



### ECFiber Facts

- VT Communications Union District of 23 towns
- Average density - 14 premises per mile
- Average take rate – 5-6 premises per mile,
- ~4,266 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 \$750,000 – ValleyNet and 2 Investors to build the initial pilot network in Barnard
  - Additional \$6.5 million raised with promissory notes, we built where neighborhoods funded construction
- Current Funding – Municipal Revenue Bonds, 2016,2017,2018, 2019
  - 2016 and 2017 Bonds paid back all previous investors
  - 3 Years audited financials
  - Cash Flow/ EBITDA Positive
- Cash Flow Positive, EBITDA Positive at ~1,200 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