



Calix Selected for 12 Additional Broadband Stimulus Projects

New awards expected to bring advanced broadband services to subscribers in 11 states

PETALUMA, CA – February 6, 2012 – [Calix, Inc.](#) (NYSE: CALX) today announced that an additional 12 communications service providers have selected the Calix [Unified Access portfolio](#) to support approximately \$153 million of Broadband Initiatives Program (BIP) Stimulus projects across the United States, of which only a portion of this value is access equipment. With today's announcement, aggregate Calix vendor selections by Broadband Stimulus winners for "last mile" and "middle mile" awards have now reached 87 different projects representing over \$1.65 billion in Stimulus-related grants, loans, and private investment for plant engineering, materials, labor, and other costs, including access equipment. The projects will deploy both fiber access and digital subscriber line (DSL) across the Calix B6, C7, and E7 platforms to bring some of the nation's most advanced broadband services to residences, businesses, and community institutions in 11 states, and are expected to both boost local economies and create new jobs in the U.S.

One example of these forward-looking service providers who are leveraging innovative Calix solutions to transform their access networks is [Wilkes Telephone and Electric Company \(Wilkes\)](#), based in Washington, Georgia, which received a large BIP second round award of over \$48 million in the form of loans and grants, of which a portion is for access. Wilkes will deploy a state-of-the-art, fiber-to-the-premises (FTTP) network across Lincoln, Taliaferro, and Wilkes counties with its award funds to deliver advanced broadband services. Powered by gigabit passive optical network (GPON) technology, the Calix E7-2 Ethernet Service Access Platform (ESAP), and the 700GE family of optical network terminals (ONTs), Wilkes will reach over 7,000 residents, 800 businesses, and 52 anchor institutions.

"Here in rural Georgia, it is thrilling to be one of the few companies that can bring truly advanced broadband services to our subscribers via our fiber access network, which was made possible through our Broadband Stimulus award," said George Dyson, general manager at Wilkes Telephone and Electric Company. "From the very beginning of the Stimulus application process, we knew Calix would be a trusted partner in our fiber project. After working together since 2006, we were confident in the team and the complete Calix solutions portfolio to help support us through this ambitious effort, which will make a huge impact in our local communities and economy."

In addition to Wilkes, 11 other service providers selected Calix and its Unified Access portfolio to support their Broadband Stimulus projects, including the following awards whose values include plant engineering, materials, labor, and other costs, including access equipment:

- **Darien Telephone Company** – Darien will utilize its \$447,000 BIP combined grant and loan award to bring fiber-enabled broadband to Sapelo Island off the coast of Georgia.
- **F&B Communications** – F&B Communications will leverage a \$3.2 million BIP award to bring advanced data, video, and voice services to rural customers in the Iowa communities of Bennett, Lowden, and Delmar.

- **Gervais Telephone Company** – Already completed, Gervais used its \$628,000 BIP award to connect two communities with fiber access technologies, including schools and fire departments in northern Oregon.
- **Iowa Tribe of Kansas and Nebraska** – The \$764,000 BIP grant will bring an advanced fiber access infrastructure to the Iowa tribe’s federally-recognized lands in Kansas.
- **Montana Opticom** – With this \$64.1 million BIP award, split evenly between a loan and a grant, over 11,900 residences, businesses, and anchor institutions throughout Gallatin County in southwest Montana will now have fiber-fed broadband services.
- **Northern Arkansas Telephone Company (NATCO)** – Deploying both fiber and copper technologies, NATCO will utilize a BIP grant and additional company investment to serve Marion and Boone counties in rural, north central Arkansas.
- **Ponderosa Telephone Company** – Ponderosa will deploy an advanced fiber access infrastructure across a 31-square mile area, which will enable telemedicine and education applications.
- **San Carlos Apache Telephone Utility** – A new fiber access network will be constructed with this \$10.4 million BIP grant and loan award to deliver broadband and emergency services to five communities, anchor institutions and tower sites within San Carlos Apache’s federally-recognized lands in Arizona.
- **Shawnee Telephone Company** – Shawnee will lead the Southern Illinois Sustainable Broadband Transformation project with its \$7.4 million BIP grant and loan award as well as an additional \$1 million in outside investment, which will bring broadband services to over 1,200 households, 400 businesses, and 35 schools and anchor institutions in the area.
- **Stoneham Cooperative Telephone Corporation** – This \$1.9 million BIP award, composed on a grant, loan, and private investment, will fund a fiber access network to serve the Colorado counties of Weld, Logan, and Morgan.
- **Thacker-Grisby Telephone Company** – Residents, businesses, and anchor institutions in Breathitt County, Kentucky will be served via an advanced fiber access network funded by a \$7.4 million BIP grant and loan award.

“Since the Broadband Stimulus program was announced, we have been committed to helping our customers through every step of the process, from drafting applications through rolling out networks and turning up services,” said John Colvin, senior vice president of North American sales and marketing at Calix. “With 87 announced Stimulus projects underway across the country, we remain focused on assisting our customers with their network and community transformations. The real winners, however, are the over 2.7 million citizens and businesses of the mostly remote and rural areas that will be served by these advanced broadband networks.”

About Calix

Calix (NYSE: CALX) is a global leader in access innovation. Its Unified Access portfolio of broadband communications access systems and software enable communications service providers worldwide to transform their networks and become the broadband provider of choice to their subscribers. For more information, visit the Calix website at www.calix.com.

This press release may contain forward-looking statements that are based upon management's current expectations and are inherently uncertain. Forward-looking statements are based upon information

available to us as of the date of this release, and we assume no obligation to revise or update any such forward-looking statement to reflect any event or circumstance after the date of this release, except as required by law. Actual results and the timing of events could differ materially from current expectations based on risks and uncertainties affecting the Company's business. The reader is cautioned not to unduly rely on the forward-looking statements contained in this press release. Additional information on potential factors that could affect Calix's results and other risks and uncertainties are detailed in its report on Form 10-Q for the fiscal quarter ended September 24, 2011, filed with the SEC on October 21, 2011, available at <http://www.sec.gov>.

Press Inquiries:

Neila Matheny

707-766-3512

Neila.matheny@calix.com