



PRESS RELEASE

FOR IMMEDIATE RELEASE

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NORTHLAND SECURES INVESTOR AND INITIATES \$50 MILLION NETWORK IMPROVEMENT PLAN TO ADD NEW COMMERCIAL SERVICES, 100 MBPS INTERNET SERVICE IN ALL MARKETS, LAUNCHING 1 GBPS INTERNET BY Q4 2019

On October 1st, 2018, Northland secured new investors that have agreed to fund a \$50 million capital investment in network improvements which will offer 100 Mbps across their serviceable footprint and roll out 1 Gigabit services before the end of 2019. Northland also recently hired Ed Butler, a senior Commercial Services Executive with over 20 years of business broadband sales experience to lead the effort to expand commercial services to small and medium size fiber customers, school district infrastructure projects, rural hospital broadband services, utility and municipality fiber solutions, as well as wireless backhaul and enterprise business fiber solutions.

Additionally, Northland is singularly focused on small, medium and enterprise business customers by offering fiber broadband solutions to commercial enterprises across our market. Ed Butler stated that, "We're looking to partner with local municipalities and city organizations as well as enterprise-level customers to build solutions tailor made for their needs. Our customers have been asking us to address network issues and increase our internet speeds. As the demand for broadband usage grows, they have also demanded more bandwidth. We're excited to be able to address all of their needs in the coming months. Construction crews are already working on the network and we are on a very aggressive schedule to have all the improvements completed throughout 2019."

About Northland Communications:

Northland Communications (yournorthland.com) is a leading provider of communications services for over 30 years in the communities served. Northland owns and manages smaller-market cable systems in Alabama, California, Georgia, Idaho, North Carolina, South Carolina, Texas and Washington. Northland is headquartered in Seattle, Washington. Northland offers Digital and True High Definition TV, High-Speed Data, Fiber Broadband Solutions, and Telephone services to individuals and businesses in the communities it serves.

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Melanie Hannasch
Phone: (206)748-5081
Email: press@yournorthland.com