

FOR IMMEDIATE RELEASE  
March 3, 2025

**Statement from Richard and David Gils, Founders on the Acquisition of  
GBTel by EH!tel Networks Inc.**

We are excited to announce that as of February 28, 2025, GBTel has joined the EH!tel Networks family of community-based telecommunications providers.

We founded GBTel 20 years ago to bring a local and dependable solution to staying connected in Grey and Bruce Counties. Our focus has always been expanding this legacy, and today's exciting news is all about the right time, the right opportunity, and the right partner to do just that.

As a local, Canadian-owned organization, EH!tel is invested in connecting rural and underserved areas across Ontario. Under their leadership, we are confident that the Grey-Bruce region will have the digital connectivity infrastructure we deserve and, together, we will continue the tradition of delivering high quality, reliable, affordable service that is responsive to the needs of our close-knit community.

We remain personally committed to ensuring our community receives the highest quality of service through our ongoing oversight of the business we started back in 2005. GBTel employees will also continue to serve our community so there will be no interruptions or changes to services, contracts or rates for our valued customers.

Thank you to all of our loyal customers and partners that have been with us over the past two decades. We are looking forward to this next chapter with EH!tel and continuing to connect more homes and businesses to create lasting opportunities across southwestern Ontario.

# BACKGROUNDER

[Click here to read the EH!tel Networks March 3, 2025 News Release: "Local telecommunications provider Grey Bruce Telecom \(GBTEL\) to join EH!tel Networks Inc."](#)

## About the Transaction

EH!tel Networks Inc., a wholly owned portfolio company of WPC Infrastructure Fund LP, has acquired 100 per cent of shares of GBTel from founder-managers, Richard and David Gils. The venture will continue to expand the region's fiber networks and deliver the company's trademark high quality, reliable, affordable service to even more rural and underserved homes, while ensuring the community has dependable digital connectivity infrastructure. The transaction was approved by Canada's Ministry of Innovation, Science and Economic Development (ISED) and is effective February 28, 2025.

GBTel will continue to operate under the same trusted name as it transitions to the EH!tel Networks family under the supervision of its founders, Richard and David Gils, who remain involved in operations. With a shared dedication to connecting underserved communities across Ontario, GBTel is a seamless fit with the EH!tel Networks.

## About EH!tel Networks Inc

EH!tel Networks Inc (EH!tel) is a Canadian-owned telecommunications company dedicated to connecting communities in Ontario. Currently, EH!tel services the townships of Durham, Dundalk, Horning Mills, Shelburne, Badjeros, Hopeville, Dromore, Desboro and surrounding areas. EH!tel specializes in providing high-speed internet to underserved communities and has successfully completed construction through the SWIFT projects bringing service to over 5,000 underserved households. They are also one of two independent ISPs deploying fiber infrastructure through the AHSIP program, bringing service to over 8,000 underserved households in Southwestern Ontario. EH!tel is committed to providing its customers with the highest quality technology and service. For more information, visit [www.ehtel.ca](http://www.ehtel.ca).

## About GBTel

Founded by Richard and David Gils, Grey Bruce Telecom (GBTEL) is a telecommunications company based in Owen Sound, Ontario, providing high-speed internet and phone services to rural areas within Grey and Bruce Counties since 2005. The company's inception was driven by the Gils' personal experience with inadequate internet connectivity in the area, which inspired the development of a wireless network committed to bridging the digital divide in rural areas.

GBTel specializes in high-speed internet, serving homes, cottages, businesses, and farms in rural areas that may have been overlooked by larger providers. Service areas include Owen Sound, Tara, Rockford, Chatsworth, Holland Centre, Keady, Desboro, Sauble Beach, Kilsyth, Cape Croker, Wiarton, Leith, and Annan. For more information, visit [www.gbtel.ca](http://www.gbtel.ca).

## About WPC Infrastructure Fund LP

WPC Infrastructure Fund LP is managed by Windsor Private Capital, a Toronto-based investment firm with a breadth of experience in a wide range of industry sectors. Most recently, Windsor Private Capital expanded the WPC Infrastructure Fund through investment in EH!tel Networks, Bruce Telecom, and now GBTel, on behalf of LiUNA Pension Fund of Central and Eastern Canada, one of the country's largest private sector union sponsored pension funds. This has further deepened Windsor Private Capital's commitment to Southwestern Ontario and the telecommunications industry.

Together with its affiliates, the organization advises and manages over \$2 billion on behalf of institutional and private investors. Underpinned by its core values of loyalty, trust, integrity, creativity and teamwork, Windsor Private Capital is a reflection of its family roots and the belief in going beyond the transactional to build business connections that endure. For more information, visit [www.windsorgp.com](http://www.windsorgp.com).

## Under EH!tel Networks' Ownership

### **GBTel Customers**

GBTel customers will continue to receive all internet and home phone services uninterrupted, with no changes to contracts or rates. EH!tel is also invested in seeing through GBTel's ongoing efforts to bridge the digital divide in rural areas through expanded infrastructure that will connect even more homes and businesses in Bruce and Grey counties.

### **GBTel Employees**

GBTel founders Richard and David Gils will continue to oversee the quality of service delivery to the community and GBTel jobs will not be impacted by the transaction. Both EH!tel and GBTel leadership are committed to ensuring a seamless transition as we work together to grow and strengthen the network.

### **Community Investment**

GBTel has been serving the region for 20 years, expanding rural broadband access through advanced wireless and fiber-optic technology to enhance connectivity for thousands in underserved communities. A fellow Canadian-owned telecommunications company with deep roots in rural Southwestern Ontario, EH!tel prides itself on understanding the unique geography and demographics of its service areas. EH!tel is committed to investing in the Bruce Grey communities to build on the Gils' legacy of ensuring reliable telecommunications access across the region, and delivering enhanced quality and service for even more homes, businesses and farms that is dependable for the long term.