



VITAL COMMUNITIES

104 Railroad Row, White River Junction, Vermont 05001 PHONE: (802) 291-9100 FAX: (802) 291-9107
E-MAIL: info@vitalcommunities.org WEB SITE: www.vitalcommunities.org

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March 16, 2010

Re: Letter of Support for ValleyNet's Upper Valley Fiber Initiative and its application to Google's "Fiber to the Home" project

To whom it may concern:

The membership of the Corporate Council is comprised of key decision makers from across a wide spectrum of businesses and institutions in the Upper Valley region of New Hampshire and Vermont. It is a private organization. Vital Communities provides administrative support and serves as its convener. Collectively, the members represent approximately forty-six percent of the region's job force. The Corporate Council meets every other month to discuss regional issues impacting the vibrant economy.

The Corporate Council has been tracking the issue of very high speed connectivity for the past eighteen months. After careful analysis it has concluded the lack of universal high speed internet service puts this region at a serious disadvantage in relation to other parts of the world. Among other problems, the lack of universal very high speed connectivity causes us to suffer loss of productivity. It also makes it more difficult for us to recruit qualified applicants for our high paying jobs.

The Corporate Council supports ValleyNet's Upper Valley Fiber Initiative and its application to Google's "Fiber to the Home" project. EC Fiber has developed a creative and effective way to provide fiber optic service to the end of every driveway despite our distributed housing settlement pattern. It has worked successfully with 23 Vermont municipalities and their residents to build a viable business plan that will provide "triple play" service at competitive prices. In New Hampshire, the West Central NH initiative (WCNH) has similar goals. By combining these efforts, we believe a FTTH covering the entire Upper Valley could be facilitated, with dramatic results.

Our current membership roster is listed below. Affiliations are for identification purposes only. This letter does not imply endorsement by any of the companies listed.

Sincerely,



Leonard k. Cadwallader

Executive Director

On behalf of members of the Corporate Council:

Jim Varnum, Chair (DHMC CEO, ret.)

Astronics Luminescent Systems – *Frank Johns, Vice President*

Dartmouth College – *David Spalding, VP of Alumni Affairs*

Dartmouth-Hitchcock – *David Evancich, VP of Public Affairs and Marketing*

Dartmouth Printing Co. – *Paul Bozuwa, President and CEO*

GroSolar – *Dori Wolfe, Co-Founder and President*

Hypertherm – *Dick Couch, President and CEO*

King Arthur Flour – *Steve Voigt, President and CEO*

Kendal at Hanover – *Becky Smith, Executive Director*

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