

## ABOUT US

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Race Communications is a San Francisco based CLEC that aims to provide reliable and affordable broadband.

What makes Race Communications different? We focus on the communities that larger carriers have long ignored.

Race understands that broadband internet access consists of two vastly different worlds between rural and urban areas and is working to bridge that gap.

To date, Race has been awarded ten separate grants from the California Advanced Services Fund (CASF) to advance broadband adoption and infrastructure deployment in unserved and underserved areas consisting of over 15,000 households.

## PROBLEMS IN THE REGION

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San Diego and Imperial county make-up 9,000 sq miles of Southern California. The counties extend from the Arizona border to the West coast, and North from the border of Mexico to Riverside and Orange Counties. The two counties vary significantly. Imperial's primary industry is farming, providing one of the most productive farming regions in the state. Other business industries in Imperial county are related to Border Patrol, construction, and renewable energy projects. Imperial county claims one of the highest unemployment rates in the country at more than 20%.

Over 5,400 households are unserved in Imperial County, and economic and demographic indicators suggest that broadband adoption in Imperial County is lower than 75%.

As mentioned, the county is characterized by high unemployment. To develop the economy, the county needs to be able to attract and grow businesses that will create jobs. By improving broadband access, new possibilities will become available. Broadband has become a necessity for online education, training, research, and business operations.

# ADOPTION

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- Race understands that broadband internet access consists of two vastly different worlds between rural and urban areas. Race is working to bridge that gap. To date, Race has been awarded 10 separate grants from the CASF. Through the help of CASF, Race is able to be universally affordable and offers a 25Mbps/25Mbps internet package for just \$25/month. To further adoption, we do not place any restrictions on who can qualify for this package. This is a package that is ideal for families who may not have a lot in the way of disposable income or seniors who are on a limited fixed income or anyone in between. By providing a fast, reliable and affordable package with no restrictions, it allows more community members to access the internet without having to go through a long application process or paying more than they can afford.

# INFRASTRUCTURE

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- Race Communications is dedicated to providing reliable, high-speed internet and advanced communications at an affordable price. Having worked in partnership with the California Public Utilities Commission and a number of non-profit community advocacy groups, Race has leveraged the California Advanced Services Fund (CASF) throughout the years and will continue to do so whenever possible. Race is not partial to any region or community and is evaluating the needs of unserved areas throughout California. As most other providers, we find the cost to build to these areas to be a barrier of entry. However, through the CASF, Race has been able to invest in these communities and build state-of-the-art fiber to the home networks and build a sustainable business model that futureproofs the communities we serve. While the CASF of the past has allowed small and mid-size service providers the opportunity to grow their business, the changes found in AB 1665 create an environment that does not promote future growth or financial viability. By being able to leverage both CASF and CAF, LECs make it unsustainable for small and mid-size providers to leverage CASF to build in the remaining unserved areas. Race believes that guidelines should be established to prevent carriers from delaying infrastructure deployment to these communities.
- We at Race have always maintained good relationships with local consortia and other local entities. Local consortia approach us with unserved areas they believe or know are in dire need of better connectivity. When local consortia get involved and provide us with data such as demographics, speed tests and letters of support, it makes the communities stand out as viable business opportunities for our company. Race has found that by having this documentation in hand before the CASF application process begins, the application process becomes far more effective and the processing (and approval) time becomes much shorter.



# TORRES RESERVATION

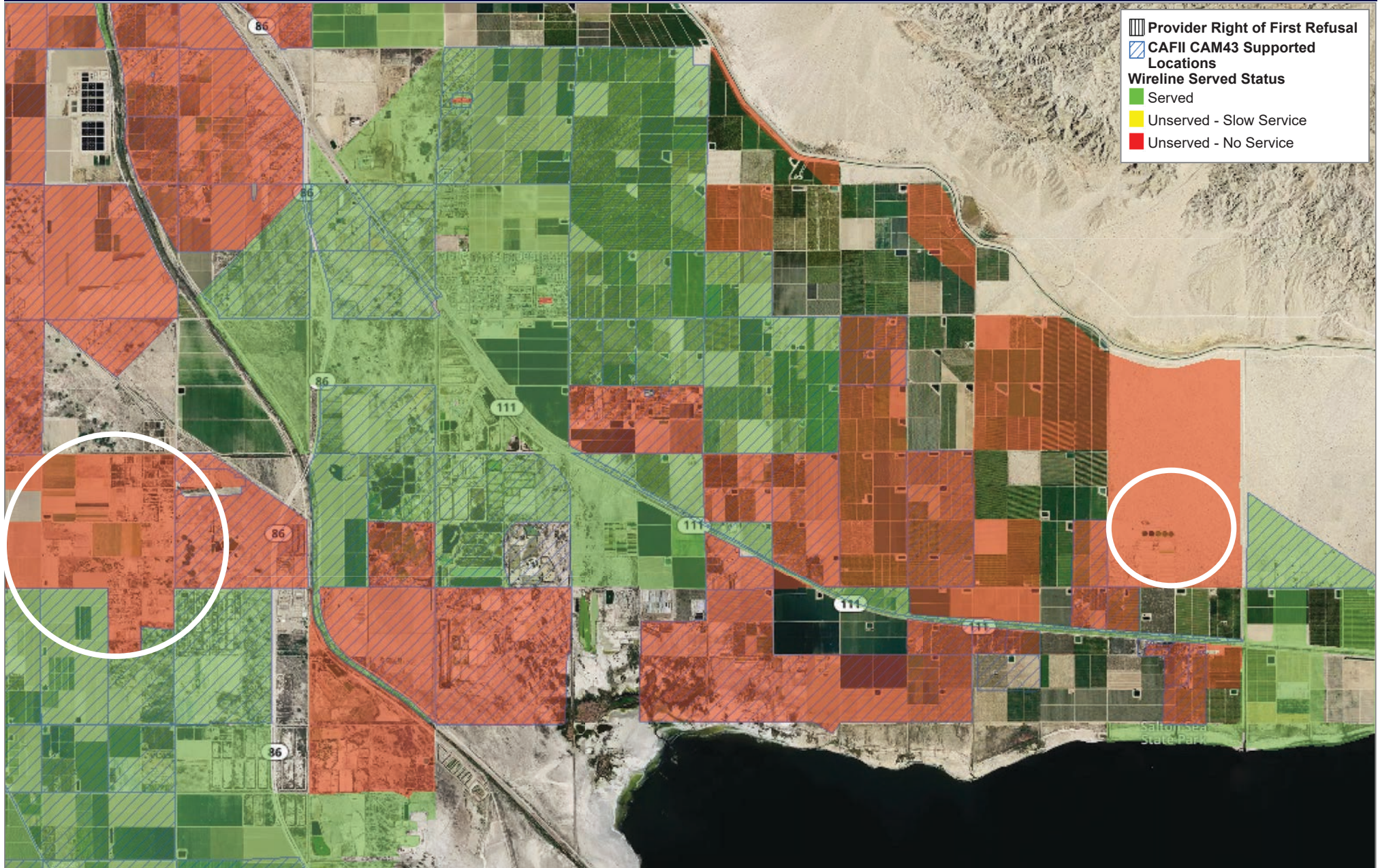






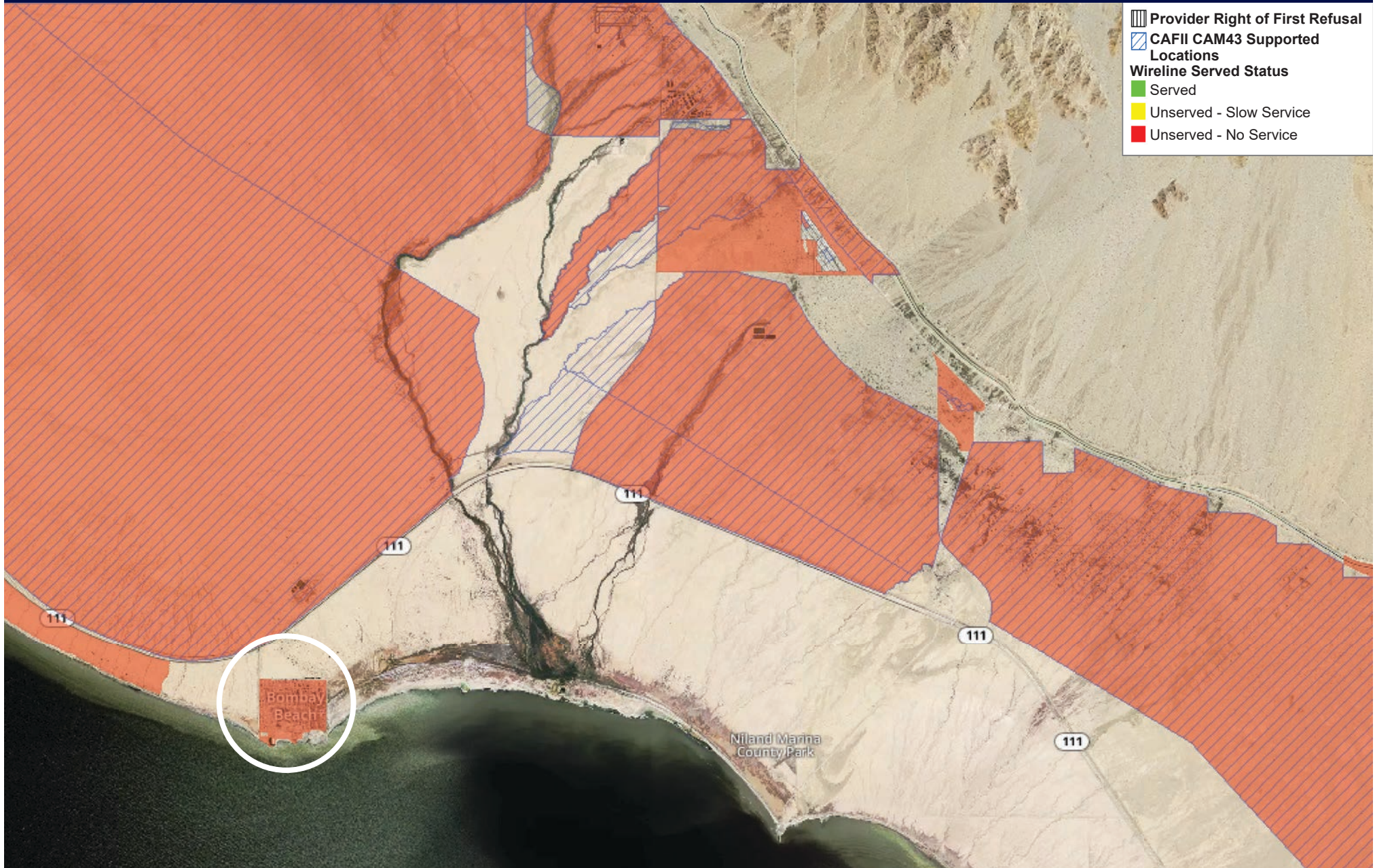


# MECCA





# BOMBAY





# MOJAVE, BACKUS ROAD





# SAN BERNARDINO COUNTY

**TOTAL HOUSEHOLDS— 7,808**  
**PROJECT TOTAL—\$49,445,533**

## Red Mountain\*

- Resolution—T-17488
- Households—202
- Grant Amount—\$2,037,721
- Race Amount—\$1,358,480

## Gigafy Phelan

- Resolution—T-17525
- Households—7,606
- Grant Amount—\$27,629,599
- Race Amount—\$18,419,733

**CASF GRANT— \$29,667,320**  
**RACE FUNDED—\$19,778,213**

\*Part of the Five Mining Grant which included: Randsburg & Johannesburg

# KERN COUNTY

**TOTAL HOUSEHOLDS— 5,747**  
**PROJECT TOTAL—\$29,315,634**

## Mojave Spaceport

- Resolution—T-17279
- Businesses—231
- Grant Amount—\$506,199
- Race Amount—\$759,298

## Gigafy Boron

- Resolution—T-17416
- Households—892
- Grant Amount—\$3,426,357
- Race Amount—\$1,924,379

## Gigafy High Desert\*\*

- Resolution—T-17415
- Households—4,371
- Grant Amount—\$12,583,343
- Race Amount—\$7,067,309

## Gigafy Backus\*\*\*

- Resolution—T-17480
- Households—253
- Grant Amount—\$2,239,991
- Race Amount—\$808,758

**CASF GRANT— \$18,755,890**  
**RACE FUNDED—\$10,559,744**

\*\*unincorporated areas of Tehachapi \*\*\*Mojave



# MONO COUNTY

**TOTAL HOUSEHOLDS— 1,837**  
**PROJECT TOTAL—\$22,745,638**

## Mono County

- Resolution—T-17433
- Households—727
- Grant Amount—\$4,650,593
- Race Amount—\$2,611,959

## Gigafy Mono

- Resolution—T-17477
- Households—541
- Grant Amount—\$6,580,007
- Race Amount—\$3,695,595

## Gigafy North 395

- Resolution—T-17541
- Households—569
- Grant Amount—\$3,124,490
- Race Amount—\$2,082,994

**CASF GRANT— \$14,355,090**  
**RACE FUNDED—\$8,390,548**

# ADDITIONAL COUNTIES

**TOTAL HOUSEHOLDS— 458**  
**PROJECT TOTAL—\$10,981,451**

## Gigafy Occidental

- Resolution—T-17524
- Households—458
- Grant Amount—\$7,687,016
- Race Amount—\$3,294,435

**CASF GRANT— \$7,687,016**  
**RACE FUNDED—\$3,294,435**

**TOTAL CASF GRANT—\$70,465,316**  
**TOTAL RACE FUNDED—\$42,022,940**

**TOTAL HOUSEHOLDS—15,850**  
**TOTAL AMOUNT—\$112,488,256**