## SECURITIES AND EXCHANGE COMMISSION Washington, D. C. 20549

Form 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For Quarter Ended March 31, 1998

Commission File Number 0-9881

SHENANDOAH TELECOMMUNICATIONS COMPANY (Exact name of registrant as specified in its charter)

Virginia
(State or other jurisdiction of incorporation or organization)

54-1162806 (I.R.S. Employer Identification Number)

P.O. Box 459, Edinburg, Virginia 22824 (Address of principal executive office and zip code)

Registrant's telephone number, including area code: (540) 984-4141

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

YES X NO

Indicate the number of shares outstanding of each of the issuer's classes of common stock as of the close of the period covered by this report.

Class
Common Stock, No Par Value
PAGE

Outstanding at April 30, 1998 3,755,760 Shares

SHENANDOAH TELECOMMUNICATIONS COMPANY

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## PART I, FINANCIAL INFORMATION ITEM I, FINANCIAL STATEMENTS CONSOLIDATED BALANCE SHEETS

#### ASSETS

-	ADDEID	
[CAPTION]		
	March 31, 1998	December 31, 1997
[S]	[C]	[C]
CURRENT ASSETS		
Cash & Cash Equivalents	\$ 5,282,345	\$ 5,203,521
Certificates of Deposit	100,000	204,122
Investments Held to Maturity	1,123,917	1,622,433
_		
Accounts Receivable	6,417,208	5,682,798
Materials	4,796,498	3,968,791
Prepaid and Other Current Ass	sets 501,408	507 <b>,</b> 165
TOTAL CURRENT ASSETS	\$18,221,376	\$17,188,830
NON CURRENT ACCEDS		
NON-CURRENT ASSETS		
Investment in Available for		
Sale Securities	\$ 4,256,331	\$ 3,597,997
Investment Held to Maturity		
Securities	499,581	499,581
Other Investments	5,241,338	4,721,517
o chief Thive be emeries		
TOTAL NON-CURRENT ASSETS	\$ 9,997,250	
TOTAL NON-CURRENT ASSETS	7 9,997,230	\$ 8,819,095
PROPERTY, PLANT, AND EQUIPMENT		
Plant in Service	\$75 <b>,</b> 357 <b>,</b> 434	\$74 <b>,</b> 144 <b>,</b> 956
Plant Under Construction	9,762,636	8,232,517
Less Accumulated Depreciation	a 26,405,228	25,313,297
-		
NET PROPERTY, PLANT & EQUIPMEN	NT \$58,714,842	\$57,064,176
NEI INOIEMII, IEMNI & EQUITEE		
OFFIED ACCEPTA		
OTHER ASSETS	-	
Cost in Excess of Net Assets	of	
Business less Accumulated		
Amortization	\$ 5,063,197	\$ 5,157,078
Deferred Charges and Other As	ssets 443,548	476,687
Radio Spectrum License net of		2.0,00
Accumulated Amortization	689,813	702 036
Accumulated Amortization	009,013	702 <b>,</b> 036
	\$ 6,196,558	\$ 6,335,801
TOTAL ASSETS	\$93,130,026	\$89,407,902
1011111 11001110	=========	========

See accompanying notes to consolidated financial statements.  $\ensuremath{\mathsf{PAGE}}$ 

PART I, FINANCIAL INFORMATION ITEM I, FINANCIAL STATEMENTS CONSOLIDATED BALANCE SHEETS

[CAPTION] LIABILITIES AND STOCKHOLDERS' EQUITY

March 31, 1998 [C]	December 31, 1997 [C] \$ 544,954
3,017,381	3,743,701
54/,1/6 106,278	631,815 98,905
1,913,112	1,926,769 0
250,030	153 <b>,</b> 678
\$ 7,019,847	\$ 7,099,822
\$28,844,915 	\$26,815,706 
\$ 198,098	\$ 216,256
1,019,938	5,987,860 883,568
\$ 7,461,601	\$ 7,087,684
ć 1 000 01E	¢ 1 004 20C
7 1,009,013	\$ 1,894,206 
\$ 4,734,377	\$ 4,740,677
	40,579,090
1,585,718	1,190,717
\$47,993,848	\$46,510,484
\$93,130,026 ======	\$89,407,902 =======
	\$ 544,954  3,017,381  547,176  106,278  1,913,112  640,916  250,030   \$ 7,019,847   \$28,844,915   \$1,809,815   \$1,809,815   \$4,734,377  41,673,753  le  1,585,718   \$47,993,848   \$93,130,026

See accompanying notes to consolidated financial statements.

# PART I, FINANCIAL INFORMATION ITEM I, FINANCIAL STATEMENTS CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

[CAPTION]

	Three months ended March 31	
[S]	1998	1997
OPERATING REVENUES	1990	1997
Telephone Revenues	[C]	[C]
Local Service	\$922,032	\$859,022
Access		· · · · · · · · · · · · · · · · · · ·
	1,924,320 12,634	1,739,682 6,135
Toll Miscellaneous:	12,034	6,133
	202 407	273 030
Directory	293,487	273,030
Facility Leases	502,615	476,706
Billing & Collection	118,424	105,036
Other Miscellaneous	41,406	48,386
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Total Telephone Revenues		\$3,507,997
Cable Television Revenues	716,668	615,121
ShenTel Service Revenues	526,367	473,950
Leasing Revenues	4,585	3,622
Mobile Revenues	2,057,042	1,790,323
PCS Revenues	666,736	255,543
Long Distance Revenues	218,833	241,978
Network Revenues	153,733	153,733
TOTAL REVENUES AND SALES	\$8,158,882	\$7,042,267
OPERATING EXPENSES		
Cost of Products &		
Service Sold	\$ 365,258	\$ 397,208
Line Costs	100,379	95,361
Plant Specific	699,411	622,388
Plant Non-Specific:	099,411	022,388
Network & Other	1,240,576	929,994
	1,281,531	1,110,488
Depreciation and Amortization		
Customer Operations	1,153,851	995 <b>,</b> 668
Corporate Operations	735,277	669,621
Other Operating Expenses	133,509	194,914
Taxes Other Than Income	218,719	98 <b>,</b> 177
Total Operating Expenses	\$5,928,511	\$5,113,819
Total Operating Expenses	75,920,511	

See accompanying notes to consolidated financial statements.

#### PART I, FINANCIAL INFORMATION ITEM I, FINANCIAL STATEMENTS [CAPTION] CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)

	Three months ended March 31	
[S]	1998 [C]	1997 [C]
Operating Income Non-Operating Income less	\$2,230,371	\$1,928,448
Expenses Interest Expense	209,387 (312,844)	229,416 (356,449)
Income Before Taxes Provision for Income Taxes	\$2,126,914 682,942	\$1,801,415 575,822
Net Income Before Minority Interest Minority Interest	\$1,443,972 (255,609)	\$1,225,593 (211,056)
Net Income	\$1,188,363 =======	\$1,014,537 =======
EARNINGS PER SHARE Weighted Average Common		
Shares Outstanding	3,758,316 =======	3,760,760 ======
Net Income per share, Basic and Diluted	\$0.32	\$0.27
2d210 dild 211d00d	========	======

See accompanying notes to consolidated financial statements.

# PART I, FINANCIAL INFORMATION ITEM I, FINANCIAL STATEMENTS CONSOLIDATED STATEMENTS OF CASH FLOW (UNAUDITED)

[CAPTION]

THREE MONTHS ENDED MARCH 31

[S] CASH FLOWS FROM OPERATING	1998	1997
ACTIVITIES Net Income	[C] \$1,188,363	[C] \$1,014,537
Adjustments to reconcile net income to net cash provided by operating activities:  Depreciation and Amortization Deferred taxes	1,281,531 255,705	
Gain on Sale of Equity Investment (Income)/Losses on Equity Investment Minority Share of Income	(263, 333)	40,187
Other Decrease (increase) in:	156,243	(41,997)
Accounts Receivable Materials and Supplies Increase (Decrease) in:	(734,410) (827,707)	•
Accounts Payable Income Taxes Payable Other Deferrals and Accruals	(726,320) 700,650 (48,548)	588,568
Net cash provided by	(40, 340)	(24,950)
operating activities	\$ 381,751	\$2,234,115
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of Property		
and Equipment FCC Deposit Refund Purchase of Intangible Assets	(2,830,985) 0	(2,330,946) 953,400
Purchase of Certificates of Deposit Maturities of Certificates of Deposit Proceeds from Investments	0 0 602,638	(499,582) 486,982 0
Other	(3,789)	
Net cash used in investing activities	\$(2,232,136)	\$(1,372,948)

See accompanying notes to consolidated financial statements.  $\ensuremath{\mathsf{PAGE}}$ 

PART I, FINANCIAL INFORMATION
ITEM I, FINANCIAL STATEMENTS
[CAPTION] CONSOLIDATED STATEMENTS OF CASH FLOW
(UNAUDITED)

THREE MONTHS ENDED MARCH 31

	1998	1997
[S]		
CASH FLOWS FROM	[C]	[C]
FINANCING ACTIVITIES		
Redemption of Common Stock	\$ (100,000)	\$ 0
Proceeds from Long Term Debt	2,166,556	601 <b>,</b> 500
Principal payments on Long Term Debt	(137,347)	(133 <b>,</b> 933)
Net cash provided by financing		
activities	1,929,209	467 <b>,</b> 567
Net increase in cash		
and cash equivalents	78 <b>,</b> 824	1,328,734
Cash and Cash Equivalents:		
Beginning	5,203,521	3,763,468
Ending	\$5,282,345	\$5,092,202
	=======	========

See accompanying notes to consolidated financial statements.  $\ensuremath{\mathsf{PAGE}}$ 

## SHENANDOAH TELECOMMUNICATIONS COMPANY NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

1. In the opinion of management, the accompanying condensed consolidated financial statements which are unaudited, except for the condensed balance sheet at December 31, 1997, contain all adjustments (consisting of only normal recurring accruals) necessary to present fairly Shenandoah Telecommunications Company's financial position as of March 31, 1998 and the results of operations and cash flows for the three month periods ended March 31, 1998 and 1997.

While the Company believes that the disclosures presented are adequate, to make the information not misleading it is suggested that these financial statements be read in conjunction with the financial statements and notes included in the Company's annual report on Form 10-  $\kappa$ .

- The results of operations for the three-month period ended march 31, 1998 and 1997 are not necessarily indicative of the results to be expected for the full year.
- 3. The earnings per common share were computed on the weighted average number of shares outstanding. The Company has stock options outstanding, which are not dilutive, therefore basic and diluted earnings per share are the same.
- 4. Comprehensive income consists of the unrealized holding gains and losses on the Company's available-for-sale investment. The unrealized holding gains net of tax for the three month period ended March 31, 1998 was \$395,001 and the unrealized holding loss net of tax for the three month period ended March 31, 1997 was \$563,300.

## $\hbox{\tt ITEM II, MANAGEMENT'S DISCUSSION AND ANALYSIS} \\ \hbox{\tt OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS}$

The following tables set forth, for the periods indicated, the percentages which certain items reflected in the financial data bear to total operating revenues and the percentage increase of such items as compared to the indicated prior period:

OPERATING REVENUES	TOTAL R Three mo Marc	nths ended n 31	PERIOD TO INCREASE OR Three mon Marc 1998-97 19	DECREASE ths ended h 31
Telephone Revenues				
Local Service	11 30	12.20	7.34	8 63
Access		24.70	10.61	
Toll		0.09	105.93	
Miscellaneous:	0.13	0.09	103.93	40.07
Directory	2 60	3.88	7.49	(2 75)
<u> -</u>	6.16		5.44	
Facility Leases	1.45			
Billing & Collection			12.75	
Other Miscellaneous	0.31	0.69	(14.43)	
Total Telephone Revenues	46.76	49.81	8.75	2.30
Cable Television Revenues	8.78	8.73	16.51	179.43
ShenTel Service Revenues	6.45	6.73	11.06	20.43)
Leasing Revenues	0.06	0.05	26.59	(21.41)
Mobile Revenues	25.21	25.42	14.90	
PCS Revenues		3.63	160.91	N/A
Long Distance Revenues	2.68	3.44	(9.56)	
Network Revenues	1.88	2.18	0.00	
Total Revenues		100.00	15.86	20.95

## ITEM II, MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

	RELATIONSHIP TO TOTAL REVENUES Three months ended March 31		PERIOD TO PERIOD INCREASE OR DECREASE Three months ended March 31	
		1997	1998-97	
OPERATING EXPENSES				
Cost of Products Sold	Λ ΛΩ	5.64	(8.04)	45.00
Line Costs		1.35	5.26	
Plant Specific		8.84	12.38	
Plant Non-Specific:	0.57	0.04	12.50	10.09
	15.21	13 21	33.40	40 50
Depreciation and Amortization			15.40	
Customer Operations	14.14		15.89	
Corporate Operations		9.51	9.80	
Other Operating & Expenses			(31.50)	
Taxes Other Than Income	2.68	1.39	122.78	
Total Operating Expenses	72.66		15.93	22 60
Total Operating Expenses	72.00	72.62	15.93	33.60
Operating Income	27.34	27.38	15.66	(3.33)
Non-Operating Income less Expenses Interest Expense	(3.83)	(5.06)		152.34
Income Before Income Taxes	26.07		18.07	
Provision for Income Taxes		8.18	18.60	
Income Before Minority Interest	17.70	17.40	17.82	(18.02)
Minority Interest	(3.13)	(3.00)	21.11	
Net Income	14 57	14.41	17.13	(26 14)
nee income	=====		=====	. ,

/TABLE

### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Shenandoah Telecommunications Company is a diversified telecommunications holding company providing both regulated and unregulated telecommunications services through its eight whollyowned subsidiaries.

This industry is in a period of transition from a protected monopoly to a competitive environment as evidenced by the passage of the Telecommunications Act of 1996. As a result, Shenandoah Telecommunications has made and plans to continue to make significant investments in the new and emerging technologies.

The most significant revenue contributors are the regulated telephone local exchange company accounting for 46.8% of revenue and the cellular dominated operations of the Mobile subsidiary, accounting for 25.2% of revenue during the most recent quarter. Other significant services provided are paging, personal communications services (PCS), cable television, Internet access, long distance, and fiber facilities and towers leased to other telecommunications carriers. The Company also sells and leases equipment, mainly related to services provided. The Company also participates in emerging technologies by direct investment in non-affiliated companies.

#### RESULTS OF OPERATIONS

The regulated Company's largest source of revenue continues to be for access to the Company's local exchange network by interexchange carriers. The volume for approximately two-thirds of these access revenues generally tracks with changes in minutes of use. The minutes of use during the first quarter of 1998 increased 11.9%, compared to a decrease of .2% in 1997. The associated revenues increased 10.6% in first quarter 1998 compared to a 1.92% decrease in 1997. Management attributes these increases, in part, to inclement weather experienced the first quarter of 1997.

First quarter cable television revenues increased 16.5% over the first quarter of 1997 due to rate increases and a 4.0% increase in the customer base. The 1997 increase of 179.4% was due to the acquisition of the CATV assets owned by FrontierVision Operating Partnership located in our service area on September 30, 1996. PAGE

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### RESULTS OF OPERATIONS (Continued)

The increase in the ShenTel Service revenues category for the first quarter of 1998 compared to 1997 was 11.1%. This was due to increases in Internet Service revenues. First quarter 1998 revenues from our Internet Service operations were up \$118,018 or 64.9% compared to the first quarter of 1997. The increase is due to the increasing customer base. The increases in Internet access revenues were partially offset by decreases in equipment sales and rentals. These revenues decreased \$69,524 or 50.2% compared to the first quarter of 1997.

Financing lease revenues are chiefly for leases and rentals of customer premise equipment such as PBX's sold through Company subsidiaries.

The Mobile revenues are mainly comprised of revenues from wireless communications services. First quarter 1998 local cellular revenues increased \$188,764 or 23.4% compared to the same period in 1997. The increase in local cellular revenues was due to an increase in the customer base. First quarter 1998 outcollect roamer revenues increased \$71,971 or 8.1% compared to the same period in 1997. Total revenues from the Cellular operation accounted for 23.9% of total Company revenues in the first quarter, compared to 24.2% in the first quarter of 1997.

Total payroll costs (including capitalized costs) in the first three months of 1998 increased \$116,251 or 8.2% compared to the same period in 1997. The increase is due to an increase in the size of the Company's work force.

PAGE

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### RESULTS OF OPERATIONS (Continued)

Cost of Goods Sold decreased 8.0% in the first quarter compared to the same period in 1997. This is due to a decrease in the volume of equipment sales in ShenTel and our cellular operations.

The expense category Network and Other consists primarily of network support, engineering, and leased facilities costs. Of the 33.4% or \$310,582 increase for the first quarter of 1998 over the first quarter of 1997, \$141,932 is due from the PCS operation, \$75,663 from the Internet access operation, and \$67,676 is due to increases from our cellular operation.

Depreciation and Amortization, our largest expense category, was 15.40% higher in the first quarter of 1998 compared to 1997. This is due to the pace of plant acquisition. Expenditures for construction and purchases of property and equipment for 1997 equaled \$10,687,958. Comparable expenditures during 1997 equaled \$22,835,061.

Customer Operations increased 20.4% for the quarter compared to the same period in 1997. These costs are for the marketing and sales, billing, and customer service functions. As with the network and other category, increases for the Internet access, cellular, and PCS businesses are primarily responsible for the increase.

The Other Operating Expense category consists of royalty expense paid to programming providers for the Cable Television subsidiary. The increase in these expenses year-to-date compared with the first quarter of 1997 is due to an increase in customer base and channels offered.

PAGE

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### RESULTS OF OPERATIONS (Continued)

The Non-operating Income Less Expenses category consists mainly of the income or loss from investments made by the Company. This category showed a decrease of 8.7% in the first quarter compared to the same period in 1997, primarily due to a decrease in interest income.

Interest expense has decreased \$43,605 in the first quarter compared to the first quarter of 1997, due primarily to larger capitalized interest costs for plant under construction. The Company began drawing funds on the CoBank note (described below) in the third quarter of 1997. Draws on this note at March 31, 1998 equaled \$18,170,276.

#### LIQUIDITY AND CAPITAL RESOURCES

On August 2, 1996, the Company signed a note with CoBank to borrow up to \$25 million. The term of the loan is for up to 15 years, with multiple interest options. The Company began drawing these funds in the third quarter of 1996. A majority of these funds were used for the acquisition of the Shenandoah County CATV assets of FrontierVision in September of 1996, and to finance the building of the new network for the PCS operation. The Company anticipates making additional draws on this note in 1998 to fund in part the \$8,000,000 capital budget for the non-telephone subsidiaries.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

#### LIQUIDITY AND CAPITAL RESOURCES (Continued)

The Company budgeted capital expenditures of approximately \$10,000,000 for the Telephone subsidiary in 1998. These capital needs will be met through internally generated cash flows and the existing Rural Telephone Bank note. The loan agreement with the RTB allows for additional borrowings of approximately \$3,000,000. Expenditures of these loan funds is limited to capital projects for the regulated local exchange carrier.

Based on a preliminary assessment, the Company has determined that significant portions of its software must be modified or replaced so that its computer systems will properly utilize dates beyond December 31, 1999. The vast majority of this software is provided by third parties. The Company is now in the process of implementing third party financial software that is Year 2000 certified, at an estimated cost of \$900,000. The Company also utilizes third party software for customer care applications. These suppliers have asserted their software is presently Year 2000 compliant or will be in mid-1998. The Company estimates its remaining software will be Year 2000 compliant by June 30, 1999.

#### PART II

#### OTHER INFORMATION

ITEM 4. Submission of Matters to a Vote of Security Holders

No matters were submitted to a vote of security holders.

- ITEM 6. Exhibits and Reports on Form 8-K
  - A. Exhibits

Exhibit 27 - Financial Data Schedule

B. Reports on Form 8-K

On February 27, 1998, the Company filed a report on Form 8-K, reporting under Item 5, disclosing that on February 9, 1998, the Board of Directors adopted a Stockholders' Rights Plan, granting the existing stockholders the right to acquire additional shares of the Company's common stock at a substantial discount, should anyone acquire 15% or more of the Company's common stock or causes the Company to merge into or with another company.

#### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

SHENANDOAH TELECOMMUNICATIONS COMPANY (Registrant)

May 14, 1998 CHRISTOPHER E. FRENCH

Christopher E. French

President

May 14, 1998 LAURENCE F. PAXTON Laurence F. Paxton

Vice President - Finance

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3-MOS
        DEC-31-1998
            MAR-31-1998
               5,282,345
              5,879,829
             6,417,208
               16,083
               4,796,498
          18,221,376
85,120,070
            26,405,228
            93,130,026
      7,019,847
                 28,844,915
             0
                     0
                4,734,377
               43,259,471
93,130,026
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              5,928,511
              0
                  0
           312,844
           1,871,305
        1,188,363
             682,942
                  0
              1,188,363
                 .32
                   .32
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