



**Annual Meeting of the Board of Directors  
Eastern Shore Broadband Authority**

**May 28, 2020**

**2:00 p.m. at the ESVBA**

**(Online: <https://global.gotomeeting.com/join/901241237>)**

**AGENDA**

1. Call to Order
2. Agenda Adoption
3. Public Comment
4. Officer and Board Member Elections
5. Adjournment



## **Regular Meeting of the Board of Directors of the Eastern Shore Broadband Authority**

**May 28, 2020**

**2:00 p.m. at the ESVBA**

**(Online: <https://global.gotomeeting.com/join/901241237>)**

### **AGENDA**

- 1. Call to Order**
- 2. Moment of Silence**
- 3. Agenda Adoption**
- 4. Public Comment**
- 5. Approval of Minutes**
- 6. System Status & Build Report**
- 7. New Business**
  - a. FY2021 Budget**
- 8. Board Comments**
- 9. Closed Session**
  - a. Business Contract** (Section 2.2-3711 Paragraph 33)
  - b. Contracted Revenue** (Section 2.2-3711 Paragraph 33)
- 10. Adjournment**

*Next Board Regular Meeting: July 23, 2020*

1 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; (A) Paragraph 1. Discussion, consideration, or interviews of prospective candidates for employment; assignment, appointment, promotion, performance, demotion, salaries, disciplining, or resignation of specific public officers, appointees, or employees of any public body.

2 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; Paragraph 5: Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business' or industry's interest in locating or expanding its facilities in the community.

3 Closed Session: Section 2.2-3711 of the Code of Virginia of 1950, as amended; Paragraph 33: Discussion or consideration by a local authority created in accordance with the Virginia Wireless Service Authorities Act (§ 15.2-5431.1 et seq.) of confidential proprietary records and trade secrets excluded from this chapter pursuant to subdivision 19 of § 2.2-3705.6.

# **MINUTES**

## **Regular Meeting of the Board of Directors of the Eastern Shore of Virginia Broadband Authority (DRAFT)**

**December 5, 2019**

Board members in attendance were: Charles Kolakowski, Mike Mason, Elaine Meil, and Peter Lalor (via phone at Pinehurst, NC).

ESVBA management participating in the meeting who were in attendance: Robert Bridgham and Leah Hoopes (Secretary)

Members of the public attending were: Cathy Fortunato, Glen Salmon

Ms. Meil called the meeting to order at 2:00 pm.

### **AGENDA ADOPTION**

*Mr. Kolakowski moved to adopt the agenda. Mr. Mason seconded. Motion passed unopposed.*

### **PUBLIC COMMENT**

Ms. Fortunato spoke about the cost of residential installs and having to pay a higher amount than her neighbors. She would like the option to reduce her bandwidth package.

Mr. Salmon asked ESVBA to update the public on coverage and future areas. He would like the wording on the website to change from "high-speed internet" to "Broadband". Mr. Salmon stated that the lack of internet capability diminishes the ability for local residents to make money on the side.

### **REVIEW OF MINUTES**

*Mr. Kolakowski moved to approve the Regular Meeting Minutes from September. Mr. Lalor seconded. Motion passed unopposed. Mr. Mason abstained.*

### **STATUS REPORT**

1. WiFi Hotspots- Mr. Bridgham gave an update that there are currently 12 hotspots in service.

2. Residential Broadband- Mr. Bridgham reported that there are 43 customers in service in Harborton, 22 in Bobtown, 24 in Church Neck, 29 in Sanford, 2 on Cheapside, 2 on Cobbs Station, 48 in Accomac, 5 in Townsend, 7 in Greenbackville, 19 in Atlantic, 6 in Wattsville/Horntown, 19 in Oak Hall, 19 in Hallwood, 3 in Painter/Quinby, 20 in Eastville, 10 in Nassawadox, 4 in Oyster, 39 in Exmore, 13 in Belle Haven, 12 in Cheriton, 13 in Wachapreague, 79 in Onancock, 57 in Cape Charles, 14 in Parksley, and 5 in Nocks Landing.  
Mr. Kolakowski asked if there was number of estimated residential units for both counties.  
Mr. Bridgham replied that there's about 24,000 homes.  
Mr. Kolakowski asked for the Authority to start announcing what percent of residents have coverage.
3. WISP EVPL Program- Mr. Bridgham informed the BOD that 52 sites are in service, 1 that is under contract, and bandwidth upgrades continue.
4. Microcommunity Program- Mr. Bridgham stated that the Watts Bay Microcommunity has 5 residents in service. The Church Neck Microcommunity has 8 residents in serve. Wallops Millpond Microcommunity has been approved and is currently being constructed.

Mr. Bridgham gave an update on the buildout.

He stated that about 155 miles has been engineered and about 61 miles of that has been fully constructed.

Mr. Bridgham stated that the Authority is turning up about 50 residents a month and that number continues to increase.

Ms. Meil asked if the installation policy has changed.

Mr. Bridgham replied that the first customer to sign up in an area is being charged the initial installation fee. He explained that in order to reimburse or compensate the first customer, the Authority would need more advanced accounting.

Mr. Mason suggested the board reevaluate the metrics for the buildout.

## **NEW BUSINESS.**

- a. **2020 Meeting Schedule-** Mr. Kolakowski spoke about the need

for adding a few work session meetings to discuss policies and other topics.

*Mr. Lalor moved to adopt the schedule along with the November Meeting change. Mr. Kolakowski seconded. Motion passed unopposed.*

- b. **FY19 Audit Approval-** Mr. Mason moved to accept the FY19 Audit. Mr. Kolakowski seconded. Motion passed unopposed.*
- c. **Updating ESVBA employee handbook/safety manual and exploring changing ESVBA employee benefits-** Mr. Bridgham spoke about the Authority updating the safety manual and handbook. The board will be able to review them once they are complete.*

## **BOARD COMMENT**

None

## **CLOSED SESSION**

Motion to enter into closed session according to Section 2.2-3711 of the Code of Virginia of 1950, as amended;) Paragraph 1: Discussion, consideration, or interviews of prospective candidates for employment; assignment, appointment, promotion, performance, demotion, salaries, disciplining, or resignation of specific public officers, appointees, or employees of any public body. ;) Paragraph 5: Discussion concerning a prospective business or industry or the expansion of an existing business or industry where no previous announcement has been made of the business or industry's interest in locating or expanding its facilities in the community. Paragraph 7: Consultation with legal counsel and briefings by staff members, consultants, or attorneys pertaining to actual or probable litigation, and consultation with legal counsel employed or retained by the Authority regarding specific legal matters requiring the provision of legal advice by counsel. Paragraph 33: Discussion or consideration by a local authority created in accordance with the Virginia Wireless Service Authorities Act (§ [15.2-5431.1](#) et seq.) of confidential proprietary information and trade secrets subject to the exclusion in subdivision 19 of § [2.2-3705.6](#), made by Mr. Lalor, seconded by Mr. Kolakowski. The following board members were present: Mr. Kolakowski, Mr. Mason, Mr. Lalor, and Ms. Meil and voted affirmative.

After closed session, the Chair reconvened the meeting. Motion was made by Mr. Mason, seconded by Mr. Kolakowski that the Board had entered the closed session for that purpose as set out in Paragraph 1, 5, 7, and 33 of Section 2.2-3711 of the Code of Virginia of 1950, as amended. Roll call vote taken Vote was that no other business discussed than as advised in Paragraph 1, 5, 7, and 33. The following board members were present: Mr. Kolakowski, Mr. Mason, Mr. Lalor, and Ms. Meil, and voted affirmative.

### **ADJOURNMENT**

The meeting was adjourned at 3:12 pm.

These minutes were approved at the \_\_\_\_\_ meeting of the Board of Directors of ESVBA.

\_\_\_\_\_  
Presiding Officer

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Leah Hoopes, Secretary

# **MINUTES**

## **Work Session Meeting of the Board of Directors of the Eastern Shore of Virginia Broadband Authority (DRAFT)**

**February 27, 2020**

Board members in attendance were: Charles Kolakowski, Mike Mason, and Elaine Meil.

ESVBA management participating in the meeting who were in attendance: Robert Bridgham and Leah Hoopes (Secretary)

Members of the public attending were:  
John Reiter, Joe Betit, Pat Coady, Ben Fox

Ms. Meil called the meeting to order at 2:09 pm.

Moment of silence for Scott Webb

### **AGENDA ADOPTION**

*Mr. Mason moved to adopt the agenda. Mr. Kolakowski seconded. Motion passed unopposed.*

### **BUILD STATUS**

Mr. Bridgham gave an update on the buildout.

He stated that everything except for the Cheriton to Exmore path has been engineered and about 90 miles of that has been fully constructed.

Mr. Mason asked about the pole attachment fees for ANEC.

Mr. Bridgham replied that the application pole attachment fees are very small but there is an ongoing discussion about the make ready fees.

Mr. Bridgham stated that the Authority is turning up about 50-60 customers a month.

Mr. Mason asked what the current wait time is and if underground requests affect it.

Mr. Bridgham replied that the wait time is still between 6 and 8 weeks but underground has taken longer due to issues with contractors.

Ms. Meil asked how the funds for the build out are looking and if there is going to be money left over.

Mr. Bridgham stated that the Authority is meeting the financial objectives and he believes there will be funds left over for continued expansion.

Ms. Meil questioned if there was an area that just requires aerial where the funds would go further and if there's additional resources that could be added.

Mr. Bridgham explained that there is a cash reserve but he's concerned that the increase in subscribers per month will impact the cash reserve.

## **NEW BUSINESS.**

- a. Economic Incentive Program-** Mr. Bridgham explained that the Authority was approached to work on a project with Northampton County in order to help business development on the Eastern Shore through the GIG.

This program would allow the counties to award free broadband to an entity for a period of time. There are excess funds that won't be expended by the end of the fiscal year that will help fund the program.

Mr. Mason spoke about setting limitations for the amount of bandwidth issued to the entity.

Ms. Meil suggested having the document looked over by the attorney.

- b. Future Work Session Topics-** Mr. Bridgham presented the board with a list of topics to discuss at the remaining 2 work session meetings.

Ms. Meil added the discussion for future build out with the remaining funds to the list.

The board agreed that the rates would be the number one discussion in the June meeting.

Mr. Mason recommended that the discussion for the October meeting be about the remaining funds from the bond.

Mr. Kolakowski suggested getting a subcommittee to discuss a few of the items first.



**BOARD COMMENT**

The GIG is having a grand opening on March 14<sup>th</sup>.

**ADJOURNMENT**

The meeting was adjourned at 3:14 pm.

These minutes were approved at the \_\_\_\_\_ meeting of the Board of Directors of ESVBA.

\_\_\_\_\_  
Presiding Officer

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Leah Hoopes, Secretary

# MINUTES

## Emergency Meeting of the Board of Directors of the Eastern Shore of Virginia Broadband Authority (DRAFT)

**March 19, 2020**

Board members in attendance were: Charles Kolakowski, Mike Mason, and Elaine Meil.

ESVBA management participating in the meeting who were in attendance: Robert Bridgham and Leah Hoopes (Secretary)

Members of the public attending were:

Ms. Meil called the meeting to order at 9:20 am.

### **NEW BUSINESS.**

- a. **Motion to consider continuing resolution-** *Mr. Mason authorized the Authority to continue to expend funds that were authorized in 2020 at the same rate as the FY21 budget until that budget can be approved. Mr. Kolakowski seconded. Motion passed unopposed.*
- b. **Motion to consider suspending regular meetings-** *Mr. Kolakowski motioned to cancel the March meeting. Mr. Mason seconded. Motion passed unopposed.*
- c. **Other emergency matters-** *Mr. Mason moved to Authorize Mr. Bridgham to take appropriate actions to insure business continuity and anything else related to Covid19. Mr. Kolakowski seconded. Motion passed unopposed.*

### **Public COMMENT**

None

### **ADJOURNMENT**

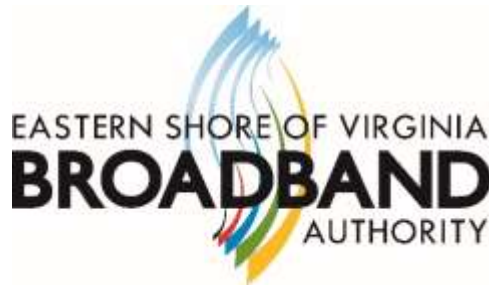
The meeting was adjourned at 9:28 am.

These minutes were approved at the \_\_\_\_\_ meeting of  
the Board of Directors of ESVBA.

\_\_\_\_\_  
Presiding Officer

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Leah Hoopes, Secretary



## Status Report

May 2020

### Status Report Topics

- 1.COVID-19
- 2.WiFi Hotspots
3. Residential Broadband
4. WISP EVPL Program
5. Microcommunity Program

## **COVID-19**

- We have closed off the office to public access. We added a lockbox for people to drop off payments without having to enter the office.
- We have geared our staff and contractors with proper PPE to limit exposure
- We have our staff on a rotating telecommuting schedule to limit the number of people within the office.
- We are doing a disinfection of our office 3x / day to reduce contamination
- We have shared and are following VDH guidance to slow the spread of COVID-19 including if people are sick, have fevers or have been exposed to someone.

## **WIFI Hotspots**

- 13 WiFi Hotspots in service, 1 (Exmore Town Park) disconnected by the Town to keep people out of the park.
- This 13 includes our new site at the ESO Belle Haven
- Hotspot overall bandwidth has been increased to support additional users.
- Statistics for the Wifi hot spots have been provided.

## **Residential Broadband**

### Residential Report as of 5/21/2020

Area	Date Opened	# of Homes	Number of Active Customers	% Active Customers	Number of Signed customers pending construction	% Signed awaiting install	Combined Take Rate (active + signed)	Number of customers with contracts	% Awaiting cust signature
Harborton	Nov-16	142	49	34.51%	1	0.70%	35.21%	1	0.70%
Bobtown/Pungoteague/Keller	Mar-17	144	21	14.58%	0	0.00%	14.58%	0	0.00%
Church Neck	Mar-17	42	33	78.57%	0	0.00%	78.57%	0	0.00%
Sanford	Dec-17	273	33	12.09%	6	2.20%	14.29%	1	0.37%
Cheapside	Dec-17	64	2	3.13%	0	0.00%	3.13%	0	0.00%
Cobbs Station	Dec-17	30	2	6.67%	0	0.00%	6.67%	0	0.00%
Accomac	Dec-17	521	57	10.94%	5	0.96%	11.90%	1	0.19%
Townsend/Latimer Siding	Jan-18	37	5	13.51%	0	0.00%	13.51%	0	0.00%
Greenbackville	Jan-18	142	10	7.04%	3	2.11%	9.15%	0	0.00%
Atlantic	Mar-18	182	26	14.29%	15	8.24%	22.53%	1	0.55%
Wattsville-Horntown	Mar-18	254	9	3.54%	0	0.00%	3.54%	0	0.00%
Oak Hall	May-18	300	32	10.67%	8	2.67%	13.33%	0	0.00%
Hallwood	May-18	220	26	11.82%	21	9.55%	21.36%	1	0.45%
Quinby/Painter	Jun-18	122	6	4.92%	9	7.38%	12.30%	1	0.82%
Eastville	Jun-18	152	24	15.79%	0	0.00%	15.79%	2	1.32%
Nassawadox	Aug-18	172	17	9.88%	5	2.91%	12.79%	0	0.00%
Oyster	Aug-18	51	5	9.80%	0	0.00%	9.80%	0	0.00%
Exmore	Sep-18	294	66	22.45%	10	3.40%	25.85%	1	0.34%
Belle Haven	Sep-18	27	21	77.78%	9	33.33%	111.11%	0	0.00%
Cheriton	Oct-18	220	29	13.18%	3	1.36%	14.55%	0	0.00%
Wachapreague	Oct-18	155	17	10.97%	3	1.94%	12.90%	1	0.65%
Onancock	Nov-18	467	133	28.48%	28	6.00%	34.48%	4	0.86%
Cape Charles	Nov-18	425	93	21.88%	15	3.53%	25.41%	2	0.47%
Parksley	Jan-19	327	24	7.34%	22	6.73%	14.07%	1	0.31%
Nocks Landing	Jan-19	104	5	4.81%	0	0.00%	4.81%	0	0.00%
Chincoteague	Jan-19		1		1			0	
Saxis	May-20		0		3			0	

Totals: 746 167 17

- We have doubled all residential services from their base rates to help subscribers during the COVID-19 emergency

### WISP EVPL Program

- Fifty-four (54) sites in service, seven (7) new sites on-order and underway (one has been on hold for quite some time).
- Bandwidth upgrades have been provisioned for several towers and sites continue to be added.
- We are also processing several migrations from the WISPs on the Eastern Shore

### Microcommunity Program

- The Watts Bay Microcommunity, a group of 5-houses that has been completed and turned-up.

- We had a second Microcommunity pass our review and signed-up which was a group of eight houses on Church Neck at the beginning of Vaocluse Shores. Those are built an on-service.
- We had had a third community, Wallops Millpond with 5-homes that has been approved and was turned-up.
- Our latest microcommunity is Whisperwood with four homes that are participating.
- We are continuing to see requests for the program and reviewing the different requests. We have expended ~\$30,000 of our FY20 budget of \$70,000 for microcommunities

## Buildout Summary

Extensions							
Name	Total Length (miles)	Miles Engineered	% engineered	Date Eng Complete	Miles Built	% Built	Date Const Complete
Accomac to Centerville	2.11	2.14	101%	11/7/19	0.00	0%	
Craddockville	3.69	0.61	16%	9/18/19	0.61	17%	4/18/20
Craddockville to Boston	7.12	11.84	166%	9/4/19	11.84	166%	4/18/20
Boston							
Boston to Pungoteague							
Bobtown Rd to Savageville Rd	2.79	2.86	103%	8/16/19	0.00	0%	
Capeville	8.23	8.43	102%	8/1/19	4.00	49%	
Capeville pt2							
Seaview to Capeville							
Seaview							
Assawoman	2.83	3.00	106%	11/7/19	0.00	0%	
Cats Bridge	1.57	2.25	144%	10/29/19	2.25	144%	4/21/20
Birdsnest	1.72	1.83	107%	6/21/19	1.83	100%	4/1/20
Centerville to Gargatha	4.08	2.68	66%	9/11/19		0%	
Nelsonia to Gargatha							
Deep Creek	12.17	12.54	103%	9/24/19	0.00	0%	
Plantation							
Chesconessex North							
New Branch to Deep Creek							
Silver Beach	10.30	11.18	109%	6/20/19	11.18	109%	10/19/20
Silver Beach Tower Site	0.88	1.51	172%	9/10/19	1.51	172%	10/19/20
Big Pine Rd	2.00	3.09	154%	8/15/19	3.09	154%	5/1/20
Cashville	4.80	4.10	85%	8/16/19	4.78	117%	9/20/19
Nassawadox to Hare Valley	1.37	0.87	63%	2/26/19	0.87	100%	3/15/19
Smith Beach	4.39	4.39	100%	6/3/19	4.39	100%	3/20/20
Smith Beach pt2							
Cheriton Exmore	17.48	0.00	0%		0.00	0%	
Hopkins to Parksley	3.65	5.00	137%	8/16/19	5.00	137%	2/15/20
Pungoteague Rd	2.61	2.76	105%	9/11/19	0.00	0%	
Bloxom East	4.07	3.94	97%	6/27/19	3.94	97%	3/15/20
Bloxom to Guilford							
Franktown	0.99	1.18	119%	4/26/19	1.80	153%	5/30/19
Wilsonia Neck	3.41	4.54	133%	4/26/19	5.46	120%	7/1/19
Mill Dam Rd	0.63	0.91	146%	11/5/19	0.00	0%	
Saxis	4.92	4.92	100%	5/15/19	4.92	100%	5/16/20
Country Club Rd	1.78	2.66	149%	12/11/19	0.00	0%	



## Buildout Summary

Towns							
Name	Total Length (miles)	Miles Engineered	% engineered	Date Eng Complete	Miles Built	% Built	Date Const Complete
Belle Haven	1.23	1.06	87%	10/24/19	0.50	41%	
Cape Charles	4.51	4.51	100%	6/5/19	6.23	138%	8/30/19
Cheriton	3.64	3.87	106%	12/4/20	3.26	84%	
Eastville	3.10	3.42	110%	7/10/19	4.69	137%	9/10/19
Exmore	7.14	6.47	91%	10/10/19	0.80	11%	
Nasswadox	2.03	1.65	81%	5/2/19	1.65	100%	4/1/20
Accomac	1.67	1.09	65%	8/22/19	1.09	100%	2/1/20
Bloxom	5.09	4.92	97%	6/27/19	4.80	98%	
Hallwood	1.15	1.39	121%	6/3/19	1.39	100%	2/1/20
Keller	1.80	1.77	98%	5/21/19	1.85	105%	7/22/19
Onancock	7.48	6.76	90%	7/10/19	9.26	137%	12/1/19
Onley	2.57	2.81	109%	5/23/19	4.78	170%	7/31/19
Painter	2.87	3.99	139%	5/16/19	3.95	99%	5/13/20
Saxis	1.91	1.69	88%	5/15/19	1.69	100%	5/16/20
Tangier	2.06	2.42	118%	9/25/19	0.00	0%	
Wachapreague	3.34	2.21	66%	6/14/19	3.01	136%	7/15/19
Melfa	3.37	4.10	121%	7/2/19	4.10	100%	5/13/20
Parksley	7.43	5.52	74%	10/11/19	5.52	100%	12/15/19
Chincoteague	32.03	24.88	78%	1/7/20	0.00	0%	

## Statistics

Total Miles Planed in AC:	<u>138.65</u>
Total Miles Engineered in AC:	<u>115.64</u>
Total Miles Built in AC:	<u>80.30</u>

Total Miles Planed in NHC:	<u>52.33</u>
Total Miles Engineered in NHC:	<u>53.73</u>
Total Miles Built in NHC:	<u>38.65</u>

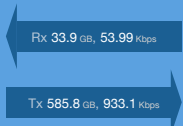
Total Miles Planed:	<u>204.01</u>
Total Miles Engineered:	<u>183.75</u>
Total Miles Built:	<u>126.04</u>

## Overview



Total APs

14



Total Traffic

619.7 GB

Avg Rate

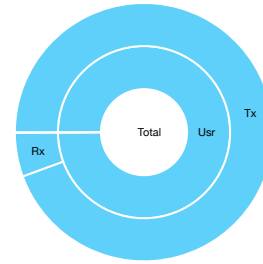
987 Kbps



Total Clients

70

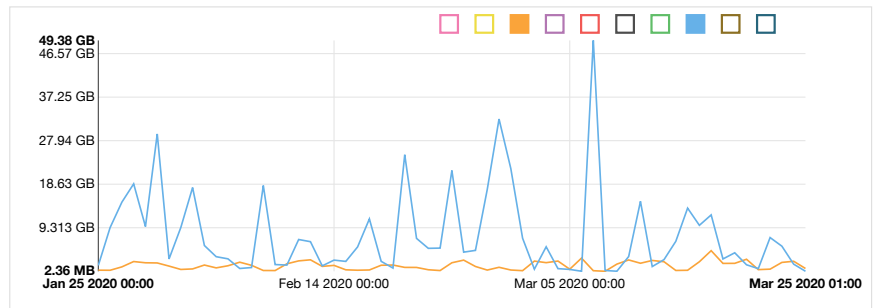
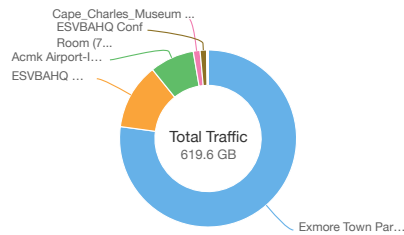
## Traffic Distribution



## Top 10 APs by Traffic Volume

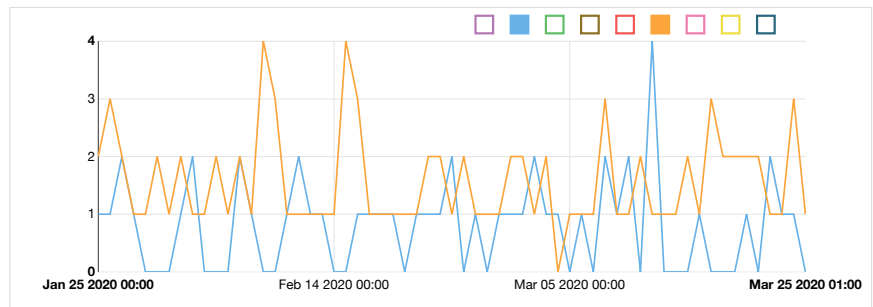
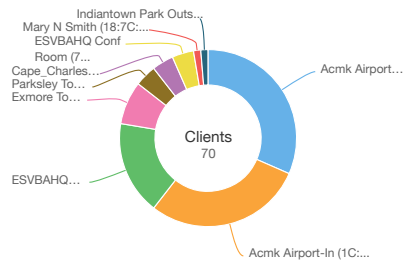
Total Traffic

1 day



## Top 10 APs by Client Count

1 day



## Top APs by Traffic

These APs consume 99.98 % ( 619.6 GB ) of the total traffic ( 619.7 GB ).

Top 10 APs

Index	AP Name	AP IP Address	Controller Name	Rx Total	Tx Total	Total Traffic	Clients
1	Exmore Town Park	10.32.18.60	EXMRZD12	20.87 GB	457.2 GB	478.1 GB	6
2	ESVBAHQ Main Off	10.32.18.50	EXMRZD12	9.446 GB	65.2 GB	74.65 GB	13
3	Acmk Airport-In	10.32.18.17	EXMRZD12	2.41 GB	47.86 GB	50.27 GB	22
4	Cape Charles Mus...	10.32.18.80	EXMRZD12	198.8 MB	7.482 GB	7.676 GB	3
5	ESVBAHQ Conf Ro...	10.32.18.51	EXMRZD12	825 MB	6.497 GB	7.303 GB	3
6	Parksley Town Pavil...	10.32.18.45	EXMRZD12	124.8 MB	818 MB	942.8 MB	3
7	Acmk Airport-O	10.32.18.16	EXMRZD12	18.02 MB	338 MB	356 MB	24
8	Chincoteague Libra...	10.32.18.25, 10.32....	EXMRZD12	357.2 KB	179.6 MB	179.9 MB	
9	Indiantown Park Ou...	10.32.18.30	EXMRZD12	22.84 MB	71.2 MB	94.03 MB	1
10	Mary N Smith	10.32.18.70	EXMRZD12	9.259 MB	60.7 MB	69.96 MB	1

## Top APs by Client Count

These APs consume **99.95 % ( 619.4 GB )** of the total traffic ( 619.7 GB ).

Top 10 APs

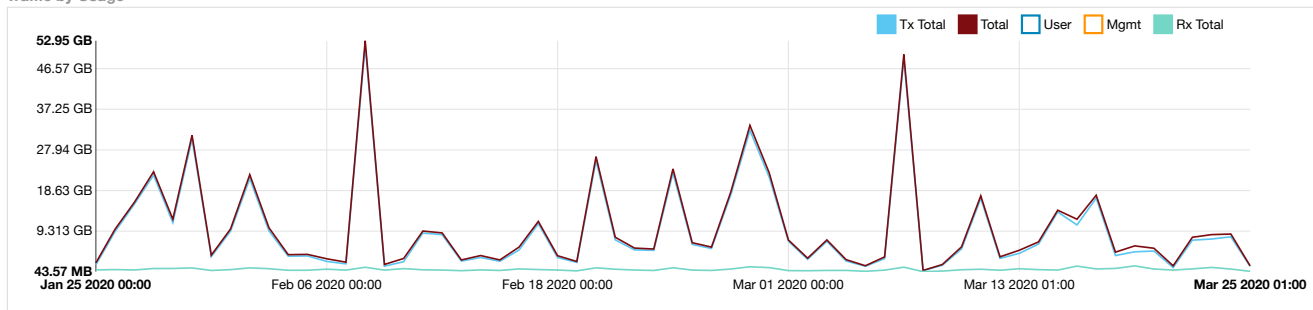
Index	AP Name	AP IP Address	Controller Name	Clients	Rx Total	Tx Total	Total Traffic
1	Acmk Airport-O	10.32.18.16	EXMRRZD12	24	18.02 MB	338 MB	356 MB
2	Acmk Airport-In	10.32.18.17	EXMRRZD12	22	2.41 GB	47.86 GB	50.27 GB
3	ESVBAHQ Main Off	10.32.18.50	EXMRRZD12	13	9.446 GB	65.2 GB	74.65 GB
4	Exmore Town Park	10.32.18.60	EXMRRZD12	6	20.87 GB	457.2 GB	478.1 GB
5	Parksley Town Pavil...	10.32.18.45	EXMRRZD12	3	124.8 MB	818 MB	942.8 MB
6	Cape_Charles_Mus...	10.32.18.80	EXMRRZD12	3	198.8 MB	7.482 GB	7.676 GB
7	ESVBAHQ Conf Ro...	10.32.18.51	EXMRRZD12	3	825 MB	6.497 GB	7.303 GB
8	Mary N Smith	10.32.18.70	EXMRRZD12	1	9.259 MB	60.7 MB	69.96 MB
9	Indiantown Park Ou...	10.32.18.30	EXMRRZD12	1	22.84 MB	71.2 MB	94.03 MB

## Traffic Trend

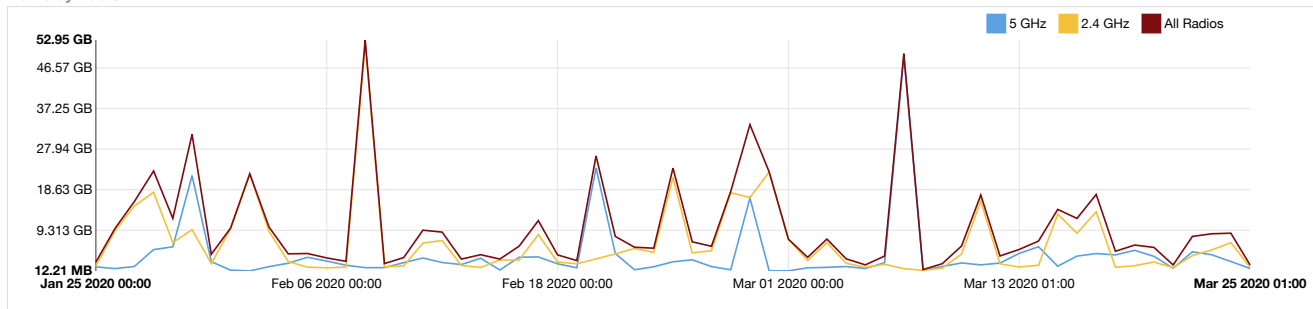
Jan 25 2020 - Mar 25 2020

1 day

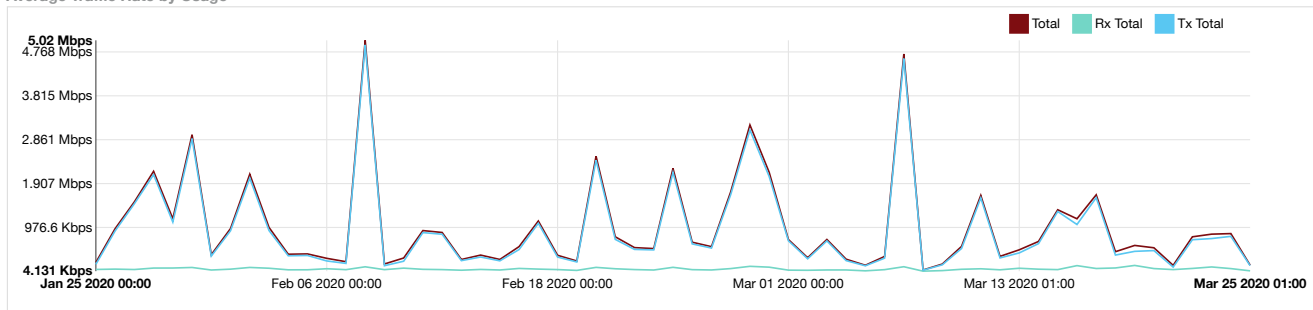
Traffic by Usage



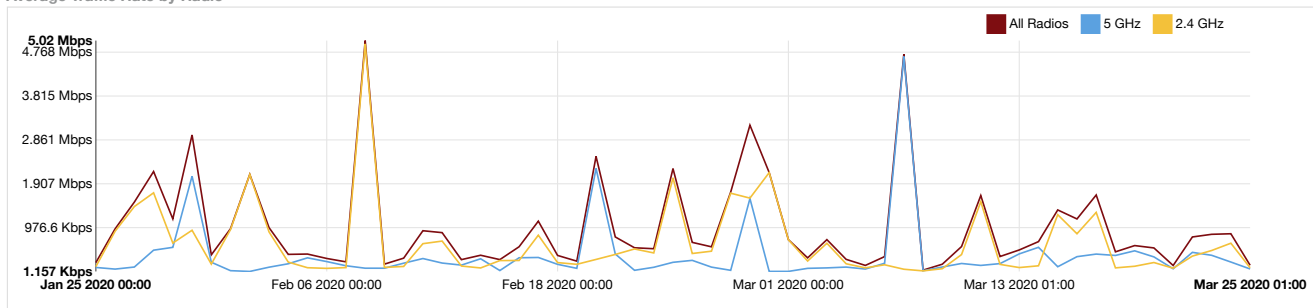
Traffic by Radio



Average Traffic Rate by Usage

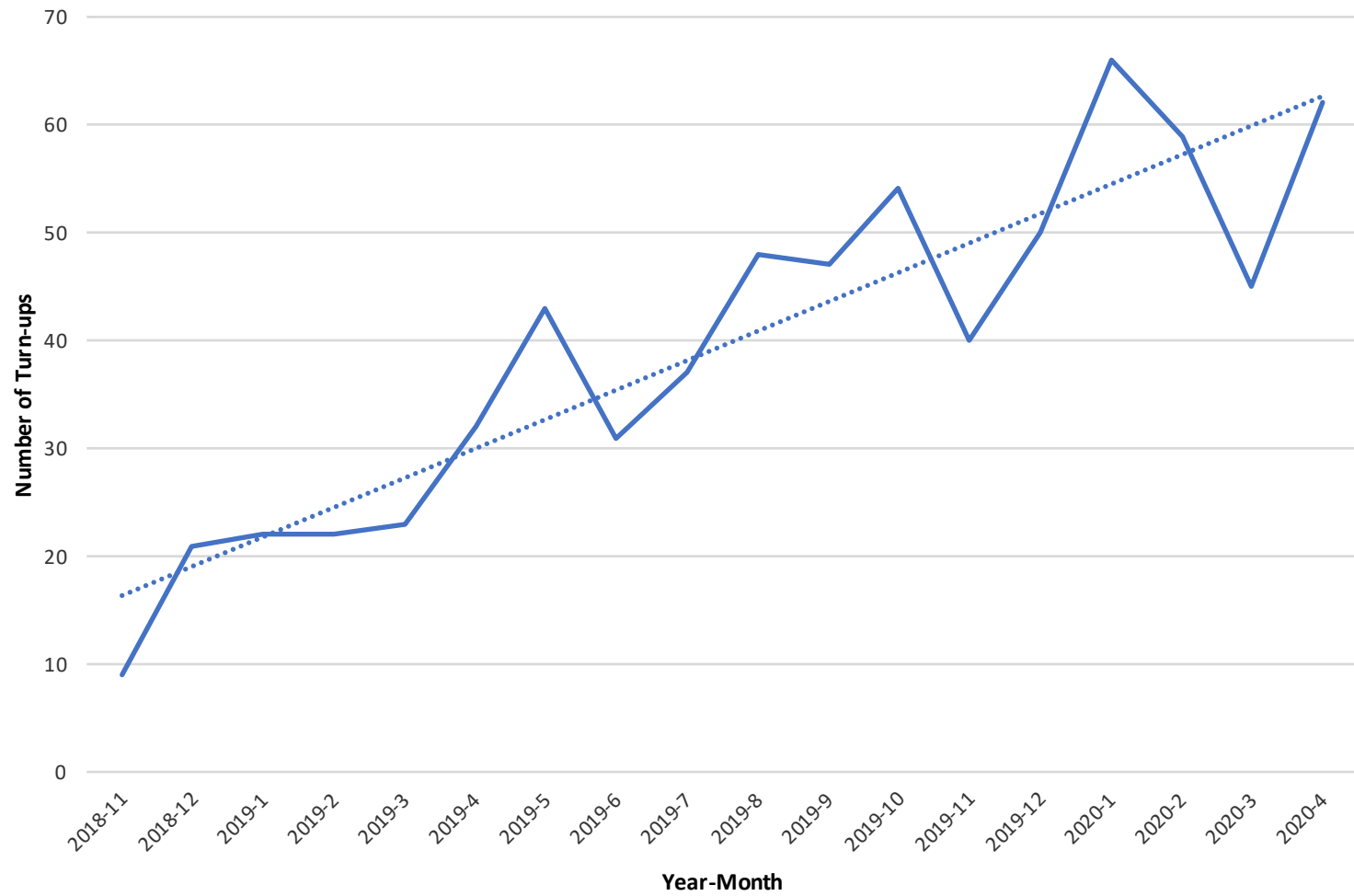


Average Traffic Rate by Radio

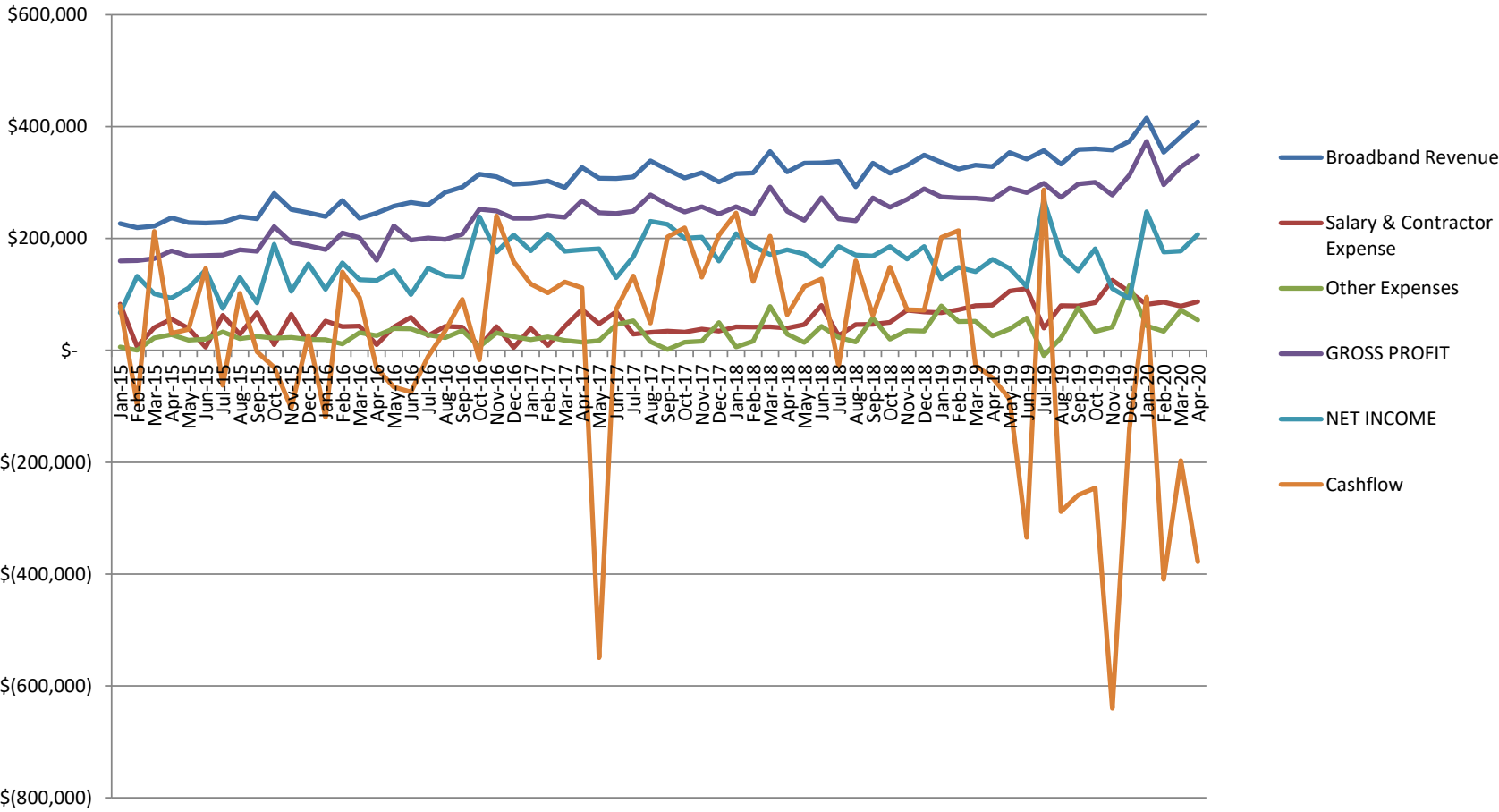




Number of turn-ups / month



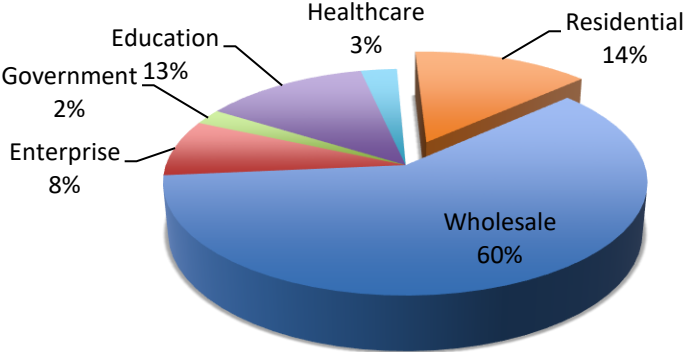
Jan '15 to Apr '20 Financials



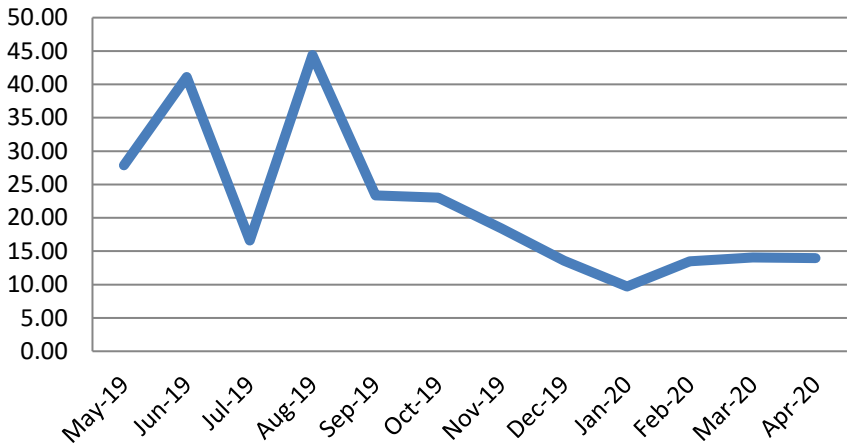
# ESVBA Dashboard - May 2020

## Financial Data

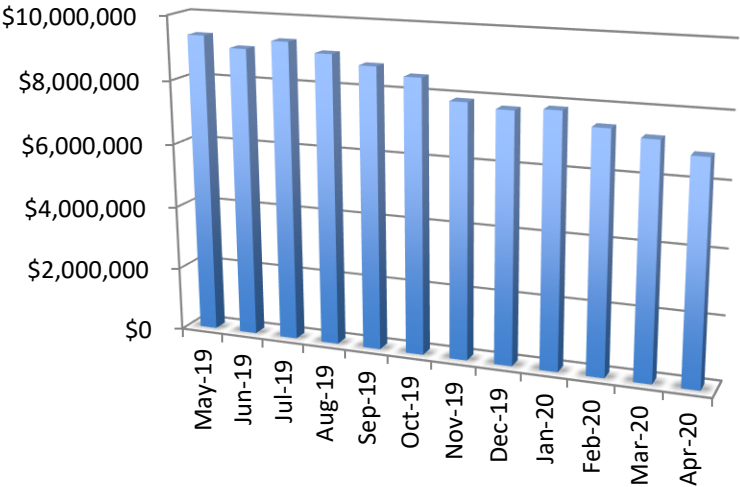
Revenue by Sector as of April 2020



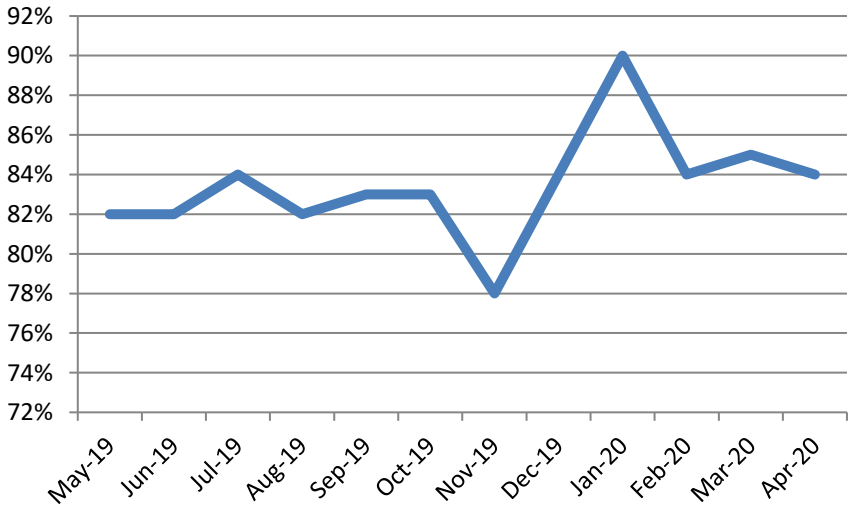
Quick Ratio



Cash & Cash Equivalents

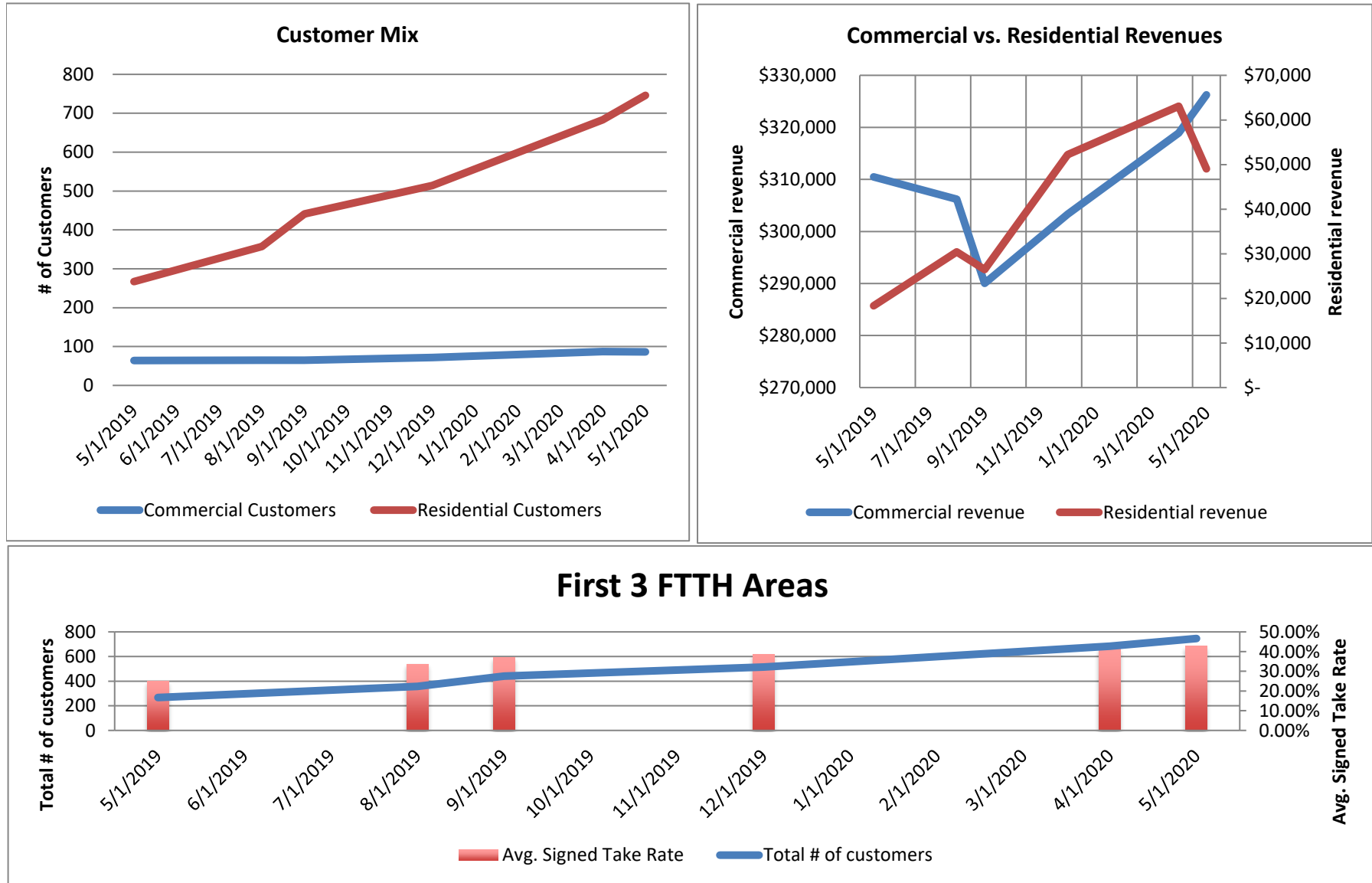


GROSS PROFIT MARGIN





## ESVBA Dashboard - May 2020



**Eastern Shore of Virginia Broadband Authority**  
**Board Balance Sheet**  
**End of Apr 2020**

Financial Row	Amount
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank</b>	
10010 - General Operating Account - BB&T (0720)	\$1,606,910.01
10020 - Capital Expansion Account - BB&T (0747)	\$544,135.16
10030 - Equipment Accrual - BB&T (0739)	\$578,669.88
10160 - Annual Accrual - BB&T (7622) Savings Acct	\$1,056,794.90
10165 - Expansion Proceeds BB&T Savings Acct (0070)	\$3,023,681.53
10180 - Merchant Services - BB&T (8016)	\$29,855.70
10990 - Petty Cash	\$150.00
<b>Total Bank</b>	<b>\$6,840,197.18</b>
<b>Accounts Receivable</b>	
11000 - Accounts Receivable	\$483,005.04
<b>Total Accounts Receivable</b>	<b>\$483,005.04</b>
<b>Other Current Asset</b>	
11900 - Undeposited Funds	\$2,247.32
13100 - Inventory Asset	\$1,118,424.29
<b>Total Other Current Asset</b>	<b>\$1,120,671.61</b>
<b>Total Current Assets</b>	<b>\$8,443,873.83</b>
<b>Fixed Assets</b>	
14100 - General Furniture Fixtures	\$42,727.66
14199 - Accumulated Depreciation - Furniture	(\$14,967.05)
14200 - Equipment:Computers, Printers, Equip, Software	\$74,068.68
14299 - Accumulated Depreciation - Equipment	(\$81,364.76)
15010 - Physical Plant Structure	\$14,118,894.34
15020 - Physical Plant Electronics	\$3,775,037.52
15040 - Physical Plant Towers	\$150,840.58
15050 - Physical Plant Mobile - (Mobile Carriers & Generators)	\$101,446.32
15060 - Physical Plant Huts	\$177,197.91
15070 - Physical Plant Tools & Equipment	\$17,932.19
15098 - Accumulated Depreciation - Plant In Service	(\$6,104,261.48)
15100 - Physical Plant Network & Software	\$19,120.09
15199 - Accumulated Depreciation - Software	(\$43,215.85)
15200 - Vehicles & Equipment	\$505,171.66
15299 - Accumulated Depreciation - Vehicles	(\$258,233.00)
16000 - Railway Easement	\$250,000.00
17000 - Land	\$10,000.00
<b>Total Fixed Assets</b>	<b>\$12,740,394.81</b>
<b>Total ASSETS</b>	<b>\$21,184,268.64</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
20000 - Accounts Payable	\$510,470.46
<b>Total Accounts Payable</b>	<b>\$510,470.46</b>
<b>Credit Card</b>	
21010 - BB&T Visa 5701 LH	\$1,610.52
21030 - BB&T Visa 5340 RB	\$3,942.13
21040 - BB&T Visa 7215 TE	\$2,145.68
21050 - BB&T Visa 9028 JW	\$648.05
<b>Total Credit Card</b>	<b>\$8,346.38</b>
<b>Other Current Liability</b>	
20010 - Accrued Purchases	\$27,773.59
26100 - USAC Tax Payable	(\$31,987.47)
26200 - Va Communications Tax	\$4,735.76

<b>Total Other Current Liability</b>	<b>\$521.88</b>
<b>Total Current Liabilities</b>	<b>\$519,338.72</b>
<b>Long Term Liabilities</b>	
27500 - BB&T Loan for Expansion	\$5,000,000.00
28000 - Deferred Income	\$208,050.48
<b>Total Long Term Liabilities</b>	<b>\$5,208,050.48</b>
<b>Equity</b>	
Retained Earnings	\$13,888,711.33
Net Income	\$1,568,168.11
<b>Total Equity</b>	<b>\$15,456,879.44</b>
<b>Total LIABILITIES &amp; EQUITY</b>	<b>\$21,184,268.64</b>

**Eastern Shore of Virginia Broadband Authority**  
**Board Cash Flow Statement**  
**Mar 2020, Apr 2020**

Financial Row	Amount
<b>Operating Activities</b>	
Net Income	\$415,986.02
<b>Adjustments to Net Income</b>	
Accounts Receivable	(\$123,558.67)
Inventory Asset	(\$59,160.59)
Accounts Payable	\$67,549.51
Sales Tax Payable	\$6,531.14
Other Current Liabilities	\$7,280.54
<b>Total Adjustments to Net Income</b>	<b>(\$101,358.07)</b>
<b>Total Operating Activities</b>	<b>\$314,627.95</b>
<b>Investing Activities</b>	
Fixed Asset	(\$887,863.46)
<b>Total Investing Activities</b>	<b>(\$887,863.46)</b>
<b>Financing Activities</b>	
Long Term Liabilities	(\$2,101.52)
<b>Total Financing Activities</b>	<b>(\$2,101.52)</b>
<b>Net Change in Cash for Period</b>	<b>(\$575,337.03)</b>
<b>Cash at Beginning of Period</b>	<b>\$7,417,781.53</b>
<b>Cash at End of Period</b>	<b>\$6,842,444.50</b>

**Eastern Shore of Virginia Broadband Authority**  
**Board Income Statement**  
**Mar 2020, Apr 2020**

Financial Row	Mar 2020 Amount	Apr 2020 Amount	Total Amount
<b>Income</b>			
<b>40000 - Broadband Income</b>			
Education Income	\$47,239	\$47,239	\$94,478
Enterprise Income	\$32,113	\$29,865	\$61,978
Government Income	\$8,175	\$8,251	\$16,426
Medical Income	\$10,373	\$10,373	\$20,746
Other Income	\$249	\$0	\$249
Residential Income	\$49,044	\$52,005	\$101,049
Wholesale Income	\$218,188	\$223,727	\$441,915
<b>Total - 40000 - Broadband Income</b>	<b>\$365,381</b>	<b>\$371,460</b>	<b>\$736,842</b>
<b>40900 - Installation Income</b>			
Enterprise Income	\$1,500	\$21,667	\$23,167
Residential Income	\$14,025	\$13,875	\$27,900
Wholesale Income	\$1,051	\$1,651	\$2,702
<b>Total - 40900 - Installation Income</b>	<b>\$16,576</b>	<b>\$37,192</b>	<b>\$53,768</b>
<b>46400 - Other Income</b>			
Wholesale Income	\$150	\$150	\$300
<b>Total - 46400 - Other Income</b>	<b>\$150</b>	<b>\$150</b>	<b>\$300</b>
<b>46460 - Interest Income</b>			
Other Income	\$3,866	\$1,397	\$5,263
<b>Total - 46460 - Interest Income</b>	<b>\$3,866</b>	<b>\$1,397</b>	<b>\$5,263</b>
<b>Total - Income</b>	<b>\$385,973</b>	<b>\$410,200</b>	<b>\$796,173</b>
<b>Cost Of Sales</b>			
50100 - Cost of Goods Sold:Internet Access	\$11,128	\$11,128	\$22,257
50300 - Cost of Goods Sold:3rd Party Dark service	\$27,314	\$27,314	\$54,628
50400 - Cost of Goods Sold:Utility Locates	\$181	\$120	\$300
50600 - Cost of Goods Sold:3rd Party Transport	\$12,399	\$12,399	\$24,798
51010 - Cost of Goods Sold:Collocation/Hut Expense:Utilities	\$2,403	\$2,736	\$5,139
51020 - Cost of Goods Sold:Collocation/Hut Expense:Phone, Communic.	\$133	\$138	\$270
51030 - Cost of Goods Sold:Collocation/Hut Expense:Fuel	\$49	\$1,742	\$1,791
51090 - Cost of Goods Sold:Collocation/Hut Expense:Maintenance	\$0	\$4,390	\$4,390
<b>Total - Cost Of Sales</b>	<b>\$53,606</b>	<b>\$59,967</b>	<b>\$113,573</b>
<b>Gross Profit</b>	<b>\$332,367</b>	<b>\$350,233</b>	<b>\$682,600</b>
<b>Expense</b>			
61200 - Payroll Expenses:Wages & Benefits	\$79,050	\$87,230	\$166,280
62100 - Sales and Marketing:Sales Commissions	\$0	\$290	\$290
62200 - Sales and Marketing:Marketing and Promotions	\$0	\$135	\$135
63100 - Travel and Meetings:Conference, Convention, Meeting	\$1,095	\$0	\$1,095
63200 - Travel and Meetings:Mileage/Tolls Reimbursement	\$95	\$138	\$233
63400 - Travel and Meetings:Meals & Entertainment	\$67	\$0	\$67
63500 - Travel and Meetings:Other Travel	\$912	\$0	\$912
64200 - Bank Charges & Fees	\$1,418	\$1,543	\$2,960
64300 - Dues, Subscriptions, Books	\$627	\$0	\$627
64320 - Dumpster/Trash Removal	\$188	\$188	\$377
64350 - Interest Expense	\$16,997	\$16,997	\$33,995
64370 - Janitorial Services	\$300	\$300	\$600
64400 - Office Supplies & Expense	\$3,042	\$2,391	\$5,433
64420 - Printing and Copying	\$1,377	\$60	\$1,437
64450 - Postage, Mailing & Shipping	\$210	\$81	\$291
64460 - Office IT Hardware/Software	\$371	\$1,585	\$1,956
64470 - Office Maintenance & Repair	\$0	\$5	\$5
64480 - Rent or Lease Payments	\$650	\$650	\$1,300
64630 - Staff Development	\$0	\$99	\$99
64700 - Taxes	\$16,143	\$9,367	\$25,510
64750 - Telephone & Telecommunications	\$492	\$487	\$979

64760 - Mobile Phones	\$210	\$210	\$420
64800 - Utilities	\$29	\$0	\$29
65100 - Professional Services:Accounting & Administration	\$688	\$688	\$1,375
65200 - Professional Services:Legal Fees	\$6,936	\$0	\$6,936
67200 - Vehicle Equipment	\$0	\$561	\$561
67300 - Vehicle Fuel	\$2,033	\$2,332	\$4,365
67400 - Vehicle & Equip Maintenance & Repair Expenses	\$209	\$807	\$1,016
68100 - Physical Plant Maintenance/Agreements/Warranties/Software	\$5,923	\$846	\$6,768
68400 - Physical Plant Tools & Safety Equipment	\$1,625	\$4,937	\$6,562
68500 - Physical Plant Shipping Freight & Delivery	\$10,022	\$9,355	\$19,377
<b>Total - Expense</b>	<b>\$150,711</b>	<b>\$141,282</b>	<b>\$291,992</b>
<b>Net Income</b>	<b>\$181,656</b>	<b>\$208,951</b>	<b>\$390,608</b>

					Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21					
Acct. #'s	Revenues																				
	Total Revenue=					\$ 363,551	\$ 378,101	\$ 382,651	\$ 387,201	\$ 391,751	\$ 396,301	\$ 400,851	\$ 405,401	\$ 409,951	\$ 414,501	\$ 419,051	\$ 423,601	\$ 4,772,912			
	Cost of Goods Sold																				
	Total Cost of Goods Sold=					\$ 65,330	\$ 65,330	\$ 65,330	\$ 66,330	\$ 67,330	\$ 67,330	\$ 67,330	\$ 67,330	\$ 67,330	\$ 67,330	\$ 68,330	\$ 68,330	\$ 802,960			
	Gross Margin =					\$ 298,221	\$ 312,771	\$ 317,321	\$ 320,871	\$ 324,421	\$ 328,971	\$ 333,521	\$ 338,071	\$ 342,621	\$ 347,171	\$ 350,721	\$ 355,271	\$ 3,969,952			
	Gross Margin (%) =					82%	83%	83%	83%	83%	83%	83%	83%	84%	84%	84%	84%	83%			
	Wages & Benefits																				
61200	Non-Sales Full Time Employees				Salary	% Utilization	Start	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Sub-Total Gross Wages of FT Non-Sales									\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 83,625	\$ 1,003,500		
	Part Time Employees				Salary	% Utilization	Start	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Sub-Total Gross Wages of PT Non-Sales									\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 3,000	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 4,667	\$ 46,000	
	Full Time Sales Employees				Salary	% Utilization	Start	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
	Sub-Total Gross Wages Sales								\$ 5,600	\$ 5,600	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 10,267	\$ 113,867	
	Payroll Expense								\$ 127,751	\$ 127,751	\$ 134,413	\$ 134,413	\$ 134,413	\$ 134,413	\$ 136,292	\$ 136,292	\$ 136,292	\$ 136,292	\$ 136,292	\$ 1,610,906	
	Contractors																				
									\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 1,125	\$ 13,500	
	Referral Sales Commissions/Bonus																				
									\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 4,833	\$ 58,000	
	TOTAL WAGES & BENEFITS								\$ 133,710	\$ 133,710	\$ 140,371	\$ 140,371	\$ 140,371	\$ 140,371	\$ 142,250	\$ 142,250	\$ 142,250	\$ 142,250	\$ 142,250	\$ 142,250	\$ 1,682,406
	Operating Expenses																				
	Sales & Marketing																				
									\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 4,600	\$ 55,200	
	Travel & Entertainment																				
									\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 5,370	\$ 64,440	
	Office & Facilities																				
									\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 14,120	\$ 169,440	
	Vehicle & Equipment Expenses																			\$ -	
									\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 3,940	\$ 47,280	
	Professional Services																				
									\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 6,900	\$ 82,800	
	System Maintenance & Repair																				
									\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 24,700	\$ 296,400	
	Insurance																				
64360	VA Corp				Auto, Liability, D and O				\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 1,200	\$ 14,400	
	Other																				
									\$ -	\$ -	\$ 52,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 52,000
	TOTAL OPERATING EXPENSES								\$ 60,830	\$ 60,830	\$ 112,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 60,830	\$ 781,960
	TOTAL SG&A EXPENSE								\$ 194,540	\$ 194,540	\$ 253,201	\$ 201,201	\$ 201,201	\$ 201,201	\$ 203,080	\$ 203,080	\$ 203,080	\$ 203,080	\$ 203,080	\$ 203,080	\$ 2,464,366
	OPERATING CASH FLOW								\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ 123,220	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 147,641	\$ 152,191	\$ 1,505,586

	EBITDA		\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ 123,220	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 147,641	\$ 152,191	\$ 1,505,586
	EBITDA (%)		29%	31%	17%	31%	31%	32%	33%	33%	34%	35%	35%	36%	32%
	Interest Payments						\$ 111,000						\$ 102,000		\$ 213,000
	Principal Payments	(BB&T Bond)					\$ 406,000								\$ 406,000
	Operating Income before Depreciation		\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ (393,780)	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 45,641	\$ 152,191	\$ 886,586
	Depreciation Expense		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Pretax Income		\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ (393,780)	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 45,641	\$ 152,191	\$ 886,586
	Income Tax (0%)		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	After Tax Income/(Loss)		\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ (393,780)	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 45,641	\$ 152,191	\$ 886,586
	OPERATING CASH FLOW less Financial Activities		\$ 103,681	\$ 118,231	\$ 64,120	\$ 119,670	\$ (393,780)	\$ 127,770	\$ 130,441	\$ 134,991	\$ 139,541	\$ 144,091	\$ 45,641	\$ 152,191	\$ 886,586
10030	Equipment Replacement Accrual	(Equipment Repl., Additions, etc)	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 8,000	\$ 96,000
		Balance as of 5-22-20 = \$578,670													
10020	Capital Expansion Accrual	(Network Expansion, etc)	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 60,000
		Balance as of 5-22-20 = \$544,135													
	Capital Expenditures	Network Expansion, Equipment (includes \$685K Equipment Encumbrances from FY20)	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 172,475	\$ 2,069,700
	INCREASE (DECREASE) IN CASH	Operating less Finance & CAPEX	\$ (81,794)	\$ (67,244)	\$ (121,355)	\$ (65,805)	\$ (579,255)	\$ (57,705)	\$ (55,034)	\$ (50,484)	\$ (45,934)	\$ (41,384)	\$ (139,834)	\$ (33,284)	\$ (1,339,114)
	Projected Beginning Cash Balance *		\$ 4,350,314	\$ 4,268,520	\$ 4,201,277	\$ 4,079,922	\$ 4,014,117	\$ 3,434,861	\$ 3,377,156	\$ 3,322,122	\$ 3,271,638	\$ 3,225,703	\$ 3,184,319	\$ 3,044,484	
	Projected Ending Cash Balance	(Carry forward of \$685,000)	\$ 4,268,520	\$ 4,201,277	\$ 4,079,922	\$ 4,014,117	\$ 3,434,861	\$ 3,377,156	\$ 3,322,122	\$ 3,271,638	\$ 3,225,703	\$ 3,184,319	\$ 3,044,484	\$ 3,011,200	\$ 3,011,200

\* Cash balance excludes unexpended funds from bond proceeds. Starting cash balance in July '20 is an approximation from the estimated cash balance at the end of June '20



Description	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	
Continued deploymeny of FTTH Phase 1	\$ 137,500	\$ 137,200	\$ 136,426	\$ 85,000	\$ 79,000	\$ 74,000	\$ 70,000	\$ 719,126
Deployment of subs from FY2018 Expansion	\$ 987,200	\$ 1,313,741	\$ 1,299,341	\$ 529,392	\$ 490,000	\$ 460,000	\$ 430,000	\$ 5,509,674
Microcommunity Funding	\$ 70,000	\$ 70,000	\$ 70,000	\$ 70,000	\$ 150,000	\$ 150,000	\$ 150,000	\$ 730,000
Network Extensions (Savage Neck, Seaview,Chesconessex)	\$ -	\$ -	\$ -	\$ -	\$ 600,000	\$ 600,000	\$ 500,000	\$ 1,700,000
Towers	\$ -	\$ -		\$ -	\$ 200,000	\$ -	\$ -	\$ 200,000
	\$ 1,194,700	\$ 1,520,941	\$ 1,505,767	\$ 684,392	\$ 1,519,000	\$ 1,284,000	\$ 1,150,000	\$ 8,858,800

Other Equipment/Systems								
DWDM System	\$ 550,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 550,000
Air Conditioner Replacements	\$ 15,000	\$ 15,000	\$ 15,000	\$ -	\$ -	\$ -	\$ -	\$ 45,000
Virtual Server Upgrades	\$ 20,000	\$ 30,000	\$ -	\$ 50,000	\$ -	\$ 50,000	\$ -	\$ 150,000
Cisco 3560/2960/1200 Replacements	\$ 30,000	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ 100,000	\$ 180,000
Traffic Safety Equipment	\$ -	\$ 40,000		\$ -	\$ -	\$ 40,000	\$ -	\$ 80,000
Network Security/Anti Intrusion	\$ -	\$ 40,000		\$ -	\$ 100,000	\$ -	\$ -	\$ 140,000
OTDR	\$ -	\$ 10,000	\$ -	\$ 10,000	\$ -	\$ -	\$ -	\$ 20,000
JDSU Tester 100 Gig Interface	\$ -	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000
NTest FiberWatch	\$ -	\$ -	\$ 50,000	\$ -	\$ -	\$ -	\$ -	\$ 50,000
Battery Replacement	\$ 10,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,000
Vehicle Replacement/Addition	\$ 40,000	\$ 130,000	\$ 60,000	\$ 50,000	\$ 40,000	\$ 40,000	\$ 40,000	\$ 400,000
Additional Hub Site	\$ -	\$ 60,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60,000
Horizontal Bore System	\$ 210,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 210,000
Core Router Upgrades	\$ -	\$ 50,000	\$ -	\$ 200,000	\$ -	\$ -	\$ -	\$ 250,000
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	\$ 875,000	\$ 450,000	\$ 125,000	\$ 310,000	\$ 140,000	\$ 130,000	\$ 140,000	\$ 2,170,000
	\$ 2,069,700	\$ 1,970,941	\$ 1,630,767	\$ 994,392	\$ 1,659,000	\$ 1,414,000	\$ 1,290,000	\$ 11,028,800