



August 10, 2022

City of Watertown
106 Jones Street | P.O. Box 477
Watertown, WI 53094
Attention: Mayor Emily McFarland

Dear Mayor McFarland,

By way of brief background, my name is Allen Rauth. I am Manager of Business Development for TDS Telecommunications Corp., the nation's 7th largest wireline communications company offering broadband, video, and voice to over 900 communities in 34 states.

TDS Telecom is headquartered in Madison, WI, we employ approximately 3,500 talented professionals and are a wholly owned subsidiary of Telephone and Data Systems, Inc. In 2018, TDS was recognized in Forbes' list of America's Best Employers for Diversity. The TDS family of companies, which includes TDS Telecom, is listed as 190 out of 250 top employers in the U.S.

As you may know, TDS has been in the broadband, video, and voice business for over 50 years. We bring world-class technology solutions to predominantly suburban and rural communities across the US.

We are a portfolio company in that we own wireline assets, cable systems, competitive local exchange carrier (CLEC) assets, and maintain over 80 communities where we offer fiber-based 1Gig broadband, sophisticated video, and digital voice services. To suggest we are dominating those market areas would be an understatement. We have secured about 50-60% market share (residential and commercial) in most of the communities we serve. It has been a fantastic way to organically grow our company, generating operational scale in underserved markets.

With that, we have recently received a considerable financial commitment from our corporate parent (TDS, Inc.-Fortune #504) to pursue more communities for fiber-optic network expansions where we are not the incumbent and the community in question is underserved by the local cable company and telecommunications utility. This is what brings me to **Watertown**!

Through our internal research, local focus groups, and analysis, **Watertown** has made it to the top of our preliminary list of targets based on your size and attractive demographics. We are therefore planning to expand our fiber network to your community to make broadband competition and choice happen in your area.

We look forward to partnering with City staff as we work towards becoming a trusted local service provider in Watertown.

With gratitude,

Allen Rauth
Manager, Business Development
TDS Telecom