



# Shentel and Glo Fiber Introduction

## Sandy Brae

# Company Overview

120 year old company (NASDAQ: SHEN)  
focused on delivering broadband, CATV,  
phone service to rural markets.

- Advanced Networks
- Excellent Customer Support
- Local Community Investment & Partnership

860 employees

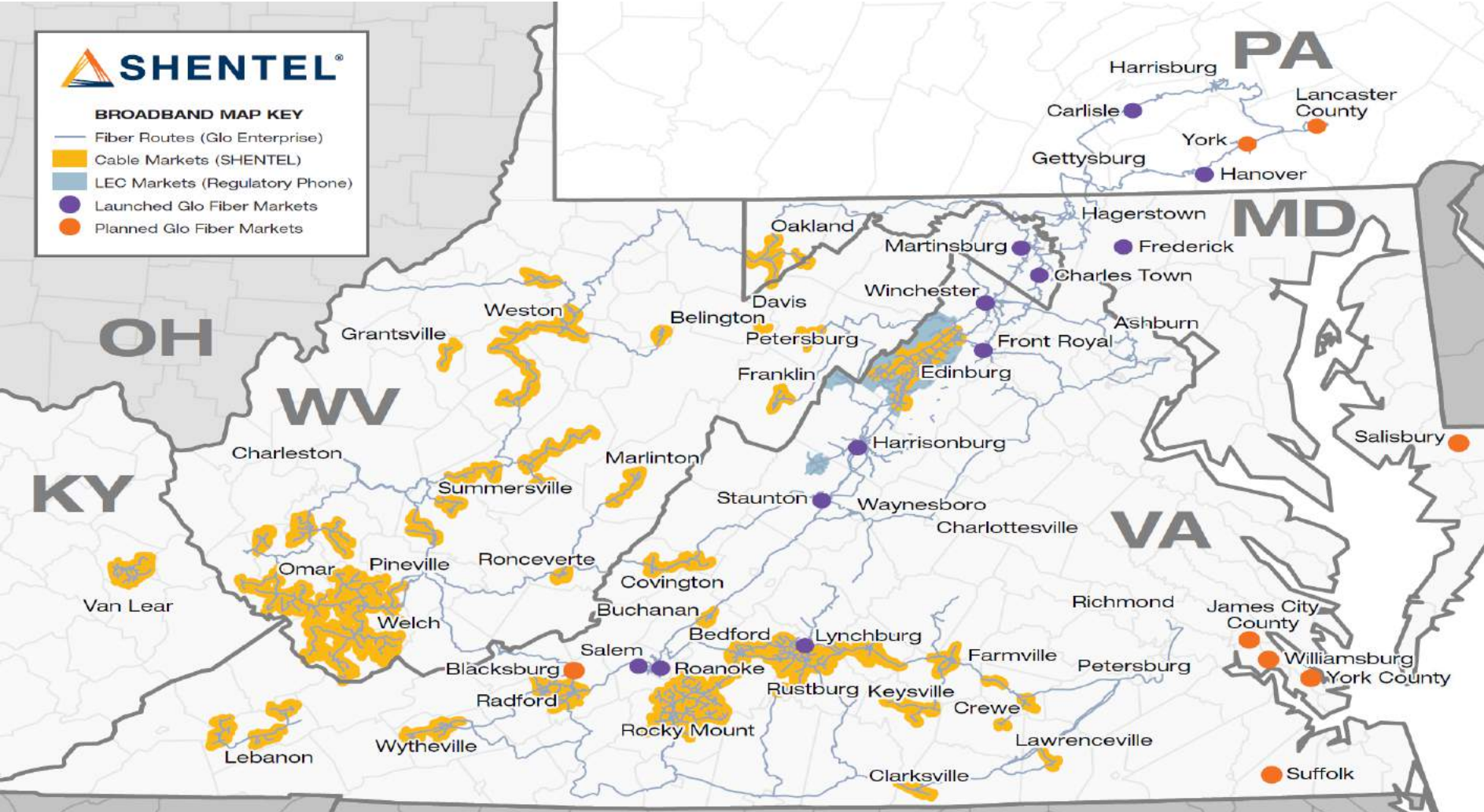
\$245 million in annual revenues and profitable

Offering fiber to the home (FTTH) as Glo Fiber  
to 93,000+ homes

**Our Mission:** Ensure that rural communities have access  
to the same level of telecommunication services as those  
found anywhere else in the US



# 7,600 miles of fiber and counting



332K+ homes passed w/broadband | Fiber to 500+ cell sites

# Benefits

Competitive offering for internet, television, and phone

Latest PON Fiber technology – “Future proof” Limited today only by devices attached

True fiber to the home option available to the Sandy Brae Community

Fastest speeds available up to 1 ,2 and 5 gig symmetrical

Choice- no longer a one provider option

Aggressive price

Fiber Community – competitive advantage and property value impact

- According to a study by Fiber to the Home (FTTH) Council Americas, as reported by the Fiber Broadband Association, fiber internet capability in the home can have a direct impact on the home’s future value, by as much as 3.1 percent. To put that into perspective, **that’s \$9,000 on a \$300,000 home**, or about **\$5,400 on a \$175,000** home, or, the value equivalent of adding a fireplace or a half bath, without the mess and headache of home improvement.

## Property Value

Affordable Connectivity Program (ACP) participating company

- \$30 discount for qualifying customers
- Paired with low income offerings

Active Community Partner – Apple Blossom Festival

# Additional information available at [glofiber.com](http://glofiber.com)



# System Overview

- 100% Fiber Network
- Triple Play (Internet, Video, & Phone)
- Ultra High-speed bandwidth
- Better reliability than cable or DSL
- Symmetrical Bandwidth (upload speed equals download speeds)
- Facilitates upgrades for beyond 10Gig speeds



# Why Fiber / Why Glo Fiber

- Faster Speeds – Up to 5G
- Reliability
- Local Customer Service
- Consistent Speeds
- Symmetrical Download and Upload Speeds
- No Contract required
- Simple and Transparent Pricing
- No 12 or 24 month price increase
- Knowledgeable employees who know the product

# ROW Access Agreement

- Access to build in utility rights-of-way along private, HOA-controlled roads
- Standard agreement typically covers
  - Easement location
  - Restoration responsibility

# What to Expect



## UNDERGROUND CONSTRUCTION



Day Of



Before Leaving



1 Month Later



# What to Expect



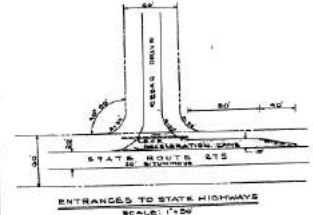
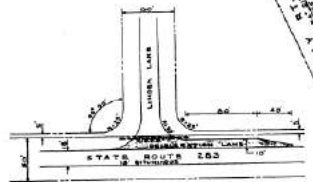
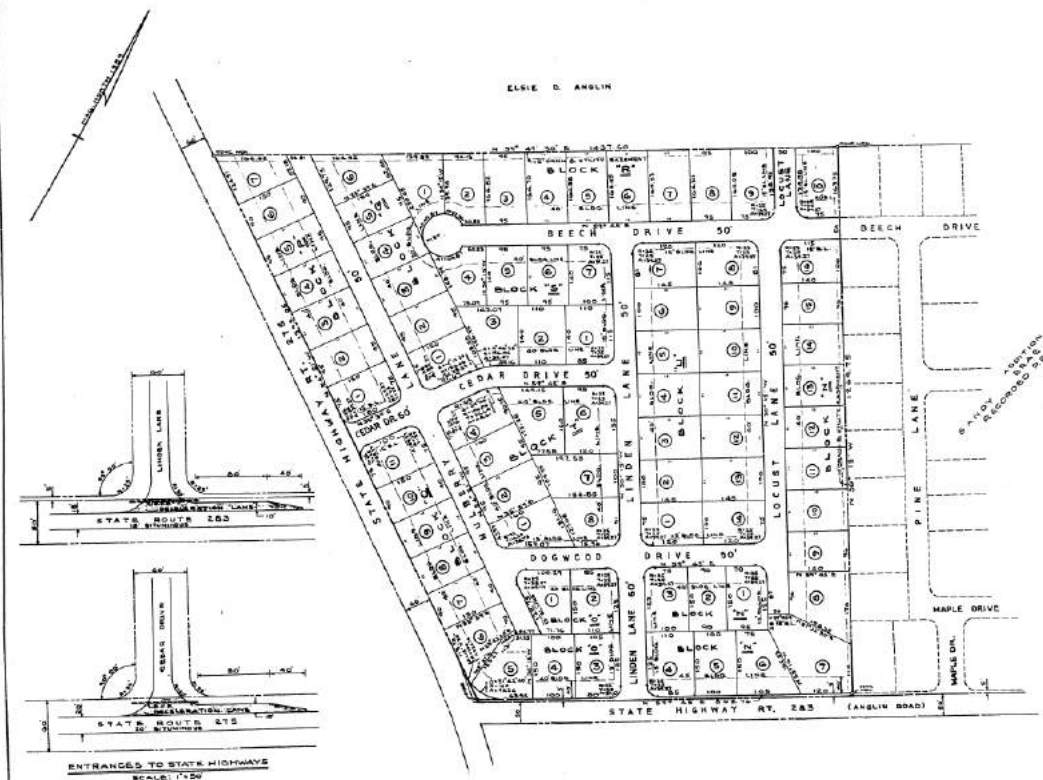
LOCATION MAP  
SCALE: 1" = 1/4 MI.

LOT AREAS

BLOCK	LOT NO.	AC. FT.	BLOCK	LOT NO.	AC. FT.
M	1	14 110	R	1	16 580
	2	14 500		2	14 760
	3	14 500		3	15 440
	4	14 500		4	15 441
	5	14 500		5	16 020
	6	14 500		6	15 617
	7	14 500		7	15 205
	8	14 500		8	15 993
	9	14 500		9	16 248
	10	14 500		10	16 248
O	1	14 465	S	1	15 266
	2	14 360		2	15 485
	3	14 610		3	15 485
	4	14 500		4	16 360
	5	14 500		5	15 500
	6	14 571		6	13 844
P	1	14 500	T	1	15 215
	2	14 732		2	16 200
Q	1	14 732	U	1	14 366
	2	14 250		2	16 500
	3	13 500		3	15 346
R	1	15 000	V	1	16 500
	2	14 211		2	16 500

7000 BOX 10 ME 71

APPROVED  
JUNE 11 1978  
CITY OF DELAWARE



ENTRANCES TO STATE HIGHWAYS  
SCALE: 1" = 20'

I, J. CURTIS PATTERMAN, REGISTERED SURVEYOR IN THE STATE OF DELAWARE, DO HEREBY CERTIFY THAT THE LINES, BEARINGS AND DISTANCES SHOWN ON THIS PLAN ARE TRUE AND CORRECT TO THE ACCURACY REQUIRED BY ACCEPTED SURVEYING STANDARDS AND THE DIMENSIONS AND BEARINGS SHOWN HEREON AS BEING THE ACTUAL DIMENSIONS AND BEARINGS OF THE PROPERTY DESCRIBED.

*J. Curtis Patteman*

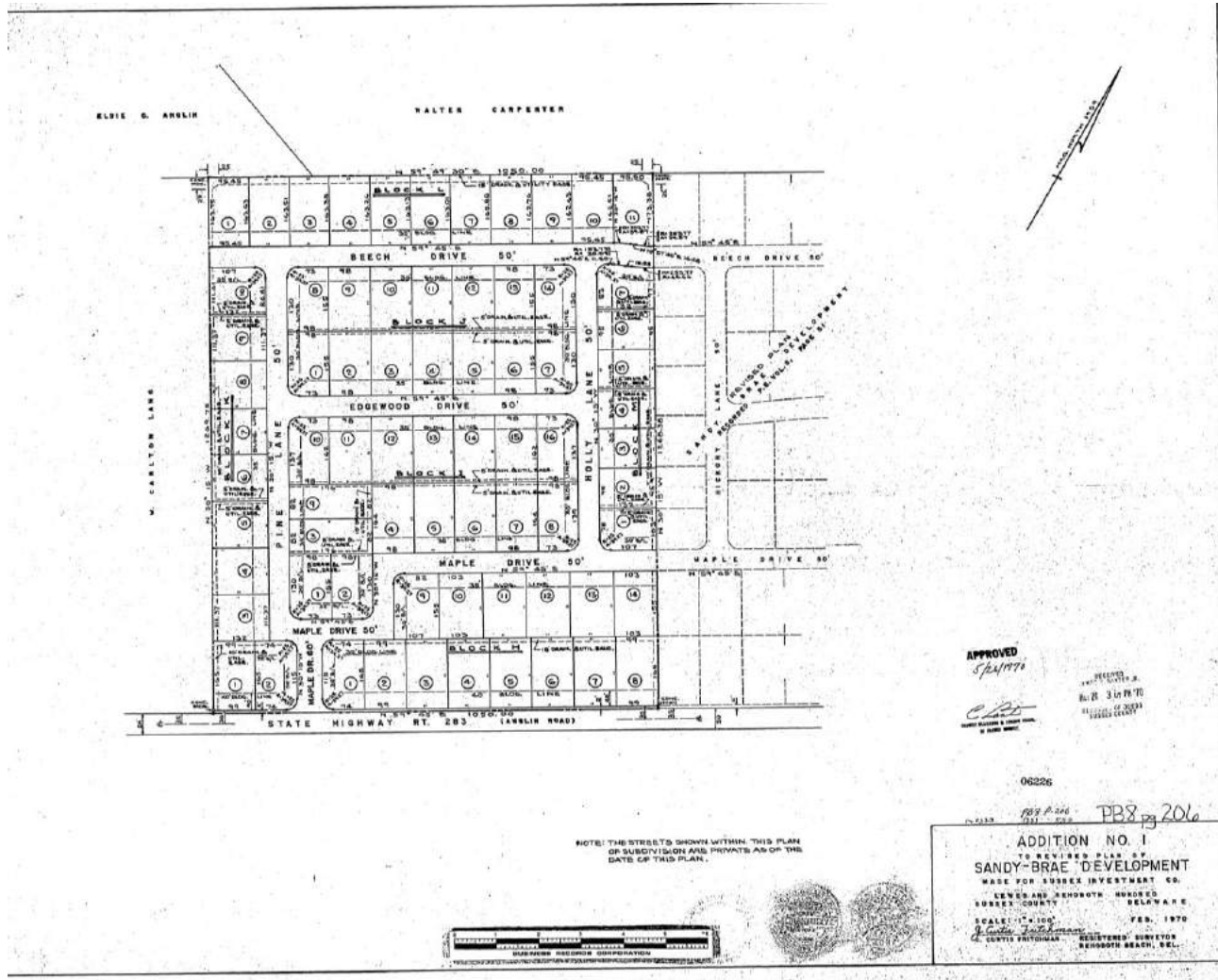


- PERTINENT NOTES**
1. LOT AREAS SHOWN IN THE ABOVE PLAN ARE INDICATED TO PUBLIC USE.
  2. THE ABOVE DESIGNATED AREAS, CONTAINING A TOTAL OF 326.33 ACRES, IS ZONED "R-1C" RESIDENTIAL.
  3. ALL SIDE AND REAR LOT LINES ARE RESERVED FOR CENTER LINE OF A TRUCK (60) FOOT DRUMS AND/OR UTILITY BARS-NIGHT UNLESS OTHERWISE SHOWN.
  4. IN ADDITION TO THE ABOVE RESERVATION, ALL LOTS ARE DESIGNATED AND SUBJECT TO A FIVE (5) FOOT UTILITY EASEMENT BORDERING ALONG OR ADJUTING ON ALL STREETS.
  5. SEE REFERENCES TO STATE HIGHWAYS, SEE DETAILS.
  6. THIS PLAN SUPERSEDES PLAN RECORDED S.B. 6, PAGE 646.

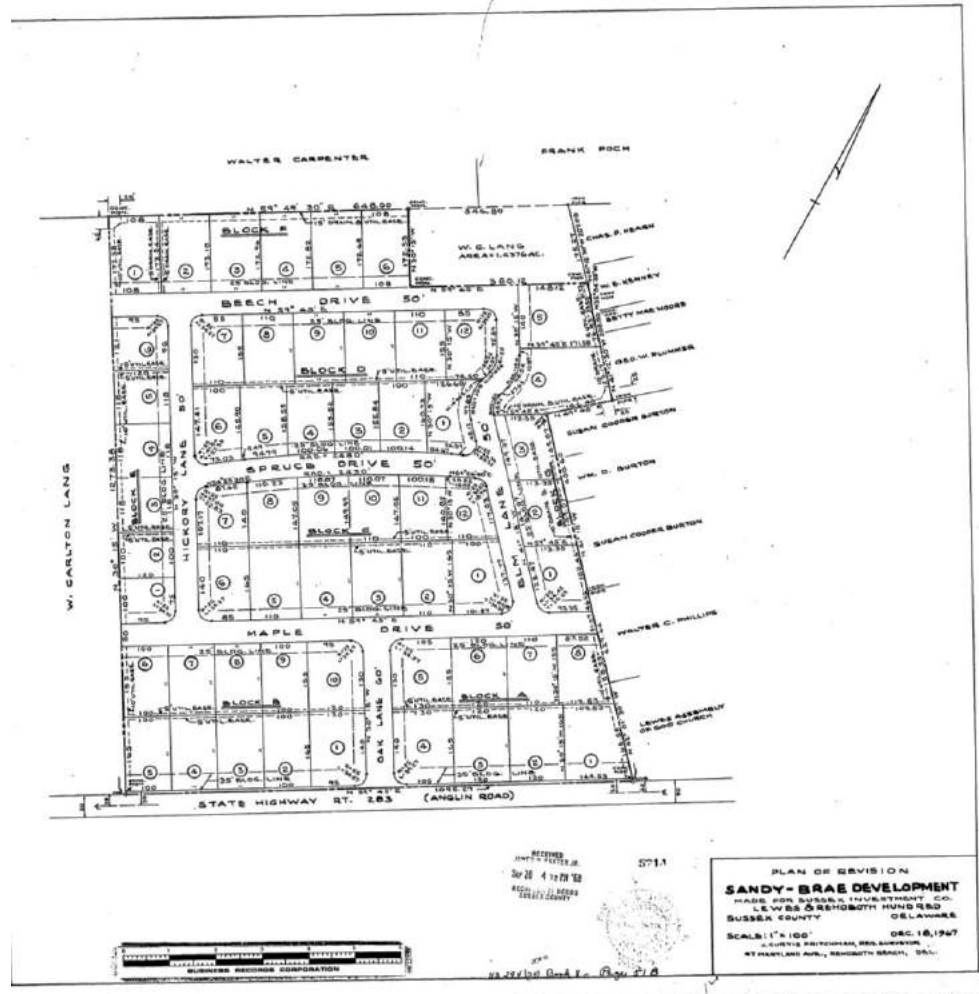
APPROVED  
DATE: 6/11/78  
JCP  
7/15/78  
J. CURTIS PATTERMAN  
REGISTERED SURVEYOR  
DELAWARE

**ADDITION NO. 2**  
TO REVISED PLAN OF  
**SANDY-BRAE DEVELOPMENT**  
MADE FOR SUBSEX INVESTMENT CO.  
LEWES AND BHOUGHT HUNDRED  
SUDBURY QUARTY  
SCALE: 1" = 100'  
SEP. 3, 1978  
J. CURTIS PATTERMAN REGISTERED SURVEYOR  
DELAWARE

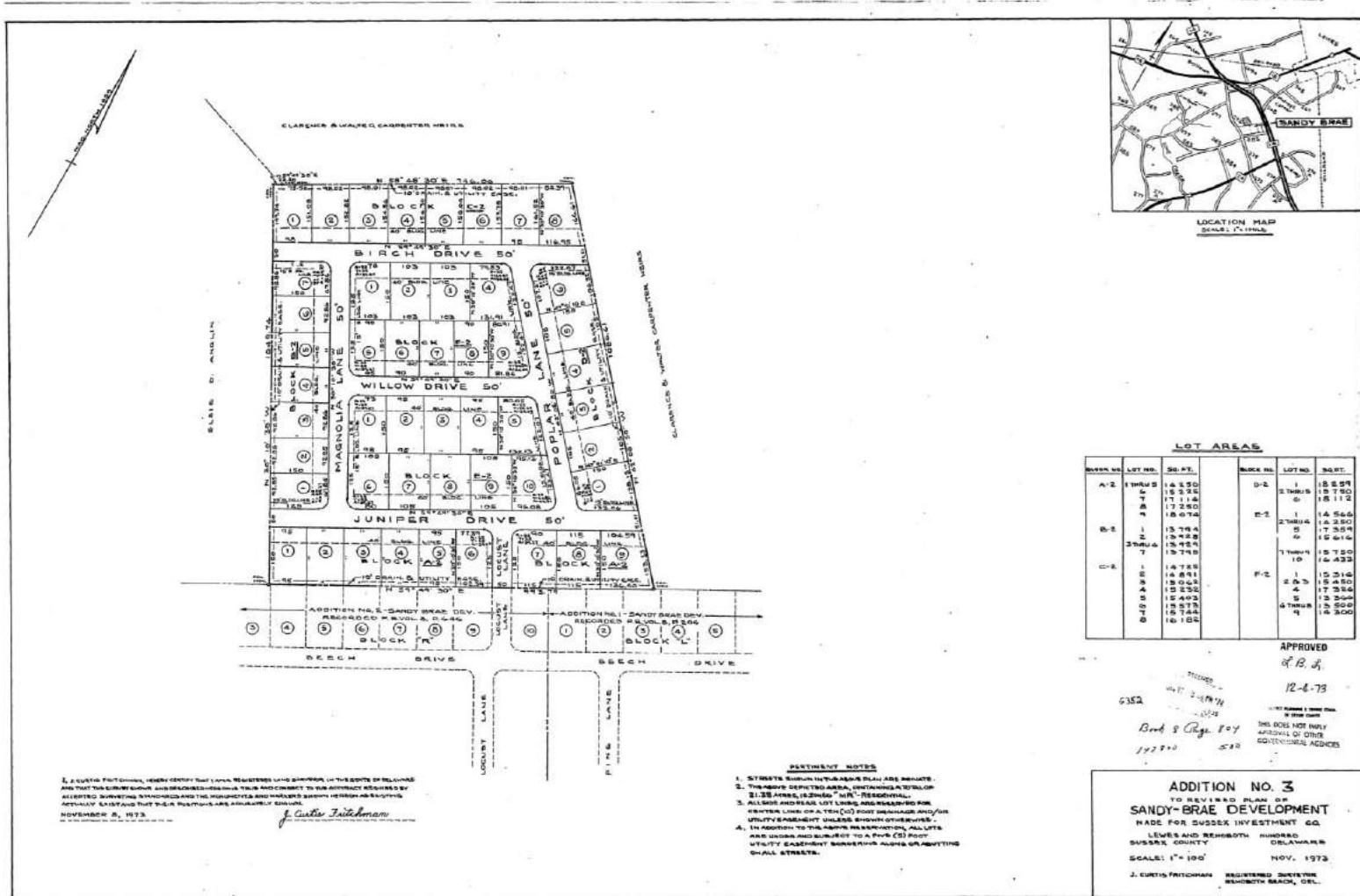
# What to Expect



# What to Expect



# What to Expect





# Interior Equipment



# Exterior Equipment Mounting





# Customer Communication

30 Days Out



## Prepare to Glo!

Fiber Internet is coming soon. We will begin upgrading your neighborhood in the next 2-3 weeks.

### Construction Steps:



#### Step 1:

Glo Fiber works with your local municipality to design the fiber-optic route.



#### Step 2:

Glo Fiber or a Glo Fiber Contractor will be working on or around your property to place fiber optic lines either above or below ground. You may see paint or flags marking existing utilities if digging will be required. All work performed on private property is completed within a utility easement or public right-of-way.



#### Step 3:

After you order service, Glo Fiber will return to connect fiber to your home.

To learn more, please visit:  
[glofiber.com/construction](http://glofiber.com/construction)

See other side for details on how to order service.

3 Days Out



## Get Ready!

### Construction is about to begin in your area!

In the next few days, Glo Fiber or a Glo Fiber Contractor will be working on or around your property to place fiber optic lines. All work performed on private property is completed within an easement or right-of-way. Crews may need access to a backyard if it falls within that easement.

You may notice flags and/or paint markings indicating the proposed path of the new cable and the location of the existing utilities on your property. These markings are required by law.

Please be advised that private lines are unable to be marked. If you have any private underground lines, you will need to mark those lines to avoid any damage to those facilities.

Our goal is to perform the work safely and cause as little disruption as possible. Our typical work hours are Monday through Saturday 7:30 am to 5 pm.

For more information, please visit or call  
[glofiber.com/construction](http://glofiber.com/construction)  
540-984-5510

brought to you by Shentel

Post Construction



**Thank you for your patience. It's taking longer than we expected to put things back to normal**

We apologize for the delay. We plan to come back and restore your property to its original state very soon.

**Don't worry. There is nothing you need to do.**

The construction group has taken note of this issue and plans to complete the restoration by:

Date: \_\_\_\_\_

**We plan to fix the following issues:**

- Yard Restoration     Sidewalk  
 Driveway  
 Other \_\_\_\_\_

Questions? Call (540) 984-5510 or visit [glofiber.com/construction](http://glofiber.com/construction)



## Simple Pricing No Gimmicks No Hidden Fees *(except for taxes of course)*

The rates shown require enrollment in both Auto Pay and Paperless Billing. Without enrollment, rate is subject to a Payment Processing Fee of \$2.50 and a Paper Statement Fee of \$2.50, which equals an additional \$5.00 per month.

### Internet

600 Mbps.....	\$65.00
1.2 Gbps (1200 Mbps).....	\$80.00
2.4 Gbps (2400 Mbps).....	\$135.00
5 Gbps .....	\$285.00

### Streaming TV

Locals.....	\$49.00
Entertain.....	\$116.00
Delight.....	\$152.00
Indulge.....	\$192.00

### Fiber Phone

Unlimited Calling .....	\$20.00
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### Bundle and Save

Internet + Any one (1) service.....	Save \$10.00
Internet + Any two (2) services .....	Save \$20.00



# Additional Resources

- Glofiber.com – all products and pricing details
- <https://support.glofiber.com/expresshelp> - Current FAQ
- <https://www.youtube.com/watch?v=JshdayMs2XQ> – 3 Stages of Construction
- <https://www.youtube.com/watch?v=899ZntcZT10> – Glo Fiber's 7 Straightforward Steps to Add Glo to Your Home!
- <https://starterkit.fiberbroadband.org/blog/study-shows-home-values-up-3.1-with-access-to-fiber> - Home Value Appreciation Report +3%