September 2018. Mr. Hubbard served on the Board of Directors at Northeast Wireless and led all financing, financial and corporate development activities, including spectrum acquisitions and divestitures.
- Prior to joining Northeast Wireless in 2012, Mr. Hubbard was a partner at RBC Daniels, a premier investment bank in the wireless and cable sectors. Daniels was acquired by Royal Bank of Canada in January 2007, after which he became a Director at RBC. Mr. Hubbard advised on more than \$1 billion of wireless transactions and raised over \$1 billion of equity and debt financing during his time at Daniels and RBC. Prior to Daniels, he was responsible for managing a \$500 million portfolio of equity investments in the Communications and Technology sectors for Bethlehem Steel Pension Trust. Mr. Hubbard was also financial analyst for AT&T in Bedminster, NJ and Basking Ridge, NJ.
- In 2016, Mr. Hubbard was a co-founder and served as CFO for Stratto Ltd, a UK-based in-building DAS company and recently sold his equity in Digital Colony's Series A investment.
- Mr. Hubbard earned an MBA at Cornell University and a B.A. in Economics at Hobart College.

#### Rob Reagan – Chief Technology & Strategy Officer



- Mr. Reagan has over 25 years of operational, investment and advisory experience with 20 years of activity within the wireless and communications sectors. As Co-Founder and CTSO of RTO Wireless, Mr. Hubbard is leading a shared infrastructure, broadband network providing macro and super-macro scale IoT, mobile, fixed wireless access and middle mile backhaul in rural markets. RTO's network utilizes a mix of aerostats and terrestrial infrastructure to optimize the cost economics of rural market coverage. RTO is one of Microsoft's Airband partners working to address the unserved broadband population in rural markets.
- Mr. Reagan currently serves as a shareholder or in an Investment and/or Advisory capacity to various technology companies including: Tarana Wireless, Parallel Wireless, RunSafe Security, Trackio GMBH, Heartbeat ID, GridMaven, Terabit Radios, Cogather, ElectrIQ Power, Nucleus Vision, Wireless Industries, AirHop, OneRAN, Rebeless, MenloMicro, Local Backhaul, Urban Barrels, etc.
- Previous holdings include: Public Wireless, Amber Networks, OpenRAN, Ambient Core Services, Evolv, NextGen Wireless Tech, Foam Networks, VIAO Wireless, MCCI - Thetawave, Sky Pipeline - Covad, Red Swoosh, Extreme Copper, AirCover Network Solutions, etc.
- Mr. Reagan is current is affiliated with private investment entities including Wave Innovation Fund and Orca Ventures.
- Mr. Reagan has prior investment affiliations with SK Telecom Americas Innopartners, GE Ventures, Archangel Venture Partners, Chaos Venture Partners, FortuneLab and Consolidation Partners I L.P.
- Prior to RTO, Mr. Reagan collaborated with GE Ventures as a Wireless SME identifying, building and spinning out new enterprises leveraging technologies from GE's global research organization. As part of that engagement Mr. Reagan also interacted with Nokia and Nokia Bell Labs while exploring possible collaboration and joint initiatives between the stakeholders.
- Mr. Reagan was the Founder, Chairman and President of Public Wireless from 2003 to 2013 where he was instrumental in establishing an innovative wireless siting and services company which built and operated networks for the like of AT&T, T-Mobile, Sprint and MobiPCS. Mr. Reagan built oDAS, Microcell and small cell networks as his team pioneered innovative siting practices and strandmount siting methods for attaching wireless infrastructure to MSO plant and RoW.
- Mr. Reagan is from Altadena, CA, played professional water polo, graduated from Pepperdine University and resides in Silicon Valley with his wife & 2 kids.

# RTO Team Accomplishment with NEWN

- The Company executed agreements with AT&T in October 2012
  - 5-year term covers the buildout of a 170-Site mobile network
  - 4G Roaming Agreement requires AT&T handsets to prefer NEWN network
  - Option Agreement permits AT&T to acquire the network and backhaul assets in 3-5 years
  - AT&T leases spectrum to NEWN; requires Ericsson to provide Northeast Wireless with preferred pricing terms
  - Amended agreements in April 2014 to modify buildout schedule and financial terms
- NEWN launched its 4G network in January 2013
  - 179 macro 4G (12 also transmit LTE) in service and generating revenue
  - Designed and Built 191 site microwave backhaul network with 12 Fiber POPs
  - Servicing AT&T (99% of traffic), Rogers, Bell Mobility, Telus, Vodafone and Eastlink
- Northeast Wireless acquired additional spectrum assets
  - 20 MHz of AWS Spectrum, acquired April 2013, profitably sold to Verizon in 2018
  - 2.5 GHz of Spectrum leased from University of Maine, profitably sold rights in 2014
- Northeast Wireless has multiple financing partnerships
  - Raised over \$20,000,000 in equity from Columbia Pacific, Union Bay Capital and others
  - Secured a \$15,000,000 Bank Facility with Comerica

# Northeast Wireless System

- 179 HSPA+ RAN Sites
- 189-Site Microwave Network
- 35 BTS Sites
  - 27 Search Rings co-developed with Tower Operators
  - 8 BTS Towers built by Northeast Wireless now owned by AT&T
- 150 Collocation Sites
  - Worked with AT&T Engineering on Site Acquisition and Collocation
- AT&T Acquired Network
  - Transaction closed in Sept 2018



# Northeast Wireless: AT&T Network Build

- Strong Financial Performance from NEWN Contract with AT&T
- Preferred Shareholder IRR >20% per year

|                      |      |             |                  |    | Audited    | Re | esults     |    |            |    |            |    |             |
|----------------------|------|-------------|------------------|----|------------|----|------------|----|------------|----|------------|----|-------------|
|                      | 2013 |             | 2014             |    | 2015       |    | 2016       |    | 2017       |    | 2018       |    | Total       |
|                      |      |             |                  |    |            |    |            |    |            |    |            |    |             |
| Revenues             | \$   | 5,186,929   | \$<br>21,111,539 | \$ | 24,759,812 | \$ | 30,222,235 | \$ | 37,389,872 | \$ | 40,488,950 | \$ | 159,159,337 |
| Operating Expenses   | \$   | 7,297,428   | \$<br>13,675,956 | \$ | 16,864,232 | \$ | 17,607,204 | \$ | 18,190,472 | \$ | 18,538,710 | \$ | 92,174,002  |
| Operating Income     | \$   | (2,110,499) | \$<br>7,435,583  | \$ | 7,895,580  | \$ | 12,615,031 | \$ | 19,199,400 | \$ | 22,905,467 | \$ | 66,985,335  |
| Net Income           | \$   | (4,735,727) | \$<br>8,380,747  | \$ | 7,189,791  | \$ | 12,605,547 | \$ | 19,208,320 | \$ | 21,957,835 | \$ | 64,606,513  |
| Cash                 | \$   | 1,523,034   | \$<br>753,293    | \$ | 3,193,668  | \$ | 4,992,059  | \$ | 6,137,785  | \$ | 4,455,082  |    |             |
| Debt                 | \$   | 57,146      | \$<br>7,887,988  | \$ | -          | \$ | -          | \$ | -          | \$ | -          |    |             |
| Equity Distributions | \$   | -           | \$<br>-          |    |            | \$ | 12,677,550 | \$ | 21,000,000 | \$ | 37,000,000 | \$ | 70,677,550  |

# RIOWireless Rural Technology Operators Thank You!

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