



# ACCELERATING BROADBAND TO RURAL CALIFORNIANS

[www.calcomassn.org](http://www.calcomassn.org)



## WHO IS CALCOM?

CalCom was established over 100 years ago and works to serve California's rural communities. Along with wireline service, CalCom members are committed to accelerating broadband deployment and availability to all rural, hard-to-reach, underserved communities, tribal land, low-income consumers, agricultural regions and public lands.



CalCom is comprised of **Member Companies**, independent communications network operators who have deployed 6,800 miles of fiber optic network across 9,500 square miles of rural California. CalCom members provide advanced telecommunication services to approximately 160,000 Californians who rely on our networks for broadband, voice and E9-1-1 access.\*

CalCom's **Associate Member Companies** represent a wide range of partners who provide expertise, equipment and support services for the growth and development of our rapidly evolving industry.



The CalCom relationship is mutually beneficial across a diverse range of advocacy in the areas of legal compliance, technical education, professional consultation and policy issues, while creating opportunities to exchange new ideas.

*\*Figures in this paragraph represent combined estimates from participating Member Companies effective November 2017 and 2011-2015 U.S. Census Data.*





# RURAL MATTERS

Communication and broadband access to rural California is essential for public health and safety, welfare and education of rural Californians. It is crucial that these rural areas have access to acute and specialized medical care through tele-medicine, access to higher education through tele-education and the broadband connections necessary for economic growth, job retention and job creation.

Rural telecommunication providers are constructing and maintaining networks in some of the most remote and difficult to reach geographies in rural California. Populations are sparse and geographically distant, which makes for high-cost technology service delivery. Increasing consumer demand for higher bandwidth over aging copper networks and a short lifecycle for expensive technology drives our need for continual network reinvestment.

Rural operators would not be able to keep pace with that reinvestment without supplemental funding. CalCom is active in public policy at the State Capitol and have strong advocacy presence to ensure high visibility and representation for CalCom members.

*\*Source: California Department of Finance 2012 and California State Office of Rural Health*



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Accelerating broadband and telecommunication connectivity is vital to the health and welfare of our rural communities.  
— Tom Wheeler, Chairman  
Madera County Board of Supervisors



14% of California's population is rural and 44 out of 58 counties are considered rural.\*



We share experiences, learn from each other, embrace competition and learn to compete more effectively.

— Brandon Dukes  
Sebastian



# MEMBER COMPANY ADVANTAGE CONVENIENT CONNECTIONS

ACCESS TO INDUSTRY EXPERTS, SHARE BEST PRACTICES, COLLABORATE, EMPOWER EMPLOYEES WITH EDUCATION/TRAINING, ADD YOUR VOICE TO ADVOCACY FOR AFFORDABLE RURAL SERVICES.

Delivery of reliable quality services is something we all have in common. Surprisingly, we all approach this differently. CalCom is the association that brings it all together through sharing information for business, industry and community growth. Our network operators deploy and operate diverse networks, including wired and wireless high-speed broadband, IP services, high-speed transport, private network services, hosted network service and telecommunications. Member Companies invest millions annually in equipment, products, services and business solutions, thereby ensuring the best service for their territories.

The challenge of delivering affordable urban-quality services to low-density rural areas, while maintaining a return on investment, keeps our network operators striving to push our legacy networks to higher levels of performance. This, coupled with deploying leading-edge technologies in new developments, makes our business a complicated balancing act.

We invite you to be a part of the conversation. CalCom is a convenient way to make connections, and a great value.





# ASSOCIATE MEMBER OPPORTUNITY ACCESS TO DECISION-MAKERS

CONNECT, PARTICIPATE, PROMOTE, SPEAK, SPONSOR, SELL, PROSPER

Our network operators need our Associate Members' expertise, products and services to help them carry out their missions. Having the right relationships mean the difference between success and failure in today's competitive environment. CalCom facilitates direct connection with decision-makers through event sponsorship, speaking opportunities, membership advertising, participation in education workshops and committee involvement.

The CalCom Tech Expo, Annual Conference and other networking events encourage the development of strong partnerships between our membership through formal and informal activities. When opportunity knocks, we think you should answer with a CalCom membership.



CalCom brings the best of the industry together to share information, training and resources to benefit its membership. Participation in CalCom events and networking opportunities has great value in supporting my goal of providing products and services to my territory.

— Kim Lindeberg  
The Lindeberg Group



## OUR MEMBERSHIP IS OUR STRENGTH - JOIN US!

Actelis Networks  
Affinity Network, Inc. dba  
ANI Networks  
Aldrich CPAs & Advisors LLP,  
formerly AKT  
AFL  
Altec Industries, Inc.  
American Power Systems  
Amphenol Broadband  
Solutions  
ATL Communications  
BKD CPAs & Advisors  
**Calaveras Telephone  
Company\***  
Calix  
**Cal-Ore Telephone Co.\***  
CCI Systems  
CellStream, Inc.  
CHC Consulting, LLC  
Ciena Corporation  
Clearfield, Inc.  
CoBank  
CommScope  
CommSoft  
Comstock Telcom  
Condux International  
Cooper, White & Cooper LLP

Cordell, Inc.  
CORE Telecom Systems  
Corning Optical  
Communications, LLC  
Cronin Communications  
Ditch Witch Equipment  
Company, Inc.  
Dragon Communications  
**Ducor Telephone Company\***  
ESPi  
Fiber Optic Supply, Inc.  
Fibnet Inc.  
General Machine  
Products Co., Inc.  
Genuine Cable Group  
Global Machinery  
GNB Industrial Power  
Graybar  
GVNW Consulting, Inc.  
Henkels & McCoy, Inc.  
Hubbell Power Systems, Inc.  
Innovative Systems, LLC  
ISPN  
KGP Co.  
KLW Company  
Leoch Battery Corp.  
Lindeberg Group, Inc. (The)

MAPCOM Systems  
MetaSwitch Networks  
Mid America Computer  
Corporation (MACC)  
Mid-State Consultants, Inc.  
Monroe Telephone Company  
Moss Adams LLP  
MP Nexlevel  
of California, Inc.  
National Directory Assistance  
NEC Corporation of America  
NECA  
NISC  
Nor-Cal Battery  
Nossaman, LLP  
Optelian  
Osmose Utilities Services, Inc.  
PICS Telecom International  
**Pinnacles Telephone  
Company\***  
**Ponderosa Telephone  
Company\***  
Power & Tel  
Preformed Line Products  
PUPCO, Inc.  
Repcom International  
Retch

Ribbon Communications  
Rocky Mountain West Telcom  
(RMWT)  
S&S Solutions, LLC  
**Sebastian\***  
**Sierra Telephone\***  
**Siskiyou Telephone  
Company, (The)\***  
Skyler Electric Company, Inc.  
Structural Designs  
Superior Essex  
**TDS Communications  
Corporation\***  
Team Fishel  
TelCom Sales Group  
Tetra Tech  
3M Company  
United Tel-Supply, Inc.  
UNITEL Insurance  
Vantage Point Solutions  
**Vast Networks\***  
Vertiv  
**Volcano Telephone Company\***  
Walker and Associates, Inc.  
Westek Electronics, Inc.  
Zyxxel Communications

*\*Companies in bold blue are Member Companies. All others are Associate Member Companies.*





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