## SHENANDOAH TELECOMMUNICATIONS COMPANY

124 South Main Street

Edinburg, Virginia

## NOTICE OF ANNUAL MEETING OF STOCKHOLDERS TO BE HELD APRIL 18, 2000

March 24, 2000

## TO THE STOCKHOLDERS OF SHENANDOAH TELECOMMUNICATIONS COMPANY:

The annual meeting of stockholders of Shenandoah Telecommunications Company will be held in the Social Hall of the Edinburg Fire Department, Stoney Creek Boulevard, Edinburg, Virginia, on Tuesday, April 18, 2000, at 11:00 a.m. for the following purposes:

- To elect three Class II Directors to serve until the 2003 Annual Stockholders' Meeting;
- To transact such other business as may properly come before the meeting or any adjournment thereof.

Only stockholders of record at the close of business  $\,$  March 21, 2000, will be entitled to vote at the meeting.

Lunch will be provided.

By Order of the Board of Directors

Harold Morrison, Jr. Secretary

## **IMPORTANT**

YOU ARE URGED TO COMPLETE, SIGN, AND RETURN THE ENCLOSED PROXY CARD IN THE SELF-ADDRESSED STAMPED (FOR U. S. MAILING) ENVELOPE PROVIDED AS PROMPTLY AS POSSIBLE, WHETHER OR NOT YOU PLAN TO ATTEND THE MEETING IN PERSON. IF YOU DO ATTEND THE MEETING IN PERSON, YOU MAY THEN WITHDRAW YOUR PROXY AND VOTE YOUR OWN SHARES. SEE PROXY STATEMENT ON THE FOLLOWING PAGES.

PROXY STATEMENT

P. 0. Box 459 Edinburg, VA 22824

March 24, 2000

# TO THE STOCKHOLDERS OF SHENANDOAH TELECOMMUNICATIONS COMPANY:

Your proxy in the enclosed form is solicited by the management of the Company for use at the Annual Meeting of Stockholders to be held in the Social Hall of the Edinburg Fire Department, Stoney Creek Boulevard, Edinburg, Virginia, on Tuesday, April 18, 2000, at 11:00 a.m., and any adjournment thereof.

The mailing address of the Company's executive offices is P. O. Box 459, Edinburg, Virginia 22824.

The Company has 8,000,000 authorized shares of common stock, of which 3,756,634 shares were outstanding on March 21, 2000. This proxy statement and the Company's annual report, including financial statements for 1999, are being mailed on or about March 24, 2000, to approximately 3,680 stockholders of record

on March 21, 2000. Only stockholders of record on that date are entitled to vote. Each outstanding share will entitle the holder to one vote at the Annual Meeting. No director, officer, or other party beneficially owns as much as five percent of the outstanding shares of the common stock of the Company. The Company intends to solicit proxies by the use of the mail, in person, and by telephone. The cost of soliciting proxies will be paid by the Company.

Executed proxies may be revoked at any time prior to exercise. Proxies will be voted as indicated by the stockholders. Executed but unmarked proxies will be voted "FOR" the election of the three nominees for Class II Directors.

## THE ELECTION OF DIRECTORS

## Directors Standing for Election

There are currently nine directors (constituting the entire Board of Directors of the Company), divided into three classes. The current term of Class II Directors expires at the 2000 Annual Meeting. The Board of Directors proposes that the nominees described below, all of whom are currently serving as Class II Directors, be re-elected to Class II for a new term of three years and until their successors are duly elected and qualified.

The proxy holders will vote the proxies received by them (unless contrary instructions are noted on the proxies) for the election of the three nominees as directors, all of whom are now members of and constitute the Class II Directors. If any such nominees should be unavailable, the proxy holders will vote for substitute nominees in their discretion. Stockholders may withhold the authority to vote for the election of directors or one or more of the nominees. Directors will be elected by a plurality of the votes cast. Abstentions and shares held in street name that are not voted in the election of directors will not be included in determining the number of votes cast. The names and principal occupation of the three nominees, six current directors and executive officers are indicated in the following table, and the number and percentage of shares of Common Stock beneficially owned by each as of the Record Date is also shown.

#### BUYDD OF DIDECTORS

BOARD OF DIRECTORS					
Name of Director	Year Elected Director	-	Principal Occupation Other Directorships for Past Five Years		
(1)	(2)	(3)			
	Nominees	for E	lection of Directors		
Class II (Term expires 2003) - The directors standing for election are:					
Noel M. Borden	1972	63	Pres., H. L. Borden Lumber Co. (a retail Board, First National Corp.		
Ken L. Burch	1995	55	Farmer		
Grover M. Holler, Jr	. 1952	79	Pres., Valley View, Inc. (a real estate developer)		
	Direct	ors Cor	ntinuing in Office		
Class I (Term expires	s 2002)				
Douglas C. Arthur	1997	57	Attorney-at-Law; Dir., First National Corp.		
Harold Morrison, Jr.	1979	70	Chairman of the Board, Woodstock Garage, First Virginia Bank-BR		
Zane Neff Asst. Secretary of th	1976 ne Co.	71	Retired Manager, Hugh Saum Co., Inc.(a hardware and furniture store); Dir., Crestar Bank		
Class III (Term expi	res 2001)		Cicstal Bally		
Dick D. Bowman Treasurer of the Co.	1980	71	Pres., Bowman Bros., Inc.; Dir., Shen. Valley Elec. Coop.; Dir., The Rockingham Group; Dir., Old Dominion Electric Coop.		
Christopher E. French President	າ 1996	42	Pres., Shenandoah Telecommunications Co. & its Subsidiaries; Dir., First National Corp.		
James E. Zerkel II	1985	55	Vice Pres., James E. Zerkel, Inc. (a hardware firm); Dir., Shen. Valley Elec. Coop.; Member, Shenandoah County Industrial Development Auth.		
(1) The directors who are not full-time employees of the Company were compensated in 1999 for their services on the Board and one or more of the Boards of the Company's subsidiaries at the rate of \$400 per month plus \$400 for each Board meeting attended. Additional compensation was paid to certain non-employee directors who also serve as Vice President, Secretary, Assistant Secretary, and Treasurer, for their services in these capacities in the amounts of \$1,480, \$3,080, \$1,480					

- services in these capacities, in the amounts of \$1,480, \$3,080, \$1,480, and \$3,080, respectively.
- (2) Years shown are when first elected to the Board of the Company or the Company's predecessor, Shenandoah Telephone Company. Each nominee has served continuously since the year he joined the Board.
- (3) Each director also serves as a director of one or more of the Company's subsidiaries.

Attendance of Board Members at Board and Committee Meetings

During 1999, the Board of Directors held 14 meetings. All of the directors attended at least 75 percent of the aggregate of: (1) the total number of meetings of the Board of Directors; and (2) the total number of meetings held by all committees of the Board on which they served.

# Standing Audit, Nominating, and Compensation Committees of the Board of Directors $\,$

- 1. Audit Committee The Finance Committee of the Board of Directors, consisted of the following directors: Dick D. Bowman (Chairman), Grover M. Holler, Jr., and Noel M. Borden. It performed a function similar to that of an Audit Committee. This committee is responsible for the employment of outside auditors and for receiving and reviewing the auditor's report. During 1999 there was one meeting of the Finance Committee. Additional business of the committee was conducted in connection with the regular Board meetings.
- 2. Nominating Committee The Board of Directors does not have a standing Nominating Committee.
- 3. Compensation Committee The Personnel Committee of the Board of Directors, consisted of the following directors: Noel M. Borden (Chairman), Harold Morrison, Jr., and James E. Zerkel. This committee performed a function similar to that of a Compensation Committee. It is responsible for the wages, salaries, and benefit programs for all employees. During 1999 there were three meetings of this committee.

## CERTAIN TRANSACTIONS

In 1999, the Company purchased vehicles and received services from Mr. Morrison's company in the amount of \$80,999; and, purchased supplies and received services from Mr. Zerkel's company in the amount of \$3,170. Management believes that each of the companies provides these services to the Company on terms comparable to those available to the Company from other similar companies. No other director is an officer, director, employee, or owner of a significant supplier or customer of the Company.

## STOCK OWNERSHIP

The following table presents information relating to the beneficial ownership of the Company's outstanding shares of common stock by all directors, executive officers, and all directors and officers as a group.

	No. of Shares	
Name and Address	Owned as of 2-1-00	Percent of Class
	(1)	(2)
Douglas C. Arthur	1,440	(2)
Strasburg, VA 22657	1,440	
Noel M. Borden	18,803	*
Strasburg, VA 22657	10,003	
Dick D. Bowman	46,564	1.24
Edinburg, VA 22824	40,304	1.24
Ken L. Burch	45,172	1.20
Quicksburg, VA 22847	45,172	1.20
Christopher E. French	144,947	3.86
Woodstock, VA 22664	144, 347	3.00
Grover M. Holler, Jr.	70,736	1.88
Edinburg, VA 22824	70,730	1.00
Harold Morrison, Jr.	21,028	*
Woodstock, VA 22664	21,020	
Zane Neff	7,716	*
Edinburg, VA 22824	7,710	
James E. Zerkel II	4,498	*
Mt. Jackson, VA 22842	4,430	
David E. Ferguson	1,172	*
Edinburg, VA 22824	1,112	
William L. Pirtle	310	*
Edinburg, VA 22824	010	
23211331 97 777 2232 1		
Total shares beneficially owned	bv	
14 directors and officers as a		9.73
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- (1) Includes shares held by relatives and in certain trust relationships, which may be deemed to be beneficially owned by the nominees under the rules and regulations of the Securities and Exchange Commission; however, the inclusion of such shares does not constitute an admission of beneficial ownership.
- (2) Asterisk indicates less than 1%.

## SUMMARY COMPENSATION TABLE

The following Summary Table is furnished as to the salary and incentive payment paid by the Company and its subsidiaries on an accrual basis during the fiscal years 1997, 1998, and 1999 to, or on behalf of, the Chief Executive Officer and each of the other executive officers who earn more than \$100,000 per year.

			L	ong-Terr	n
		Annual Comp	ensation Co	mpensat:	ion
Name and Principal		I	ncentive		0ther
		(\$)	(\$)	(#)	(\$) (1)
Christopher E. French	1999	\$159,424	\$35,700	529	\$8,225
President	1998	148,318	38,041	489	7,849
	1997	136,491	12,405	471	7,291
David E. Ferguson	1999	105,277	15,705	371	7,161
Vice President-	1998	101,204	16,232	361	7,096
Customer Service	1997	94,141	5,981	352	6,647
William L. Pirtle	1999	101,633	15,384	378	6,192
Vice President-	1998	96,990	15,991	329	6,196
Personal Comm. Service	1997	84,904	5,981	307	5,773

(1) Includes amounts contributed by the Company under its 401(k) and Flexible Benefits Plans, each of which is available to all regular Company employees.

OPTION GRANTS TABLE
Option Grants in Last Fiscal Year

# Individual Grants

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				Poter	itial Rea	Lizable
		%of Total		Va	alue At A	ssumed
		Options		A	Annual Ra	tes of
		Granted To	Exercise		Stock P	rice
	Options	Employees	Or Base	A	Appreciat	ion For
	Granted	In Fiscal	Price	Expiration	Option	Term
Name	(Shares)	Year	Per Share	Date	5%(1)	10%(1)
Christopher E. French	529	3.0%	\$19.94	2/08/2004	\$2,915	\$6,438
David E. Ferguson	371	2.1%	19.94	2/08/2004	2,044	4,515
William L. Pirtle	378	2.2%	19.94	2/08/2004	2,083	4,600

(1) In order to realize the potential value set forth, the price per share of the Company's common stock would be approximately \$25.45 and \$32.11, respectively, at the end of the five-year option term.

## OPTION EXERCISES AND YEAR END VALUE TABLE Aggregated Option Exercises in Last Fiscal Year and FY-End Option Value

				Value of
		No.	of Unexercised	Unexercised
			Options/	in the Money
			FY-End (Shares)	Options/FY-End(\$)
	Shares Acquired	Value	Exercisable/	Exercisable/
Name	on Exercise	Realized	Unexercisable	Unexercisable
Christopher E. French	0	Θ	715/774	8,755/10,524
David E. Ferguson	0	Θ	532/552	6,512/ 7,502
William L. Pirtle	0	0	471/543	5,772/ 7,388

Closing price on December 31, 1999 was \$33.75 and was used in calculating the value of unexercised options.

## RETIREMENT PLAN

The Company maintains a noncontributory defined benefit Retirement Plan for its employees. The following table illustrates normal retirement benefits based upon Final Average Compensation and years of credited service. The normal retirement benefit is equal to the sum of:

- (1) 1.14% times Final Average Compensation plus 0.65% times Final Average Compensation in excess of Covered Compensation (average annual compensation with respect to which Social Security benefits would be provided at Social Security retirement age) times years of service (not greater than 30); and
- (2) 0.29% times Final Average Compensation times years of service in excess of 30 years (such excess service not to exceed 15 years).

## Estimated Annual Pension Years of Credited Service

Final Average Compensation	15	20	25	30	35
\$20,000	\$3,420	\$4,560	\$5,700	\$6,840	\$7,130
35,000	5,985	7,980	9,975	11,970	12,478
50,000	10,003	13,337	16,671	20,006	20,731
75,000	16,715	22,287	27,859	33,431	34,518
100,000	23,428	31,237	39,046	46,856	48,306
125,000	30,140	40,187	50,234	60,281	62,093
150,000	36,853	49,137	61,421	73,706	75,881
170,000	42,223	56,297	70,371	84,446	86,911

Covered Compensation for those retiring in 2000 is \$35,100. Final Average Compensation equals an employee's average annual compensation for the five consecutive years of credited service for which compensation was the highest. The amounts shown as estimated annual pensions were calculated on a straight-life basis assuming the employee retires in 2000. The Company did not make a contribution to the Retirement Plan in 1999, as the Plan was adequately funded. Christopher French, David Ferguson, and William Pirtle had 18 years, 32 years and 7 years, respectively, of credited service under the plan as of January 1, 2000.

# COMPENSATION COMMITTEE REPORT ON EXECUTIVE COMPENSATION

The members of the Personnel Committee of the Board of Directors of the perform the function of a Compensation Committee. The Committee's approach to compensation of the Company's executive officers, including the chief executive officer, is to award a total compensation package consisting of salary, annual and long-term incentives, and fringe benefit components, which recognizes that the compensation of executive officers should be established at levels which are consistent with the Company's objectives and achievements. The compensation package, and the Committee's approach to setting compensation, to provide base salaries at levels that are competitive with amounts paid to executives with comparable qualifications, experience, responsibilities. The annual incentive compensation is approved upon achievement of corporate objectives. The longer-term incentive compensation, consisting of the Company's Incentive Stock Option Plan, is closely tied to the Company's success in achieving increases in the Company's stock price, thereby benefiting all shareholders. The Committee reviews industry compensation surveys, and compares compensation data from public filings by other publicly held companies in our industry and market region. In setting the compensation of the executive officers other than the Chief Executive Officer, the Committee receives and accords significant weight to the input of the Chief Executive Officer.

The Committee has recognized the success of the Company's executives in accomplishing the Company's various strategic objectives, and has taken into account management's commitment to the long-term success of the Company. The Company has continued to expand its product and service offerings and has also continued its expansion beyond its traditional geographic base. The Company has also continued to focus its efforts on increasing earnings and

on providing superior customer service while controlling operating costs. These actions will in turn assist the Company in meeting the challenge of achieving growth in an increasingly competitive telecommunications industry. Based upon its evaluation of these and other relevant factors, the Committee is satisfied that the executives have contributed positively to the Company's long-term financial performance.

The annual base salary of the Chief Executive Officer is determined by the Committee in recognition of his leadership role in formulating and executing strategies for responding to the challenges of our industry, and the Committee's assessment of his past performance and its expectation for his future contributions in leading the Company. The 1999 base salary was not set in response to attainment of any specific goals by the Company, although the Committee took into consideration his individual contributions to the Company's performance, reflected by approximately 19% growth in revenues, and 15% growth in earnings.

The annual incentive plan stresses improvement in both financial performance, as measured by increases in net income and service provided to the Company's customers, as measured by trouble reports from customers. Specific target goals are set each year. In 1999, as a result of its increase in earnings and significant improvement in service, the Company reached over 144 percent of its combined goals. While overall performance greatly exceeded the Company's goals, it did not exceed the goals by quite as large a margin as the previous year's plan; therefore, incentive payments made to the Company's president and other executive officers were comparable to payments made in the previous year.

The long-term incentive plan involves most employees of the company, and incentive stock options are currently being granted on a formula related to base salary. Rewards under this plan for the executive officers, as well as all participating employees, are dependent upon increases in the market price of the Company's stock.

Submitted by the Company's Personnel Committee:

Noel M. Borden, Chairman Harold Morrison, Jr. James E. Zerkel II

## FIVE-YEAR STOCKHOLDER RETURN COMPARISON

The Securities and Exchange Commission requires that the Company include in its Proxy Statement a line graph presentation comparing cumulative, five-year stockholder returns on an indexed basis with a performance indicator of the overall stock market and either a nationally recognized industry standard or an index of peer companies selected by the Company. The broad market index used in the graph is the NASDAQ Market Index. The S&P Telephone Index consists of the regional Bell Operating Companies, GTE, ALLTEL, and Frontier Corporation.

The Company's stock is not listed on any national exchange or NASDAQ, but it is traded on the Over-the-Counter (OTC) Bulletin Board system under the symbol "SHET." Historically, the company maintained information on the prices of transactions that were reported to the Company, but did not have available information concerning the OTC activity. For purposes of the following graph, the value of the Company's stock, including the price at which dividends are assumed to have been reinvested, has historically been determined based upon the average of the prices of transactions in the Company's stock that were reported to the Company in each fiscal year. More recently, the Company has been receiving monthly reports of OTC trading activity in the Company's stock from broker/dealers that track the Company's stock. The volume of OTC trading activity in the Company's stock, as reported by those broker/dealers, significantly exceeds the volume of trades reported by stockholders or brokers directly to the Company. The Company believes that the last reported sale price for the Company's stock, as reflected on broker/dealer OTC trading reports provided to the Company, is a more accurate reflection of the Company's stock price than the average annual price of trades directly reported to the Company. Therefore, the following performance chart includes information regarding performance of the Company's stock from December 31, 1995 (the earliest date for which the Company has OTC data) and thereafter on the basis of both the historical valuation of average annual sale price on directly reported trades and the last reported sale price on OTC transactions.

Comparison of Five-Year Cumulative Total Return among Shenandoah

Telecommunications Company, NASDAQ Market Index, and S&P Telephone Index

Shenandoah-OTC		100	110	100	107	193
Shenandoah-reported transactions	100	108	112	108	107	119
NASDAQ Stock Market	100	141	174	213	300	542
S&P Telephone Index	100	151	152	212	312	330

## [OBJECT OMITTED]

Assumes \$100 invested December 31, 1994 in Shenandoah Telecommunications Company stock, NASDAQ Market Index, and S&P Telephone Index; and, the reinvestment of dividends.

## **EMPLOYMENT OF AUDITORS**

The Board of Directors, on the recommendation of the Audit Committee, has appointed the firm of McGladrey and Pullen, LLP as auditors to make an examination of the accounts of the Company for the 2000 fiscal year. It is not expected that representatives of the firm will be present at the annual meeting.

## PROPOSALS OF STOCKHOLDERS

Proposals of stockholders to be included in management's proxy statement and form of proxy relating to next year's annual meeting must be received at the Company's principal executive offices no later than November 25, 2000. In addition, in order for any matter to be properly brought before the 2001 annual meeting, the stockholder must notify the Company in writing no later than December 25, 2000.

## OTHER MATTERS

Management does not intend to bring before the meeting any matters other than those specifically described above and knows of no matters other than the foregoing to come before the meeting. If any other matters properly come before the meeting, it is the intention of the persons named in the accompanying form of proxy to vote such proxy in accordance with their judgment on such matters, including any matters dealing with the conduct of the meeting.

## FORM 10-K

The Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission is available to stockholders, without charge, upon request to Mr. Laurence F. Paxton, Vice President-Finance, Shenandoah Telecommunications Company, P. O. Box 459, Edinburg, VA 22824.

Shenandoah	Telecommunications	Company
124 South M	Main Street	

**PROXY** 

Edinburg, VA 22824

This proxy is solicited on behalf of the Board of Directors

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The undersigned hereby appoints Noel M. Borden, Christopher E. French, and Grover M. Holler, Jr., and each of them, as Proxies with full power of substitution, to vote all common stock of Shenandoah Telecommunications Company held of record by the undersigned as of March 21, 2000, at the Annual Meeting of Stockholders to be held on April 18, 2000, and at any and all adjournments thereof.

## 1. Election of Directors

FOR CLASS II Noel M. Borden, Ken L. Burch, and Grover M. Holler, Jr.

To withhold authority to vote for any individual nominee, strike a line through the nominee's name listed above.

Vote Withheld for all nominees listed above.

The Board of Directors unanimously recommends a vote "FOR" election of directors.

2. In their discretion, the Proxies are authorized to vote upon such other business as may properly come before the meeting.

THIS PROXY, WHEN PROPERLY EXECUTED WILL BE VOTED IN THE MANNER DIRECTED HEREIN BY THE UNDERSIGNED STOCKHOLDER. IF NO DIRECTION IS MADE, THIS PROXY WILL BE VOTED FOR PROPOSAL 1.

Please mark, sign exactly as name appears below, date, and return this proxy card promptly, using the enclosed envelope, whether or not you plan to attend the meeting.

When signing as attorney, executor, administrator, trustee, guardian, or agent, please give full title as such. If a corporation, please sign in full corporate name by president or other authorized officer. If a partnership, please sign in partnership name by authorized person.

Dated _		
	I plan to attend the meeting	SIGNATURE
	Number of persons attending	
	I cannot attend the meeting	ADDITIONAL SIGNATURE (if held jointly)