

Telecommunications CEDS Industry Forum

January 1, 2017

13 people in attendance

Opportunities

- New construction/Alaska plan – upcoming investment of over \$5 billion
- Healthcare – rural
- Growing need for services – rural/remote for efficiency
- Data centers – natural cooling and electricity generation, natural gas
- Changing technology and marketplace create opportunities

Strengths

- Quality of life
- Existing and upcoming core infrastructure
- Needed service
- High competition serves the consumer
- Industry growth trend
- Intertwined networks – lack of “middle mile” infrastructure
- State of the art technology, innovation, upgrades
- Environment/population driven technological development
- People –industry wide relationships
- Integration of industry to all individuals
 - Business-industry-region

Threats

- Fiscal uncertainty
 - State budget issues have Alaska-wide business implications
 - Required investments with uncertain outcomes
 - Uncertainty in all realms – schools, population, personal taxes

- Federal regulations
 - Tower permitting
 - Change in Presidential Administration
 - Must meet obligations no matter the economics
 - Federal land ownership – lack of development potential, land management policies
- Regulatory uncertainty at state and federal levels
- Mandated investment in changing networks – data versus voice. No support for voice
- Changes in deliverables
- Permitting – DNR, DOT, AKRR, fees, timelines, etc.
- Logistics in providing services to remote and rural areas
- Workforce
 - Urban versus rural versus remote
 - Timelines versus available workforce
 - Lack of apprenticeship programs
 - Aging workforce

Weaknesses

- Available capital
 - Small company
 - Fiscal/economic certainty
 - Cost of capital is based on certainty
 - Alaska plan
 - Connect America – other federal funding sources
 - Rural health care needs change – affect “middle mile” buildout
 - Stock price drops based on “Alaska factor”