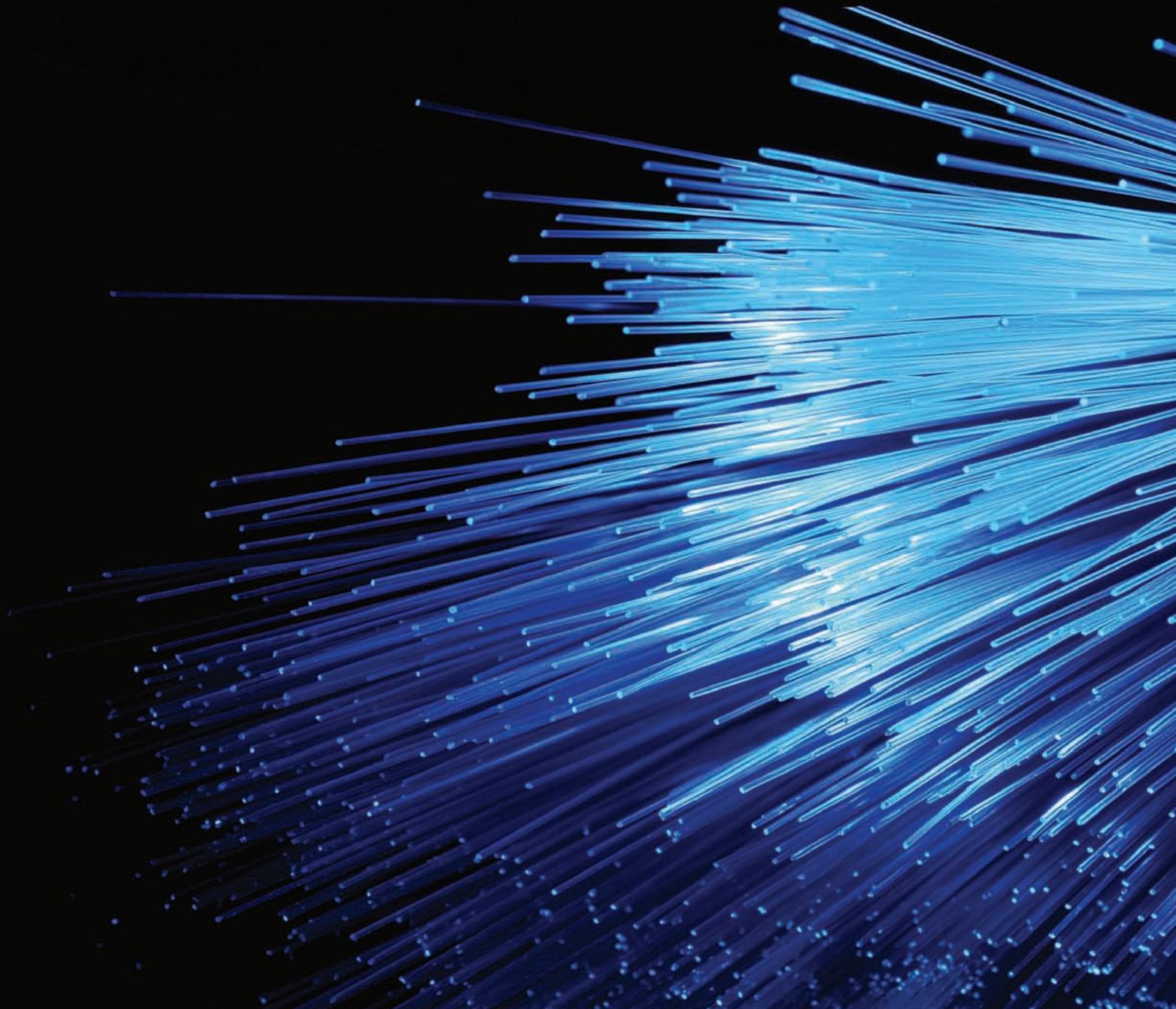


BROADBAND

Northwest Kansas' Greatest "Unnatural" Resource





Allen States • Logan, KS

Farmer/banker who depends on broadband for his livelihood, operating competitively and accessing information.

"We use the Internet, we see real-time markets, so, by the time you market products on 7,000 acres, you have to have a good marketing program. We cannot be out of touch...we are 315 miles from the Denver airport and 315 miles from the Kansas City airport. Transportation of our body gets a little difficult so we have to transport mileage...that is one of the reasons we need to use broadband out here."

"The margins are narrow...sometimes if a farmer is only operating on a 10% margin...if he can just decrease his cost of production 3%...get the yields up 3% because of better varieties, and because of marketing maybe gross 4% more...3, 3, and 4 is 10, and he has just doubled his profit margins...it is all in those tiny edges...we have to have the advantage...and in this world it is the information world...if we are cut off from information...we are absolutely cut off...we can't compete not just with our neighbors in Iowa, but we can't compete with Brazil unless we have that knowledge."

"The first thing I do if I need information, I don't call somebody, I don't go to my friend anymore that might know...I don't go down to the library...I do a Google® search. It doesn't make any difference if it's a variety of seed, some farming practices...how to trade commodities...global warming...some research on one of the herbicides we are using on the farm. It is such an information based technology that we have to be there...we cannot be cut off from that information and still survive."



Bill and Shelley Nondorf • Studley, KS

Farmers/seed dealers who began receiving broadband service (3 Mbps) this past August and are astonished by how it has improved their operations and life.

"In the mornings I would spend 45 minutes to an hour going through my email, looking at the overnight markets. Now, in 15 minutes, I'm finished, and I'm trying to figure out what to do with the rest of my time."

"Time is a factor out here on the farm. I use the Internet to order seed. That (dial-up Internet) was really frustrating because sometimes the seed company's website would show availability for a certain seed variety when you knew it was closing out, or getting to the end of its supply. You saw that it was available, but by the time you got there, it might be five or ten minutes later. Other dealers were seeing the same thing, so by the time you actually got your order in, you may not have been quick enough in that five minutes to get that."

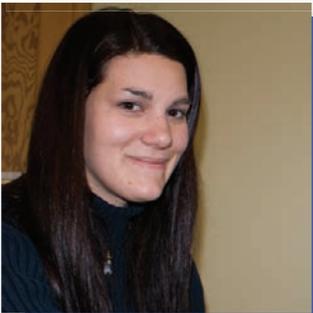


Brien D. Stockman • Logan, KS

Attorney at law, and general counsel for a North Carolina aviation company, relocated to Logan in 2003. Nex-Tech broadband (3 Mbps) is vital to his practice.

"As time has gone on it's been even more critical every year. The more I do, the more clients I have, the distances involved, the new applications that are out there from Skype to legal research—all those things that I just live by the computer...and it's just become more and more essential for me, to the point where I'm not sure that I would function without it...it's gotten to be considered as essential as electricity or water."

"I would say it's a seamless world for me. I get all the advantages of living where I'd like to in a small town, simple life, but I'm really doing every bit of the complex transactions that I used to do out in North Carolina."



Darci Mills • Palco, KS

Creative designer/telecommuter who telecommutes to a professional training and strategic consulting company located in Park City, Utah.

"I couldn't live here or work here without the high-speed Internet and bundled phone services available from Rural Telephone and Nex-Tech. I wear my fuzzy slippers and work my own hours, however, I do participate in scheduled webinars and conference calls with other team members and clients."

"I've started my own part-time business, offering print and web design as well as photography services. With a safe and secure quality-of-life and world-class telecommunications technology, opportunities and ideas abound in places like Palco."

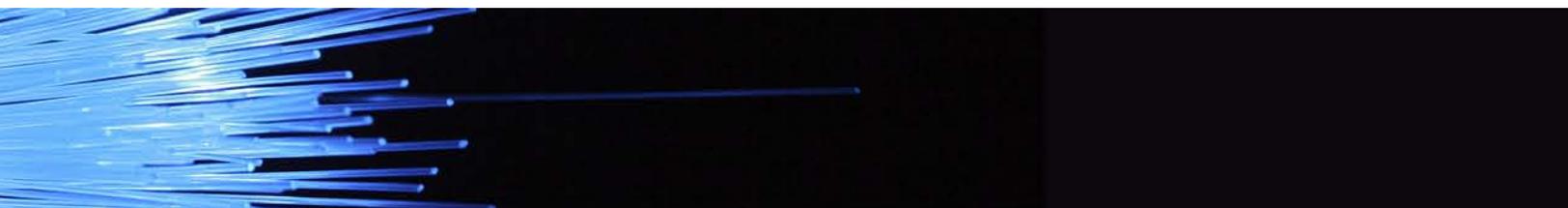


Darin Campbell • Norton, KS

General manager of Natoma Corporation--credits broadband for remaining competitive in a rural community and creating vital jobs for people who wish to live in northwest Kansas.

"Without high-speed Internet and the technology that's available now, it wouldn't be possible to be here and do the work we are doing...we couldn't compete with the bigger cities...but now, having Nex-Tech bringing high-speed Internet to Natoma Corporation here in Norton, Kansas...it's just made life so much easier...so much faster...so much easier to compete with the bigger cities...out here in rural America!"

"Natoma Corporation could be based in a big city. The reason we're not is because we love the small town environment, the small town quality of living, and having the people, our employees, come from the small town and want to come to work every day. That's the reason I'm here, because I don't want to live in the big city with the hustle and bustle of traffic, crime and everything like that. We can actually have a high tech business in a small town environment because of Nex-Tech and what Nex-Tech has provided for us."





Deborah Lindenman • Morland, KS

Educational paraprofessional/family farm wife, who was first connected to FTTP broadband on their rural farm August 20, 2010, describes how life-changing the technology is.

"It was like we were finally part of the world. You don't know what you're truly missing until somebody gives you something that actually works, because nothing really was truly compatible out here until then. Not with all the new computers and the speeds of the new computers. As long as the computers speeds in the old ones were slow we were okay, but we were getting anywhere from 22 to 36K...that was the highest speed we ever got on dial-up...and that was on a good night. If it was busy we didn't get that."

"When we finally got it (broadband) on that night, I went on Facebook and sent it through with all [my] friends, we were finally part of the world! We were connected to the rest of the world now! Because everything was just speeding by us and there was so much as a family that we were missing and not knowing."



Dr. Edward H. Hammond • Hays, KS

President of Fort Hays State University, emphasizes the importance of Nex-Tech providing a 2 Gbps broadband connection between the main campus and the world-renowned Sternberg Museum of Natural History, over two miles away.

"This will give us connectivity between the campus and the museum that will extend university services to Sternberg with speed and efficiency that were not available previously. Perhaps more importantly though, this is the missing link that will allow us to create a back-up communication system in case the campus is ever hit by a disaster. We will install computer servers at the museum that will allow uninterrupted communication over the Internet in the event of service disruptions on campus. It is not an exaggeration to say that this new line of communication between the campus and the museum may someday save lives."



Glen Strevey • Norcatour, KS

Retired aerospace engineer from Boulder, Colorado, who relocated to Norcatour, understands the impact broadband has on rural America.

"I got exposed to broadband when I lived in Boulder, and because that's part of the technology that I worked with. I'm well aware of what you can do with fiber, and so when the opportunity for broadband came, I thought, 'Man, that's a real dream for Norcatour.'"

"With high-speed Internet you can telecommute to work. Twenty years ago everybody had to show up at their office for work...over the last twenty years it's gotten to the point where that is not necessarily true. My son in Seattle, for example, works in his home two days a week. The whole business of telecommuting is really growing, and of course that's all enabled by broadband."



Dan Strevey • Norcatour, KS

Fiber optic engineer/farmer, who depends on broadband service (20 Mbps) for his 1,100 acre family farming operation and telecommuting for QLogic Corporation, Aliso Viejo, California to Oracle Corporation in Broomfield, Colorado.

"Since getting Nex-Tech broadband, it's opened up the world for me as far as being able to do my job. I can be out here working on farming operations throughout the day and at night...even when I'm out in the field, I can be transferring files. I can come in for a conference call and then be back out in the field. It's huge for me."

"I do driver integration into the Solaris operating system. Its pretty data intensive. I transfer huge, long files a lot, all over the world actually. We have labs everywhere from India to the U.K. even Russia. Before Nex-Tech broadband service was available, I could not do that work from out here. It was hard to even be able to open up my email or some of the applications I run from my home offices in Aliso Viejo."

"I can tell you a little story. I was talking to my father about it the other day, and he was telling me that he grew up without electricity. And that was back in the thirties, and when electricity came to Norcatour, or their little farm just south of town, how huge and life changing that was. I look at this (broadband) as the same type of huge and life changing thing."



Jana Strevey • Norcatour, KS

Paralegal/farmer, who telecommutes to a financial services company located in Broomfield, Colorado.

"I work for 20-20 Financial in Broomfield, Colorado, and have been doing paralegal work for close to 11 years. We also farm out here (in Norcatour) and my husband's legacy that has come from 115 years is quite extensive. However, driving back and forth and working in the Front Range and here (in Norcatour)... the effectiveness increases ten fold with the technology we've been given from Nex-Tech. It allows us to do both with minimal difficulties...so, that allows me to not only work in the paralegal arena, but I can take care of the books out here on the farm and be an active part of the legacy that my husband has."



Nicole Godek • Grainfield, KS

Graphic designer/website-entrepreneur who utilizes broadband for her Internet-based business.

"The fast Internet connection, without a doubt, is imperative. Without it, I wouldn't be able to exist (do business). I think that's part of the reason I created 'Love Small Town America' because I'm a prime example of living in a small town, inexpensive real estate and cost of living...and I can still make a good amount of money doing the profession that I love...so I think people are looking for something different...and knowing that you can still connect with people outside of your community because of the fast Internet connection...I think people are looking for that today."

