

Vermont Independent Telephone Companies

- **EXPERTISE** (100+ years telco, 20+ Broadband)
- **ESTABLISHED TAXED BUSINESSES**
- **BUILDING BROADBAND NOW**
- **SERVING RURAL HIGH COST AREAS**
- **CARRIER of LAST RESORT**
- **BEST POSITIONED TO BUILD LAST MILE**
- **AFFORDABLE**



Franklin Telephone Co., Inc. (established 1894)

- Started Fiber to the Home (FTTH) in 2014
- CARES/CRF Grants of \$45,690 to 24 locations connected
- Plans to continue FTTH. Cost and customer take-rate are issues (FTTH 20% take 10Meg, 13% take 50meg or higher)

Shoreham Telephone Co., LLC (OTELCO)

- Remotes with high bandwidth capabilities of 100 meg
- Implementing significant network upgrades to deploy VDSL technology and increase speeds to 25/3 MB for 1200 locations during 2020-21
- Plans to continue broadband upgrades over coming years

TDS Telecom (Northfield, Ludlow and Perkinsville)

- Remotes with high bandwidth capabilities of 100 meg
- 76% of the locations currently have 25Meg or higher capabilities (40% capable of 100Meg)
- 2020 Capital Investments for broadband upgrades in excess of \$850,000

Topsham Telephone Co., Inc.

- Started FTTH in 2015
- CARES/CRF Grants of \$971,242 passing 350 locations
- Complete Telecom Switch conversion in progress
- Engineering and construction in process for more FTTH

Vermont Telephone Company, Inc. (VTel)

- Invested \$100M VTel capital in VT network since 1994; 2011-2017 upgraded to 100% FTTH with RUS partnership
- Operates a 1,400 mile fiber-optic network extending thru Vermont to Montreal, NY and Boston
- Affiliated with VTEL wireless which provides 4G/LTE fixed and mobile wireless broadband statewide
- Plans to continue to invest in improving network reliability, redundancy and service offerings

Waitsfield and Champlain Valley Telecom (established 1904)

- Started FTTH in 2011. Currently serves 4,500 FTTH locations
- CARES/CRF Grants of \$984,935 to extend to 224 locations completed, passed additional 63 locations
- Plans to build fiber to all customers in its service territory