



MINNESOTA  
TELECOM  
ALLIANCE

## Minnesota's Broadband Voice

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# Minnesota Telecom Alliance

- We are 42 broadband providers who serve rural Minnesota.
- Members range from Lumen to one member with 260 telecom customers.
- Almost every telecom company, except Frontier and Windstream.
- Who we are not:
  - Cellular companies
  - Vonage & Magic Jack
- MTA Members have transitioned from landline telephone companies to broadband providers.

# Where are we with Broadband Deployment?

- 1.6 million residential locations served at 100Mbps/20Mbps (State 2026 speed goal)
- 189,000 residential locations left to serve
- Over 88% of Minnesota served,  
Less than 12% unserved

# Private Investment

MTA members have invested \$359.4 million  
in 2023 and \$293.7 million in 2024

Total Private investment: \$653.1 million

Year		Grants awarded		Local Match		Total
2014	\$	18,778,801	\$	27,980,795	\$	46,759,596
2015	\$	13,769,984	\$	21,958,060	\$	35,728,044
2016	\$	33,197,935	\$	40,092,318	\$	73,290,253
2017	\$	26,475,556	\$	34,247,589	\$	60,723,145
2019	\$	23,075,085	\$	35,730,023	\$	58,805,108
2020	\$	20,575,164	\$	33,625,018	\$	54,200,182
2022	\$	99,612,713	\$	152,259,622	\$	251,872,335
2023	\$	36,907,763	\$	60,858,890	\$	97,766,653
2023LD	\$	29,961,246	\$	10,760,594	\$	40,721,840
2023LE	\$	4,395,257	\$	-	\$	4,395,257
2024(9)	\$	33,302,177	\$	44,535,843	\$	77,838,020
2024LD	\$	19,729,816	\$	6,576,605	\$	26,306,421
2024(10)	\$	24,963,338	\$	368,677,181	\$	393,640,519
2024LD2	\$	26,999,984	\$	9,791,057	\$	36,791,041
<b>\$</b>		<b>411,744,819</b>	<b>\$</b>	<b>847,093,595</b>	<b>\$</b>	<b>1,258,838,414</b>

# Federal Dollars Coming into Minnesota

- Universal Service Fund High-Cost fund  
(total of over \$1.2 billion from 2016 – 2028)
  - Connect America Fund II (CAF II)
  - Alternative Connect America Model (A-CAM)
  - CAF II Auction
  - A-CAM II
  - RDOF
- Rural Utilities Service (RUS) Re-Connect Grants/Loans
  - Over \$44 million through 5 rounds

# Broadband Equity Access and Deployment Program (BEAD)

- \$652 Million awarded to Minnesota
- Three Sub-Grantee rounds starting soon
- State must have a plan by 10/3/25 to build to every eligible Minnesotan.
- Four years to build out

# Federal Obstacles to Participation

- Lien Requirements
- Open Access Requirements
- Archeological and environmental requirements to have permits in place BEFORE the contract is signed.

# State Obstacles to Participation

- Self-funded Low-Cost Program
- Prevailing wage
  - Additional reporting requirements
  - No telecom specific job classifications
- Workforce Plan Data Reporting Requirements
- New Certification requirements for telecom installers
  - Only applies to certain telecommunications installers
  - Pipelayers (4 hours of training), us (40 hours of training)
  - Requires training on directional boring machines, whether you have one or not.

# What's the answer?

- More carrots, less sticks!
  - Work to remove obstacles to participation
  - Incentivize rural Broadband providers
- Work together to go after bad actors using existing Office of Pipeline Safety authority

# Questions?

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