

STATE OF VERMONT
PUBLIC UTILITY COMMISSION

Petition of Southern Vermont Cable Company)
for consent, pursuant to 30 V.S.A. § 109, to sell)
substantially all of its Vermont assets to)
Comcast of Connecticut/Georgia/)
Massachusetts/New Hampshire/New York/)
North Carolina/ Virginia/Vermont, LLC,)
approval, pursuant to 30 V.S.A. § 505, of such)
entity's abandonment of cable-television service)
in Vermont and revocation of its Certificates of)
Public Good)

Petition of Comcast of Connecticut/ Georgia/)
Massachusetts/New Hampshire/ New York/)
North Carolina/Virginia/Vermont, LLC for a)
Certificate of Public Good, pursuant to 30)
V.S.A. §§ 503 & 504 and Commission Rule)
8.200, to own and operate the cable-television)
systems in Vermont currently owned and)
operated by Southern Vermont Cable Company)

Case No. 19-_____

SUMMARY OF PREFILED TESTIMONY OF ERNEST SCIALABBA

Mr. Scialabba's testimony demonstrates that the acquisition by Comcast of SVCC's assets and Comcast's ownership and operation of those assets will promote the general good of Vermont.

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PREFILED TESTIMONY OF ERNEST SCIALABBA

1 Q1. What is your name?

2 A1. My name is Ernest Scialabba.

3

4 Q2. What is your position?

5 A2. I am President and owner of Southern Vermont Cable Company ("SVCC").

6

7 Q3. What are your qualifications to sponsor the testimony that you will give in this
8 proceeding?

1 A3. I have over forty years of experience in the cable television industry and have worked to
2 build a successful cable television system and to bring value to residents of Windham
3 County. I purchased cable systems in the towns of Newfane and Putney from Gateway
4 Cablevision and established SVCC in 1988. Within three years, I doubled the subscriber
5 base. During the past forty years, I have designed, upgraded, expanded, and rebuilt
6 SVCC's cable system and SVCC has expanded its services to include digital and HD
7 television channels, broadband internet service, and digital phone service. SVCC
8 currently serves approximately 2,450 subscribers and has approximately 123 miles of
9 cable plant in the towns of Dummerston, Jamaica, Newfane, Putney, and Townshend,
10 Vermont.

11

12 Q4. What is the purpose of your testimony?

13 A4. The intent of my testimony is to demonstrate that the acquisition by Comcast of SVCC's
14 assets and Comcast's ownership and operation of these assets will promote the general
15 good of Vermont.

16

17 Q5. Have you read Daniel M. Glanville's testimony in which he describes Comcast's plans
18 for the integration of the existing SVCC systems?

19 A5. Yes.

20

21 Q6. Why do you support the sale of assets to Comcast?

1 A6. Although SVCC is a small organization, it has made significant capital investments in its
2 system throughout the years. However, technology continues to rapidly evolve, which in
3 turn necessitates the need for continued capital investment. Additionally, with the
4 increase in the number of video service options available to consumers, there is an
5 ongoing need to enhance and expand the products and services offered in order to remain
6 competitive. The sale of SVCC's assets to Comcast will increase the technical,
7 operational, and financial resources available to support the system. As described in Mr.
8 Glanville's testimony, in areas currently served by SVCC, Comcast plans to offer the
9 same services and products currently offered in Comcast's Brattleboro, Vermont system.
10 Comcast also has the technical and operational resources to support SVCC's subscribers.
11 Comcast is able to deliver 24/7 support and service to its subscribers and its subscribers
12 have many options for how they can contact Comcast. I am confident that an
13 organization like Comcast will provide SVCC's subscribers with quality customer service
14 and will continue to invest in SVCC's systems. Because of this, the transaction will
15 promote the general good of Vermont and benefit SVCC's current customers into the
16 future.

17
18 Q7. Will the abandonment of service by SVCC be consistent with the public interest?

19 A. Yes. Service to SVCC's customers will continue, which as described above will allow
20 the customers to receive great service and more offerings. As such service will be
21 provided by Comcast, it is in the public interest (and necessary) for SVCC to relinquish

1 its service to these customers. For these reasons, SVCC should be allowed to "abandon"
2 service and its Certificate of Public Good should be terminated.

3
4 Q8. Does this conclude your testimony?

5 A8. Yes.

DATED at MANCHESTER, Vermont this 10th day of DECEMBER, 2019.

Ernest Scialabba
(signature)

ACKNOWLEDGEMENT

STATE OF VERMONT:

COUNTY OF Bennington, SS

On December 10, 2019 before me, a Notary Public, personally appeared Ernest Scialabba, personally known to me or proven to me on the basis of satisfactory evidence to be the person whose name is subscribed to the foregoing instrument and acknowledged to me that he executed the same in his authorized capacity and that by his signature on the instrument the person, or the entity upon whose behalf the person acted, executed the instrument.

WITNESS my hand and official seal.

Kimberly A Sterling
NOTARY PUBLIC

Kimberly A Sterling
Printed Name of Notary Public

My Commission Expires: 1-31-2021

Commission Number: 157 0006511

