



Burlington Business Association Statement on the Criteria for the Burlington Telecom Sale

The City of Burlington under the guidance of the Burlington Telecom Advisory Board (BTAB) is currently accepting input on the Criteria for Sale of Burlington Telecom.

The Burlington Business Association (BBA) is a member-based organization whose mission is to enhance and promote Burlington, VT's economic vitality. The BBA advocates for community initiatives and special projects that will benefit the local business community. When it was revealed in 2008 that the City of Burlington had transferred more than \$16,000,000 from its cash pool into Burlington Telecom our members were deeply concerned about the impact of this loss of cash on the fiscal stability and economic vitality of Burlington. That action did have impacts including a downgrade of Burlington's credit rating. While the Weinberger Administration has done much to rebuild the city's credit rating and fiscal stability (work supported by the BBA); our membership continues to assert that all efforts should be made to make the city's cash pool whole through repayment.

On behalf of the members of the BBA, we request that BTAB accept the following suggested criteria for the sale of Burlington Telecom:

- Purchaser provides a feasible business plan that includes:
 - A plan to repay all or some of funds due to the City of Burlington and thereby its tax paying residents and businesses.
 - Expansion of service to Burlington's commercial customer base.
 - Expansion of service to Chittenden County communities.
- Purchaser has local ties to the state of Vermont or Northeast US
- Purchase agreement allows the City of Burlington to retain a portion of ownership in Burlington Telecom
- Purchaser recognizes the importance a successful next phase for Burlington Telecom has to the City of Burlington's fiscal stability.
- The Burlington Telecom fiber network is a critical asset for Burlington's future economic vitality. Any sale should include terms that maintain it as a resource for area telecommunication firms.

The members of the BBA appreciate the hard work of BTAB and thank you for accepting our input.

**Comments to the Burlington Telecom Advisory Board
Dec 9, 2015**

I am Barbara Nolfi. I live at 4 East Village Drive in Burlington and I am a Burlington Telecom customer.

- **To the Burlington Telecom Advisory Board, I urge that most important is that we get local ownership and control that is assured to remain in force.**
- **It is best that the BT ownership be broad based – ideally all households in Burlington and in the greater Vermont community outside Burlington**
- **Whoever owns it must continue to strongly support Public Access as Burlington Telecom already does so well.**
- **Please do not place unreasonable financial history requirements on potential owners. The whole Telecom business is changing rapidly – cable TV as we know it is not likely to be around for much longer and it is this part of Burlington Telecom's business that is so highly regulated by the Vermont Public Service board. It does not make sense to expect the new buyer of BT to have extensive experience with cable TV. The buyers must, of course, be financially competent and have developed solid business and marketing plans.**
- **We encourage any owner to continue to use the excellent current staff.**
- **It would be great if the Burlington citizens benefited in an ongoing share of the profits of Burlington Telecom rather than the short term sale for the greatest immediate profit.**

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