

Questions for the Record
USTelecom President & CEO Jonathan Spalter
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The Honorable Tom Kean, Jr.

- 1. I think we agree it's important that local residents feel they have a voice in the process, while also make sure there aren't unfair and disproportionate obstacles to the broadband deployment that will benefit everyone. Can you speak, broadly, to what we can do to strike this balance moving forward?**

State and local authorities play a vital role and must have a seat at the table, but when impasses occur it is essential to balance local input with a national framework. There are too many examples where permitting is delayed by issues that lack operational justification. For instance, application fees imposed by state and local governments often go far beyond simply recovering administrative costs. In many cases, municipalities use permitting fees as a revenue-generating mechanism. Fees should be calibrated to reflect the actual costs of reviewing and processing permit applications—not used to balance local budgets.

- 2. More specifically, what are your ideas on how we might build a consistent, predictable framework for local jurisdictions and your members to meet in the middle and start that conversation about what's best for the communities?**

Predictability is the foundation of good planning for both communities and providers. It is important to establish national baseline standards that set clear expectations on timelines, application requirements and fee structures while still allowing for local flexibility. These standards should serve as a federal backstop in instances when impasses occur between state or local authorities and permit seekers.

The standards should include model-permitting templates, shared digital data tools for tracking applications and best-practice guides developed jointly by federal, state and local partners. The goal is to move from a patchwork of rules to a system where there is predictability and efficiency in the process. When local governments and providers operate from the same playbook, we reduce conflict, improve coordination and deliver broadband faster without sacrificing accountability or community input.