



2020 Annual Report



A Note From Our President and General Manager

We are happy to report that 2020 was a year in which we exceeded both our financial and operating goals, in spite of the COVID-19 Pandemic. The state of emergency forced us to react immediately. Fortunately, we were able to modify our operations rapidly as we had already developed and put in place emergency and disaster recovery plans. Our employees showed their ability to adapt quickly to a new working environment. Work from home became the new norm for office workers. PRTC field technicians were dispatched from their homes. Our previous investments in information technology, automation, and mobile communications put us in a position to succeed in this time of crisis.

For example, we broke all previous broadband Internet sales records as people now realize that Internet connectivity has become an essential service. Our investment in FIBER to the home was leveraged to provide reliable and fast Internet services to our customers who were now working and schooling their children from home.

Our commitment to the community and our customers is further proved by the fact that we were able to give back nearly \$1 million in capital credits to our Cooperative Members in 2020. On behalf of the Board of Trustees and the dedicated employees who make up our PRTC team, we thank you for allowing us to serve your communication needs and join you in praying for continued progress in putting these challenging times behind us.



PRESIDENT:
Daniel Branyon



GENERAL MANAGER:
Randall Lis

2020 CONSOLIDATED BALANCE SHEETS

ASSETS

Current Assets	\$54,728,483
Non-Current Assets	18,112,507
Plant In Service	169,199,778
Depreciation	(114,182,165)
Net Plant	55,017,613
TOTAL ASSETS	\$127,858,603

LIABILITIES & EQUITY

Current Liabilities	\$3,065,075
Long-Term Debt	7,299,002
Other Liabilities	10,471,931
Total Liabilities	20,836,008
Equity	107,022,595
TOTAL LIABILITIES EQUITY	\$127,858,603

NOTE: Amounts from audited reports provided by Love, Bailey and Associates, LLC

2020 STATEMENTS OF OPERATIONS

OPERATING REVENUES

Local Network Service Revenues	\$2,629,782
Network Access Services Revenues	6,538,212
Miscellaneous Revenues	7,840,044
Net Operating Revenues	\$17,008,038

OPERATING EXPENSES

Operating and Maintenance Expense	\$9,553,609
Depreciation Expense	4,157,120
TOTAL OPERATING EXPENSES	13,710,729
Operating Income (Loss)	\$3,297,309

OTHER INCOME / EXPENSES

Interest Expense	(\$471,502)
Non-Operating Income (Loss)	(6,624,602)
TOTAL OTHER INCOME	6,153,100
NET MARGINS	\$9,450,409

Board of Directors



DANIEL BRANYON
President
Area 3 Seat 3



ROBERT BYRD
Vice President
Area 2 Seat 1



RANDALL LIS
General Manager



JANE IVEY
Secretary Treasurer
Area 3 Seat 2



WALTER PATTERSON
Director
Area 1 Seat 2



JOHN D. MCCLINTOCK
Director
Area 1 Seat 3



JOYCE A. WALLACE
Director
Area 2 Seat 3



TIM MAHON
Director
Area 3 Seat 1



International Network

MPF Products | Gray Court, SC

Located down a country road, in a quiet little community in Gray Court, MPF has been supplying feedthroughs and viewports to Fortune 500 companies, cutting-edge research laboratories, and emerging tech start-ups for more than 20 years. PRTC has been with them throughout this successful journey.

Today, MPF has around 50 employees. They have upgraded their design software, inspection equipment, leak test equipment, vacuum brazing capacity, and manufacturing software. MPF continues to invest in equipment and upgrades to their manufacturing tools as their diverse customer base introduces them to new marketplaces with challenging design requirements.

They launched a new user-friendly website to help customers navigate over 2,200 standard part numbers and numerous resources. They now have a network of International Partners spanning Europe and Asia, and highly experienced sales representatives strategically located throughout the United States.

With FIBER Internet, MPF enjoys the same benefits larger businesses reap with reliable access to the world. PRTC's FIBER technology also improves communications with customers, coworkers, and suppliers. We look forward to serving MPF for years to come as they continue to grow such an amazing business in the rural area of Laurens County.



The mission of MPF Products is to be recognized by their customers, suppliers, and employees as the leading experts in ceramic-to-metal sealing technology. They are dedicated to supplying their customers with the absolute best products, value and service. Most of the employees have been working at MPF for over 10 years. The management team includes Duane Mallory, Kevin Wronoski and John Burnett, who have over 40 years of combined service.



Duane, Kevin, and John



Connected Family

The Hart Family | Gray Court, SC

In 2020, school closings due to the COVID-19 outbreak added extra challenges for parents with school-age children. With five children, ranging from kindergarten to college, Jill Hart is thankful for PRTC’s new FIBER network and reliable services. Her children were quickly able to adjust to online learning and managing their digital social lives. Zoom classes and online assignments were a daily occurrence; all five children could work at the same time with no interruption. There is enough bandwidth to allow the entire household to get assignments, watch movies, play games, back up data, and receive files without delays.

They were also able to stay connected with friends and family through their devices. FaceTime, texts, and other social media platforms enabled them to stay in touch.

The Hart family streams TV and movies with FIBER Internet. They can have several devices running at once. In a house full of kids and a house full of devices, there is enough bandwidth for the whole family. For the first time ever, the Hart children started school this year with year-round learning. Whatever the year holds, PRTC FIBER will be there, ready to meet their needs.



Loyal Service

Anna Beagle | Enoree, SC

Anna Beagle has been a faithful customer of PRTC for 50 years. She has seen technology change from four-party-line phone service to high-speed Internet. Through it all, she has relied on PRTC to keep her connected to her family and friends.

Among those connections, staying in touch with her son, Major General Milford H. Beagle, Jr., has always been of utmost importance. He was commissioned as an Infantry Officer upon graduation from South Carolina State University in 1990 as a distinguished military graduate.

During his 31-year tenure, Major General Beagle has received many promotions and awards and has served our country in Iraq, Afghanistan, and Kuwait, to name a few places. He is currently at Fort Drum, New York. We thank him for his dedication and continued service to the United States of America.

Ms. Beagle waits by her phone to hear that all is well with her son. Recently, she received a call that she is going to be a great-grandmother for the first time. PRTC looks forward to keeping her in touch with her growing family. Ms. Beagle is a treasured customer, and we are grateful to her for allowing us to keep her in touch with those she loves most.





Virtual Dance Class

The Dance Shop | Laurens County, SC

The Dance Shop (TDS) has been providing quality dance instruction in Laurens County, with an emphasis on child development, since 1994. Originally it was owned and operated by Connie Draper and Susan Keitt. Their love of the arts was passed on to their daughters, Shauna Mitchell and Neely Lashford. After they completed their college careers, where both girls danced at the collegiate level, they became the owners of TDS in Laurens and added a studio in Simpsonville.

Last year brought many disappointments for the dancers and instructors alike: classes were canceled, recitals were canceled, and competitions were canceled. Although COVID-19 halted much of our daily lives — dance classes must go on! PRTC FIBER Internet was ready to meet the needs of the TDS. Zoom dance classes were set up without a hitch; the students, parents, and teachers all quickly

adapted to the new method of learning and participating in dance. Although it was not ideal, Zoom kept the dancers actively learning and was great socialization for the students.

The Dance Shop relies on PRTC FIBER Internet for online registration at www.tdsdancestudios.com. It's only one click to start the process to register your child and select classes. If you have questions, a link to email TDS is available on the site. You can also call 68DANCE to reach the studio.

PRTC is proud to serve as the communications provider for The Dance Shop, where children are encouraged to work hard to exceed their own goals. This hard work ethic can be carried into our community later in their lives. TDS — making Laurens County a better place to live, one child at a time.

IMPORTANT NOTICE

JOIN US AT THE 2021 PRTC "DRIVE-THRU" ANNUAL MEETING OF MEMBERS

The Piedmont Rural Telephone Cooperative Annual Meeting of Members will be held **Saturday, November 13, 2021**, at the Laurens Middle School, 1035 West Main Street, Laurens, from **8:30 a.m. until 12:00 p.m.**

Due to the pandemic restrictions and the safety of our customers and employees the PRTC Annual Meeting will be a drive-thru event again this year. Safety precautions will be in place.

It shall be the duty of the Board to appoint, not less than forty (40) nor more than seventy (70) days before the date of a meeting of members at which the trustees are to be elected, a committee on nominations consisting of not less than five (5) nor more than eleven (11) members who shall be selected from different sections so as to ensure equitable representation. No member of the Board may serve on such committee. The committee, keeping in mind the principle of geographic representation, shall prepare and post at the principle office of the cooperative at least thirty (30) days before the date of the meeting a list of nominees for trustees which shall include a candidate for each trustee to be elected.

Any one hundred (100) or more members together may make other nominations by petition not less than thirty (30) days prior to the meeting and the Secretary shall post such nominations at the same place where the list of nominations made by the committee is posted. The secretary shall mail with the notice of the meeting or separately, but at least ten (10) days before the date of the meeting, a statement of the number of trustees to be elected and the names and addresses of the candidates,

specifying separately the nominations made by the committee and the nominations by petition, if any. The ballot to be used at the election shall list the names of the candidates nominated by the committee and the names of the candidates nominated by petition, if any. Present directors may be nominated and elected to succeed themselves. The seats expiring this year are:

- Area 3, Seat 3 – S. Daniel Branyon
- Area 3, Seat 2 – Jane W. Ivey
- Area 1, Seat 3 – John D. McClintock

If you have any questions, contact Piedmont Rural Telephone Cooperative at 864-682-3131 or consult the PRTC bylaws for more details concerning the nomination and election of directors.



P.O. BOX 249
Laurens, SC 29360

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