

ECFiber Facts

* VT Communications Union District of 24 towns
* Average density - 14 premises per mile
* Average take rate – 5-6 premises per mile
* ~4,100 Customers
* ~1000 miles of network completed
* ~110 miles VTA Network – mixed use middle mile and distribution (Included in the 700)
* ~ $30,000/ mile to build including 6 customer drops.

Funding

* Initial $500,000 – ValleyNet and 2 Investors to build the initial pilot network in Barnard
  + Additional $7 million raised with promissory notes, we built where neighborhoods funded construction
* Current Funding – Municipal Revenue Bonds, 2016,2017,2018
  + 2016 and 2017 Bonds paid back all previous investors
  + 3 Years audited financials
  + Cash Flow/ EBITDA Positive
* Cash Flow Positive, EBITDA Positive at ~1,500 Customers, 225 miles of network

Challenges

* Utility Pole Make Ready costs and timing
* Weather
* Redundancy within the network
* Setting expectations
* Inside premise wireless
* Speed testing
* Affordable backhaul

Lessons Learned

* Design whole towns or service areas at a time, include all premises +10% or more
* Run high count fiber over major routes
* Building 250 miles is an 18 month project
* Construction’s longest time frame is the utility make ready work
* Our cost per mile construction is lower than most because we are a municipality and operated by a not-for-profit
* Providing television services is not necessary
* Voice support is a greater percentage of help calls, most customers don’t understand VoIP. 85% of customers take phone service
* Patience, Perseverance – if it were easy, it would already be done.
* Community involvement, ‘buy-in’ is essential
* Miles of fiber is not necessarily miles of road, but road miles can be an adequate estimator

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