



Consolidated Broadband Update

September 2020

Consolidated at a Glance



Experienced Team 3,400 employees



23-state Fiber Network
spanning **45,850** fiber-route miles, **1.8 million** connections



Financially Secure Public Company
(NASDAQ: CNSL) **125** years of innovation and growth



Responsive, Local, Committed
\$2 million annual community support and sponsorships

Three-Customer Strategy

Commercial

- Utilize solutions-based sales approach
- Leverage fiber/data center investments
- Expand managed and Cloud Services

Consumer

- Lead with Broadband Services
- Increase speeds, ARPU
- OTT transition



Carrier

- Acts as catalyst for fiber network expansion
- Wireless backhaul growth
- Optimizes network

Wide Range of Services

Carrier

Data

- Switched Ethernet
- Internet Access
- Backhaul
- Transport

24x7x365 Network Monitoring

Industry Solutions

- For Wireless & Local Exchange Carriers, ISPs, IXC

Network Connections

- Extended Connect
- Data Centers & Custom Colocation

Consumer

Internet

- Wireless Home Networking

TV

- On Demand (Over the Top-OTT)
- Whole Home DVR
- TV Everywhere
- Premium Channels

Phone

- Phone Plans
- Long Distance
- Voicemail

Home Security

- Remote Security Access
- Smart Home Technology
- 24/7 Live Monitoring

Commercial

Data & Internet

- Switched Ethernet
- Dedicated Internet
- Remote VPN
- Network Failover
- Data Backup

Voice

- VOIP
- Unified Communications
- Business Lines

Data Center Services

- Disaster Recovery
- Security Services
- Cloud Security
- On-Site Security

Managed & IT Services

- Managed Router
- Domain Services
- Mobile Device Management

Cloud Services

- Cloud Wifi
- Cloud Compute
- Data Protection



Community Focus

We are committed to building a stronger community!

Building stronger communities is an important value at CCI. We help our communities thrive through employee volunteerism, financial support and contributions, and broadband investments. Our 225 Consolidated employees live and work in our Vermont communities. They are part of the fabric of our telecommunications network and continue to build and maintain the largest communications network in Vermont.



Company Giving

Over \$650,000 donated over the last 4 years to serve critical Vermont community needs including Spectrum Youth Services, Brattleboro Retreat, Champlain Mini Maker, King Street Youth Center, Greensboro Arts Alliance, EverybodyWins!VT and dozens more organizations.



FCC Internet Speed Recommendations

Activity	Minimum Download Speed (Mbps)
General Usage	
General Browsing and Email	1
Streaming Online Radio	Less than 0.5
VoIP Calls	Less than 0.5
Student	5 - 25
Telecommuting	5 - 25
File Downloading	10
Social Media	1
Watching Video	
Streaming Standard Definition Video	3 - 4
Streaming High Definition (HD) Video	5 - 8
Streaming Ultra HD 4K Video	25
Video Conferencing	
Standard Personal Video Call (e.g., Skype)	1
HD Personal Video Call (e.g., Skype)	1.5
HD Video Teleconferencing	6
Gaming	
Game Console Connecting to the Internet	3
Online Multiplayer	4

Printable Version

<https://www.fcc.gov/consumers/guides/broadband-speed-guide>

Consolidated's Investment in Vermont

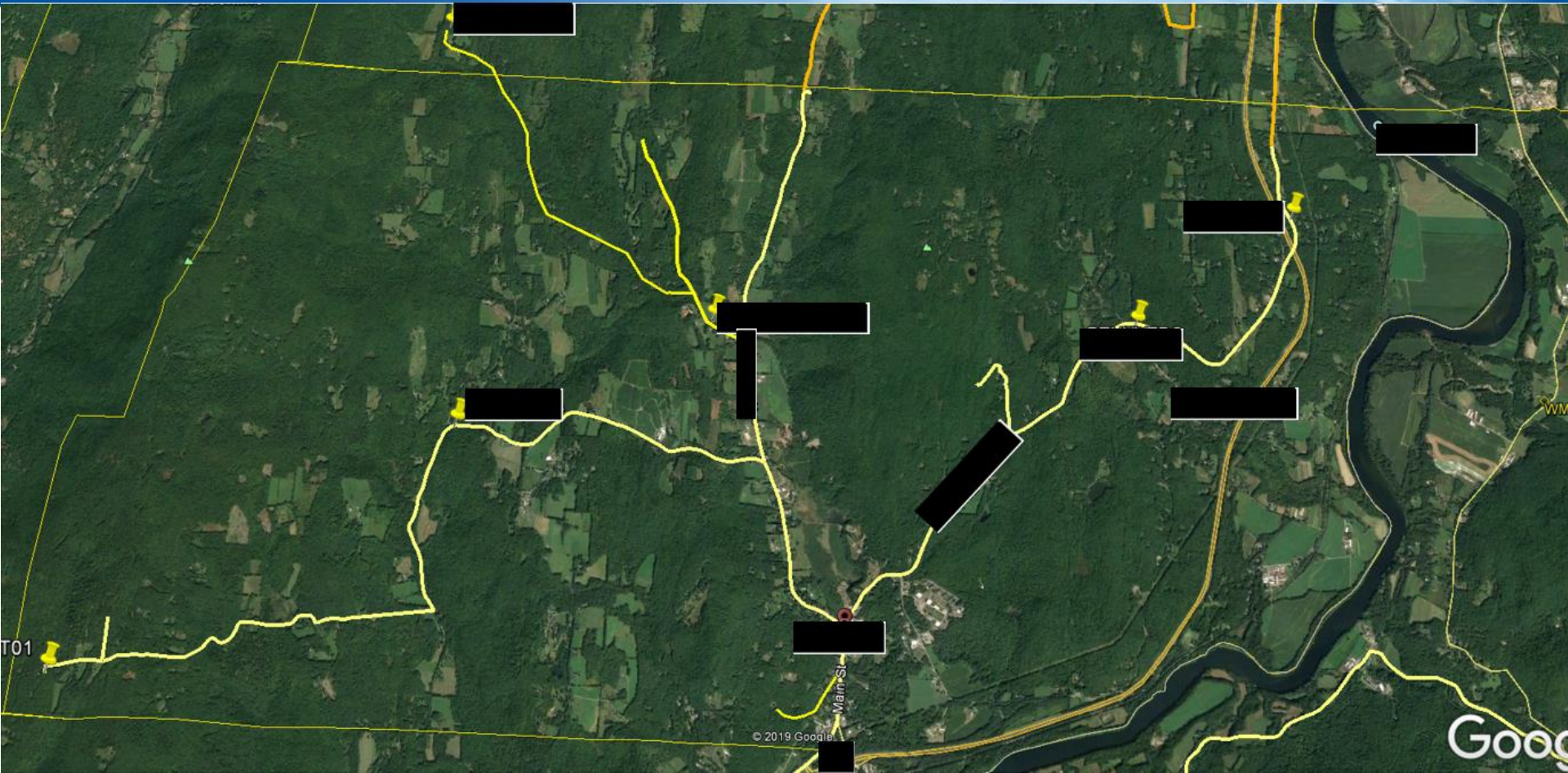
- Our **next-generation Ethernet network** is ubiquitous across Maine, New Hampshire and Vermont.
- Over the last 2 years, Consolidated has invested over \$112M in ME, NH and VT **equating to \$10's of millions of Capital dollars invested in Vermont per year supporting the network, customers and all services in the 3 Market Segments**
- We own the telephone switching equipment and public switched telephone network and provide every customer service off our own platform, we own the broadband routers and backbone equipment connecting the entire state, we don't have to purchase any of this from other carriers, we are the network
- Consolidated's Northern New England network has nearly 18,000 total miles of fiber of which over 3,800 miles are in Vermont. (compared to 1,300 miles in VT in 2011)
- Consolidated's Network covers 7,800sq/miles in Vermont, every address.
- 85 Fiber Hubs in Vermont, **100% equipped with fiber, generators and battery back up**
- It's Vermont's **largest fully-owned and managed fiber-based network.**
- Consolidated upgraded broadband speed availability to approximately **100,000 locations in Vermont in 2018**
- Our **24/7/365 Network Operations Center** ensures our network stays connected around the clock
- Consolidated's large team in Vermont includes 15 Field Engineers in Vermont along with Engineering leadership and Operational resources and the ability to contract more if needed, we don't need to build this from scratch, this work is our core business and we've been doing it for over 125 years

Consolidated Broadband Expansion in Vermont

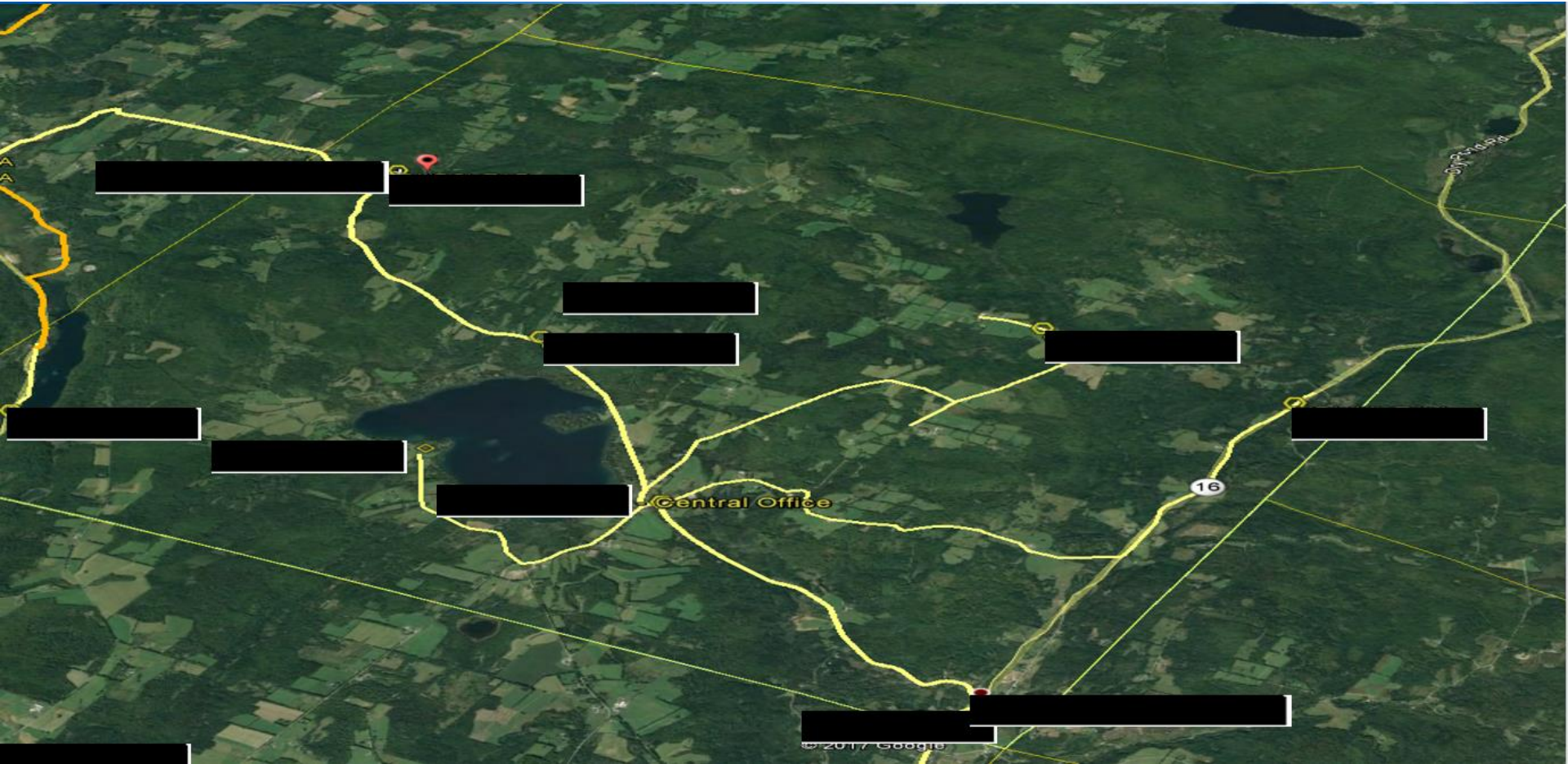
- **Connect America Funding – 100% complete in Vermont, provides 28,399 previously unserved or underserved locations with at least 10 Mbps/1 Mbps.**
- **New broadband deployments (CAFII, VT Connectivity Grants, Consolidated's investments) bringing speeds up to 100M/40M, including 77 active broadband projects in VT**
- **Several FTTP projects in VT bringing speeds up to 150M/75M with capability of providing 1G symmetrical**
- **800 broadband projects completed in VT since 2011**
- **In VT, 68% of current locations qualify for 20 Mbps/1.5 Mbps (or 5 Mbps) or more, 59% qualify for 25 Mbps/2 Mbps or more and 83% qualify for 10 Mbps/1 Mbps***
- **If Consolidated would have invested only in FTTP since 2011 instead of DSL deployment, only a fraction of the locations that qualify for internet today would have access to the internet.**

*Some speeds utilize bonded copper technology, these services are available where facilities exist.

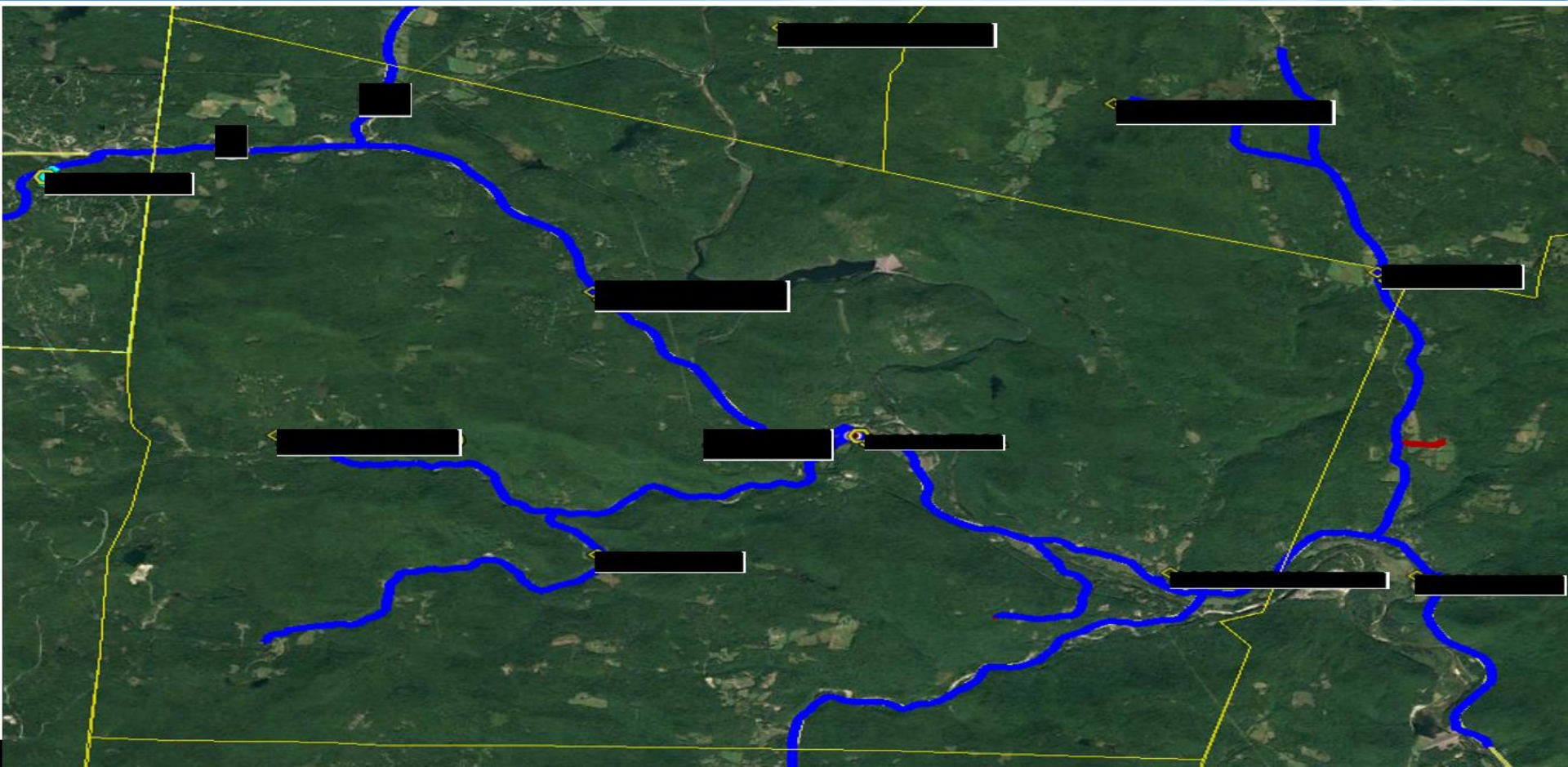
Vermont Town Fiber



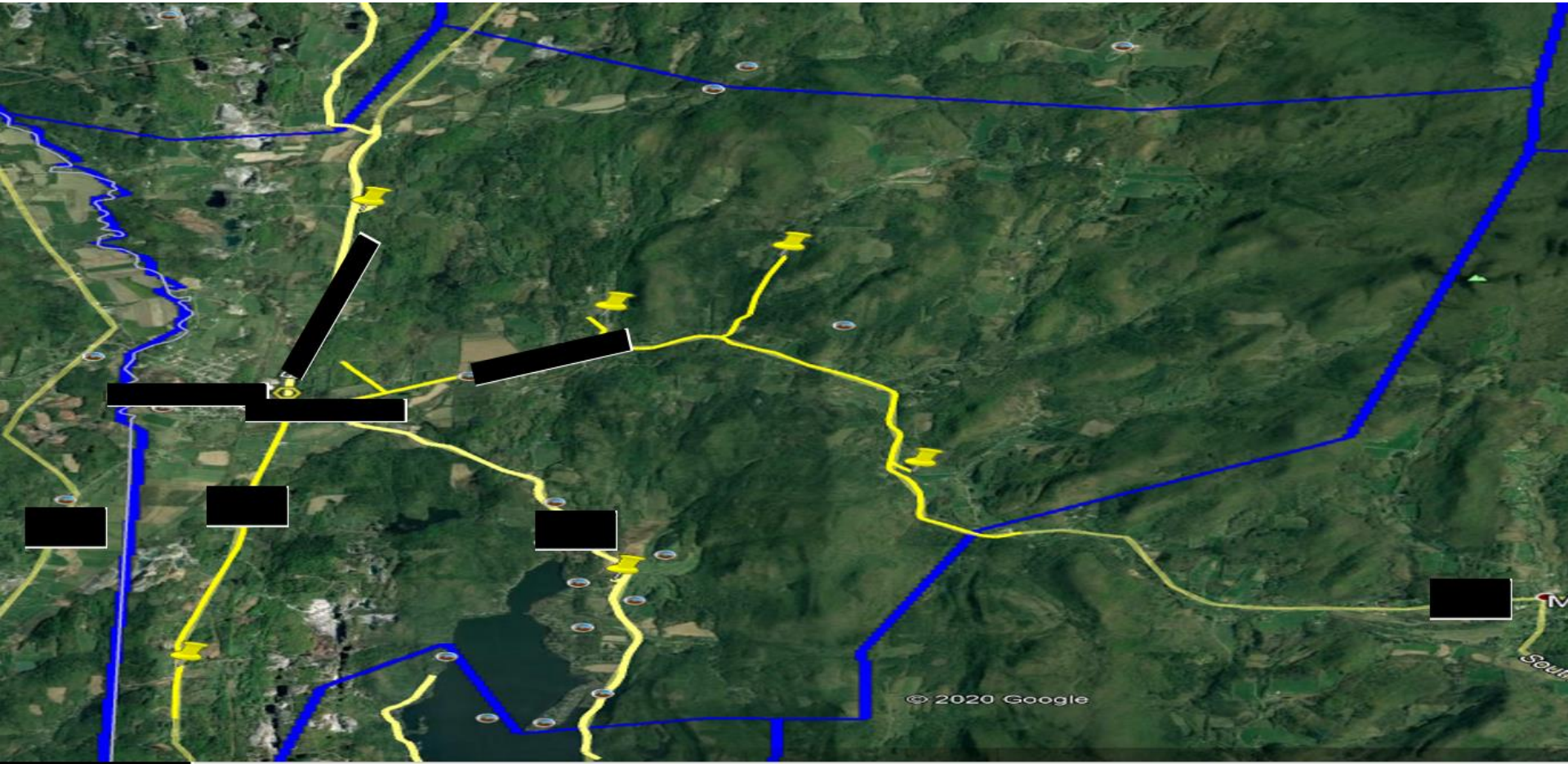
Vermont Town Fiber Con't



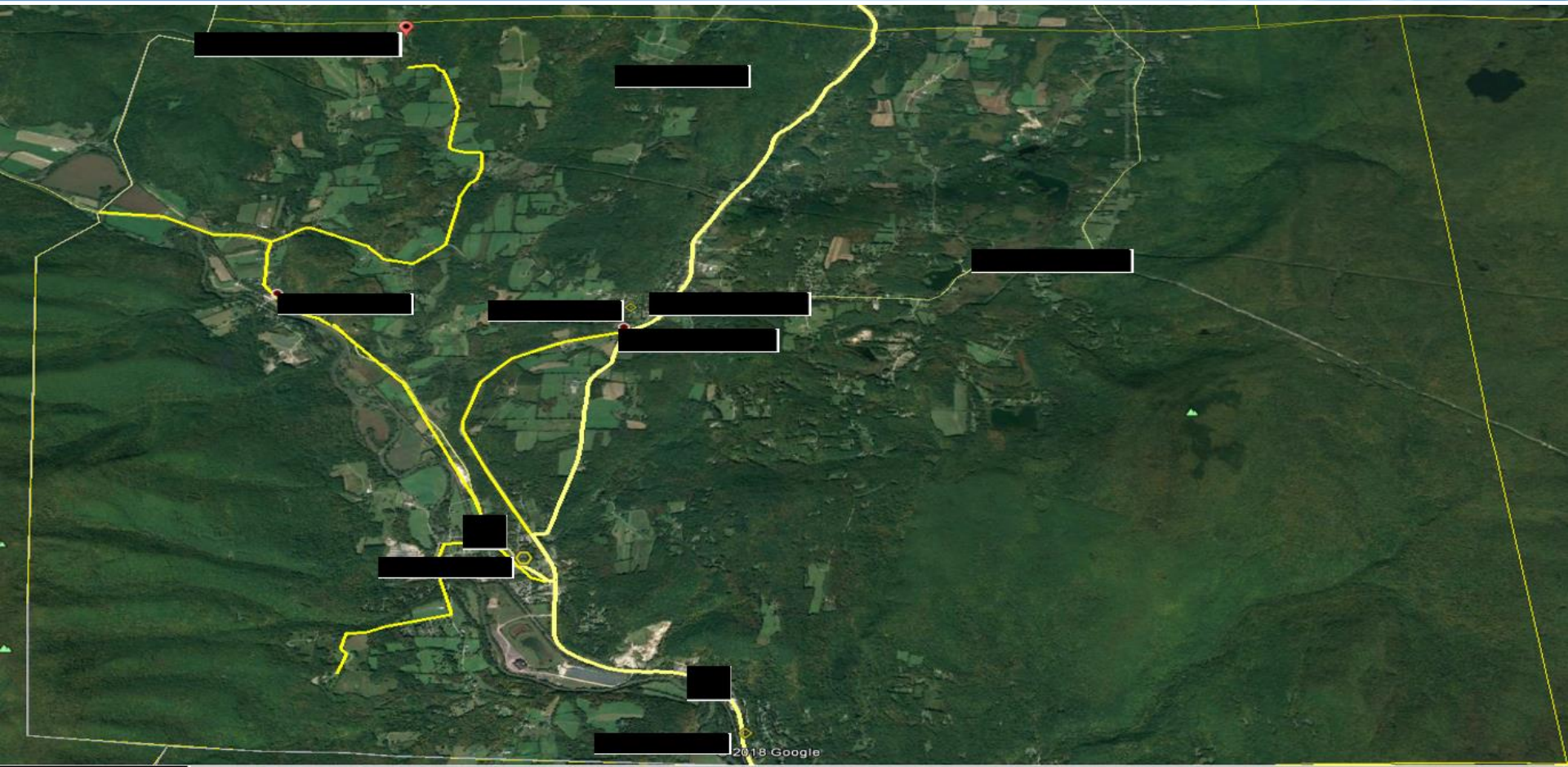
Vermont Town Fiber Con't



Vermont Town Fiber Con't



Vermont Town Fiber Con't



Consolidated's Impact in Vermont

Providing Critical Services

- Consolidated provides service to more than **300+ healthcare facilities in NNE** through the New England Telehealth Consortium including **over 100 in Vermont.**
- **1,600 fiber to the tower connections** in Northern New England including **over 420 in Vermont**

Employment and Community

- Over **225 employees** in many **Vermont** communities, **We are local**
- We donate space in select Central Offices for non-profits including VT Center for Emerging Technologies in Burlington, EverybodyWins!VT in Montpelier and Center for Cartoon Studies in White River Junction

CARES Act Funding

New Hampshire

- Consolidated has been awarded a total of \$4M to build FTTP to 4 New Hampshire Towns with Cares Act Funding – Due Date 12/15/20
- These bids were awarded on July 21st.
- No requirements for review by 3rd parties like CUD's which takes time away from awarding these projects which already have a very, very short timeframe to build

Vermont

- The Legislature approved \$12M in Get Vermonters Connected Now money to expand broadband in Vermont, signed by the Governor on 7/2/20, projects must be completed by 12/20/20 per Cares rules
- RFP Issued by the Department of Public Service on 7/17/20, due date 7/30
- As of today, 9/10, \$4M of the \$12M has been awarded. Consolidated submitted large FTTP project bids, we have fiber on site in Vermont, on-site engineering has been completed by our own internal Vermont engineers and resources lined up to build and it's FTTP, which coincides with the State Broadband goals

Public/Private Partnerships



- **Chesterfield NH Review**
- Brad Roscoe from the Town issued a Public FTTP RFP
- Selectboard reviewed RFP responses and awarded the RFP to Consolidated
- Brad, Selectboard, their attorney and Consolidated worked very closely on the model and contract language
- Brad, Selectboard, their attorney and Consolidated completed contract language and presented combined proposal to the Town Officials and in public meetings
- Town agreed to put the proposal on the Town Meeting ballot
- Town residents voted in favor of the project in March of 2019
- Town Municipal Bond secured in June
- Construction started 2nd week of July
 - All fibered placed in 6 weeks
 - All splicing completed in 6 weeks
- First install “officially” took place the 3rd week of October
- All residents that pre-registered were installed by March 2020

Chesterfield NH Review



- Chesterfield Financials
 - Revenue Bond of \$1.8M Secured from the Town to build Fiber to all poles in Chesterfield
 - 20-year bond
 - Bond Payments funded by \$10/mo Infrastructure fee per fiber subscriber
 - Consolidated collects \$10/mo Infrastructure Fee and then sends money to town to pay the Bond
 - As the bond amount is reduced, the \$10/mo would be reduced every 2 or 3 years
 - After 20 years, Consolidated could own the fiber or town could own or rebid service
- Brad Roscoe – 603-256-8530, baroscoe@gmail.com
- Other towns in NH in Progress. The towns have agreed that fiber subscribers will pay between ~\$7.50 - ~\$11.50 infrastructure fee/month.
 - Westmoreland
 - Rindge
 - Walpole
 - Dublin
 - Harrisville

THANK YOU!

**Contact
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