

**KANDIYOHI COUNTY AND CITY OF WILLMAR ECONOMIC DEVELOPMENT COMMISSION (EDC)
BROADBAND AND ADVANCED TECHNOLOGY COMMITTEE MEETING**

MINUTES

July 1, 2019

Kandiyohi County Health & Human Services Building, Willmar

Present: Mark Boesch, Donna Boonstra, Dean Bouta, Bruce DeBlieck, Roger Imdieke, Les Nelson, Rollie Nissen, Glenn Otteson, Gregg Price, Ramsey Schaffnit, David Sisser and Donn Winckler

Excused: Scott Froemming, Michelle Marotzke and Brian Mort

Guest: Justin Forde, Senior Director of Government Relations, Midco

Staff: Connie Schmoll, Business Development Specialist

Secretarial: Nancy Birkeland, Legal & Administrative Assistants, Inc. (LAA)

Chairperson Mark Boesch called the meeting to order at approximately 12:01 p.m.

AGENDA—There were no changes to the Agenda.

MINUTES—

IT WAS MOVED BY David Sisser, SECONDED BY Rollie Nissen, to approve the Minutes of the June 3, 2019 meeting as emailed. MOTION CARRIED.

Midco's plans for Kandiyohi County. Connie Schmoll introduced Justin Forde, Senior Director of Government Relations for Midco, whom she met at a Southwest Regional Development meeting. Forde provided his background information, as well as the background of Midco that started in 1931. Forde testified before Congress three times in the last few months and is a frequent contributor to the Federal Communications Commission and other federal agencies. Forde gave a PowerPoint presentation (see attached). Forde uses fixed wireless in his home with a fiber connection 8 miles away and has approximately 40 devices connected. Spectrum is important to Midco's connections. Midco does not need line-of-sight connection. Fiber goes directly to a tower. Midco was awarded \$38.9 million in CAF (Connect America Fund) Phase II with \$230,940 planned for Kandiyohi County. Midco is running fiber pipe from Canby to St. Joseph with portions of it crossing northern Kandiyohi County. A southern portion is proposed near Lake Lillian and Blomkest. There are 176 CAF locations in Kandiyohi County. The time line is three to six years for the buildout, but Forde anticipates it will be done before then and actually hopes service will be available by the end of next year. Glenn Otteson stated

a portion of the fiber is already in the ground past his home. The assumption is Midco will be able to use 40MHz wide spectrum in each frequency. Forde stated every CAF address is guaranteed 100/20 Mbps and a telephone line (the green blocks within the buildout map on slide 12). Forde may be able to provide the committee with a spectrum map showing what other areas could be covered. Midco uses LTE and other technologies and it has businesses using Gig testing now. Next year marketing will begin for the 100/20 Mbps service. Forde spoke of the project Midco did for the city of Annandale with 100% private capital. Midco could get a grant to run a fiber pipe to those cities. Every acre could potentially have access and there are no limitations to where Midco can bring Internet. However, there are franchises and telephone laws. Midco is working with cities on the Minnesota Employment and Economic Development's list for grant applications. Forde stated most of the towns they service are under a population of 500. Midco has serviced many small towns and has been very successful in getting state broadband grants. There are 7.2 billion people without broadband.

To have a project in Kandiyohi County, Midco will need to know:

1. Where are the key vertical assets in Kandiyohi County (the higher the better)?
2. Are there cities listed as unserved by Minnesota? This information is needed now to evaluate grant applications.
3. Is there a city that wants to sign up for service or a big business that wants to sign up?

Chair Boeschen informed Forde that three townships are interested in conducting an engineering study and obtaining broadband. Forde will provide the committee with a serviceability checklist.

[Les Nelson was excused from the meeting.]

UNFINISHED BUSINESS

Contact with Hanson Communications. Glenn Otteson spoke with Hanson Communications, which is interested in discussing a project for a couple of townships next year. Otteson recommended narrowing down an area, speaking with the townships and then meet with Hanson. Hanson is doing a project in Pope County now; is overbuilding the city of Raymond with fiber to the home this year and will possibly finish next year and just completed Sacred Heart. It will also be building Maynard and Clara City this year.

Township projects. Schmoll spoke with Mamre Township this morning and was informed it passed a resolution that if all three other entities participate in the study and if it owns the survey upon completion they will also participate. Schmoll will meet with Dovre Township tomorrow; there is a little resistance as it has some served areas. Schmoll should know by tomorrow night if the study will move forward.

NEW BUSINESS

Committee membership.

IT WAS MOVED BY Roger Imdieke, SECONDED BY Ramsey Schaffnit, to approve Glenn Otteson as a member of the Kandiyohi County and City of Willmar Economic Development Commission Broadband and Advanced Technology Committee.
MOTION CARRIED.

REPORTS

Minnesota Rural Broadband Coalition/Legislative Update. Dave Sisser reported he participated in the Coalition's teleconference, but it was hard to hear everything. A lot of people were very knowledgeable and are moving some things forward. Schmoll met with Nancy Hoffman. Judy Erickson, the lobbyist, resigned her position, but Nathan Zacharias is interested in taking over. The Coalition has 90 members, but not all are paying, which Schmoll has questioned.

ADJOURNMENT—There being no further business,

IT WAS MOVED, SECONDED AND CARRIED to adjourn the meeting.

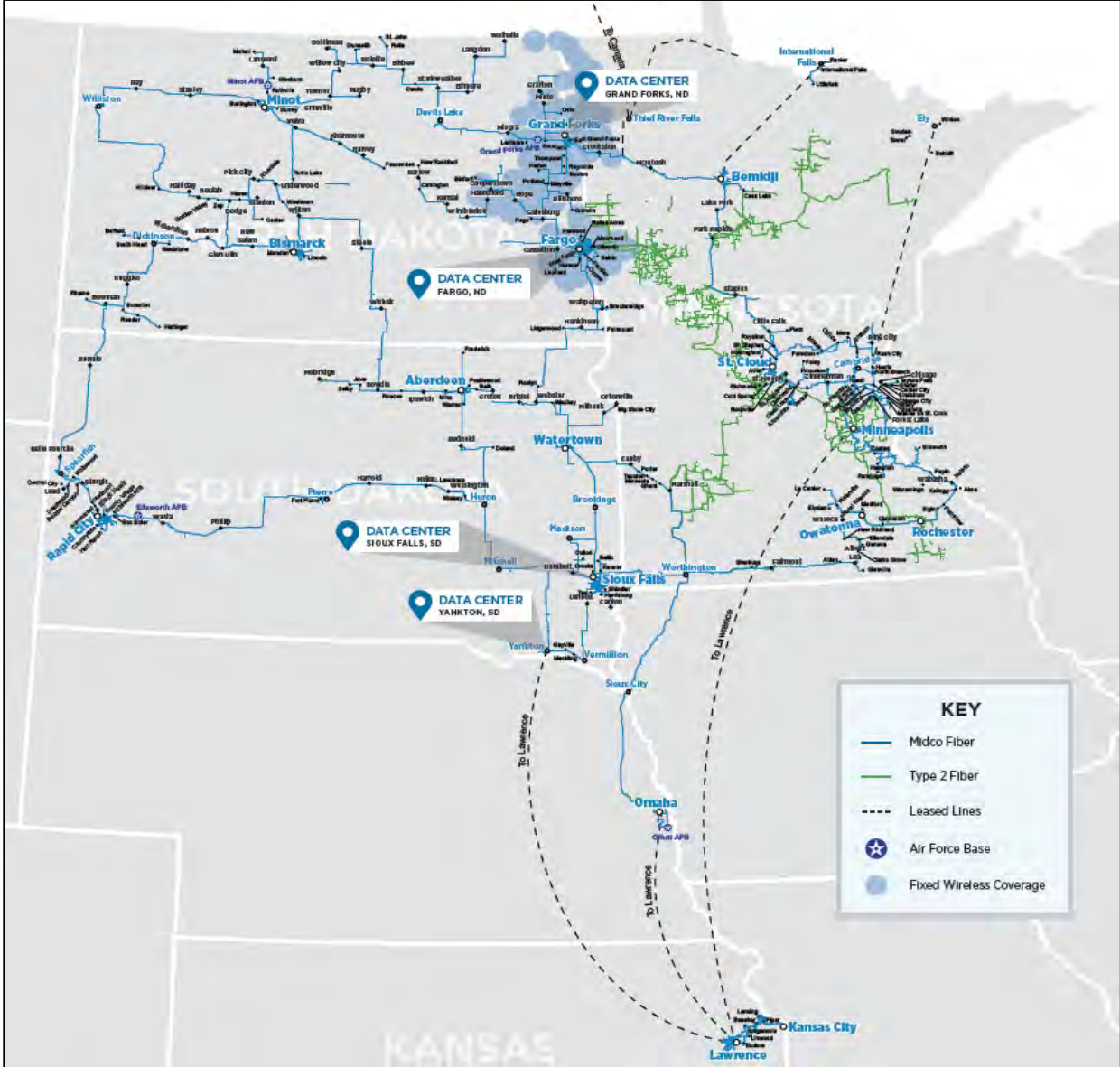
The meeting was adjourned at approximately 1:02 p.m.

NEXT MEETING—The next committee meeting is **12 noon, Monday, August 5, 2019** at the Kandiyohi County Health & Human Services Building, Willmar.

Connectivity in Kandiyohi County



Extensive Fiber Network



Current Fiber Broadband

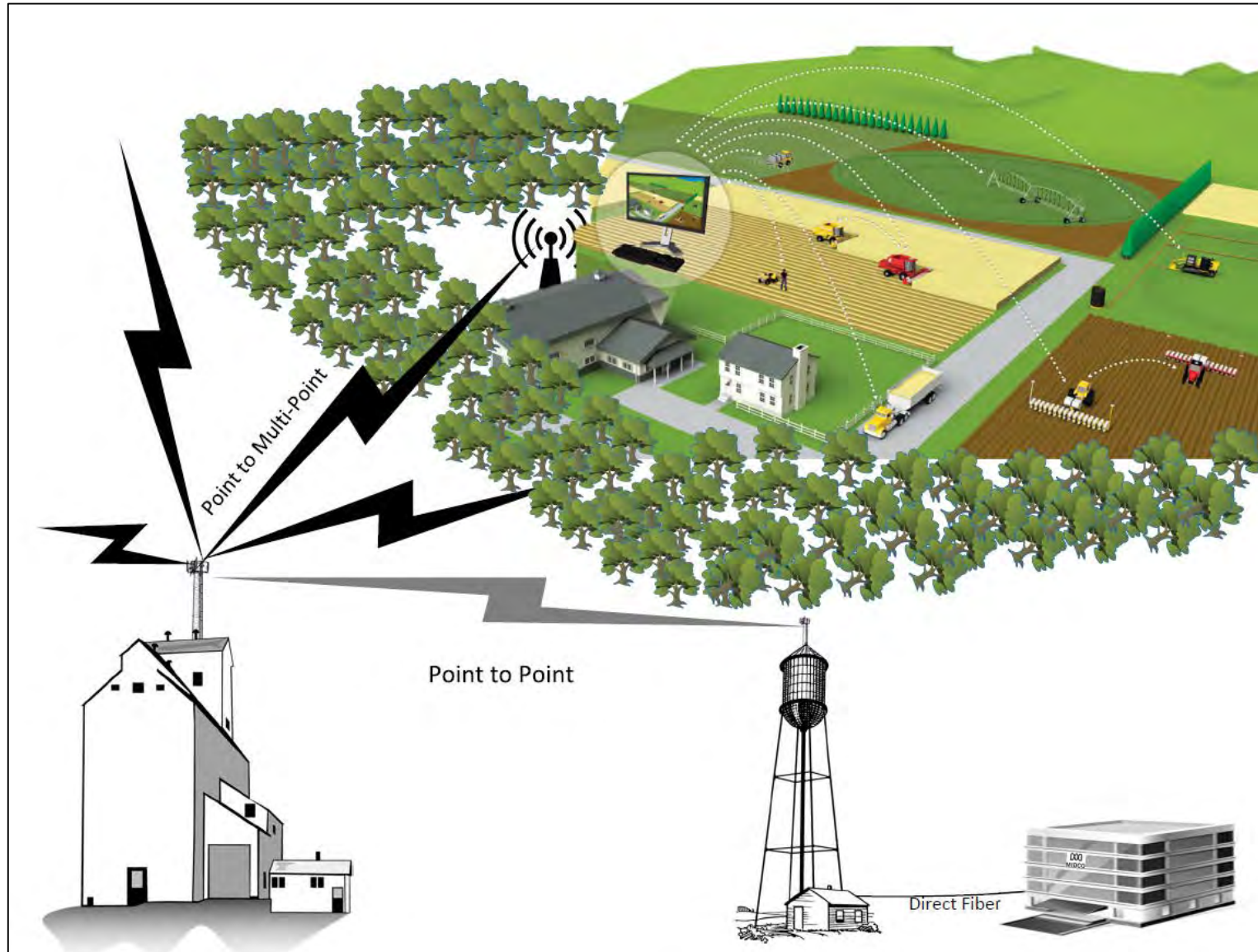
- Fiber is the backbone for innovation, including fixed wireless
- 118 MN communities
- 74,389 MN customers
- 63% of MN markets have Gig access
- Over 10,000 Gig customers

10G Evolution

- Leverages recent advances to build upon our Gig capability
- Features fiber-smart, 2-way speeds and carrier-class 10G speeds for future generations of network technology
- Brings world-class capability to rural MN



Fixed Wireless Connects Rural America




MIDCO
Let's Go[®]

Fixed Wireless in Rural America



Taking the Bull Out of Rural Internet

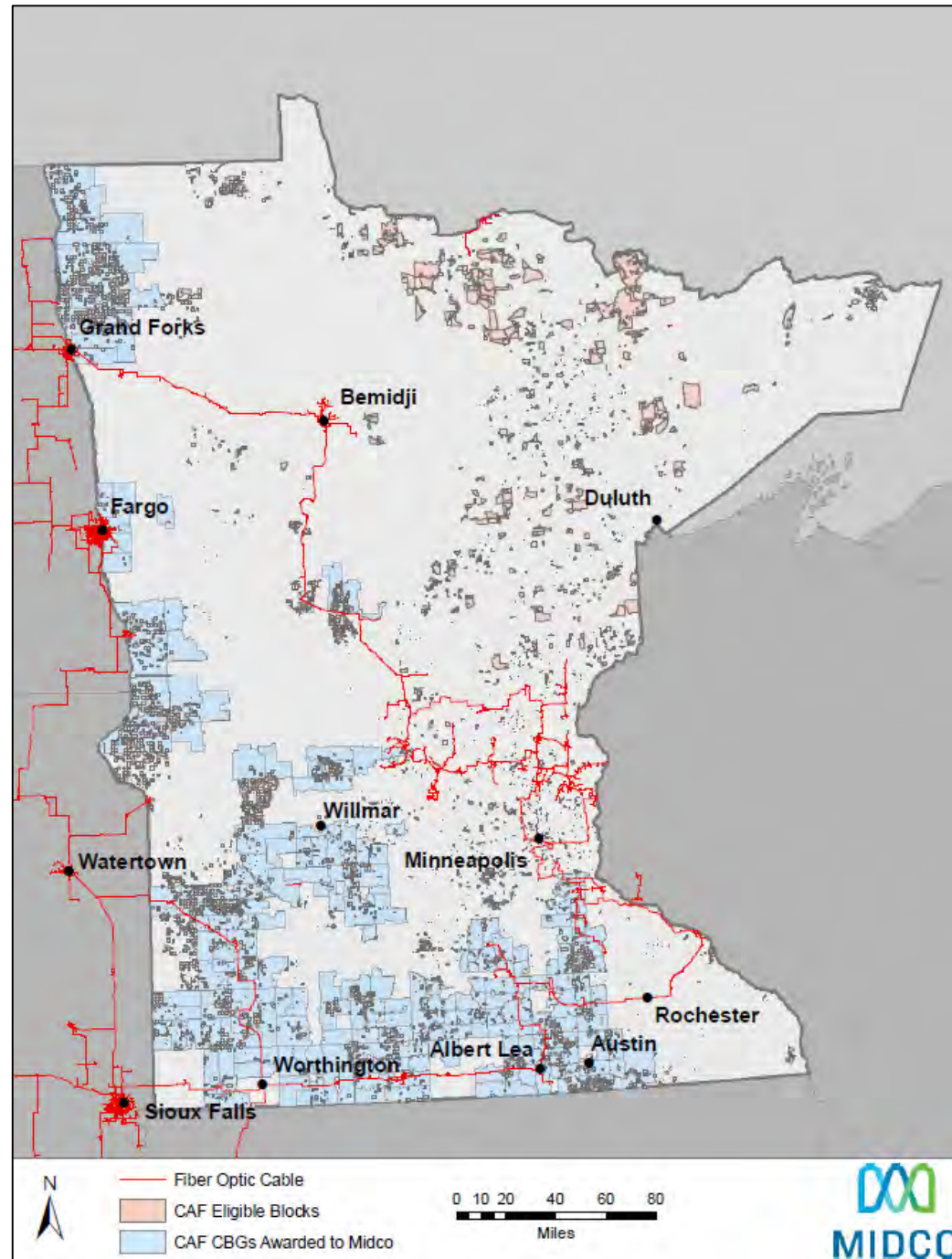
- <https://www.youtube.com/watch?v=kix6vaZhvNU&feature=youtu.be>

Midco Edge OutSM

- Fiber leads all strategic builds
 - Fiber buildouts where possible
 - Fiber-fed towers for internet connectivity
- Fixed wireless is a tool in the toolbox, with various uses
 - Prior to a fiber build
 - Remote areas
 - Difficult terrain
- Awarded \$38.9 Million in CAF Phase II
 - \$230,940 in Kandiyohi County

Future MN Fixed Wireless Growth

- Edge out current fiber network to serve remote, rural areas
- CAF is the first step in an expansion plan



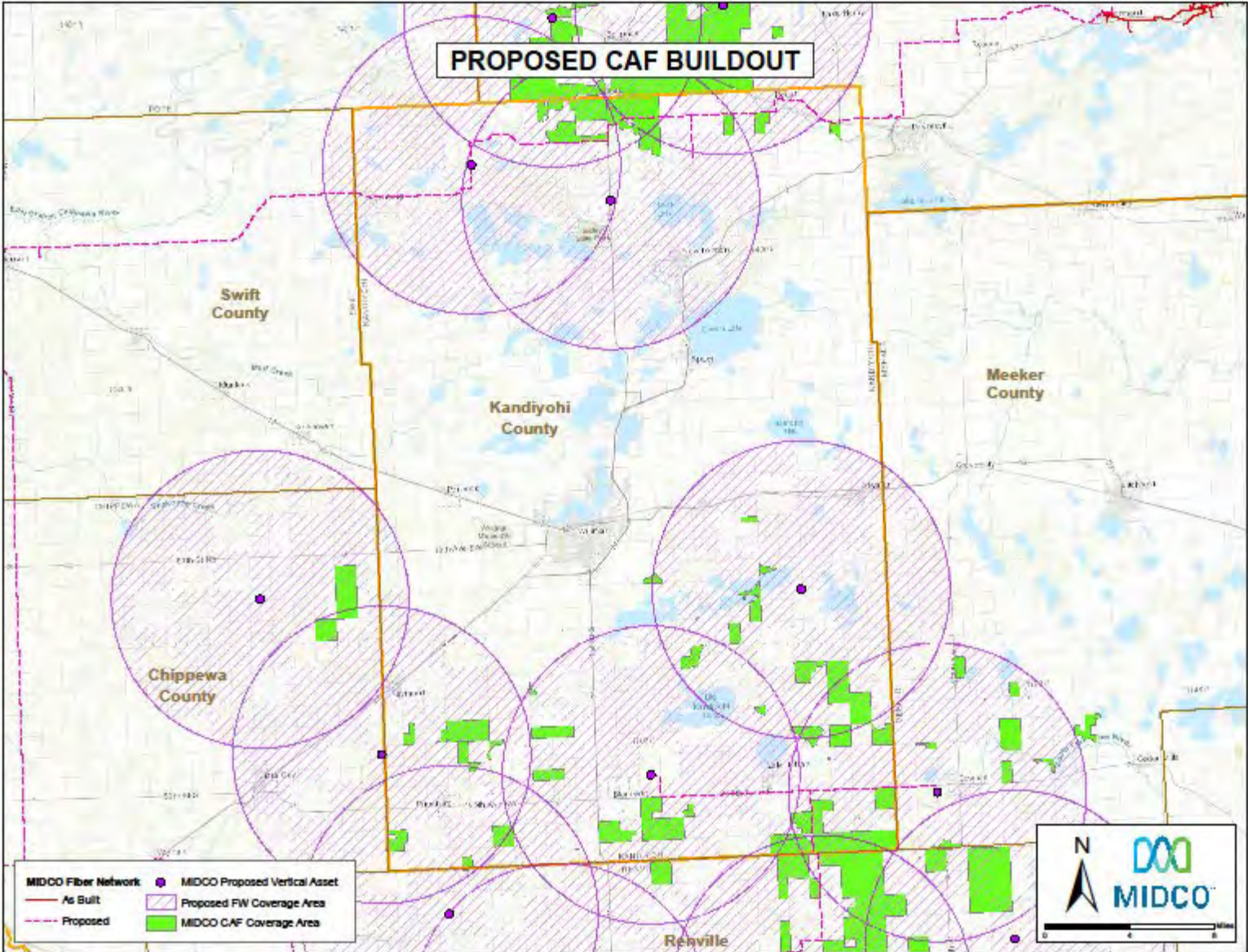
Future MN Fixed Wireless Broadband

- 7,410 CAF locations in MN
 - 176 in Kandiyohi County
- Over 100,000 homes passed in MN CAF area
- 100/20+ speeds will be offered; no data caps
- 3-6 year buildout

Proposed Kandiyohi Buildout

- Long-haul fiber in the northern and southern portions
 - Northern portion (part of St. Joseph to Canby pull) already in the ground
 - Southern portion proposed near Lake Lillian and Blomkest
- 4 *proposed* vertical assets in the county to provide Fixed Wireless
 - 7 other assets will reach into the county

Proposed Kandiyohi CAF Buildout



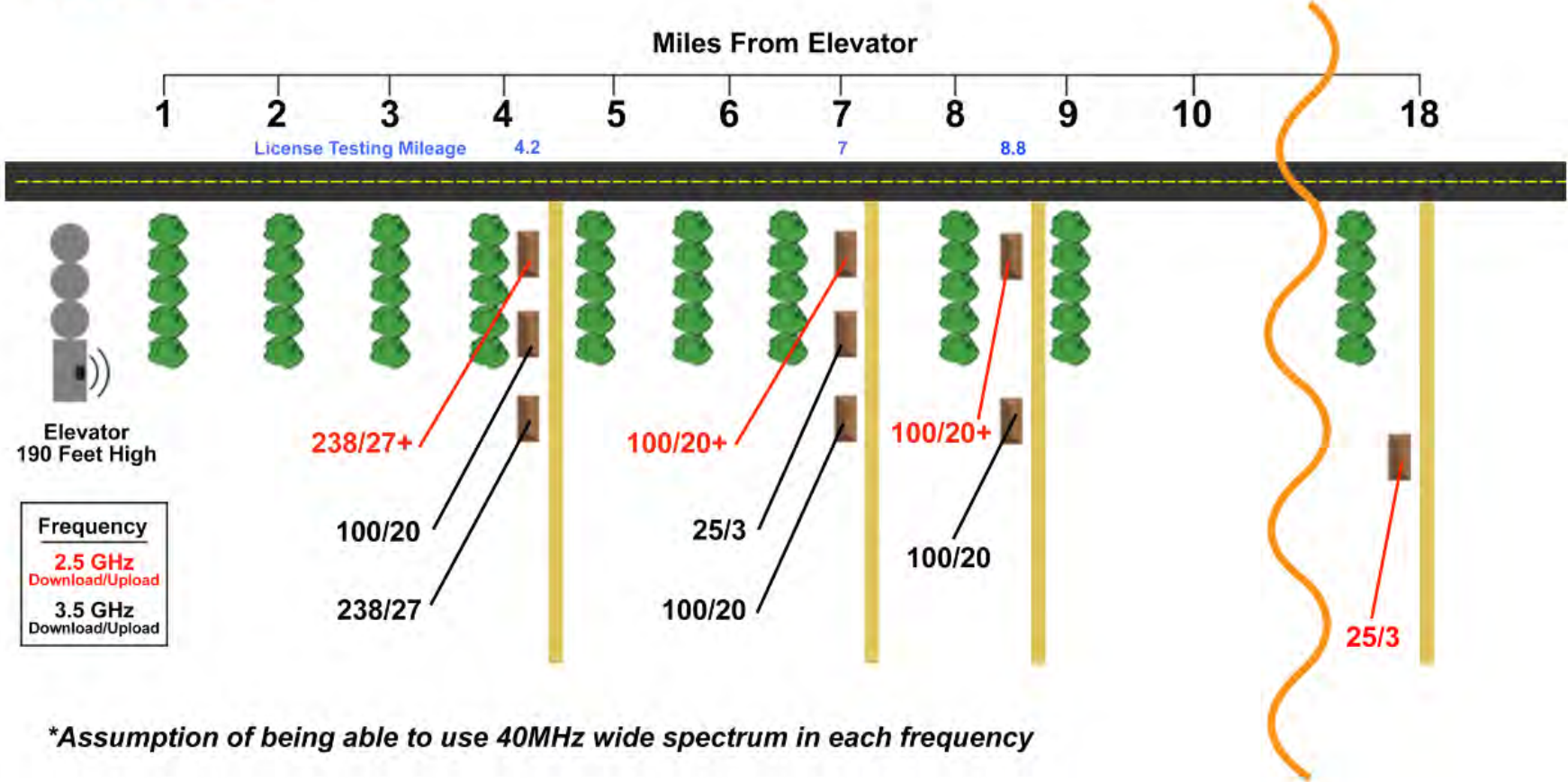
Current Core Network is LTE

- Carrier-grade network using LTE technology
- “4.5G” current capability; **5G** future capability
- Can be upgraded to 2.5 GHz for near and non-line of site when spectrum becomes available

Mid-Band LTE Network



Expected Throughput per Frequency*



Assistance for Future Deployments

- County/Community-
 - Partnership on Border-to-Border Grant Applications
 - Access to government-owned assets besides MN DOT towers
 - Towers, tall government buildings, etc.
 - Easement access

Contact Information

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