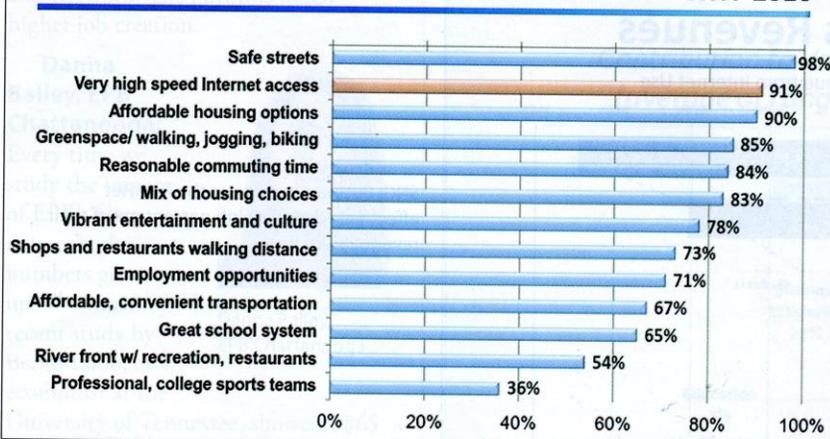
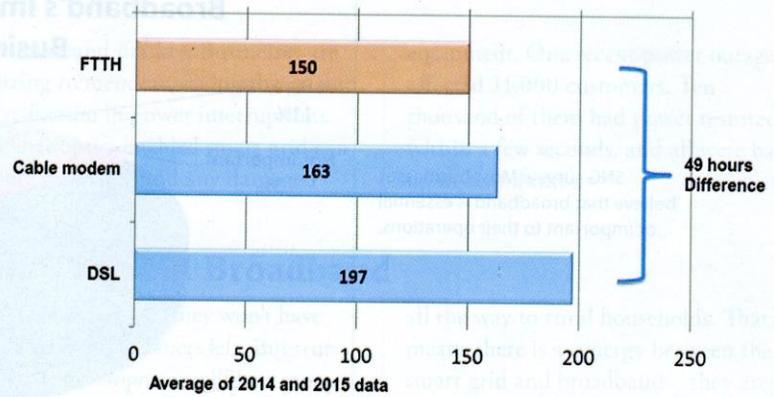


FTTH Is Important To Living In A Community RVA 2016



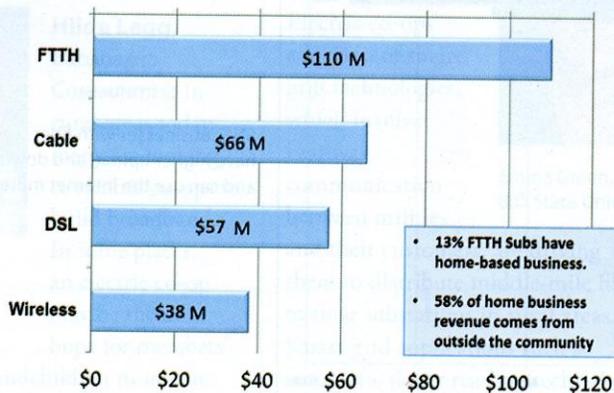
RVA survey: High-speed internet attracts people to a community.

FTTH Improves Productivity Annual Hours Waiting On Apps To Load : "Gears Turning"



RVA survey: One way FTTH improves productivity is through faster internet response time.

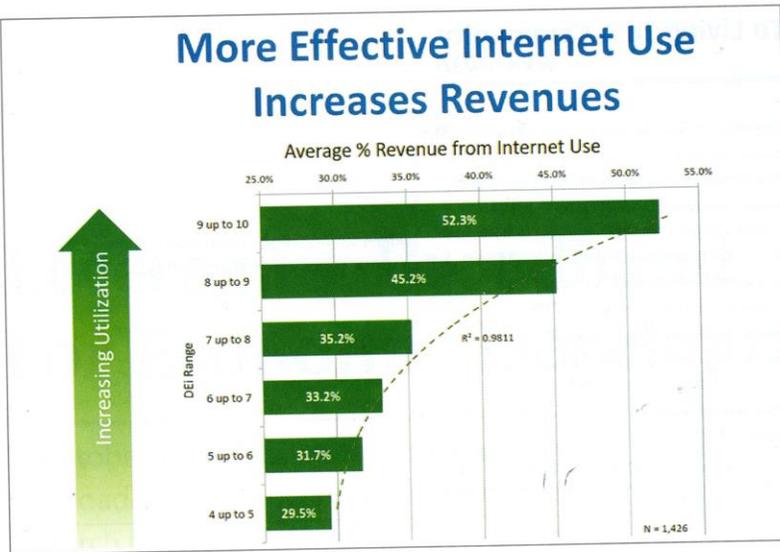
FTTH Increases Community Home Business Income Total Income In Millions Assuming 20,000 Subs



RVA survey: Home-based businesses are more prevalent and more profitable with access to a fiber network.

ECONOMIC DEVELOPMENT

More Effective Internet Use Increases Revenues

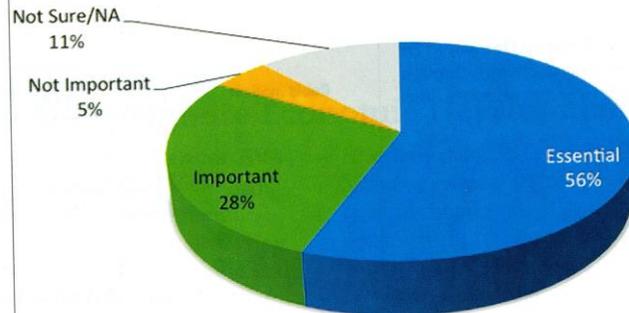


SNG: Businesses that use the internet effectively derive a high percentage of their revenue from it.

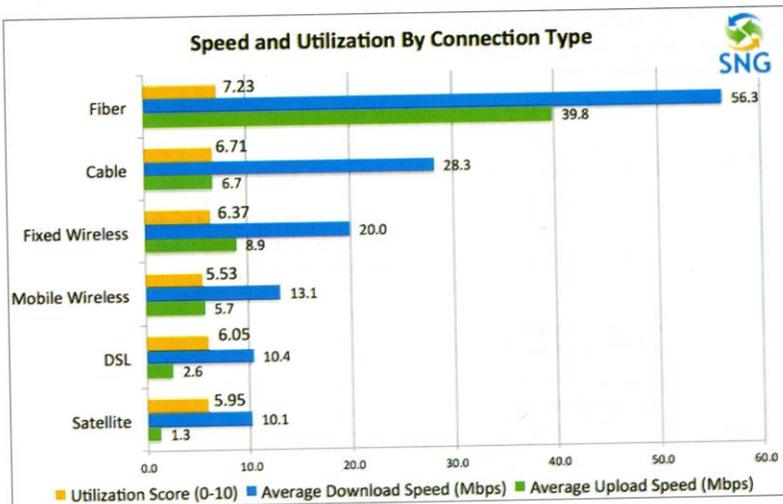
Broadband's Importance to Staying in a Business Location



SNG survey: Most businesses believe that broadband is essential or important to their operations.



Speed and Utilization By Connection Type



SNG: Businesses with fiber connections have higher upload and download speeds and can use the internet more effectively.