

## Marshall, Karen

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Tuesday, October 30, 2012 9:49 AM  
**To:** Sharon Combes-Farr; Marshall, Karen; Shute, Christa; Campbell, Chris; Groschner, Holly  
**Cc:** Justin M. Robinson; Sam Coleman; Gordon Mathews; Malko, David; Kathy Benson; Fran Stocker; wdodge@drm.com; 'Dent, Andy'  
**Subject:** RE: VTA Backroads Broadband grant

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi all,

With Ericsson's broad and deep help, Dave Malko's welcome help, Andy Dent from Engineers Associates, Gordon, Sharon and me, we will submit within a few days the VTel Wireless proposal for 3G coverage of drop zones where VTel has PCS, with IMS core for 4G/LTE. Some tremendously exciting developments are happening in this sector, with Ericsson's Rich Content inside the IMS Core, and Ericsson's relationships with the former Sony/Ericsson handset maker that is now Sony, yielding a possible outcome that will surprise all on this list.

Stay tuned.

### Michel Guite

President

Vermont National Telephone Co, Inc.

Phone: [REDACTED]

Mobile: [REDACTED]

E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

---

**From:** Sharon Combes-Farr

**Sent:** Tuesday, October 30, 2012 9:11 AM

**To:** Marshall, Karen ([Karen.Marshall@state.vt.us](mailto:Karen.Marshall@state.vt.us)); Shute, Christa [[cshute@telecomvt.org](mailto:cshute@telecomvt.org)] ([cshute@telecomvt.org](mailto:cshute@telecomvt.org)); Campbell, Chris ([ccampbell@telecomvt.org](mailto:ccampbell@telecomvt.org)); [hgroschner@telecomvt.org](mailto:hgroschner@telecomvt.org)

**Cc:** Michel Guite; Justin M. Robinson; Sam Coleman; Gordon Mathews; 'Malko, David'; Kathy Benson; Fran Stocker; [wdodge@drm.com](mailto:wdodge@drm.com)

**Subject:** VTA Backroads Broadband grant

**Importance:** High

Dear Karen, Chris, Holly and Christa,

VTel Wireless continues to make great progress on our 4G/LTE broadband network. We greatly appreciate your continued support of our efforts. Attached, please find an update and a request for an extension for our VTA Backroads Broadband grant. Please feel free to contact me if you have any questions about this project or any other matter.

Very best regards,

**Sharon Combes-Farr**  
Director of Marketing

Vermont Telephone Co., Inc.

Springfield, Vermont 05156

Phone: [REDACTED]

E-Mail: [sharonct@vermontel.com](mailto:sharonct@vermontel.com)

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**Marshall, Karen**

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Thursday, November 01, 2012 1:10 PM  
**To:** 'Johan Westerberg'; Marshall, Karen  
**Cc:** Kevin Ready; GS Sickand; Justin M. Robinson; Sam Coleman; Gordon Mathews; marc.brisson@ericsson.com; Lazykarl@aol.com; Campbell, Chris; Diane Guite; Walter Hewlett; 'Sophie Guite'  
**Subject:** RE: Vtel Speedtest 10-16-2012

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Sixty Mb./s with 10 up and 10 down is wonderful... breath-taking... superb. Thank you for the news.

I can't wait for EBS radios where our 20 up and 20 down might generate over 100 Mb./s.

Thanks for organizing GS's visit, it gave us a lot to think about, and when several times I spoke to others (for example Brett Calder from Globecom last night) expressing my amazement at some of what GS said I was surprised to learn GS is famous. "Oh GS! Yes I heard GS talk at a conference!" people say.

I can't tell you how exciting I find it that we can add voice, videoconferencing, high definition, on our IMS core, to 4G/LTE and all we need is some phones Sony can make for us. I realize these preceding 10 words are a mouthful, and the challenge of devices is huge, but does GS have any advice on how to follow up on this Sony front?

Good news is that today's count is 92 sites under contract.

Trish can you please send Walter's new olive oil to GS, Johan and Kevin and all on this list to celebrate?

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

-----Original Message-----

**From:** Johan Westerberg [<mailto:johan.westerberg@ericsson.com>]  
**Sent:** Thursday, November 01, 2012 11:16 AM  
**To:** Marshall, Karen; Michel Guite  
**Cc:** Kevin Ready; GS Sickand  
**Subject:** RE: Vtel Speedtest 10-16-2012

Karen, Michel,  
You will recall we only used 5 MHz for uplink and 5 MHz for downlink when we demoed the LTE performance for you a few weeks ago?  
I wanted to show you that we since increased this to 10MHz up and 10 MHz down and the resulting speeds are excellent as you can see in the attached slide from a speedtest October 25 in Springfield. (60 Mb/s!) This is of course just showing what the system is capable of when lightly loaded, once you have a lot of subscribers they will of course have to share the bandwidth but the experience will still be great. For example, here in Dallas I routinely get 15 Mb/s or better downlink and 10 Mb/s uplink on the commercial AT&T network which is now quite loaded with subscribers.

Best Regards,  
Johan

JOHAN R WESTERBERG  
Vice President Eastern Region  
Ericsson Inc  
6300 Legacy Drive, Plano TX 75024  
Cell: [REDACTED]

-----Original Message-----

From: Marshall, Karen [<mailto:Karen.Marshall@state.vt.us>]  
Sent: Friday, October 19, 2012 5:07 PM  
To: Johan Westerberg  
Cc: [mguite@vermontel.com](mailto:mguite@vermontel.com); Kevin Ready; GS Sickand  
Subject: RE: Vtel Speedtest 10-16-2012

Gentlemen-

I just wanted to thank you for your time this week and the opportunity to review the exciting technical developments on the wireless horizon.

We're building something special in Vermont! I appreciate your commitment to our state and look forward to taking a photo of Vtel's first and last installations!

Best regards,  
Karen

Karen L. Marshall , Chief  
Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED] [karen.marshall@state.vt.us](mailto:karen.marshall@state.vt.us)

-----Original Message-----

From: Johan Westerberg [<mailto:johan.westerberg@ericsson.com>]  
Sent: Tuesday, October 16, 2012 5:36 PM  
To: Marshall, Karen  
Cc: [mguite@vermontel.com](mailto:mguite@vermontel.com); Kevin Ready; GS Sickand  
Subject: FW: Vtel Speedtest 10-16-2012

Here is the speedtest for the 5+5 MHz bandwidth. We will upgrade this to 10+10MHz which will double the speed!

Thanks  
Johan

Johan R. Westerberg  
Vice President Eastern Region  
Ericsson Inc  
Sent from my T-Mobile Google G2 Android phone

-----Original Message-----

From: Bradley Balthrop [[bradley.balthrop@ericsson.com](mailto:bradley.balthrop@ericsson.com)]  
Received: Tuesday, 16 Oct 2012, 16:33  
To: Johan Westerberg [[johan.westerberg@ericsson.com](mailto:johan.westerberg@ericsson.com)]  
CC: Paul Attard [[paul.attard@ericsson.com](mailto:paul.attard@ericsson.com)]  
Subject: FW: Vtel Speedtest 10-16-2012

Hi Johan,

Please find attached "VTEL Wireless System Speed Test 10-16-2012.docx". These are the screen shots of the speed tests taken this afternoon while Michel and Karen were onsite at the CO.

Best Regards,

Brad Balthrop  
Implementation Manager II

Contractor on behalf of Ericsson Inc.

LDO

6300 Legacy Drive

75024, Plano, TX, United States

Mobile [REDACTED]

[bradley.balthrop@ericsson.com](mailto:bradley.balthrop@ericsson.com)

[www.ericsson.com](http://www.ericsson.com)

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From: tim tassinari [<mailto:ttassinari@hotmail.com>]

Sent: Tuesday, October 16, 2012 5:22 PM

To: Bradley Balthrop

Subject: Vtel Speedtest 10-16-2012

This email comes to you from the VTel wireless Network!

## Marshall, Karen

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**From:** Marshall, Karen  
**Sent:** Tuesday, November 06, 2012 7:59 AM  
**To:** Michel Guite  
**Subject:** Be there at 9

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi Michel. Our poles opened at 730. On my way.

Sent from my iPhone

## Marshall, Karen

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Saturday, November 03, 2012 11:45 AM  
**To:** Marshall, Karen; Justin M. Robinson  
**Subject:** Re: 911

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Karen,

Thanks and that's a helpful summary of a lot of new information. Intrado didn't say they were exclusive. They said they knew their rates were near impossible for rural sites and prohibitive for 4GLTE. We need to tk to lternatives. The message I take from this is that we need to make clear to FCC and PSB we are data only. That might mean using Google or Skype for voice even if we spent heavily on our own voice service. I almost want to say the Public Safety folks are dangerous in that it isn't their money, there are no limits in dealing with multi billion dollar "clients" and it is another example of the obsolete switched voice wireless world being top-heavy. I think if rural Vermonters were to be asked "You can call 911 and tell them where you are and otherwise have your identity confidential and call 1000 minutes a month for \$25 a month, or you can call 911 and they know where you are and your identity is not confidential and call 1000 minutes for \$100 a month, many would choose the former.

Sent via BlackBerry by AT&T

-----Original Message-----

**From:** "Marshall, Karen" <Karen.Marshall@state.vt.us>  
**Date:** Fri, 2 Nov 2012 16:53:02  
**To:** 'Michel Guite' <mguite@vermontel.com>; Justin M. Robinson <jmrobins@vermontel.com>  
**Subject:** RE: 911

Here's how I understand the role of Intrado:

Intrado is a turnkey network provider to both the telco industry AND the E 911 Public Safety Answering Points.

Vermont's E911 system has a contracted relationship with Intrado as their backend provider of all call handling and network elements. Vermont E 911 pays Intrado for these services that supply a hosted network to all public safety answering points (9) in the state. They are the network operator, offering a suite of functionality to E911 systems from call handling to workstations to screen management software.

From your information, they are ALSO the provider to the telco industry; within wireless they look to provide the location service for a handset and the emerging text2 911 capacity. Phase I and II refer the accuracy level of proximity for location services.

As I understand your concerns, their "rate card" for services is a monthly per installation fee, regardless of population served. Interesting model.

It appears that there are other companies within this space:

<http://www.telecomsys.com/products/location-based-services/default.aspx>

Does Intrado represent that they may be the exclusive provider to wireless companies in VT by virtue of the host system?

What provider does VTEL utilize for E 911 call handling for its land line business?

Some information about Vermont's E 911 system:

- currently, Intrado is the system host
- Vermont's system is one of only a few statewide e 911 systems
- The system is IP based today, far ahead of most and has completed trials on text 2 911 capabilities; these have proved to be life saving in at least 2 cases in the field
- 60% of calls are from wireless devices, 15% overall also originate from out of state wireless phones
- the basis for all revenues that support Vermont's e 911 system is the state USF, levied on voice services

Hope that this is helpful.

Karen L. Marshall , Chief  
Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED] karen.marshall@state.vt.us

-----Original Message-----

From: Michel Guite [mailto:mguite@vermontel.com]  
Sent: Friday, November 02, 2012 4:09 PM  
To: Marshall, Karen; Justin M. Robinson  
Subject: Re: 911

Andy Dent doing research for us confirms if we did VOLTE in for example Canaan it could cost more than hiring a full-time trooper!  
Sent via BlackBerry by AT&T

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From: "Marshall, Karen" <Karen.Marshall@state.vt.us>  
Date: Fri, 2 Nov 2012 15:45:10 -0400  
To: 'Michel Guite' <mguite@vermontel.com>; Justin M. Robinson <jmrobins@vermontel.com>  
Subject: RE: 911

OK, thanks. I will research on this end.

Karen L. Marshall , Chief  
Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED] karen.marshall@state.vt.us

From: Michel Guite [mailto:mguite@vermontel.com]  
Sent: Friday, November 02, 2012 3:22 PM  
To: Marshall, Karen; Justin M. Robinson  
Subject: RE: 911

It doesn't. The E911 people make the demands. The FCC and the national Public Service entities support them.

I don't understand who gets paid by who yet, but the Intrado contact said it would cost us \$30 million to replicate a 911 data site on our own.

Maybe there is an opportunity we don't see.

The giant wireless operators pay the fees on a per site basis, but the fees seem crippling in rural villages where there are few customers.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: mguite@vermontel.com<mailto:mguite@vermontel.com>  
From: Marshall, Karen [mailto:Karen.Marshall@state.vt.us]  
Sent: Friday, November 02, 2012 3:11 PM  
To: Michel Guite; Justin M. Robinson  
Subject: RE: 911

Wow, this is an area that needs reform.  
My question is, what is the flow of money? How does what is collected on a per site basis make its way to the E 911 system?

Karen L. Marshall , Chief  
Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED]  
karen.marshall@state.vt.us<mailto:karen.marshall@state.vt.us>

From: Michel Guite [mailto:mguite@vermontel.com]  
Sent: Friday, November 02, 2012 2:49 PM  
To: Marshall, Karen; Justin M. Robinson  
Subject: 911

Very strange talk with Richard Winne, salesman for our region for Intrado.

He didn't want to talk without a confidentiality agreement in place, and said would take some days, and so consequently my information was sort of dragged out of him and may not be correct.

He indicates Intrado serves AT&T and Verizon, as well as over 100 rural carriers.

He indicates price for E-911 to be built into 4G/LTE can't possibly be afforded in rural Americas small sites, and it's simply out of the question. He says it is barely understood how to price this even in cities, it, but it will be easily way over the Phase 2 prices, which are already many times the Phase One prices, and Phase One is \$ [REDACTED] to \$ [REDACTED]/month.

He says Coverageco in Vermont was able to persuade Vermont's 911 folks to list them as Phase 1, which costs them about \$ [REDACTED] month for each of 1,000 femto-cells, because the cells are so weak they cannot cross-connect to keep track of location, but someone like us using more powerful Ericsson 3G technology would almost certainly be required to use Phase 2, at about \$ [REDACTED]/month per site, but all of this pales compared to the crippling costs of VOLTE over 4G/LTE.

Quite a shock!

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street

Springfield, VT 05156

Phone: [REDACTED]

Mobile: [REDACTED]

E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)<<mailto:mguite@vermontel.com>>

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**Marshall, Karen**

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Friday, November 09, 2012 4:52 PM  
**To:** 'Monder, Jeffrey'; Otley, Brian (Brian.Otley@greenmountainpower.com); McMillion, Curtis  
**Cc:** Justin M. Robinson; Sam Coleman; Marshall, Karen; diane.r.guite@gmail.com  
**Subject:** RE: VTel  
**Attachments:** VTel Wireless Sites November 10 2012.xls

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Jeff, Brian, Curt, (with copy to Karen Marshall)

We keep adding an extra wireless site here and there, in a process that will presumably (we hope) continue forever. Speed tests of our 4G/LTE to laptops are at about 60 Mbps which is quite wonderful and suggesting that 100 Meg is within reach in a year or two. Adding "receiver boosters" makes process of reaching Smart Grid AMI's much easier, though only real-life implementation will be finally determinative. Subject to Will Dodge clarifying a one-page MOU add-on to our complex 20 SBA contracts, we are close to 100 signed contracts, of 189 targets, with another 75 under active negotiation to contract, and only 14 in the category of "How do we solve this one?". Ericsson is coming in this week to order radios for these sites. I feel like I'm always exaggerating by 5% or so, and on a bad day 8%, so please discount these numbers a small amount. Nonetheless, each week is more progress. Obne of my daughter Diane's first tasks will be to work closely with Curt to begin Smart Grid cutovers, when she arrives Dec. 4.

Best,

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
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E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

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From: Michel Guite  
Sent: Thursday, October 04, 2012 12:15 PM  
To: 'Monder, Jeffrey'; Otley, Brian ([Brian.Otley@greenmountainpower.com](mailto:Brian.Otley@greenmountainpower.com)); McMillion, Curtis  
Cc: Michel Guite; Justin M. Robinson; Sam Coleman  
Subject: VTel

Jeff, Curt,

I promised you a list of 50 sites by the 1st, but have been delaying several days as we try to conclude a relatively large contract. As a temporary 'hold' the attached October 1 list shows 55 sites under contract. The additional 20 sites we hope to have in several days could move this to 75. Several details could derail this extra 20, and will let you know soon. I will translate the enclosed spreadsheet into more readable format as soon as I know from Will Dodge whether this new 20-site contract is ephemeral, but the raw data for a first 55 sites is here.

Overall we have 167 of 186 sites defined and under negotiations.

FCC Auction 901 award of \$2 million yesterday helps build more.

We are selling a large and important non-Vermont wireless asset to create a further \$24 million of pre-tax revenue, to build cash for project needs.

All is going OK, but every day is another battle.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

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## Marshall, Karen

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**From:** Marshall, Karen  
**Sent:** Tuesday, November 13, 2012 1:58 PM  
**To:** 'Sharon Combes-Farr'  
**Cc:** Sam Coleman; Justin M. Robinson; Tess Gauthier  
**Subject:** RE: VTel Wireless

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

I would concur with your thinking, and connecting with ENA.  
He was not very positive for any provider, his best route may be ENA.

**Karen L. Marshall**, Chief  
Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED]  
karen.marshall@state.vt.us

---

**From:** Sharon Combes-Farr [mailto:sharoncf@vermontel.com]  
**Sent:** Tuesday, November 13, 2012 12:53 PM  
**To:** Marshall, Karen  
**Cc:** Sam Coleman; Justin M. Robinson; Tess Gauthier  
**Subject:** RE: VTel Wireless

Karen, thanks for your email.

To be honest, I have a little bit of anger and regret to hear that Rob Callahan from Woodstock contacted you about the need for connectivity at the Pomfret School. I specifically gave Rob an opportunity to write a letter of support for VTel to add the build to the Pomfret school to our BTOP grant and he declined to do so. As you know, our final grant revision was sent to the NTIA some time ago. It is moving forward and we believe much of it will be approved in the next month or so (fingers are crossed).

I do not recommend that VTel build fiber to the Pomfret school, because, frankly, I do not have any faith that even if we did so, we would obtain a contract from Woodstock. I am considering reaching out to ENA to contact Woodstock with a solution and for VTel to supply fiber to ENA, rather than directly to the schools. This is because I do not expect the current decision makers (i.e., Rob) to select VTel directly for whatever reason....

I apologize if this email comes across as negative. There is a longer story here that we can discuss live whenever you have a moment.

Tess, would you be so kind as to forward your recent email exchange with the high school IT person regarding connectivity? I will do the same regarding Pomfret...

**Sharon Combes-Farr**  
Director of Marketing

Vermont Telephone Co., Inc.

Phone: [REDACTED]

E-Mail: [sharoncf@vermontel.com](mailto:sharoncf@vermontel.com)

---

**From:** Marshall, Karen [<mailto:Karen.Marshall@state.vt.us>]

**Sent:** Tuesday, November 13, 2012 11:40 AM

**To:** Sharon Combes-Farr

**Cc:** Sam Coleman; Justin M. Robinson

**Subject:** RE: VTel Wireless

Somewhat related questions:

Does the Barnard 01 site have NTIA fiber running up to it?

Could a lateral be built with extension to 1071 Stage Road, So Pomfret.

Would the Barnard wireless site potentially be able to provision the South Pomfret School with commercial level (> 22 mbps current goal) service?

I had a call from Rob Callahan this AM, seeking a solution for the school at 1071 Stage Road, So Pomfret. I certainly had a difficult time helping him to understand that there was greater possible leverage in their collective connections within the supervisory union, than asking for a connection to one isolated school.

Did you ever get anywhere on a pricing model for these schools that was at all achievable for them?

I wonder if wireless isn't the answer here?

They are time pressed to meet the state's on line testing goals in 2013.

Please let me know your thoughts.

**Karen L. Marshall**, Chief

Connect Vermont, Broadband and Mobile

phone: [REDACTED] mobile: [REDACTED]

[karen.marshall@state.vt.us](mailto:karen.marshall@state.vt.us)

---

**From:** Sharon Combes-Farr [<mailto:sharoncf@vermontel.com>]

**Sent:** Friday, November 09, 2012 3:48 PM

**To:** Marshall, Karen; Campbell, Chris; Shute, Christa; Groschner, Holly

**Cc:** Michel Guite; Sam Coleman; Justin M. Robinson; Malko, David

**Subject:** VTel Wireless

**Importance:** High

Dear Karen, Chris, Christa and Holly,

Please find attached the details for VTel Wireless' plans to provide 3G cellular coverage under the VTA2011-123 Broadband Infrastructure Grant.

The PDF contains our detailed proposal that addresses the specific areas for which the VTA wanted additional details. The zip folder called "Attachments" includes all of the documents referenced in the letter.

Please feel free to contact me if you have any questions or require any additional information.

Very best regards,

**Sharon Combes-Farr**  
Director of Marketing  
Vermont Telephone Co., Inc.  
Springfield, Vermont 05156  
Phone: [REDACTED]  
E-Mail: [sharoncf@vermontel.com](mailto:sharoncf@vermontel.com)

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**Marshall, Karen**

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Thursday, November 15, 2012 7:18 PM  
**To:** Groschner, Holly; wdodge@drm.com; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** RE: Contract? Aieeeeeee!!!!

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Will and Dave? Only 8 hrs in Friday and we need to sign.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

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\*\*\*\*\*

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**From:** Groschner, Holly [hgroschner@telecomvt.org]  
**Sent:** Thursday, November 15, 2012 5:33 PM  
**To:** Michel Guite; [wdodge@drm.com](mailto:wdodge@drm.com); Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** RE: Contract? Aieeeeeee!!!!

Dear MG:

My question is whether the VTA has received the relevant applications that correspond to the "capacity pricing application?"

I hate to say it, but I have the understanding that the ball is in VTel's court -- even though I'd love to see you send breakfast in bed to Terry.

Will and Dave, I'm sure you know where that stands. Hopefully its not standing on my desk.

Thanks. And congratulations on getting your first 50 sites in.

Best, Holly

-----Original Message-----

From: Michel Guite [<mailto:mguite@vermontel.com>]

Sent: Thursday, November 15, 2012 4:03 PM

To: Groschner, Holly; [wdodge@drm.com](mailto:wdodge@drm.com); Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen

Subject: Contract? Aieeeeeee!!!!

Hi all,

We are sending to RUS tomorrow 50 completed site contracts, to get Ericsson equipment on the first 50 sites.

Can I PLEASE have a VTA contract to sign? I give up. I'll sign anything. We'll guarantee to bring Terry Lavallee breakfast in bed, and call it the Public Safety Emergency Nourishment (PSEN) program.

It would be such a pity to not have VTA/Bennington, VTA/Williston and VTA/Topsham included in these symbolic first 50 great sites that will cover so much of rural Vermont.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

---

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---

## Marshall, Karen

---

**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Thursday, November 15, 2012 7:41 PM  
**To:** Groschner, Holly; wdodge@drm.com; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** Re: Contract? Aieeeeeee!!!!

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Meanwhile surely someone has the contract. May I see it please.  
Sent via BlackBerry by AT&T

-----Original Message-----

**From:** "Groschner, Holly" <hgroschner@telecomvt.org>  
**Date:** Thu, 15 Nov 2012 17:33:07  
**To:** Michel Guite <mguite@vermontel.com>; wdodge@drm.com <wdodge@drm.com>; Malko, David <dmalko@telecomvt.org>; Gordon Mathews <gmathews@vermontel.com>; Campbell, Chris <ccampbell@telecomvt.org>; Marshall, Karen <Karen.Marshall@state.vt.us>  
**Subject:** RE: Contract? Aieeeeeee!!!!

Dear MG:

My question is whether the VTA has received the relevant applications that correspond to the "capacity pricing application?"

I hate to say it, but I have the understanding that the ball is in VTel's court -- even though I'd love to see you send breakfast in bed to Terry.

Will and Dave, I'm sure you know where that stands. Hopefully its not standing on my desk.

Thanks. And congratulations on getting your first 50 sites in.

Best, Holly

-----Original Message-----

**From:** Michel Guite [<mailto:mguite@vermontel.com>]  
**Sent:** Thursday, November 15, 2012 4:03 PM  
**To:** Groschner, Holly; wdodge@drm.com; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** Contract? Aieeeeeee!!!!

Hi all,

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It would be such a pity to not have VTA/Bennington, VTA/Williston and VTA/Topsham included in these symbolic first 50 great sites that will cover so much of rural Vermont.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

---

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**Marshall, Karen**

---

**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Friday, November 16, 2012 10:06 AM  
**To:** Will Dodge; Groschner, Holly; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** RE: Contract? Aieeeeeee!!!! [DRM-ID.FID639317]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Gordon can we submit the applications and sign the contract today with the 3 applications?

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

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**From:** Will Dodge [wdodge@drm.com]  
**Sent:** Friday, November 16, 2012 9:24 AM  
**To:** Michel Guite; Groschner, Holly; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
**Subject:** RE: Contract? Aieeeeeee!!!! [DRM-ID.FID639317]

Michel:

Here is the contract -- I am not certain that the applications are complete and have been submitted.

William J. Dodge  
Downs Rachlin Martin PLLC  
P.O. Box 190, Burlington, VT 05402-0190  
Tel: [REDACTED]  
Email: [wdodge@drm.com](mailto:wdodge@drm.com)

-----Original Message-----

From: Michel Guite [<mailto:mguite@vermontel.com>]  
Sent: Thursday, November 15, 2012 7:41 PM  
To: Groschner, Holly; Will Dodge; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
Subject: Re: Contract? Aieeeeeee!!!!

Meanwhile surely someone has the contract. May I see it please.  
Sent via BlackBerry by AT&T

-----Original Message-----

From: "Groschner, Holly" <[hgroschner@telecomvt.org](mailto:hgroschner@telecomvt.org)>  
Date: Thu, 15 Nov 2012 17:33:07  
To: Michel Guite <[mguite@vermontel.com](mailto:mguite@vermontel.com)>; [wdodge@drm.com](mailto:wdodge@drm.com) <[wdodge@drm.com](mailto:wdodge@drm.com)>; Malko, David <[dmalko@telecomvt.org](mailto:dmalko@telecomvt.org)>; Gordon Mathews <[gmathews@vermontel.com](mailto:gmathews@vermontel.com)>; Campbell, Chris <[ccampbell@telecomvt.org](mailto:ccampbell@telecomvt.org)>; Marshall, Karen <[Karen.Marshall@state.vt.us](mailto:Karen.Marshall@state.vt.us)>  
Subject: RE: Contract? Aieeeeeee!!!!

Dear MG:

My question is whether the VTA has received the relevant applications that correspond to the "capacity pricing application?"

I hate to say it, but I have the understanding that the ball is in VTel's court -- even though I'd love to see you send breakfast in bed to Terry.

Will and Dave, I'm sure you know where that stands. Hopefully its not standing on my desk.

Thanks. And congratulations on getting your first 50 sites in.

Best, Holly

-----Original Message-----

From: Michel Guite [<mailto:mguite@vermontel.com>]  
Sent: Thursday, November 15, 2012 4:03 PM  
To: Groschner, Holly; [wdodge@drm.com](mailto:wdodge@drm.com); Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
Subject: Contract? Aieeeeeee!!!!

Hi all,

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Can I PLEASE have a VTA contract to sign? I give up. I'll sign anything. We'll guarantee to bring Terry Lavallee breakfast in bed, and call it the Public Safety Emergency Nourishment (PSEN) program.

It would be such a pity to not have VTA/Bennington, VTA/Williston and VTA/Topsham included in these symbolic first 50 great sites that will cover so much of rural Vermont.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

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**Marshall, Karen**

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**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Friday, November 16, 2012 12:00 PM  
**To:** Campbell, Chris; Will Dodge; Groschner, Holly; Malko, David; Gordon Mathews; Marshall, Karen  
**Subject:** RE: Contract? Aieeeeeee!!!! [DRM-ID.FID639317]

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Chris,

This sounds to be moving rapidly, and thanks.

I need to tell Ericsson by today which are the 'first 50' that are additional to the 'first 2' already being installed. Ericsson will detail the precise equipment list per site in preparation for delivering to RUS next Monday/Tuesday the 'first 50' package.

The key is to know today what is "in the first 50". I am confident about including these today and getting signatures next week if needed.

We are already at work on the 'second 50'.

Best,

Michel Guite  
President  
Vermont National Telephone Co., Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: mguite@vermontel.com

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**From:** Campbell, Chris [ccampbell@telecomvt.org]  
**Sent:** Friday, November 16, 2012 10:58 AM  
**To:** Will Dodge; Groschner, Holly; Michel Guite; Malko, David; Gordon Mathews; Marshall, Karen

Subject: RE: Contract? Aieeeeeee!!!! [DRM-ID.FID639317]

Michel,

I'm jumping in at this point after touching base with my team this morning.

It is my understanding that we have a form of license that is agreeable to all. It needs to be filled out based on the information contained in the license applications. I'll confirm that we have received this week the revised applications, and now the ball is in our court to complete the license template on each of the three sites based on that information. We are working on that today (now), and we will finish as soon as we can. There will be some additional drafting work to do beyond filling in blanks driven by the need to make final occupancy contingent of approval of structural analysis, selection of final height, etc. that was not submitted as part of the revised application. (I believe this is understood by Will and is the resolution of the "chicken and egg" discussion he mentions below.) Again, we are working on that right now.

As you may recall, execution of the document for the state on state-owned sites is done by the Commissioner of DII, Richard Boes. We don't have control over whether he signs today, and this is the first state license with the new capacity pricing model. Ordinarily, something new might cause at least a minor delay. We will attempt, however, to get ahead of it and communicate both the urgency of the matter and that this is a concept that has been extensively vetted.

cjc

-----Original Message-----

From: Will Dodge [mailto:wdodge@drm.com]

Sent: Friday, November 16, 2012 10:12 AM

To: Groschner, Holly; Michel Guite; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen

Subject: RE: Contract? Aieeeeeee!!!! [DRM-ID.FID639317]

Holly:

It's my understanding that VTA has received applications for [REDACTED], and [REDACTED]. If you could check into it, the form you sent on November 1 looks great, and Michel is ready to sign as soon as they can be sent over. Per our "chicken - egg" discussions, we'll modify the applications to the extent necessary once the A&E work commences (e.g., if modifications need to be made). The signed lease, from VTel's perspective, is needed to start the A&E process immediately, and to order equipment now.

William J. Dodge

Downs Rachlin Martin PLLC

P.O. Box 190, Burlington, VT 05402-0190

Tel: [REDACTED]

Email: wdodge@drm.com

-----Original Message-----

From: Groschner, Holly [mailto:hgroschner@telecomvt.org]

Sent: Thursday, November 15, 2012 5:33 PM

To: Michel Guite; Will Dodge; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen

Subject: RE: Contract? Aieeeeeee!!!!

Dear MG:

My question is whether the VTA has received the relevant applications that correspond to the "capacity pricing application?"

I hate to say it, but I have the understanding that the ball is in VTel's court -- even though I'd love to see you send breakfast in bed to Terry.

Will and Dave, I'm sure you know where that stands. Hopefully its not standing on my desk.

Thanks. And congratulations on getting your first 50 sites in.

Best, Holly

-----Original Message-----

From: Michel Guite [mailto:mguite@vermontel.com]  
Sent: Thursday, November 15, 2012 4:03 PM  
To: Groschner, Holly; wdodge@drm.com; Malko, David; Gordon Mathews; Campbell, Chris; Marshall, Karen  
Subject: Contract? Aieeeeeee!!!!

Hi all,

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Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: mguite@vermontel.com

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## Marshall, Karen

---

**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Friday, November 16, 2012 3:24 PM  
**To:** Monder, Jeffrey; Otley, Brian; McMillion, Curtis  
**Cc:** Justin M. Robinson; Sam Coleman; Marshall, Karen; diane.r.guite@gmail.com  
**Subject:** RE: VTel

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

I agree. We at VTel are late. We need to change the agreement. I think when you see how many AMI's will be reached by our first 50 sites you will be pleased, and we are summarizing this now, but we at VTel are late and it is bitter news for all of us.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: mguite@vermontel.com

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**From:** Monder, Jeffrey [Jeff.Monder@greenmountainpower.com]  
**Sent:** Friday, November 16, 2012 2:43 PM  
**To:** Michel Guite; Otley, Brian; McMillion, Curtis  
**Cc:** Justin M. Robinson; Sam Coleman; karen.marshall@state.vt.us; diane.r.guite@gmail.com  
**Subject:** Re: VTel

Thank you for the update Michel. It sounds like site acquisition is moving along. Sorry it took so long to get back to you. We have been making good progress on meter rollouts. At this point, we've got nearly 150k meters out the field and things are in a pretty effective routine. We look forward to starting the cutovers. At this point, we're going to have to explore how to build an extension into our existing GMP/Vtel agreement.

Looking forward to meeting Diane.

Best5

Jeff

Jeff Monder  
Information Technologies  
Green Mountain Power  
77 Grove Street  
Rutland, Vermont 05701  
[REDACTED]

Think Green before you choose to print this email!

On 11/9/12 3:52 PM, "Michel Guite" <mguite@vermontel.com> wrote:

>Jeff, Brian, Curt, (with copy to Karen Marshall)

>  
>  
>

>We keep adding an extra wireless site here and there, in a process that  
>will presumably (we hope) continue forever. Speed tests of our 4G/LTE  
>to laptops are at about 60 Mbps which is quite wonderful and suggesting  
>that  
>100 Meg is within reach in a year or two. Adding "receiver boosters"  
>makes process of reaching Smart Grid AMI's much easier, though only  
>real-life implementation will be finally determinative. Subject to Will  
>Dodge clarifying a one-page MOU add-on to our complex 20 SBA contracts,  
>we are close to 100 signed contracts, of 189 targets, with another 75  
>under active negotiation to contract, and only 14 in the category of  
>"How do we solve this one?". Ericsson is coming in this week to order  
>radios for these sites. I feel like I'm always exaggerating by 5% or  
>so, and on a bad day 8%, so please discount these numbers a small amount.  
>Nonetheless, each week is more progress. Obne of my daughter Diane's  
>first tasks will be to work closely with Curt to begin Smart Grid  
>cutovers, when she arrives Dec. 4.

>  
>  
>

>Best,

>  
>  
>  
>

>Michel Guite  
>President  
>Vermont National Telephone Co, Inc.

>354 River Street  
>Springfield, VT 05156  
>Phone: [REDACTED]  
>Mobile: [REDACTED]  
>E-Mail: mguite@vermontel.com

>  
>  
>-----  
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>  
>-----  
>From: Michel Guite  
>Sent: Thursday, October 04, 2012 12:15 PM  
>To: 'Monder, Jeffrey'; Otley, Brian  
>(Brian.Otley@greenmountainpower.com);  
>McMillion, Curtis  
>Cc: Michel Guite; Justin M. Robinson; Sam Coleman  
>Subject: VTel

>  
>Jeff, Curt,

>  
>I promised you a list of 50 sites by the 1st, but have been delaying  
>several days as we try to conclude a relatively large contract. As a  
>temporary @hold<sup>1</sup> the attached October 1 list shows 55 sites under  
>contract. The additional 20 sites we hope to have in several days could  
>move this to 75. Several details could derail this extra 20, and will  
>let you know soon. I will translate the enclosed spreadsheet into more  
>readable format as soon as I know from Will Dodge whether this new  
>20-site contract is ephemeral, but the raw data for a first 55 sites is  
>here.

>  
>Overall we have 167 of 186 sites defined and under negotiations.

>  
>FCC Auction 901 award of \$2 million yesterday helps build more.

>  
>We are selling a large and important non-Vermont wireless asset to  
>create a further \$24 million of pre-tax revenue, to build cash for project needs.

>  
>All is going OK, but every day is another battle.



## Marshall, Karen

---

**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Friday, November 16, 2012 4:58 PM  
**To:** Campbell, Chris  
**Cc:** Marshall, Karen; Groschner, Holly; Malko, David  
**Subject:** RE: Update on license agreements

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Understood and don't worry. We have already informed Ericsson the VTA sites are "in" the first 50.

Michel Guite  
President  
Vermont National Telephone Co, Inc.  
354 River Street  
Springfield, VT 05156  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

---

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**From:** Campbell, Chris [ccampbell@telecomvt.org]  
**Sent:** Friday, November 16, 2012 4:47 PM  
**To:** Michel Guite  
**Cc:** Marshall, Karen; Groschner, Holly; Malko, David  
**Subject:** Update on license agreements

Michel,

Here is an update on the status of the license agreements. Drafts of the agreements are done, although we've identified some points of factual clarification that we need from the

agencies to fill in all the blanks in the form. We've asked for Karen's re-enforcement that we get those quickly. We also want to reach out to your staff regarding some of the information that was in the application, to make sure it was accurate and, that when it is run through the pricing framework we all negotiated, produces the outcome you want. Holly and Dave have both been working on nothing today but VTel items. (Dave has also been working on processing the data in your cellular grant re-submission.) Bottom line, though I wish it were otherwise, this will go into Monday.

Christopher Campbell  
Executive Director  
Vermont Telecommunications Authority

  
[ccampbell@telecomvt.org](mailto:ccampbell@telecomvt.org)<mailto:ccampbell@telecomvt.org>

Public Free/Busy information: [tinyurl.com/2b4z53](http://tinyurl.com/2b4z53)<<http://tinyurl.com/2b4z53>>

## Marshall, Karen

---

From: Marshall, Karen  
Sent: Monday, November 19, 2012 4:42 PM  
To: Sharon Combes-Farr  
Subject: Re: google broadband

Follow Up Flag: Follow up  
Flag Status: Flagged

Yup

Sent from my iPhone

On Nov 19, 2012, at 3:08 PM, "Sharon Combes-Farr" <sharoncf@vermontel.com> wrote:

> I will call you at 4:45, which is what I think you are suggesting - absolutely.

>

> Sharon Combes-Farr

> Director of Marketing

> Vermont Telephone Co., Inc.

> Phone: [REDACTED]

>

> E-Mail: sharoncf@vermontel.com

>

> -----Original Message-----

> From: Marshall, Karen [mailto:Karen.Marshall@state.vt.us]

> Sent: Monday, November 19, 2012 2:52 PM

> To: Sharon Combes-Farr

> Subject: Re: google broadband

>

> 445 is ok. Plz call. Best is 343 3740

>

> Sent from Karen's iPad , please excuse any typos

>

> On Nov 19, 2012, at 1:14 PM, "Sharon Combes-Farr" <sharoncf@vermontel.com> wrote:

>

>> Thanks. I have a 3pm but besides that should be available. Shall I call you after my 3pm call?

>>

>> Sharon Combes-Farr

>> Director of Marketing

>> Vermont Telephone Co., Inc.

>> Phone: [REDACTED]

>>

>> E-Mail: sharoncf@vermontel.com

>>

>> -----Original Message-----

>> From: Marshall, Karen [mailto:Karen.Marshall@state.vt.us]

>> Sent: Monday, November 19, 2012 12:55 PM

>> To: Sharon Combes-Farr

>> Subject: Re: google broadband

>>

>> I'll give you a ring later today.

>>

>> Sent from Karen's iPad , please excuse any typos

>>  
>> On Nov 19, 2012, at 11:48 AM, "Sharon Combes-Farr" <sharoncf@vermontel.com> wrote:  
>>  
>>> Karen, hopefully this email trail isn't confusing - it probably makes more sense when starting at the bottom. We want to set-up a broadband farm forum with State and local leaders to brainstorm ideas in which VTel's GigE fiber to the home can be turned into a way to attract businesses and entrepreneurs a la Google Fiber in Kansas City. We definitely want your participation and insight into how to get the conversation started.  
>>>  
>>> Sharon Combes-Farr  
>>> Director of Marketing  
>>> Vermont Telephone Co., Inc.  
>>> Phone: [REDACTED]  
>>>  
>>> E-Mail: sharoncf@vermontel.com  
>>>  
>>> -----Original Message-----  
>>> From: Sharon Combes-Farr  
>>> Sent: Monday, November 19, 2012 11:35 AM  
>>> To: 'Bob Flint'  
>>> Cc: Tess Gauthier; Dan Lucier  
>>> Subject: RE: google broadband  
>>>  
>>> It is actually our whole service territory. But we have to start somewhere and we are upgrading N. Springfield and Springfield right now. I just think we want folks at the local level, in addition to the state level. Maybe just you, us, and the State folks? We will start with Karen Marshall.  
>>>  
>>> Sharon Combes-Farr  
>>> Director of Marketing  
>>> Vermont Telephone Co., Inc.  
>>> Phone: [REDACTED]  
>>>  
>>> E-Mail: sharoncf@vermontel.com  
>>>  
>>> -----Original Message-----  
>>> From: Bob Flint [mailto:bobf@springfielddevelopment.org]  
>>> Sent: Monday, November 19, 2012 11:30 AM  
>>> To: Sharon Combes-Farr  
>>> Cc: Tess Gauthier; Dan Lucier  
>>> Subject: Re: google broadband  
>>>  
>>> Sure - although it's Chester too.....  
>>>  
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>>>  
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>>> On 11/19/12 11:25 AM, Sharon Combes-Farr wrote:  
>>>> And you and someone from the Chamber, to bring it home to Springfield, correct?  
>>>>  
>>>> Sharon Combes-Farr  
>>>> Director of Marketing  
>>>> Vermont Telephone Co., Inc.  
>>>> Phone: [REDACTED]  
>>>>  
>>>> E-Mail: sharoncf@vermontel.com

>>>>

>>>> -----Original Message-----

>>>> From: Bob Flint [mailto:bobf@springfielddevelopment.org]

>>>> Sent: Monday, November 19, 2012 11:14 AM

>>>> To: Sharon Combes-Farr

>>>> Cc: Tess Gauthier; Dan Lucier

>>>> Subject: Re: google broadband

>>>>

>>>> Sharon -

>>>>

>>>> I'd suggest a smaller group initially - the office of Innovation and Karen make sense and maybe Pat Moulton Powden as well.

>>>>

>>>>

>>>>

>>>>

>>>> bob

>>>>

>>>>

>>>>

>>>> On 11/19/12 11:10 AM, Sharon Combes-Farr wrote:

>>>>> Bob, when I read through the story, it looks like a lot of groups got together to hype the possibilities of Google's plans:

>>>>>

>>>>> "Across both Kansas Citys, civic and government leaders, development groups, colleges, foundations and task forces are rolling out grand plans to capitalize on the first-in-the-nation Google Fiber hype."

>>>>>

>>>>> It also was a reference to a task force by the mayor to come up with strategies to attract businesses and entrepreneurs.

>>>>>

>>>>> Dan and Tess:

>>>>> Let's turn this into a farm forum. Perhaps Bob can help us pull together a cross-section of business and civic leaders and we can host a broadband farm forum that discusses how VTel fiber can be leveraged to attract businesses and entrepreneurs here. We can include the Vermont Office of Innovation and possibly also Karen Marshall.

>>>>>

>>>>> Thoughts?

>>>>>

>>>>> Regards,

>>>>>

>>>>>

>>>>>

>>>>> Sharon Combes-Farr

>>>>> Director of Marketing

>>>>> Vermont Telephone Co., Inc.

>>>>> Phone: [REDACTED]

>>>>>

>>>>> E-Mail: sharoncf@vermontel.com

>>>>>

>>>>> -----Original Message-----

>>>>> From: Bob Flint [mailto:bobf@springfielddevelopment.org]

>>>>> Sent: Monday, November 19, 2012 10:48 AM

>>>>> To: Michel Guite

>>>>> Cc: Sharon Combes-Farr; Justin M. Robinson; 'Dave Burstein'

>>>>> Subject: Re: google broadband

>>>>>

>>>> I'm fine with that - but is there a way to, collectively, consider  
>>>> a manner in driving business development with this? You have One  
>>>> Hundred River Street with lots of space for IT development - the  
>>>> upper floor of  
>>>> 36 Precision Drive - thousands of square feet. We, when the time is right, need to  
package our message - and I'm talking about the fiber piece.  
>>>>  
>>>> Thanks, as always, Michel for the thoughts!  
>>>>  
>>>>  
>>>>  
>>>> bob  
>>>>  
>>>>  
>>>>  
>>>> On 11/19/12 10:38 AM, Michel Guite wrote:  
>>>>> Dave has been saying for some months that as soon as we have a first 100 or so homes  
connected we should 'go public' with the news. We are gradually ramping us, a few at a time,  
and I am eager to hear that we have video on as well.  
>>>>>  
>>>>> We want more speed than Google, more video, lower prices, with wireless.  
>>>>>  
>>>>> We need to respond to Dave's advice by setting a schedule of when to go public.  
>>>>>  
>>>>> Michel Guite  
>>>>> President  
>>>>> Vermont National Telephone Co, Inc.  
>>>>> Phone: [REDACTED]  
>>>>> Mobile: [REDACTED]  
>>>>> E-Mail: mguite@vermontel.com  
>>>>>  
>>>>> -----Original Message-----  
>>>>> From: Bob Flint [mailto:bobf@springfielddevelopment.org]  
>>>>> Sent: Monday, November 19, 2012 10:07 AM  
>>>>> To: Michel Guite; Sharon Combes-Farr  
>>>>> Subject: google broadband  
>>>>>  
>>>>> Michel & Sharon -  
>>>>>  
>>>>> Michel probably saw this too - it was picked up in yesterday's Valley News.  
>>>>>  
>>>>> Given what VTel is doing - how do we make this happen here?  
>>>>>  
>>>>>  
>>>>> bob  
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>>>>>  
>>>>> <http://www.kansascity.com/2012/11/10/3911134/startup-hopefuls-dra>  
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>>>>> --  
>>>>> Bob Flint  
>>>>>  
>>>>> Bob Flint  
>>>>> Executive Director  
>>>>> Springfield Regional Development Corporation  
>>>>> 14 Clinton Street, Suite 7  
>>>>> Springfield, VT 05156  
>>>>> Phone - [REDACTED]  
>>>>> Fax - [REDACTED]  
>>>>>  
>>>>> bobf@springfielddevelopment.org  
>>>>> <mailto:bobf@springfielddevelopment.org>  
>>>>>  
>>>>> www.springfielddevelopment.org  
>>>>> <http://www.springfielddevelopment.org>  
>>>>>  
>>>>> Follow us on Facebook! <http://tinyurl.com/24gpg6t>  
>>>>>  
>>>>> We're blogging - http://www.springfielddevelopment.org/blog/  
>>>>>  
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destroy all copies of the original message.  
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>>>>> www.springfielddevelopment.org  
>>>>> <http://www.springfielddevelopment.org>  
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>>> www.springfielddevelopment.org <http://www.springfielddevelopment.org>  
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>

**Marshall, Karen**

---

**From:** Marshall, Karen  
**Sent:** Tuesday, November 20, 2012 5:32 PM  
**To:** Sharon Combes-Farr  
**Subject:** Re: Governor Shumlin

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Works.

Sent from Karen's iPad , please excuse any typos

On Nov 20, 2012, at 4:24 PM, "Sharon Combes-Farr" <sharoncf@vermontel.com> wrote:

> Karen, I talked to Michel about a potential Governor visit in mid-December. Michel's strong preference is for us to book a date in January (mid) so that we can show him the whole gamut - Wireless, IPTV, and FTTH. What are your thoughts on that?

> Best,

>

> Sharon Combes-Farr

> Director of Marketing

> Vermont Telephone Co., Inc.

> Phone: [REDACTED]

>

> E-Mail: sharoncf@vermontel.com

> -----Original Message-----

> From: Marshall, Karen [mailto:Karen.Marshall@state.vt.us]

> Sent: Monday, November 19, 2012 2:52 PM

> To: Sharon Combes-Farr

> Subject: Re: google broadband

>

> 445 is ok. Plz call. Best is [REDACTED]

>

> Sent from Karen's iPad , please excuse any typos

>

> On Nov 19, 2012, at 1:14 PM, "Sharon Combes-Farr" <sharoncf@vermontel.com> wrote:

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>> Thanks. I have a 3pm but besides that should be available. Shall I call you after my 3pm call?

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>> Sharon Combes-Farr

>> Director of Marketing

>> Vermont Telephone Co., Inc.

>> Phone: [REDACTED]

>>

>> E-Mail: sharoncf@vermontel.com

>>

>> -----Original Message-----

>> From: Marshall, Karen [mailto:Karen.Marshall@state.vt.us]

>> Sent: Monday, November 19, 2012 12:55 PM

>> To: Sharon Combes-Farr

>> Subject: Re: google broadband

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>>> Vermont Telephone Co., Inc.  
>>> Phone: [REDACTED]  
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>>> E-Mail: sharoncf@vermontel.com  
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>>> From: Sharon Combes-Farr  
>>> Sent: Monday, November 19, 2012 11:35 AM  
>>> To: 'Bob Flint'  
>>> Cc: Tess Gauthier; Dan Lucier  
>>> Subject: RE: google broadband  
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>>>>> Sent: Monday, November 19, 2012 10:48 AM  
>>>>> To: Michel Guite  
>>>>> Cc: Sharon Combes-Farr; Justin M. Robinson; 'Dave Burstein'

>>>> Subject: Re: google broadband

>>>>

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>>>> a manner in driving business development with this? You have One

>>>> Hundred River Street with lots of space for IT development - the

>>>> upper floor of

>>>> 36 Precision Drive - thousands of square feet. We, when the time is right, need to package our message - and I'm talking about the fiber piece.

>>>>

>>>> Thanks, as always, Michel for the thoughts!

>>>>

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>>>> bob

>>>>

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>>>> On 11/19/12 10:38 AM, Michel Guite wrote:

>>>>> Dave has been saying for some months that as soon as we have a first 100 or so homes connected we should 'go public' with the news. We are gradually ramping us, a few at a time, and I am eager to hear that we have video on as well.

>>>>>

>>>>> We want more speed than Google, more video, lower prices, with wireless.

>>>>>

>>>>> We need to respond to Dave's advice by setting a schedule of when to go public.

>>>>>

>>>>> Michel Guite

>>>>> President

>>>>> Vermont National Telephone Co, Inc.

>>>>> Phone: [REDACTED]

>>>>> Mobile: [REDACTED]

>>>>> E-Mail: mguite@vermontel.com

>>>>>

>>>>> -----Original Message-----

>>>>> From: Bob Flint [mailto:bobf@springfielddevelopment.org]

>>>>> Sent: Monday, November 19, 2012 10:07 AM

>>>>> To: Michel Guite; Sharon Combes-Farr

>>>>> Subject: google broadband

>>>>>

>>>>> Michel & Sharon -

>>>>>

>>>>> Michel probably saw this too - it was picked up in yesterday's Valley News.

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>>>>> bob

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>>>  
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>

## Marshall, Karen

---

**From:** Michel Guite [mguite@vermontel.com]  
**Sent:** Wednesday, November 21, 2012 3:33 PM  
**To:** Marshall, Karen; Amalixsen, Erik; Campbell, Chris; 'Brandon Peyton'; 'Nishi, Roger'; Kerrick Johnson; 'Mike Loucy'; 'Pratt, Randy'; 'Brian Otley'; 'Robert Dostis'  
**Cc:** Porter, James  
**Subject:** RE: Telco and Smart Grid Update meetings

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Karen,

Such a good idea!

Happy Thanksgiving all.

Horrible as it seems to struggle with each of these milestones, and setbacks, and battles, I can hardly believe how much we have to be thankful for, and how much progress Vermont has made in a year.

### Michel Guite

President  
Vermont National Telephone Co, Inc.  
Phone: [REDACTED]  
Mobile: [REDACTED]  
E-Mail: [mguite@vermontel.com](mailto:mguite@vermontel.com)

---

**From:** Marshall, Karen [<mailto:Karen.Marshall@state.vt.us>]  
**Sent:** Wednesday, November 21, 2012 3:23 PM  
**To:** Amalixsen, Erik; Campbell, Chris; 'Brandon Peyton'; 'Nishi, Roger'; Michel Guite; Kerrick Johnson; 'Mike Loucy'; 'Pratt, Randy'; 'Brian Otley'; 'Robert Dostis'  
**Cc:** Porter, James  
**Subject:** Telco and Smart Grid Update meetings

Hello everyone,

As we close in on the end of Q4/ 2012 I would like to conduct our semiannual review meetings and project updates for federally and VTA funded Telco and smart grid projects.

I am going to suggest that we allow 1.25 hours for each project, a brief presentation of milestones, remaining work, vitals, etc would be great. I will leave it to you to develop your presentations.

They should incorporate a synopsis of total funding, amount spent, project completion, deadlines, significant project challenges and risks; installations/ miles completed; % in construction/ design; equipment installed, etc.

We will use these updates to develop our progress report for the upcoming legislative session.

I am attaching a doodle scheduler, please chime in and let me know your availability.

I may travel to locations if that is easiest on schedules.

<http://www.doodle.com/un9c8ffeacd2ibpz>

Meetings with :

GMP, VELCO, VTA, Sovernet, VTEL, Waitsfield Champlain Valley Telecom, VEC

Best,

KM

**Karen L. Marshall**, Chief

Connect Vermont, Broadband and Mobile

Agency Of Administration | Pavillion Building

109 State Street | Montpelier, VT 05609

phone [REDACTED] mobile [REDACTED]

[karen.marshall@state.vt.us](mailto:karen.marshall@state.vt.us)

## Marshall, Karen

---

**From:** Marshall, Karen  
**Sent:** Tuesday, November 27, 2012 5:20 PM  
**To:** 'Gordon Mathews'  
**Cc:** 'Michel Guite'  
**Subject:** American Tower Site on Route 17, APP GAP Waitsfield

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi Gordon,

I was in a conversation today and the ATS tower at the top of APP Gap came up as an item. I wanted to follow through and see if this was of interest to you for the network. The site is facing demolition in the near future without the presence of a carrier.

Please confirm that you do or do not have interest.

Thanks

**Karen L. Marshall**, Chief  
Connect Vermont, Broadband and Mobile

Agency Of Administration | Pavillion Building  
109 State Street | Montpelier, VT 05609  
phone: [REDACTED] mobile: [REDACTED]  
[karen.marshall@state.vt.us](mailto:karen.marshall@state.vt.us)

## Marshall, Karen

---

**From:** Marshall, Karen  
**Sent:** Friday, November 30, 2012 8:04 AM  
**To:** 'Michel Guite'; 'Justin M. Robinson'; Sam Coleman; 'Sharon Combes-Farr'  
**Subject:** VTEL project update

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Hi folks,

We are planning the series of project updates to roll up information for the legislature.

Can I suggest a meeting on December 10, 12 – 1:30 in Montpelier for some portion of the VTEL team?

The invitees would be: VTEL, congressional folks, KM.

I could also have VTA on board if appropriate. This meeting will follow the VTA board meeting on 12/7 and a completed vote on mobility funding.

We have earlier status meetings that day, and David Weinstein from Sanders office can attend that morning. I'd like to use this opportunity if possible to include him on the VTEL meeting while he is available.

Can that work on your schedules?

The recommended items might be:

FFTP project

WOW project

Mobility

Nothing major in terms of a presentation, other than the vitals to give an accurate picture of:

- Project completion to date
- Remaining work to be accomplished
- Forecast of timeline to completion
- Service activations
- Technology that VTEL is deploying

Let me know if this works, we'll arrange for lunch.

**Karen L. Marshall**, Chief

Connect Vermont, Broadband and Mobile

Agency Of Administration | Pavilion Building

109 State Street | Montpelier, VT 05609

phone: [REDACTED] mobile: [REDACTED]

[karen.marshall@state.vt.us](mailto:karen.marshall@state.vt.us)