

# Hanover County

August 2023



# Shentel Background & History

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

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

847 employees

\$267 million in annual revenues and profitable

Offering fiber to the home (FTTH) as Glo Fiber to 182,000+ homes (as of 2Q23)

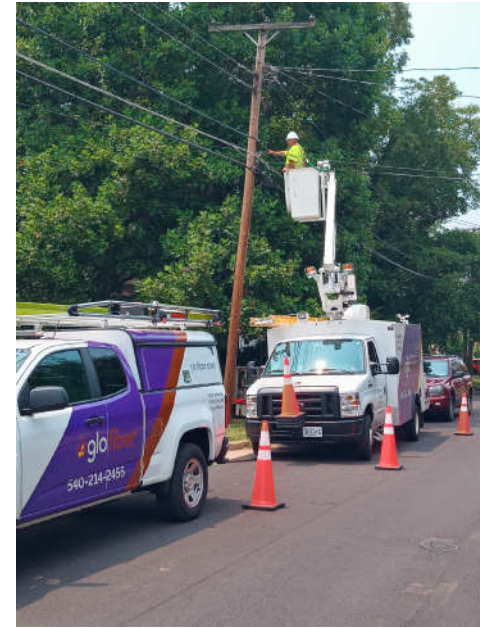


**Our Mission:** Ensure that rural communities have access to the same level of telecommunication services as those found anywhere else in the US



# Progress

- Complete
  - Over 20,000' of backbone has been built
- Active Construction
  - 5 neighborhoods
  - 1,047 homes
  - Construction estimated to be complete 4Q23
- End of Year View
  - 29 neighborhoods to start construction (spread across Sep, Oct, Nov, and Dec)
  - 9,500 homes
  - Construction estimated to be complete 1Q23
- Total Project
  - 18,000+ homes across Hanover County
  - 2,000+ home within Ashland



# Glo Fiber Communications

**Construction is about to begin!**

We understand that this may cause some inconvenience and we appreciate your patience as we build a better, faster 100% fiber-optic network in your area.

To learn more visit [glofiber.com/construction](http://glofiber.com/construction) or call 1-866-997-6474

**Here's what to expect.**

- Crimes and Equipment:** We may see Glo Fiber technicians or contractors working on or around your property. Any work on property currently will be continued if possible, night or day, as needed.
- Access:** If an equipment is located on your property and we cannot reach it, we will contact you for access.
- Markings:** Technicians will flag and install markings to identify existing utilities, overhead cables, pipes, lines or structures.
- Digging Fiber:** We may see trenching, fiber or testing fiber along existing pipes. You may see some construction vehicles for these activities.

**Have any questions?**  
For more information, visit [glofiber.com/construction](http://glofiber.com/construction) or call 1-866-997-6474. We appreciate your patience as we build a better, faster 100% fiber-optic network in your area.

**Faster, better, more reliable internet**  
 Is coming soon to your neighborhood.

**Construction Starting Soon!**  
 Register for updates at [glofiber.com](http://glofiber.com)

**Get Ready!**

Construction is about to begin in your area!

**Here's what to expect:**

- Crimes and Equipment:** We may see Glo Fiber technicians or contractors working on or around your property. Any work on property currently will be continued if possible, night or day, as needed.
- Access:** If an equipment is located on your property and we cannot reach it, we will contact you for access.
- Markings:** Technicians will flag and install markings to identify existing utilities, overhead cables, pipes, lines or structures.
- Digging Fiber:** We may see trenching, fiber or testing fiber along existing pipes. You may see some construction vehicles for these activities.

**Reminder!**  
 We will be working on your street for the next 10 to 14 days. If you have any questions, please call us at 1-866-997-6474. We appreciate your patience as we build a better, faster 100% fiber-optic network in your area.

To get started, visit: [glofiber.com](http://glofiber.com)  
 833-690-1262

**Ready. Set. Glo!**  
 100% fiber-optic internet service is now available in your neighborhood

To get started, visit: [glofiber.com](http://glofiber.com)

- Fiber Internet
- Streaming TV
- Home Phone

**Service is now available!**

Switch to faster, simpler, better internet at the speed of light. Glo Fiber provides future-proof speeds, rock-solid reliability, and helpful, friendly local customer service.

**600 Mbps**  
**\$65** per month. Other speeds available.

**Fiber all the way to your door!**  
 Fiber was created specifically for the internet. It's just more reliable when delivering data than cable. And the Glo network is 100% fiber, all the way to your home.

**Fast, symmetrical speeds.**  
 Fiber has way faster upload speeds than cable, equal to the lightning fast download speeds. Cable just can't do that.

**Local, friendly customer service.**  
 Our knowledgeable team provides remarkable service from right around the corner. Our support teams all live and work in the same area as you do.

Visit [glofiber.com](http://glofiber.com) or call **1-877-I-WANT-GLO** today to switch.



# Next Steps

- Construction to continue through 2024
- Continue to negotiate MDU access agreements
- Begin negotiating success-based business agreements



# What Glo Fiber provides:



## Fiber Internet

Speeds Available:

- 600 Mbps
- 1.2 Gbps
- 2.4 Gbps
- 5 Gbps



## Streaming TV

Multiple packages  
including local  
channels



## Home Phone

Unlimited  
calling



## Simple Pricing No Gimmicks

### Internet

600 Mbps .....	\$65.00
1.2 Gbps .....	\$80.00
2.4 Gbps.....	\$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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### Discounts

Get a \$10 discount for Internet when you add any other service, or get a \$20 discount when you buy all 3.

Questions?