

Solving Vermont's Rural Broadband Crisis

- State Strategy: ECFiber is the model
 - Stand up CUDs
 - Remember every dollar can be repaid by CUD revenue over long haul
- Tactics 2019
 - Leverage VEDA facilities
 - Small grants for feasibility studies & business plans
- Pandemic
 - Strategy still good, tactics need to change -- mobilize \$\$\$ much faster.
 - No CUDs have applied for VEDA
 - \$2 million solves 10% match issue
 - CARES funding restricted but deployment speedup spending is OK

How We Are Going to Win the War

- 70,000 of 308,000 premises lack broadband
- 10% of those addresses will be taken care of by ECFiber
- 39,000 addresses across 5,700 road miles in new CUD member towns
- 21,000 addresses across 4,500 road miles in new CUD study towns
 - Will leave 2,400 on fringes of Chittenden towns – should be taken care of by bordering CUDs in same way ECFiber takes care of some Bridgewater addresses from Woodstock
- 7 CUDs x 350 miles/year x 4 years = 9,800 road miles
- ECFiber has had difficulty building 300 miles a year, so this is a big challenge!
- ECFiber took 3 years to start building, then 5 years to access municipal bonds, then 6 more years to complete original 23 towns (2008 – 2021)
- For new CUDS, 2020-2021 must be made to equal ECFiber 2008 – 2015!

Solving Vermont's Rural Broadband Crisis 2021 - 2024

How CUD buildouts will eliminate under and unserved premises over the next 4 years

	Status Early 2020			Status Late 2020				Status Late 2021 - only ECFiber				
Service Level	Premises	Pct	ECFiber 2020 buildout effect	Premises	Pct	ECFiber 2021 Current Plans	ECFiber New Towns added to 2021	Premises	Pct			
Under 25/3	69,899	23%	(2,619)	67,280	22%	(236)	(3,768)	63,276	21%			
25/3	184,406	60%	(3,727)	180,679	59%	(4,458)	(1,965)	174,256	57%			
100/100	53,777	17%	6,346	60,123	20%	4,694	5,733	70,550	23%			
Total	308,082			308,082				308,082				

	Status Late 2021 - only ECFiber building			Status Late 2024 - only current CUD member towns				Status Late 2024 - all CUD study areas also built			Non-CUD area (mainly Chittenden)	
Service Level	Premises	Pct	CUD Member Town Buildout by EOY 2024	Premises	Pct		CUD Study Area Towns Buildout by EOY 2024	Premises	Pct		Premises	Pct
Under 25/3	63,276	21%	(39,150)	24,126	8%		(21,638)	2,488	1%		2,488	4%
25/3	174,256	57%	(73,082)	101,174	33%		(59,375)	41,799	14%		40,395	70%
100/100	70,550	23%	112,232	182,782	59%		81,013	263,795	86%		14,830	26%
Total	308,082			308,082				308,082			57,713	

\$2 million for VEDA matching only a start

- ECFiber builds cost effectively still costs \$30,000/mile
 - That includes costs to connect 6 customers @ approx. \$1,000 per premises
 - Includes \$6,000 per mile in makeready, design and pole data collection
 - Fiber optic cable, network devices and labor to build \$18,000/mile
- \$2 million + 8 million VEDA loans available if spent perfectly by 2 CUDs = 333 miles or 6% of new CUD member town road miles
- Need to get CUDs to municipal bond market quickly – customer revenues key

Legislature & Executive both need to Find ways
to say YES to CUDs

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- Town of Hartford Delegate to ECFiber since 2012; Vice-Chair 2017-2020
- Hartford Selectboard member 2012-2014
- Hartford JP 2003-2012, 2015-current
- Owner, Expert Systems Development Corp., an Information Technology consultancy since 1991
- 24 year full time resident of Quechee VT