



# RDOF Auction 904 Postmortem Summary







# **RDOF Auction 904 Postmortem Report**

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- 3. RDOF Auction Results by State
- 4. Overview of Results for Top 10 Winners
- 5. Other RDOF Winners
- 6. State by State Results
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# **Executive Summary - RDOF Auction 904 Phase 1**

Overall RDOF Results \$9.2B for Rural Broadband Awarded for 49 states covering 5.2 million of 5.9 million target locations.

The Majority of CGB's were won at the Gigabit Speed Tier

Gigabit Tier winners may be claiming to offer speeds that are not feasible with existing technology.

Even with the reduced award, all winners must submit a long form application by January 29

Speed Tier	Percent Won
Gigabit	85% (\$8.285 B)
Above Baseline 100 Mbps/20 Mbps	15%(\$0.938 B)
Baseline 25/3 Mbps	~0% (\$0.007B)

Starlink (SpaceX) won 94% of Above Baseline Funds, losing only to Gigabit bidders



# **Executive Summary - RDOF Auction 904 Phase 1 Results**

#### Auction 904 RDOF Phase 1

Opened 10/29/2020
Closed 11/25/2020
386 Qualified Bidders
180 Winning Bidders,
\$9.2B for Rural Broadband
Awarded for 49 states
5.2 million of 5.9 million
target locations
Only 57% of
\$16 billion

Some WISPs bid on realistic 100 Mbps services only to be outbid by other WISPs that are claiming to offer speeds that are not feasible with existing technology. This raises questions of whether the FCC has any credibility when it makes auction rules.

#### **Major Winner Results**

Company	Auction Winnings	Locations/ States
LTD Broadband	\$1.3 billion	528,000/15
Charter Com CCO Holdings	\$1.22 billion	1 million 24 states
Rural Electric Cooperative	\$1.1 billion	618,000 22 states
SpaceX	\$885.5 million	642,000/35
Windstream	\$522.9 million	192,567/18
AMG Tech	\$429.2 million	206,136/12
Resound Networks, LLC	\$310,681,609	219,239 7 states
Frontier	\$370.9 million	127,188/8
Starry	\$268,851,316	108,506/9
CenturyLink	\$262.4 million	77,257/20

#### **Market Comparison**

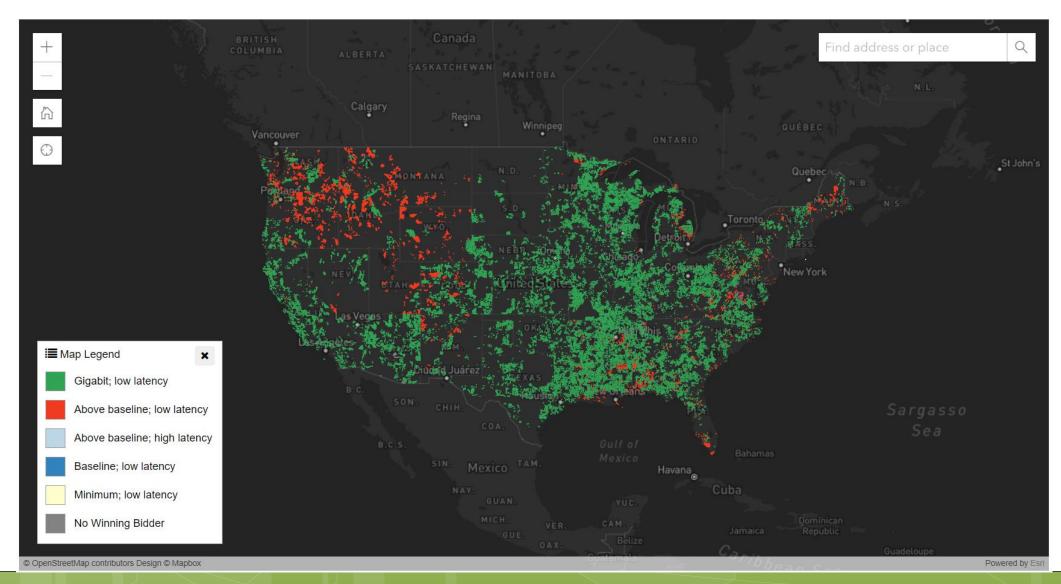
Cable operators, electric coops, incumbent telcos, LEO satellite and fixed wireless providers.

85% of locations received lower subsidy than expected.

Majority of locations will be receiving Gigabit broadband — far above the 25/3 Mbps minimum level of service that providers could bid on in the RDOF Auction 904.

# Rural Digital Opportunity Fund Phase I Results

Data as of 12/07/20





# **RDOF Auction Results by State**

State	RDOF Support	Winning Bidders	Locations	State	RDOF Support	Winning Bidders	Locations
Alabama	\$330,804,827	13	196,460	Maine	\$71,175,908	4	27,755
Arizona	\$195,847,668	7	129,445	Maryland	\$48,023,869	5	37,761
Arkansas	\$424,243,217	15	200,612	Massachusetts	\$32,631,916	2	25,480
California	\$695,158,129	15	364,878	Michigan	\$362,985,055	13	249,263
Colorado	\$249,833,709	8	76,216	Minnesota	\$408,150,745	22	142,841
Connecticut	\$4,210,411	2	2,899	Mississippi	\$495,725,799	12	218,990
Delaware	\$13,302,048	2	7,757	Missouri	\$346,297,660	17	199,211
Florida	\$191,753,609	11	141,625	Montana	\$125,815,439	6	45,984
Georgia	\$326,454,112	15	179,455	Nebraska	\$60,377,536	10	43,435
Hawaii	\$24,740,782	2	8,081	Nevada	\$63,536,610	5	30,584
Idaho	\$112,489,827	8	40,706	New	\$25,257,660	4	17,740
Illinois	\$378,310,110	19	159,967	Hampshire	\$25,257,660	4	17,740
Indiana	\$169,379,964	11	152,983	New Jersey	\$10,739,474	1	8,686
lowa	\$143,892,544	11	53,819	New Mexico	\$165,209,718	18	64,170
Kansas	\$62,107,482	12	46,827	New York	\$99,891,715	10	46,647
Kentucky	\$148,978,767	11	98,909	North Carolina	\$166,580,441	9	155,137
Louisiana	\$342,207,315	13	175,692	Ohio	\$170,038,205	11	191,093



# RDOF Auction Results by State (continued)

State	RDOF Support	Winning Bidders	Locations
Oklahoma	\$154,556,450	13	126,153
Oregon	\$212,027,091	10	81,634
Pennsylvania	\$368,743,200	13	184,505
Rhode Island	\$1,273,784	1	3,678
South Carolina	\$121,245,987	9	108,833
South Dakota	\$52,285,517	6	10,051
Tennessee	\$148,625,826	11	155,220
Texas	\$362,662,934	22	310,962
Utah	\$31,384,525	3	10,373
Vermont	\$32,533,635	4	19,330
Virginia	\$238,644,933	16	186,475
Washington	\$222,768,532	9	100,422
West Virginia	\$362,066,660	9	119,267
Wisconsin	\$373,715,051	14	240,546
Wyoming	\$57,471,543	11	18,966
Mariana Islands	\$3,706,235	1	530

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# Wireless 2020

#### **RDOF Auction 904 Phase 1**

Opened 10/29/2020Closed 11/25/2020

- 386 Qualified Bidders 180 Winning Bidders
- \$9.2B for Rural Broadband Awarded
   Only 57.5% of Phase 1 \$16 billion
- 5.2 million of 5.9 million target locations, rural census block groups in 49 states
- Top 10 winners won 76% of total \$9.2 billion

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Toronto	la la
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Chicago 2 <sup>th</sup> Providence	
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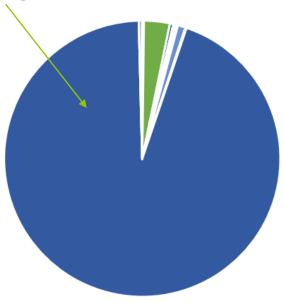
	RDOF Winning Company	Bidding entity	Amount	Locations	States	Likely Technology
1.	LTD Broadband	LTD Broadband LLC	\$1,320,920,719	528,088	15	Gigabit fiber and fixed wireless
2.	Charter	CCO Holdings, LLC	\$1,222,613,870	1,057,695	24	Gigabit fiber
3.	Rural Electric Cooperative	Rural Electric Cooperative Consortium	\$1,104,395,953	618,476	22	Gigabit fiber
4.	SpaceX Starlink	Space Exploration Technologies Corp.	\$885,509,638	642,925	35	LEO satellites
5.	Windstream	Windstream Services LLC	\$522,888,779	192,567	18	Gigabit fiber and fixed wireless
6.	Nextlink	AMG Technology Investment Group LLC	\$429,228,073	206,136	12	Gigabit Fiber and fixed wireless
7.	Frontier	Frontier Communications	\$370,900,833	127,188	8	Gigabit fiber
8.	Resound Networks	Resound Networks, LLC	\$310,681,609	219,239	7	Gigabit fiber and fixed wireless
9.	Starry	Connect Everyone LLC	\$268,851,316	108,506	9	mmWave fixed wireless and Fiber
10.	CenturyLink	CenturyLink, Inc.	\$262,367,614	77,257	20	Gigabit fiber and fixed wireless

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#### **Above Baseline Winners**

SpaceX got 94% of all Above Baseline Awards



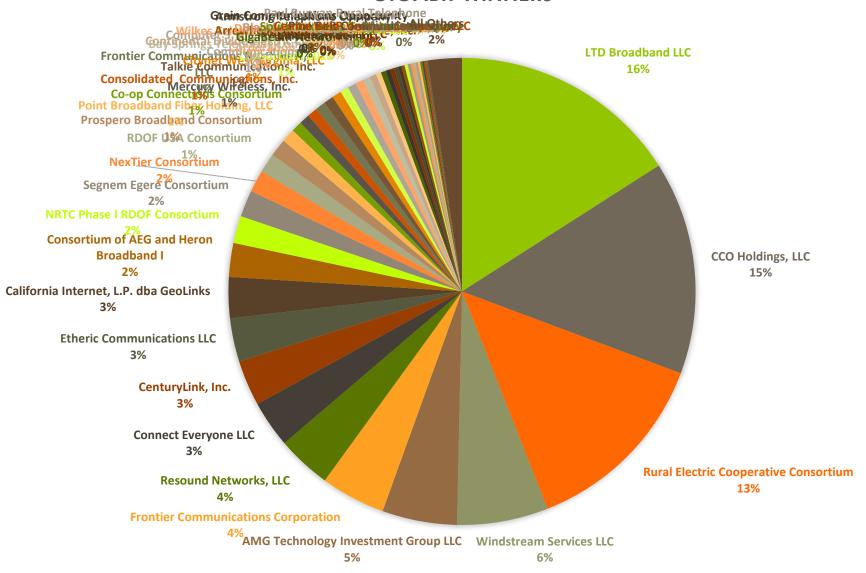
- AB Indiana LLC
- Cal.net, Inc.
- DoCoMo Pacific, Inc.
- GigaBeam Networks, LLC
- Mercury Wireless, Inc.
- NexTier Consortium
- Space Exploration Technologies Corp.

- Altice USA, Inc.
- California Internet, L.P. dba GeoLinks
- Enduring Internet
- HomeTown Broadband, Inc.
- Midcontinent Communications
- NMSURF, Inc.
- Unified Communications Inc.
- Windstream Services LLC, Debtor-In-Possession Wisper-CABO 904 Consortium

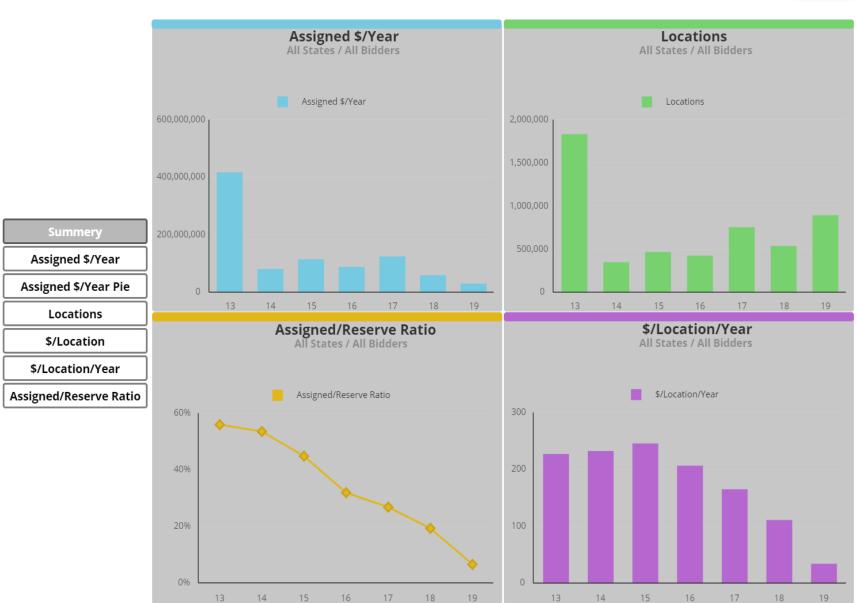
- AMG Technology Investment Group LLC
- Commnet Wireless, LLC
- FiberLight, LLC
- Mediacom Communications Corporation
- Mountain West Technologies Corporation
- SLIC Network Solutions, Inc.
- Visionary Communications, Inc.



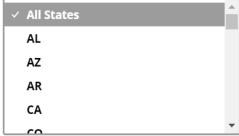
#### **GIGABIT WINNERS**







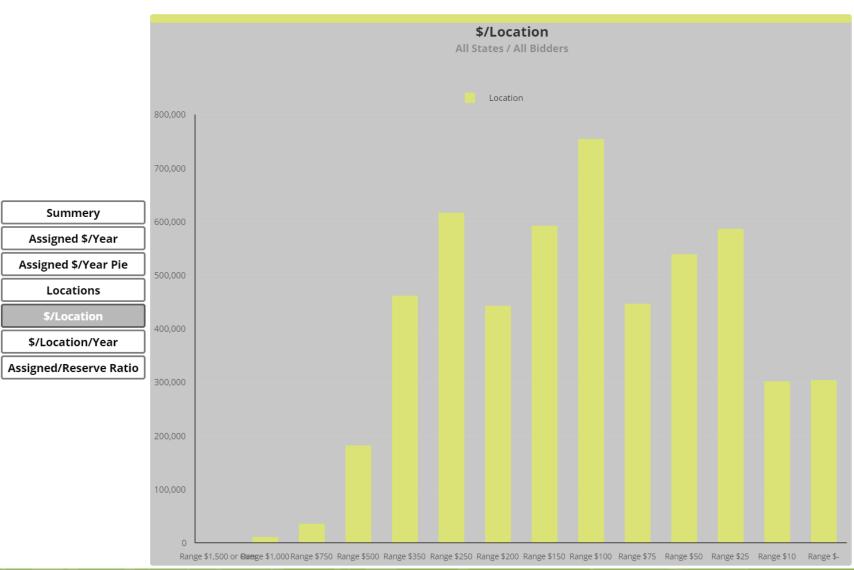










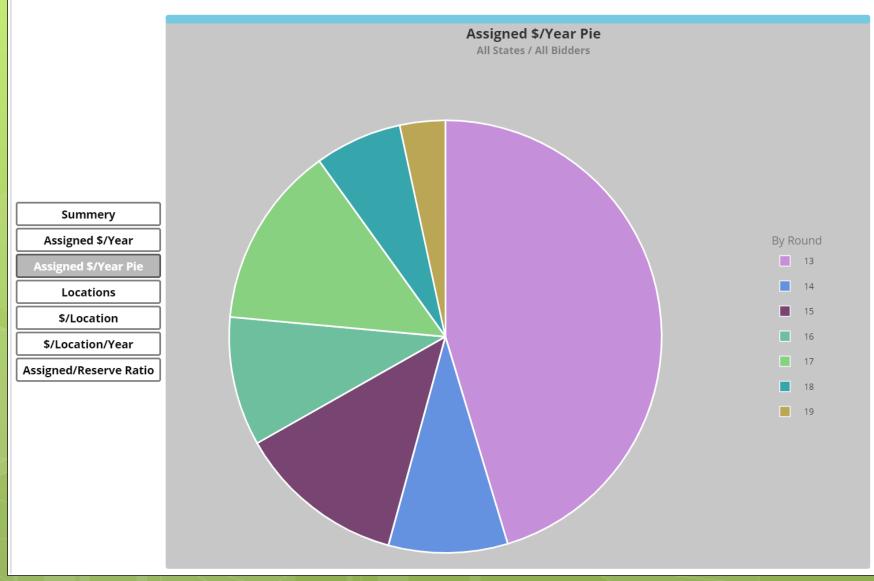








Assigned \$	\$923,068,871
Assigned \$ - 10 Year	\$9,230,688,715
location	5,286,477





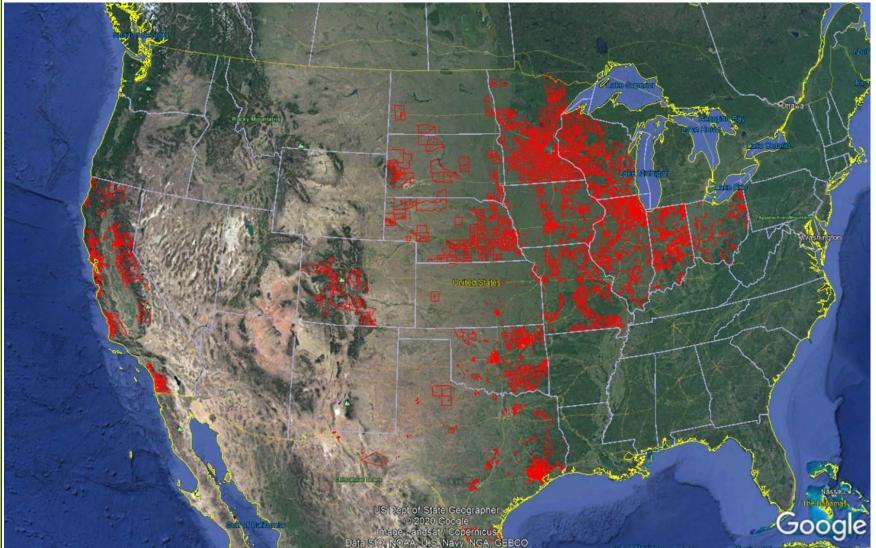








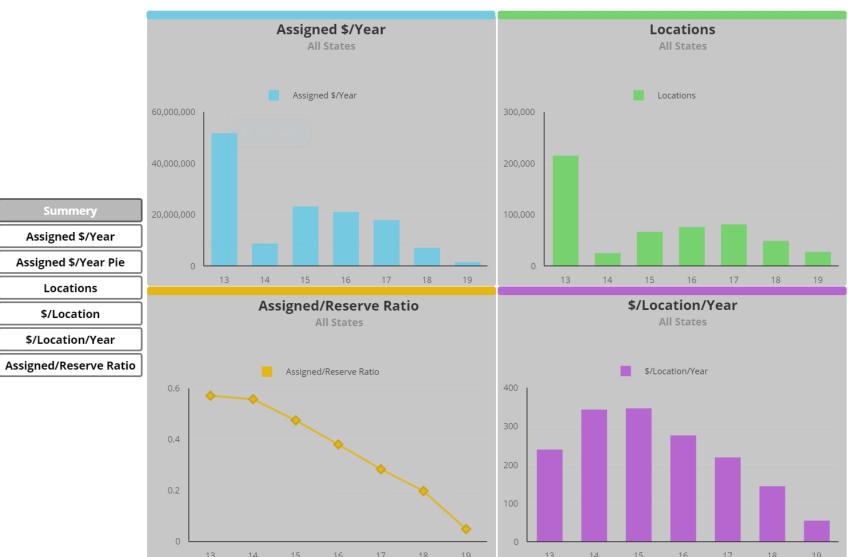
# **LTD Broadband RDOF Winnings**



- \$1.3 billion
- 528,000 locations
- 15 states
- 1. California
- 2. Colorado
- 3. Texas
- 4. Oklahoma
- 5. Kansas
- 6. Nebraska
- 7. South Dakota
- 8. North Dakota
- 9. Minnesota
- 10.lowa
- 11.Missouri
- 12. Wisconsin
- 13.Illinois
- 14.Indiana
- **15.**Ohio

# Wireless 20|20

#### **LTD Broadband**



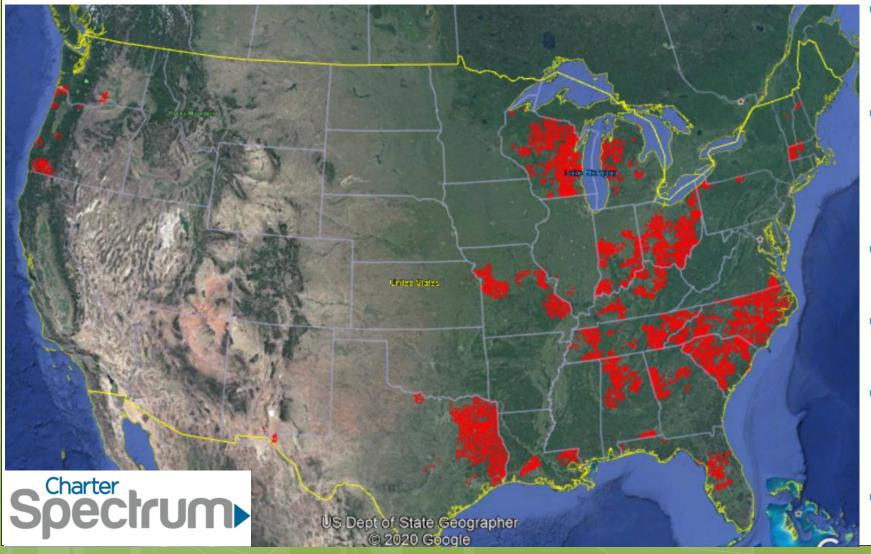








# **Charter Communications/CCO Holdings, LLC**



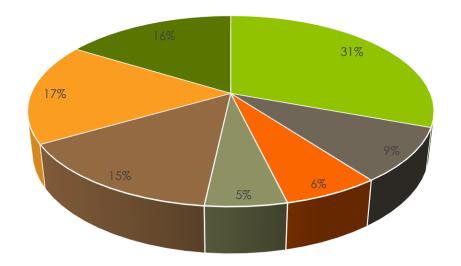
- Charter current coverage 102.7 m
   HHs in 42 states.
- Charter added
   2.3m internet
   subscribers in the
   past 12 months
- \$1.2 billion in RDOF funding
- 1.05 million locations 24 states
- Expanding Charter's rural footprint
- All Gigabit/ Low Latency





# **Charter Round Analysis**

Charter



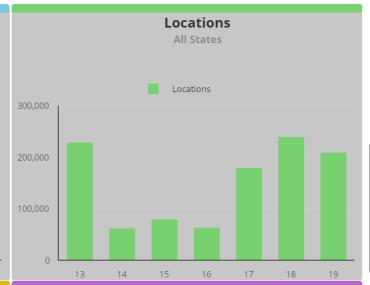
Round 13 Round 14 Round 15 Round 16 Round 17 Round 18 Round 19

# Wireless 20|20

#### **Charter Communications**

Assigned \$/Year















# **Rural Electric Cooperative Consortium**

- 3rd largest recipient of FCC RDOF Funding
- 190 Electric Co-ops formed a consortium and qualified to bid FCC's RDOF Auction
- Rural Electric Cooperative Consortium won \$1.1 billion for 618,000 locations in 22 states

Electric Coops	Location
Arrowhead Electric	Lutsen, Minnesota
Bandera Electric Coop	Bandera, Texas
Barry Electric Co-op	Cassville, Missouri
Blue Ridge Mountain EMC	Young Harris, Georgia
Buckeye Rural Electric Coop	Rio Grande, Ohio
Cloverland Electric Coop	Dafter, Michigan
Concho Valley Electric Coop	San Angelo, Texas
Continental Divide Electric Coop	Grants, New Mexico
Mohave Electric Cooperative	Bullhead City, Arizona
Roseau Electric Cooperative	Roseau-Minnesota

RDOF Winner	Total over 10 Years	Locations States	Technology Service Tier
Rural Electric Cooperative	\$1,104,395,953	618,476 22 states	Gigabit fiber



Conexon worked with RECC Rural Electric Membership Cooperatives to bring Gigabit fiber to the home to rural communities.



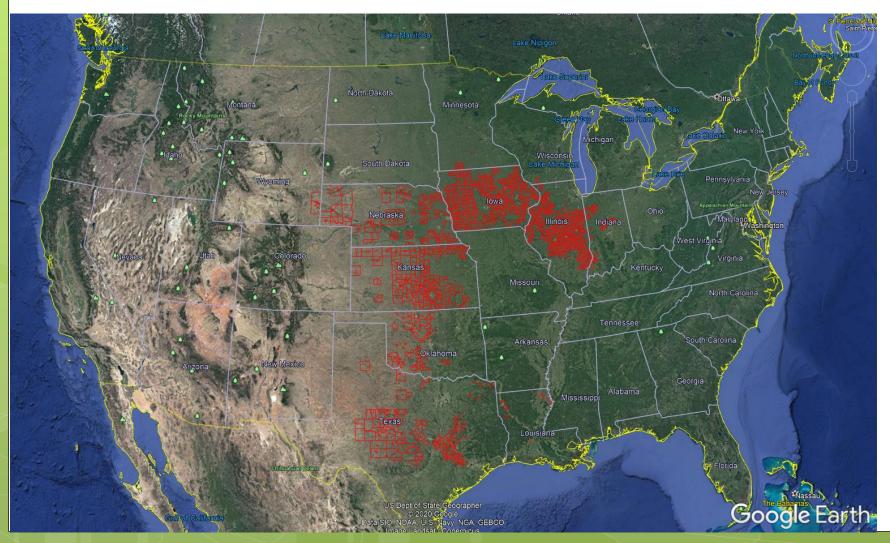


## **Rural Electric Cooperative Consortium**





# **NextLink/AMG - RDOF Winnings**



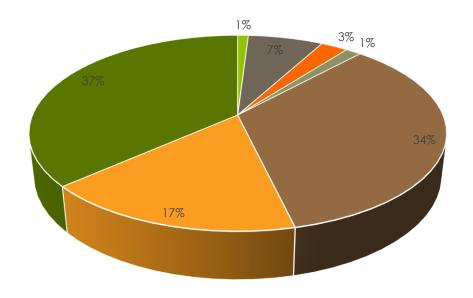
- \$430 million
- 206,136 locations
- 12 states
- Received FCC permission to bid Gigabit wireless
- 1. Colorado
- 2. Idaho
- 3. Illinois
- 4. Iowa
- 5. Kansas
- 6. Michigan
- 7. Louisiana
- 8. Nebraska
- 9. New Mexico
- 10.Oklahoma
- 11.Texas
- 12. Wyoming





# **NextLink/AMG Round Analysis**

AMG



Round 13 Round 14 Round 15 Round 16 Round 17 Round 18 Round 19



## **Resound Networks, LLC**

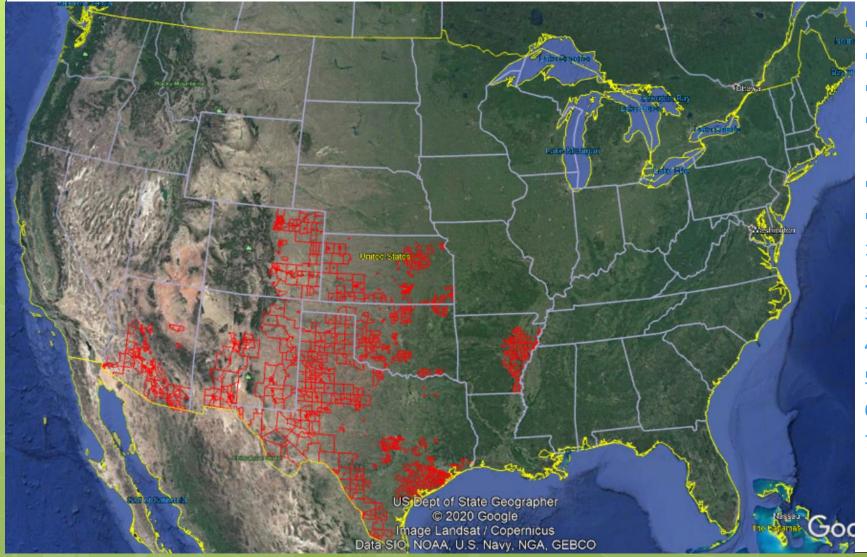
- ReSound Networks is a Fixed-wireless ISP
   Co-founded in West Texas in 2016 by Bryan
   Waldrip CEO, Chadd Giles COO and Eric
   Kingcade, CFO.
- Resound Networks provides broadband wireless internet across five states covering roughly 50,000 sq. miles of eastern New Mexico, Texas Panhandle and Western Oklahoma.
- Central tower systems exist in Hobbs, New Mexico as well as Lubbock, Pampa, Wheeler, Shamrock and Wellington Texas.
  - 10 mbps. \$39.99 per month
  - 25 mbps. \$59.99 per month
  - 50 mbps. \$79.99 per month
  - 100 mbps. \$99.99 per month

 ReSound Networks won \$310 million for 219,239 locations in seven states.

RDOF Winner	Total over 10 Years	Locations States	Technology Service Tier
Resound Networks	\$310 million	219,239 7 states	Gigabit Fiber Fixed Wireless Above Baseline
NEW MEXICO		OKLAHOMA	
2		The state of the s	
	TEXAS		* }
res	Sound Networks		22



# **Resound Networks, LLC**



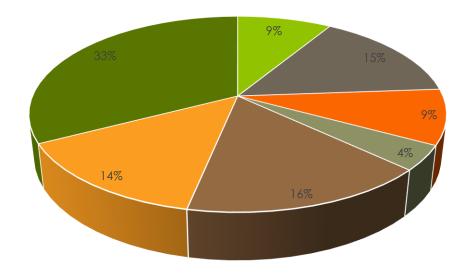
- \$310 million
- 219,239 locations
- 7 states
- All Gigabit/ Low Latency
- FWA ISP
- No fiber experience
- 1. Arizona
- 2. New Mexico
- 3. Colorado
- 4. Texas
- 5. Oklahoma
- 6. Kansas
- 7. Arkansas





# **Resound Round Analysis**

Resound



Round 13 Round 14 Round 15 Round 16 Round 17 Round 18 Round 19



# **SpaceX Starlink**

- 4th largest recipient of FCC RDOF Funding
- SpaceX received \$886 million over 10 years from FCC to subsidize Starlink service to 642,925 funded locations in 35 states
- SpaceX will use 1,000 LEO satellites to beam internet from space to high-tech antennas mounted on homes across rural America
- SpaceX's Starlink internet service is currently in beta testing and is not yet fully operational.
- Starlink services in beta costs \$99 per month, plus a one-time fee of \$499 for the user terminal, mounting tripod and router.
- SpaceX could use the FCC funding to lower prices or increase speeds which will vary from 50 Mbps to 150 Mbps.

RDOF Winner	Total over 10 Years	Locations States	Technology Service Tier
SpaceX Starlink	\$886 million	642,925 35 states	LEO Satellite Above Baseline



# STARLINK

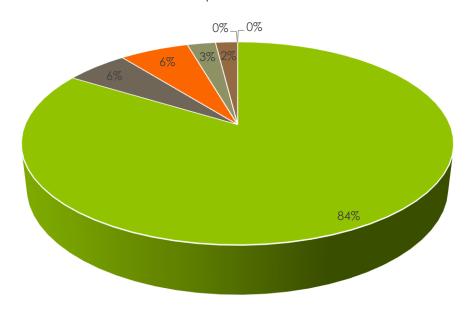
SpaceX Received 94% of all Above Baseline awards with \$139 average per location and is getting funds to serve 40 locations on Northwestern University campus





# **SpaceX Starlink Round Analysis**

Space Ex



Round 13Round 14Round 15Round 16Round 17Round 18Round 19



# **Starry - Connect Everyone LLC**

- 9th largest recipient of FCC RDOF Funding Connect Everyone LLC from Chet Kanojia and Joe Lipowski who founded Starry in 2016
- Starry received \$269 million over 10 years from FCC to subsidize mmWave fixed wireless service to 108,506 funded locations in 9 states
- Starry internet service is currently focused on multi-dwelling units in urban/suburban areas.
- Starry services cost \$30/month for 100 Mbps or \$50/month for 200 Mbps downloads.
- Starry could use the FCC funding to expand the coverage of its mmWave fixed wireless services using <u>MU-MIMO technology</u> to rural areas in 9 new states.





# Windstream, Frontier, CCI and CenturyLink - Incumbent Telcos

- Windstream won \$522.9 million for 192,567 locations in 18 states
- Frontier received \$370.9 million over 10 years from FCC to subsidize fiber and fixed wireless service to 127,188 locations in 8 states
- Frontier was able to prevent Chapter 11
   Bankruptcy from Interfering with RDOF
   Participation
- CenturyLink won \$262.3 million for 77,257 locations in 20 states
- Consolidated Communications won \$59 million to deploy fiber and bring new gigabit broadband 27,000 locations across 7 states

RDOF Winner	Total over 10 Years	Locations States	Technology Service Tier
Windstream	\$522.9 million	192,567 18 states	Gigabit fiber & fixed wireless
Frontier Communications	\$370.9 million	127,188 8 states	Gigabit fiber & fixed wireless
CenturyLink	\$262.3 million	77,257 20 states	Gigabit fiber & fixed wireless
CCI (Consolidated Communications)	\$59 million	27,000 7 states	Gigabit fiber & fixed wireless

Incumbent Telcos received 1.2 billion in FCC RDOF Funding 425,000 locations with a combination of Gigabit fiber and fixed wireless



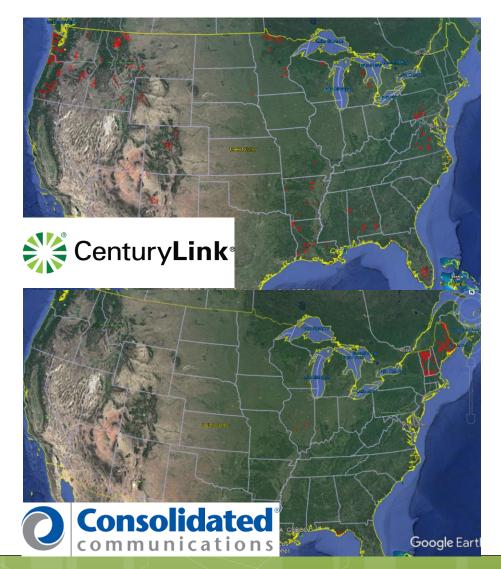


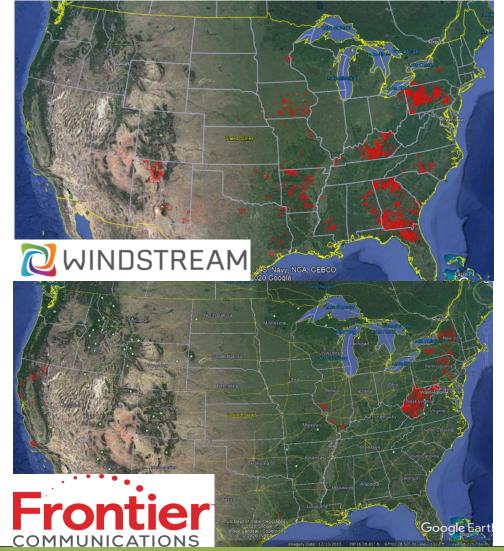






# Windstream, Frontier, CCI and CenturyLink RDOF Winnings







## **Other RDOF Winners**

RDOF Winning Company	Amount	Locations	States	Service Tier/Technology
Etheric Communications	\$248,634,963	64,463	1	California
GeoLinks - California Internet	\$234,889,665	128,297	3	AZ, CA, NV
Segnem Egere Consortium	\$152,854,440	57,387	3	
Point Broadband Fiber, LLC	\$78,414,413	34,472	5	
Mercury Wireless, Inc.	\$68,310,842	167,684	6	
Commnet Wireless, LLC	\$28,436,936	19,028	10	
Pioneer Wireless	\$5,543,142	1,638	1	Maine
Wisper-CABO 904 Consortium	\$4,974,442	3,453	13	
MIDCO	\$4,960,473	6,506	3	
Mediacom	\$2,254,655	9,752	4	
Hughes Network Systems, LLC	\$1,273,784	3,678	1	CBGs in Rhode Island – Above Baseline
Altice USA	\$849,880	5,220	6	
Redzone Wireless	\$507,752	755	1	Maine
Barry Technology Services	\$14,502	26	1	

#### **WiROI™ Suite of Techno-Economic Models**

- WiROI™ Fw Fixed Wireless Models
- WiROI™ fiber Fiber Deployment Models
- WiROI™ 5G Hybrid Fiber Wireless Models









#### WiROI™ Model



## **WiROI™ Model (Income)**



## WiROI™ Model (OpEx)

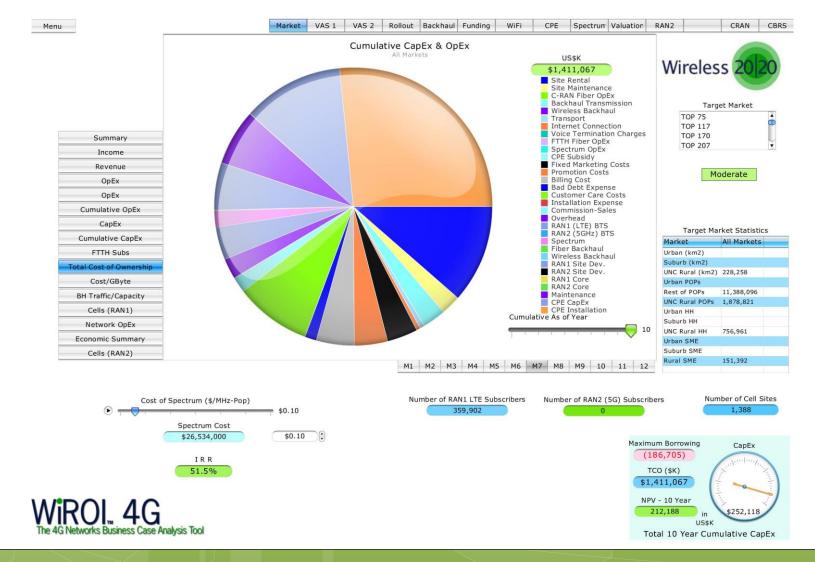


## WiROI™ Model (CapEx)





## **WiROI™ Model (Cost of Ownership)**





## Wireless 20/20 RDOF Tools and Software

- Wireless 20/20 offers a comprehensive set of tools to support Investors conducting due diligence of FCC RDOF Auction winners and software to help clients prepare for auctions.
- These include:
  - Reverse Auction Simulation Tool RAST
  - Auction Bidder Behavior
  - WiROI db US Broadband Database Search Tool
  - WiROI db KML Google Earth Mapping Tools
  - WiROI Spectrum Database
  - WiROI Business Case Analysis Tools
  - Auction Results Analysis Dashboard Tools
  - Custom WiROI Analysis and Mapping Tools





# **Thank You!**

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