

BURLINGTON TELECOM

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Burlington Telecom Plans Expansion

*City-owned telecommunications provider seeks approval
to expand services in Vermont*

Burlington, VT – Burlington Telecom announced today that it plans to seek approval from the Vermont Public Service Board to expand its network into additional Vermont communities.

BT is currently in the process of securing new financing, and seeks to expand its network to other areas in Vermont, while simultaneously completing the build-out of coverage to the remaining 15% of the city.

“Governor Douglas and the legislature have long been committed to building a high-quality broadband telecommunications network across the entire state,” said Jonathan Leopold, the city’s chief administrative officer. “Building such a network is universally accepted as essential to sustaining and developing the economy and quality of life in Vermont. Burlington Telecom has concluded that it is in the best position to meet this need, and can provide critical assistance to the state of Vermont and the Vermont Telecommunications Authority in providing universal, affordable broadband access to all Vermonters.”

Burlington Mayor Bob Kiss also commented that the timing is appropriate for expansion. “BT has progressed every year in building its network in the City, bringing tremendous

value to residents and businesses with its internet, phone, and cable services – and with the capacity to serve far more people, it is poised to serve other communities while completing the remainder of the buildout in Burlington.”

“There’s no question that BT now has the best telecommunications capability in Vermont,” said Chris Burns, General Manager at BT. “BT has built a state-of-the-art broadband network using optical fiber and digital technologies, has four years of operational experience, and is one of only 34 fiber-to-the-home networks in the nation. The investment BT has made in its network is an enormous asset to the citizens of Burlington and the state of Vermont that can and should be fully leveraged to the benefit of all.”

BT is currently in the process of refinancing its debt to support the completion of the build out in Burlington and the expansion. With the collapse of capital markets this past year, the lease-purchase financial model that supported BT’s growth since its inception is less viable today. Once additional financing is secured, BT will continue its expansion to provide coverage to the last 15% of the city of Burlington.

“The lack of broadband access in rural areas of Vermont is the result of a market where consumers are at the mercy of private carriers, which limit and cherry-pick network rollouts to only profitable, highly-populated areas,” said Leopold. “BT was created to level that playing field, to accelerate Vermont’s entrance into the digital age, and to help us remain competitive in a global economy. By refinancing its debt, BT will be able to complete the build-out in Burlington while simultaneously bringing high-speed digital telecommunications to other communities in desperate need of access.”

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About Burlington Telecom

Since February 2006, Burlington Telecom has provided fiber-to-home telecommunication services—including cable TV, telephone and symmetrical high-speed Internet to citizens and businesses in Burlington, Vermont. BT offers up-to-date access emphasizing quality customer service and reliability at reasonable cost. As a

project of the City of Burlington, Burlington Telecom is municipally-owned. As an Enterprise Fund, the expenses and revenues of BT are accounted separately from other funds of the City, including the taxpayer supported General Fund. BT is one of 34 fiber-to-the-home networks in the U.S, as certified by the FTTH Council. For more information about Burlington Telecom, visit www.burlingtontelecom.net.