

MESSENGER

Spring 2018



ONLY YOU.

By Jens Laipenieks CEO/General Manager



Have seen our new branding campaign featuring the slogan: **onlyyou?** For ASTAC, as a member-owned cooperative, this philosophy is at our core, our foundation. Simply put, you, our members are our only priority – not Wall Street analysts, fund managers or disassociated stockholders looking for returns. Our members are at the forefront of each business decision we make.

One of the advantages of being a member of ASTAC is you have a stake in the financial success of our cooperative through capital credits. Every penny you spend with ASTAC earns you capital credits. As a cooperative, or co-op, ASTAC buys and sells products or services just like any other business. The difference is ASTAC is owned and governed by its members, the people who use it, like you, rather than by stockholders. Our profits are reinvested in the co-op and eventually distributed to its members when these capital credits are retired. Since 2012, ASTAC has paid out \$1.5 million in capital credits to its members, like you, and we expect to continue doing so, as long as our cooperative remains financially healthy.

Our mission is to provide outstanding customer support and affordable, reliable, advanced telecommunications services. In the past few years we have made tremendous advances in our networks and the quality of the services we offer. The progress we've made fulfilling our mission wouldn't be possible without you, our members, and the services you buy from your cooperative. Your investments in ASTAC, our revenues, allows us to maintain and grow our networks and keep our services affordable to you.

You have choices when selecting a telecommunications provider and we appreciate you choosing ASTAC and the confidence you have placed in us. We will continue our mission and our commitment to you, and **onlyyou.**



BUNDLE AND SAVE.
IT'S A **SWEETHEART** DEAL

BUNDLE ALL YOUR SERVICES
WITH ONE COMPANY.*

- Fastest Internet and wireless connection on the North Slope
- Up to \$200 wireless contract buyout
- Receive one bill with one due date



Swoosh



ASTAC's 8th annual Swoosh contest wrapped up in Kaktovik in December. Fifteen-year-old Teri Ferreira of Point Lay won the grand prize of a trip for two to the NCAA Men's Final Four in San Antonio, Texas in late March! We thank everyone for coming out to make this year's contest not only a success but a fun time!

» Grand Prize Winner Teri Ferreria with ASTAC Board Member Marjorie Long



BATTLE OF BOOKS - DISTRICT BATTLE

The district competition for NSBSD Battle of the Books was held January 29. Students, with the support of their coaches, spent many hours reading or, in the early grades, having books read to them. It is a monumental effort – reading 12 to 15 books between September and January, plus keep track of the characters, events and settings of each. ASTAC congratulates each of the teams and are excited to announce the winners of the District Battle are as follows:

Grade	1 st Place	2 nd Place
Kindergarten	Kaktovik	Ipalook
1 st Grade	Point Hope	Kaktovik
2 nd Grade	Ipalook	Point Hope
3 rd / 4 th Grade	Ipalook	Wainwright
	3 rd place (tie): Kaktovik & Point Hope	
5 th / 6 th Grade	Ipalook	Point Lay
7 th / 8 th Grade	Kaktovik	Point Hope
High School	Barrow High School	Kaktovik

ASTAC BROADBAND ANALYSIS

ASTAC launched its first high-speed broadband service in Point Hope, Wainwright, Nuiqsut and Utqiagvik in December. The demand for this service was astounding resulting in numerous inquiries about the structure and pricing of our product. To follow is a comparison that explains the value of this exciting new service.

Satellite Transport	Competitor's 6Mbps	100GB usage cost - \$299.99/mo
Fiber Transport	ASTAC's 10Mbps	100GB usage cost - \$224.99/mo

ASTAC's service is 66% faster and 50% less in **price per Mbps**. Ultimately ASTAC customers are paying less for a faster speed service.

ASTAC's price per Mbps

1Mbps/384 Kbps Unlimited Plan	100GB usage cost \$149.99	= \$149.99/Mbps
Home Internet¹⁰	100GB usage cost \$224.99	= \$22.50/Mbps

Home Internet¹⁰ is 10 times faster and 85% less cost per Mbps.

With a faster broadband speed, ASTAC understands the volume of data will increase. Beginning with our March bills, heavier users will see a reduction after 100GB of data usage.



The All-Star and Kaktovik teams earned chances to participate in the Invitational Championship held January 20 at Dimond High School in Anchorage. The teams had a wonderful time and learned a lot from one another, as well as from other teams. The judges were so impressed with how well the All-Star team did, having only met a couple of days prior to the event, that they created a "Judges Choice" award just for them.

ASTAC LAUNCHES MILESTONE SERVICES ACROSS THE NORTH SLOPE

ASTAC recently turned up its first three LTE wireless sites in Kuparuk and Deadhorse, vastly improving Internet speeds. ASTAC will upgrade additional sites to 4G LTE across the North Slope over the next year, specifically, in Prudhoe Bay, Utqiagvik, Point Hope, Nuiqsut and Wainwright. Additional LTE sites are planned for new coverage along the Dalton Highway.

ASTAC also has completed the installation of fiber optic cabling in the villages of Nuiqsut, Wainwright and Point Hope. Beginning in 2016, ASTAC technicians installed fiber to the premise (or home) to each and every building in these communities. The new distribution fiber creates an end-to-end fiber optic broadband connection when coupled with Quintillion's recently activated Subsea fiber network.

"Fiber becoming the last mile is an evolutionary step in improving our networks across the North Slope and enhancing our membership's experience," said Jens Laipenieks, ASTAC CEO/General Manager.

2017/2018 ASTAC EVENTS

April 15

Top of the World Golf Tournament, Utqiagvik

April 20

ASTAC 1st Quarter Board Meeting

TBD

Home Internet¹⁰ Service Trainings

*Stay tuned to Facebook and our Sales Events web page for updates

NEW WEB SITE LAUNCHED

ASTAC launched a redesigned web site in mid-December. The new layout reflects our recently updated company brand, better navigation making it easier to find what you're looking for, increased speed & performance and overall more user friendly. Take a look around and let us know what you think.

SCHOLARSHIP PROGRAM

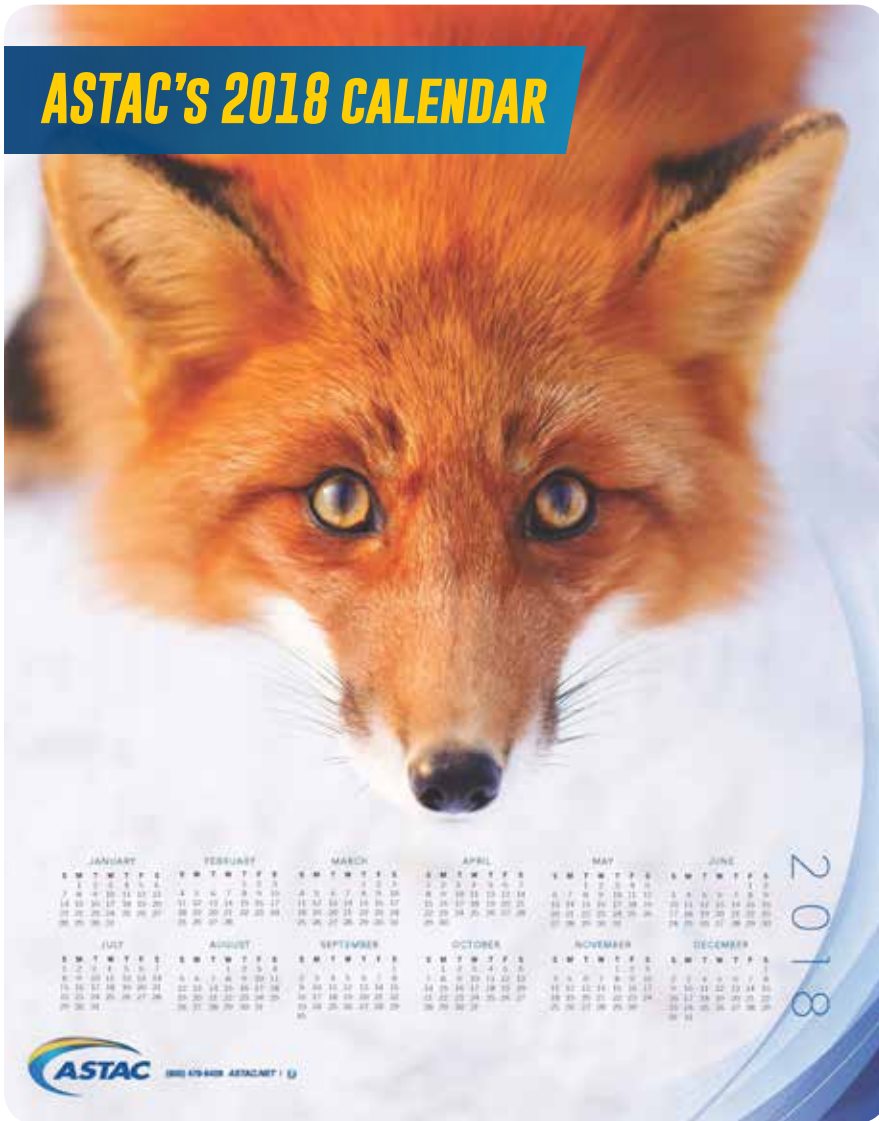
ASTAC has begun gearing up for its annual college scholarships. Each year ASTAC awards two \$1,000 scholarships to resident students from our serving area. The application deadline is April 13, 2018. Additional details including the application can be found on our web site, under Community, Education

NEW ASTAC TEAM MEMBER

Welcome

George Hopson joined our Utqiagvik Operations staff as a part-time Technician Assistant on January 9. He will assist field technicians with installing and troubleshooting basic telephone and Internet service, programming and troubleshooting Wi-Fi routers, generating cellular network drive testing and configuring cellular handsets. He is a welcome addition to the team and has been a great help.

ASTAC'S 2018 CALENDAR





DO NOT CALL REGISTRY

Want to stop unwanted telemarketing calls? You can. The Federal Do Not Call Improvement Act of 2007 gives you control

over whether telemarketers can call your personal home or cell phone. You can register for FREE at: www.donotcall.gov or by calling toll-free 1-888-382-1222.

- Register up to three personal phone numbers at a time
- Telemarketers must remove your number from call lists within 31 days
- Your number is permanently removed from telemarketing lists unless you delete your registry

Imagine Internet connections at the speed of light.
It's here.

Introducing ASTAC's new
Home Internet¹⁰

- Better streaming quality
- No weather interference
- Remote troubleshooting
- Parental controls
- Now with a volume discount

POINT HOPE A CONNECTED COMMUNITY

ASTAC held a ribbon cutting ceremony for the turn-up of the three computer kiosks in the Point Hope Community Center on January 17. The computers will be available to everyone during the Community Center's operating hours. In conjunction, Quintillion hosted a community event with pizza and door prizes to celebrate the network going live.

ASTAC was awarded a grant in 2015 through the USDA Rural Development Community Connect Grant Program to help it prepare the Point Hope access network for Quintillion's Subsea Fiber Optic Cable System.



» ASTAC CEO/GM Jens Laipenieks, ASTAC Board Member Ella Kowunna & Point Hope Mayor Daisy Sage

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